COMMERCE YEAR PLAN 2026-2027

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 4th wk 19-10 to 23-10	WK 8- Oct 5th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 9	Yr.9/2(6)		Yr.9/5(15)					Yr.9/3(9)		
	Introduction to Accounting		**Double Entry Book Keeping**					**Books of Original Entry**		
	To appreciate what accounting is about .	Explain the meaning of the terms such as Capital,Assets,Liabilities etc.	To explain what is meant by Double entry.To explain the Accounting Equation.	To explain the Money measurement concept and Business Entity concept.	Illustrate the format of a journal. Explain how to enter transactions in the journal.To describe the formaat of a T-Account. To be able to post transactions from the Journal into the Ledger Accounts. To compile a Trial Balance.			To be able to draw the format of a Two-column Cash Book,enter up and balance off the cash book.	To be able to draw the format of a Three-column Cash Book,enter up and balance off the cash book. To be able to identify contra entries and explain why they are entered on the debit and credit side of a cash book.	

Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 9	Yr.9/7(21)							Yr.9/1(3)	Yr.9/2(6)	
	Books of Original Entry							Capital and	Revision and Tests	
	To justify the need for the Books of Original Entry and to be able to describe the process of recording the transactions into the Purchases and Sales Journal.		To be able to describe the process of recording the transactions into the Purchases Returns and Sales Returns Journal. Explain the money measurement concept and business entity concept.		To appreciate the benefit of maintaining a Petty Cash Book. To demonstrate how the imprest system works and to be able to compile a Petty Cash book and show the restoration of the imprest.		Explain the use of Journal.To deduce the Capital by passing an Opening Journal Entry.	To identify if an item of expenditure is Capital or Revenue in nature.		

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 9	Yr.9/1(3)	Yr.9/6(18)				Yr.9/1(3)	Yr.9/2(6)		Yr.9/2(6)	
	Trial Balance	**Financial statements**				**Revision**	**Financial Statements with adjustments**		Forms of Business organisations	
	To compile a Trial Balance from the list of balances given and explain why the debit and credit Trial balance totals should equal one another.	To be able to compile an income statement in the prescribed format and thereby ascertain the Cost of sales, Gross Profit and profit for the year.to identify the differences betweenGross profit and profit for the year.		To be able to draw up a statement of financial position showing total assets and total liabilities.			To be able to prepare Financial statements with adjustments for accruals , prepayments etc.		To explore the different forms of Business organisations.	

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 5th wk 19-10 to 23-10	WK 8- Oct 4th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 9	YR 9/1.1 (15) Enterprise and Enterpreneurship					YR 9/1.2 (18) spotting a business opportunity				
	The dynamic nature of business		Risk and Reward	The role of the business Enterprise		Customer needs	Market research		Market segmentation	The competitive environment
	Understand the dynamic nature of business in terms of technology, products/services/ideas.		Understand the impact of risks and rewards on business activity.	Understand the role of business enterprise and learn the purpose of business activity.		Identify and understanding customer needs	Understand the purpose of market research, identify the methods and know its use.		Understand market segmentation, methods of segmenting and what a gap in the market is and whether or not to fill the gap	Understand the competitive environment in terms of price, quality, location, product range and customer service
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12-Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 9	YR 9/1.2 (18) spotting a business opportunity	YR9/1.3 (24) Putting a business idea into practice								Enhancement activity for 1.3 Revision/test
	The competitive environment	Business aims and abjectives		Business revenues, costs and profits		Cash and cash-flow		Sources of business finance		
	Understand the competitive environment in terms of price, quality, location, product range and customer service	Understand and classify the aims and objectives of the business and the differences in aims of different businesses. Learn about SMART objectives.		Understand the classification of costs and determine how to calculate each type of costs and revenue and profit/loss. Assess their impact on businesses.		Determine the importance of cash, distinguish between cash and profit, develop a cash flow statement and estimate cash flow forecasts to identify cash shortages as a prelude to investigating sources of finance.		Identify and classify the different sources of finance for start-up and established small businesses		
Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 9	YR 9/1.4 (24) Making the business effective								Enhancement activity for 1.4 Revision/test	
	The option for start-up and small		Business location		The marketing mix		Business plans			
	Identify and analyse the option for starting-up of small businesses		Identify factors influencing business location and evaluate them.		Define the marketing mix. Identify the elements of the marketing mix. Analyse each element. Understand the importance of building a marketing mix		Understand and assess the purpose of business plans and the contents of a business plan. Investigate the highlights of preparing business plans and the the drawbacks.			

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 4th wk 19-10 to 23-10	WK 8- Oct 8th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 9	Yr 9/ 1 (6) The Basic Economic Problem		Yr 9 / 2 (3) Economic Assumptions	Yr 9 / 3 (9) Production			Yr 9 / 4 (15) Externalities & Government Intervention			
	To learn the nature of economic problem		To understand the economic assumptions of consumers & producers	Organizing Production			To understand the function of the market and the role of government in resource allocation			External Cost & External Benefits, Govt. Policies to deal with externalities
	Scarcity of resources and choices , PPF		Economic Assumption	Factors of Production,Sectors of the economy	Productivity & Factors affecting productivity	Division of labour & Advantages and disadvantages of the division of labour to workers and businesses	Private and Public sector	Mixed Economy & Market Failure	Privatisation	External cost and benefit of production , examples & govt. Intervention
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 9	Yr 9/ 5 (15) Market Forces					Yr 9 / 6 (12) Elasticities				
	To understand the market forces of demand & supply				To understand the market forces of demand & supply	To understand PED , YED & PES				Enhancement activity
	Demand (Relationship b/w Price & Quantity Demanded, Factors affecting demand)		Supply (Relationship b/w Price & Quantity Supplied , Factors affecting supply)		Market Equilibrium- Equilibrium price & quantity and how they are determined	Price elasticity of demand- Definition. Formula & calculations, digrams, interpretation of numerical values	Price elasticity of supply- Definition, formula & calculations		Income elasticity of demand (YED)- Defnition & Interpretation	REVISION

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 9	Yr 9 / 7 (6) Production (cont)		Yr 9 / 8 (6) Economies of Scale				Yr 9 /9 (12) Market Structures			
	Organizing Production (Cont..)		Scale of Production		REVISION		To understand why markets can have different market structures.			
	Definition and use of formulae to calculate Business costs		Definition & types of internal & External economies of scale	Definition & types of diseconomies of scale	Final Exam Revision of Term 1 and Term 2		Advantages and Disadvantages of Large and Small Firms		Business Competition	
Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 5th wk 19-10 to 23-10	WK 8- Oct 4th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 10	Yr.10/2(8)		Yr.10/2(8)		Yr.10/3(12)			Yr.10/3(12)		
	Financial statements with adjustments.		**Other receivables and Other Payables**		**Manufacturing Accounts**			Depreciation, provision for depreciation and asset		
	To assess the financial outcome of a business during a period. Prepare the income statements & statement of financial position of a sole trader with end of the period adjustments..		To understand the adjustments for other receivables and payables .Learn the application of Matching/ Accrual concepts.		To explore the accounting system of manufacturing concerns .To calculate prime cost, prepare manufacturing a/c and income statement.			Explain the causes of depreciation. Distinguish between the methods of charging depreciation; Straight line, Diminishing balance; prepare provision for depreciation a/c and asset disposal a/c. Accounting treatment of depreciation in financial statements a/cs. Application of the concepts of prudence, consistency, going concern and matching.		
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 10	Yr.10/2(8)		Yr.10/4(16)				Yr.10/3(12)			Revision and Tests
	Control Accounts		Incomplete records				Bank Reconciliation Statement			
	To understand the uses of control a/cs. Prepare sales ledger and purchases ledger control a/cs.		To learn to prepare financial statements from incomplete records. To find out missing figures by preparing control a/cs and Statement of affairs method; prepare income statement and statement of financial position.				To explore the reasons for disagreement between bank statement &cash book. To reconcile and find out the correct balance by preparing BRS. To update the cash book with unrecorded items.			

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 10	Yr.10/2(8)		Yr.10/3(12)			Yr.10/1(4)	Yr.10/1(4)	Yr.10/1(4)	Yr.10/2(8)	
	Day books and ledger accounts		Stake holders and Business & Business documentation.			Revision	Accounting concept	Proffessional Ethics	ICT In Accounting	
	To prepare day books and ledger accounts including VAT		To understand the connection between stake holders and a business .To learn the preparation of business documents.				To understand the significance of the Accounting concepts;Consistency, Prudence, Accruals, Materiality, Money measurement and Business Entity.	To describe the principles of proffessional ethics. Apply the principles of Professional ethics to Accounting roles and functions.Explain the concept of Public interest and apply it in Accounting roles and functions.	Explain the benefit of using the following technology in the Accounting environment; Accounting soft ware, Spread sheets. Explain the issues regarding the security of data in terms of;data loss, access and confidentiality	

Term 1	**WK 1-** Aug 5th wk/Sep 1st wk **31-8 to 4-9**	**WK 2-** Sep 2nd wk **07-9 to 11-9**	**WK 3-** Sep 3rd wk **14-9 to 18-9**	**WK 4-** Sep 4th wk **21-9 to 25-9**	**WK 5-** Sep 5th wk/Oct 1st wk **28-9 to 02-10**	**WK 6-** Oct 2nd wk **05-10 to 09-10**	**WK 7-** Oct 5th wk **19-10 to 23-10**	**WK 8-** Oct 4th wk **26-10 to 30-10**	**WK 9-** Nov 1st wk **02-11 to 06-11**	**WK 10-**Nov 2nd wk **09-11 to 13-11**
YR 10	YR 10/1.4 (16) Making the business effective				YR 10 / 1.5 (32) Understanding external influences				YR 10 /2.1(32) Growing the business	
	The marketing mix		Business plans		Business	Technology and business		Legislation and business	Ethics, the environment and business	
	Define the marketing mix. Identify the elements of the marketing mix. Analyse each element. Understand the importance of building a marketing mix		Understand and assess the purpose of business plans and the contents of a business plan. Investigate the highlights of preparing business plans and the the drawbacks.		Idenify and understand different stake holders and their objectives	Investigate how different technologies can impact businesses		Understand the purpose and impact of legislation on the business	Understand the impact of ethical and environmental consideration on businesses	

Term 2	**WK 11-** Dec 1st & 2nd wk **01-12 to 11-12**	**WK 12-**Jan 1st wk **04-1 to 08-1**	**WK 13-** Jan 2nd wk **11-1 to 15-1**	**WK 14-** Jan 3rd wk **18-1 to 22-1**	**WK 15-** Jan 4th wk **25-1 to 29-1**	**WK 16-** Feb 2nd wk **01-2 to 05-2**	**WK 17-** Feb 2nd wk **08-2 to 12-2**	**WK 18-** Feb 3rd wk **15-2 to 19-2**	**WK 19-** Feb 4th wk **22-2 to 26-2**	**WK 20-** Mar 1st wk **01-3 to 05-3**
YR 10	YR 10 / 1.5 (32) Understanding external influences				YR 10 /2.1(32) Growing the business					
	The economy and business		External influences		Business Growth		Changes in business aims and		Business and Globalisation	
	Identify and understand the impact of the economic climate on businesses		Understand the importance of external influences on business		Understand the methods and impact of business growth		Understand the reasons and ways the aims and objectives change		Identify and understand the impact of globalisation also barriers and competition in international trade	

Term 2	WK 21- Mar 3rd wk 15-3 to 19-3	WK 22- Mar 4th&5th wk & Apr 1st wk 22-3 to 02-4	WK 23- Apr 3rd wk 12-4 to 16-4	WK 24- Apr 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 10	Y10/2.2(32) Making Marketing Decisions								Enhancement activity for 2.2 and Revision	
	Product		**Price**		**Promotion**		**Place**			
	Learn about the design mix-function, aesthetics and cost, the Product Life Cycle and its phases, including extension strategies and the importance of differentiation.		Learn about the different pricing strategies to earn profits in terms of high volume or high margins. The influence of technology, competition, market segment and product life cycle on the pricing strategies.		Learn about the different promotion strategies such as advertising, sponsorship, product trials, special offers, publicity, branding, technology, promotion, social media, viral apps, emails and newsletters.		Analyse the impact of retailing and e-tailing; using the marketing mix to make business decisions; competitive advantage and the marketing mix.			
Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 4th wk 19-10 to 23-10	WK 8- Oct 8th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 10	Yr 10/1 (16) Market Structures (Cont.)					Yr 10/2 (12)The labour market			Yr 10/3 (6) Macro Economic Objective (Internal)	
	To understand why markets can have different market structures.					To understand labour markets & government intervention			To understand government's macro economic objectives	
	Business Competition (Cont.)	Monopoly, Main features of monopoly, Advantages and disadvantages of monopoly	Oligopoly, Main features of Oligopoly, Advantages and disadvantages of Oligopoly		Government regulation of competition to improve market efficiency	Factors affecting the demand/Supply for labour & Labour market equilibrium	Trade union involvement in the labour market	Government involvement in the labour market	Economic Growth, measurement using increases in gross domestic product (GDP) / Limitation	
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 10	Yr 10/3 (12) Macro Economic Objective (Internal) Cont.			Yr 10 /4 (8) Exchange Rates		Yr 10/ 4 /(6) BOP	Yr 10/ 5/(6) Environment Protection		Yr 10/ 6/(8) Redistribution of Income	
	To understand government's macro economic objectives			Exchange rates		Current account surplus/deficit	Economic Activity & Environment		Poverty/Inequity	
	Inflation, measurement using consumer price index (CPI), relationship between inflation and interest rates	Unemployment, measurement of unemployment using International Labour Organization (ILO) measure		Definition of exchange rates; Factors affecting supply and demand of currencies; supply and demand diagrams to show determination of exchange rates; Appreciation & Depreciation of currency & their impact on import and export		Surplus or balance on the current account of the balance of payments	Ways businesses damage the environment, government intervention to protect the environment		Reasons to reduce poverty and inequality	Government intervention to reduce poverty & income inequality

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 10	Yr 10/ 7/(20) Demand side policies						Yr 10/ 8/(12) Supply side Policy			
	Fiscal/ Monetary Policy/Quantitative easing					REVISION	Supply side policy and its Impact on PPF and macroeconomic objectives			
	Focus on the nature of government revenue and government expenditure; impact of fiscal deficit and fiscal surplus; impact of fiscal poly on macroeconomic obectives		focus on interest rate changes, impact of changes in interest rates on macroeconomic objectives			Final Exam Revision	Supply-side policy and its impact on productivity and total output		Supply side policy and its impact on macroeconomic objectives	

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 5th wk 19-10 to 23-10	WK 8- Oct 4th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 11	Yr.11/1(5)	Yr.11/4(20)				Yr.11/4(20)				Yr.11/1(5)
	Financial Statements	**Partnership Accounts**				**Errors and rectification**				Revision
	To revise the preparation of Learn the preparation of Financial Statements of a sole trader with adjustments for other receivables and payables.	To understand the characteristics of partnership form of organisations and to explore the accounting system of partnerships. to Prepare income statements and appropriation accounts and partners' current accounts and capital accounts of firms. To prepare statements of financial position to include partners' capital balances and current account balances.				To identify and explain errors that do not affect the balancing of the trial balance. Prepare journal entries to correct errors. To identify and explain errors that affect the balancing of the trial balance and the limitations of Trial balance. To prepare journal entries to correct errors.To prepare the suspense account. To redraft the trial balance. To recalculate profit.				
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 11	Yr.11/3(15)			Yr.11/3(15)			Yr.11/4(20)			
	Irrecoverable debts and Provision for doubtful debts			Calculation and interpretation of accounting ratios			Revision			
	To understand why it is necessary to provide a provision for irrecoverable debts and prudence concept.Distinguish between an irrecoverable debt and a provision for an irrecoverable debt. Calculate and record irrecoverable debts and provision for irrecoverable debts in the books of account.			To understand the calculation and interpretation of accounting ratios .• gross profit percentage • profit for the year as a percentage of revenue • return on capital employed. Calculate and interpret the following liquidity ratios: • current (working capital) ratio • liquid (acid test) ratio. To Explain the difference between profitability and liquidity.						
Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 11	Yr.11/10(50)									
	Revision, Mock exams and Board exams.									

Term 1	**WK 1-** Aug 5th wk/Sep 1st wk **31-8 to 4-9**	**WK 2-** Sep 2nd wk **07-9 to 11-9**	**WK 3-** Sep 3rd wk **14-9 to 18-9**	**WK 4-** Sep 4th wk **21-9 to 25-9**	**WK 5-** Sep 5th wk/Oct 1st wk **28-9 to 02-10**	**WK 6-**Oct 2nd wk **05-10 to 09-10**	**WK 7-**Oct 5th wk **19-10 to 23-10**	**WK 8-**Oct 4th wk **26-10 to 30-10**	**WK 9-**Nov 1st wk **02-11 to 06-11**	**WK 10-** Nov 2nd wk **09-11 to 13-11**
YR 11	Y11/2.3 (40) Making Operational Decisions								Y11/2.4 (20) Making Financial Decisions	
	Production		**Stock**		**Quality**		**Sales Process**		**Business Calculations**	
	Understand business operations- the Production Process- Job, Batch and Flow Production and a combination of them and the impact of technology on production.		Understand the process of working with suppliers- from procurement to managing stock using the Just-in-Time technique		Analyse the process of managing quality using the Quality control and Quality Assurance processes. To assess the importance of setting Quality standards, adhering to it and infusing it in the business.		Assess the sales process and sales approaches and the importance of good customer service.		Learn the calculation of Gross and Net Profit, Cost of Goods Sold, Revenue, Margin and Average Rate of Return, select and apply the correct data	
Term 2	**WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12**	**WK 12- Jan 1st wk 04-1 to 08-1**	**WK 13- Jan 2nd wk 11-1 to 15-1**	**WK 14- Jan 3rd wk 18-1 to 22-1**	**WK 15- Jan 4th wk 25-1 to 29-1**	**WK 16- Feb 2nd wk 01-2 to 05-2**	**WK 17- Feb 2nd wk 08-2 to 12-2**	**WK 18- Feb 3rd wk 15-2 to 19-2**	**WK 19- Feb 4th wk 22-2 to 26-2**	**WK 20- March 1st wk 01-3 to 05-3**
YR 11	Y11/2.4 (20) Making Financial Decisions		Y11/2.5 (40) Making Human Resource Decisions/Test							
	Understanding Business Performance		**Organisation Structure**		**Communication**		**Recruitment**		**Motivation**	
	Understand and learn to apply the use and interpretation of graphs and charts. Using and Interpreting market and financial data. Assessing the achievement of success criteria for the topic		Learn about the different organisational structures- hierarchical, centralised andd decentralised and analyse the benefits of each.		Learn the importance of effective communication and the impact of insufficient and excessive communication.		Understand the the different ways of working- hours, contracts and the impact of technology on ways of working. Effective recruitment through different roles and responsibilities.	Develop the understanding of different roles and responsibilities. To learn how businesses recruit people using different recruitment methods and analyse the most effective training methods.	Develop an understanding of the importance of motivation in the workplace and the different motivation methods adopted by businesses. To analyse the effectiveness of the different methods	
Term 2	**WK 21- March 3rd wk 15-3 to 19-3**	**WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4**	**WK 23- April 3rd wk 12-4 to 16-4**	**WK 24- April 4th wk 19-4 to 23-4**	**WK 25- April 5th wk 26-4 to 30-4**	**WK 26- May 1st wk 03-5 to 04-5**	**WK 27- Jun 1st wk 31-6 to 04-6**	**WK 28- Jun 2nd wk 07-6 to 11-6**	**WK 29- Jun 3rd wk 14-6 to 18-6**	**WK 30- Jun 4th wk 21-6 to 30-6**
YR 11	Revision, Mock Examinations and Board Examinations									

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 5th wk 19-10 to 23-10	WK 8- Oct 4th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 11	Revision on Fiscal and Monetary Policy		Revision on Supplyside Policy	Yr 11/ 1 /(12)Macro Economic Policies & Objectives			Yr 11/2(10) Globalisation		Yr 11/3 (25) International Trade	
	Fiscal/ Monetary Policy/Quantitative easing		Supply side policy and its Impact on PPF and macroeconomic objectives	Relationship b/w Macro economic objectives and policies			Globalisation		International Trade	REVISION
	the impact of fiscal and Monetary policy on macroeconomic objectives		supply-side policy and its impact on productivity and total output	impact of policies and the trade-off between unemployment and inflation, economic growth and inflation	impact of policies and the trade-off between economic growth and environmental protection	impact of policies and the trade-off between inflation and the current account on balance of payments	Definition of globalisation, reason and its impact on individual countries, governments, producers and consumers workers and environment	Definition of MNC, FDI; Reaons for emergence of MNC/FDI	Advantages and disadvantages of free trade	First Term Exam Revision
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 11	Yr 11/3 (25) International Trade					REVISION - MOCK EXAM				
	Protectionism			Modern trading blocs	WTO & Trade Pattern	REVISION -Exchange Rates;Its Impact & BOP		REVISION- The Market Sytem		REVISION - Business Economics
	Reasons for protection; Methods of protection; advantages and disadvantages of each method of protection; supply and demand			Impact of trading blocs on member	Role of the World Trade Organization ;					

	diagrams to show tariffs, quotas and subsidies	and non-member countries; examples of trading blocs	actions by the WTO ; Trade patterns of developed and developing countries	Definition of exchange rates; Factors affecting supply and demand of currencies; supply and demand diagrams to show determination of exchange rates; Appreciation & Depreciation of currency & their impact on import and export ; Surplus or Deficit balance on the current account of the balance of payments	Law of Demand and Suppy; Factors affecting demand and supply; Market equilibrium; Mixed Economy; Privatisation; Externalities;	Competitive markets; oligopoly; monopoly ; advantages and disadvantaes of large and small firms

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 11	REVISION - MOCK EXAM AND BOARD EXAM									
	REVISION - MOCK EXAM AND BOARD EXAM									
	REVISION -Past Paper Questions; Edexcel IGCSE Economics - MOCK EXAM AND BOARD EXAM									
Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 5th wk 19-10 to 23-10	WK 8- Oct 4th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 12	Yr.12/3/(9/9) **Principles of Accounting** To understand the role of a/cing, concepts, conventions, capital & revenue.			Yr.12/3/(9/9) **Errors and Control procedures** To explain the use of control a/cs.			Yr.12/4/(12/12) **Final accounts of organisations** Understand the adjustments in the final accounts of sole traders and department stores.			
	Depreciation Depreciation,provision,disposal of Non current assets			OverHeads OverHeads Allocation , apportionment and reapportionment			**Manufacturing account** To prepare Manufacturing a/c with Provision for unrealised profit adjustment.			
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 12	Yr.12/4/(12/12) **Final A/cs of clubs & societies** To explore the a/cing system of clubs. Preparation of inc. &exp. Subscrip a/c, accu. fund SOFP				Yr.12/4/(12/12) **Valuation of inventory** To explore the methods of valuation of stock.				Yr.12/2/(6/6) Labour remuneration To calculate labour remuneration under different methods	
	Incomplete records To prepare financial statements from incomplete records.				**Partnership Accounting** To understand the accounting system in partnership firms				Partnership Accounting To understand the accounting system when there are changes in the partnership firms	

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6	WK 28- Jun 2nd wk 07-6	WK 29- Jun 3rd wk 14-6	WK 30- Jun 4th wk 21-6
YR 12	Yr.12/2/(6)		Yr.12/4/(12)				Yr.12/4/(12)			
	Job costing		**Ratio analysis**				**Investment Ratios**			
	Preparation of Job cost sheets.						Calculate and comment upon the investment ratios; Price earnings per share, dividend cover and dividend yield. Explain the implications of capital gearing. Calculate the capital gearing ratio.			
	Yr.12/5/(15)					Yr.12/1/(3)	Yr.12/4/(12)			
	Partnership Accounting - continued...					**Social and ethical accounting** / EXAMS	Company Financial Statements; Preparation of Income Statement and SOFP Iin accordance with the IAS.			

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6-Oct 2nd wk 05-10 to 09-10	WK 7-Oct 5th wk 19-10 to 23-10	WK 8-Oct 4th wk 26-10 to 30-10	WK 9-Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 12	AS 1.1 (6) Meeting Customer Needs			AS 1.3 (10) Marketing mix and strategy	AS 1.4 (10) Managing people				Revison for 1st term exams	
	To introduce the term **market**. To analyse how markets help in meeting customer needs. To analyse the difference between mass and niche markets. To examine dynamic markets.	**Market research** - Methods of market research, uses and limitations of each of the methods of Market reseasrch and market segmentation from the market research results.	**Market Positioning**- howbusinesses use market research information	**Marketing strategy** - Boston Matrix, Consumer behaviour and how the marketing mix changes in response to consumer behaviour.	**Approaches to staffing** Individual and collective methods and approaches.	**Recruitment, selection and training**- methods, costs and benefits	**Motivation in theory and practice** - Importance of motivation, motivation theories, financial and non-financial incentives	**Leadership**- Management and leadership, types/methods, links between leadership and motivation.		
	AS 1.2 (10) The Market						AS 1.5 (18) Entrepreneurs and Leaders			Revision for 1st term exams
	Demand- Introduction to the demand curve. Discuss movements along the demand curve and factors influencing this.	**Supply**- Introduction to the supply curve. Discuss movements along the supply curve and factors influencing this.	**Markets**- Combine work in demand and supply to illustrate price determination in a market	**Price elasticity of demand(PED)** - calculation and interpretation of PED and its importance to businesses.	**Income elasticity of demand(YED)** - calculation and interpretation of YED. Comparison and contrast with PED and its importance to businesses.		**Moving from entrepreneur to leader-** challenges	**Business objectives-** outline and examples of objectives.	**Business choices-** opportunity costs, choices and trade-offs	
	AS 1.3 (10) Marketing mix and strategy				AS 1.4 (10) Managing people	AS 1.5 (18) Entrepreneurs and Leaders				Revision for 1st term exams
	Product/service design- Design mix and how this might change	**Branding and Promotion**- Types of branding, buildinga brand and changes in branding, generic v/s branded products, types of promotion.	**Pricing strategies**- different strategies, changes in pricing strategies and factors determining these strategies	**Distribution**- Methods, changes in channels used	**Organisation design**- Key features and terminology, strengths and weaknesses of different models	**Role of an entrepreneur**- what entrepreneurs do, problems and barriers they face	**Entrepreneurial motives and characteristics** - characteristics and skills, motivations for becoming an entrepreneur.	**Forms of Business- 1 and 2** - Legal organisation and features, the factors that lead to these forms.		

Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12-Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 12	AS 2.2 (16) Financial Planning		AS 2.4 (16) Resource Management							
	Budgets- Purpose and types of budgets, variance analysis, difficulties of budgeting.		**Production, Productivity and Efficiency-** methods of production, productivity and efficiency.		**Capacity Utilisation**- calculation, implications and ways of improving capacity utilisation.		**Stock Control-** Diagrams and key features, different methods and advantages gained from each.		**Quality Management-** methods, costs and benefits, links between stock control and quality management.	
	AS 2.1 (12) Raising Finance				AS 2.2 (16) Financial Planning		AS 2.3 (12) Managing Finances			
	Liability- Legal implications, finance implications		**Planning-** business planning, cash flow forecasts (as stand-alone and part of the business plan), use and limitations of cash flow forecasts.		**Sales Forecasting**- sales forecasting purpose and factors influencing sales forecast, difficulties with forecasting.		**Profit-** distinction between profit and cash, calculation (and link to break-even), Statement of Comprehensive Income (profit and loss account)- introduction and key features.		**Liquidity-** Statement of financial position (balance sheet)- introduction and key features, Working capital (link to cash).	
	AS 2.1 (12) Raising Finance		AS 2.2 (16) Financial Planning				AS 2.5 (10) External Influences			
	Internal and External Finance- sources and methods of finance, the distinction between the two.		**Sales, Revenues and Costs**- calculation of sales revenue and volume, and link to sales forecasting data, calculation of fixed and variable costs		**Break-even-**numerical calculation, graphical presentation and interpretation, uses and limitations of break-even analysis.		**Economic Influences-** Macroeconomic variables: inflation,exchange rates, Economic policy: interest rates, taxation and government spending.		**Legislation-** Different areas of businesses affected by legislation.	

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 12	Revison and final examinations						Introduction to the Year 13 portion for A level Paper 1			
	AS 2.3 (12) Managing Finances		Revison and final examinations				Introduction to the Year 13 portion for A level Paper 1			
	Business Failure- Financial- link to cash, profit and liquidity, Non-financial- link to the market and people.									
	AS 2.5 (10) External Influences		Revison and final examinations				Introduction to the Year 13 portion for A level Paper 1			
	The Competitive Environment- determinants of competitiveness, impact of competition on businesses, competition and market sixe, operating in small and large markets.									

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 5th wk 19-10 to 23-10	WK 8- Oct 4th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 12	AL 1(69) Introduction to markets and market failure-Theme 1									
	What is the nature of economics?	Economic data and Economic system		What determines the demand and supply of a good or service in a market?				How might the change in price of a good or service be explained?		
	Scarcity, PPF.	Positive and normative economic statements.Economic systems.Free market.mixed and command economies.Specialisation and the division of labour.		Movement along and shift in dd and ss curves, price determinetion, consumer surplus and producer surplus.Rational decision making-the underlying assumptions of rational economic decision making.				Price mechanism and application to various markets.PED,YED XED.		
	AL 3(69) The UK Economy-Performance and policies-Theme 2									
	Measures of Economic Performance	Aggregate Demand, Characteristics of Aggregate Demand & its Components		What is Aggregate supply?	National Income; Equilibrium levsls of real national output and Multiplier			Economic Growth; Causes of economic growth and the trade cycle & Impact of Economic growth		
	Economic growth, inflation, unemployment and balance of payment and measures of develpment: HDI, HPI etc.	Characteristics of Aggregate Demand; The componenets of AD: C+I+G+(X-M). Consumption, Investment, Government expenditure, net exports. Movement and shifts in AD curve		Factors affecting AS curve, shifts in AS curve, Classical and Keynesian approach	Circular flow of Income; Equilibrium level of real output and price level and application of AD AS model to real world situations. Classical vs Keynesian model of equilibrium level of real output. The multiplier model			Economic Growth	Causes of economic growth and the trade cycle	Impact of Economic growth
Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
	AL 1(69) Introduction to markets and market failure-Theme 1									
	Indirect Taxes and Subsidies		Alternative views of consumer behaviour; Types of market failire		Externalities		Public goods	Information Gaps		REVISION
	Indirect Taxes- Advalorem & Specific and Subsidies		Influence of other peoples bahaviour,importance of habitual behaviour,consumer weakness at computation.		Define and understand different types of market failure. Illustrate external costs and exteranl benefits using marginal analysis. Case for government intervention in various markets.Apply in markets such as transport, health care, education, environment etc		Explain why public goods may not be provided by market mechanism	Distinguish between symmetric and asymmetric information. Understand how imperfect amrket information leads to market failure. Apply to Health care, tobacco and alcohol education etc.		REVISION/ CLASS TEST

YR 12	AL 2(69) The UK Economy-Performance and policies-Theme 2									
	Inflation		Employment and Unemployment		Balance of Payments		Possible Macroeconomic objectives	Demand-side poicies		REVISION
	Inflation; measure of inflation; Causes of inflation-Demand pull, Cost-push; Causes of high inflation and deflation; benefits of low inflation		Definition of employment, unemployment; Causes & Types of unemployment; Impact of unemployment on workers, firms, government and society; cost of unemployment		Balance of Payments- current account and capital and financial account; BoP surplus and deficit		The macroeconomic objectives of government include high economic growth, low unemployment, low and stable inflation and a balance of payments equilibrium on current account.	Application of practical monetary and fiscal policy: Inflation targeting, role of MPC Impact on AD/AS, fiscal defecit/surplus taxation and government spending		REVISION/ CLASS TEST
Term 2	**WK 21- March 3rd wk 15-3 to 19-3**	**WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4**	**WK 23- April 3rd wk 12-4 to 16-4**	**WK 24- April 4th wk 19-4 to 23-4**	**WK 25- April 5th wk 26-4 to 30-4**	**WK 26- May 1st wk 03-5 to 04-5**	**WK 27- Jun 1st wk 31-6 to 04-6**	**WK 28- Jun 2nd wk 07-6 to 11-6**	**WK 29- Jun 3rd wk 14-6 to 18-6**	**WK 30- Jun 4th wk 21-6 to 30-6**
YR 12	AL 1(69) Introduction to markets and market failure-Theme 1						AL3 (12) Business Behaviour & the Labour Market-Theme 3			
	Why do government attempt to correct market failure and what is government failure?				REVISION		How businesses grow? How do we calculate costs revennue and profit of a firm?			
	Methods of government intervention to correc t market failure such as Indirect taxes, subsidies tradeable permits extension of property rights etc. Define and explain various types of government failure.				Revision for Final exam		Size of firms, how businesses grow, reasons, types and constraints of growth. Calculate total revenue, average revenue and marginal revenue and TC, AC and MC and distinguish between normal and supernormal profit			
	AL 2(69) The UK Economy-Performance and policies-Theme 2				AL4 (12) A Global Perspective-Theme 4					
	Supply-side policies		Conflicts and Trade- offs		REVISION		Globalisation	Specialisation and Trade	The Terms of Trade	Trading blocs
	Diagramatic analysis of various supply side policies such as labour market intervention, education and training, direct taxation, privatisation, deregulations etc.		Consider basic conflicts between objectives such as inflation and unemployment(Philips curve) etc. Consider conflicts between fiscal and supply side policies and how policy instruments are affecting other variables in an economy.		Revision for Final exam		Reasons and causes for globalisation.Effect of globalisation on the economic agents.	Absolute and Comparative advantages.Calculation and application of trade theories.Interpretation and reasons of the trading pattern of todays world.	Causes for the changing pattern of ToT and its effect on BOP and on the Economy.	Types of trading blocs; advantages and disadvantages

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6- Oct 2nd wk 05-10 to 09-10	WK 7- Oct 5th wk 19-10 to 23-10	WK 8- Oct 4th wk 26-10 to 30-10	WK 9- Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 13	Yr.13/2(6) **Investment ratios (contd)**		Yr.13/4/(12) **Brak even Analysis**				Yr13/4/12 **Marginal costing**			
	Yr.13/3(15) **Amalgamation and Mergers** To prepare the a/cs. Related to mergers and calculation of Goodwi			Yr13/5/15 **Cash flow Statements** To underatand its importance and preparation.					Yr13/2/6 **Budgeting** To explain the role of budgets as a tool in mgt. plan& control and prepare budgets	

Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 13		Yr13/4/12 Marginal costing (contd.)					Yr.13/5/15 **Investment Appraisal** To explore the methods of capital investment appraisal.dis.cash flows, ARR,pay back period.			
		Yr.13/4/12 Budgeting (contd.)					Yr.13/5(15) Standard Costing To calculate material ,labor and oh. variances			

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 13					Revision, Mock exams and Board exams.					

Term 1	WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9	WK 2- Sep 2nd wk 07-9 to 11-9	WK 3- Sep 3rd wk 14-9 to 18-9	WK 4- Sep 4th wk 21-9 to 25-9	WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10	WK 6-Oct 2nd wk 05-10 to 09-10	WK 7-Oct 5th wk 19-10 to 23-10	WK 8-Oct 4th wk 26-10 to 30-10	WK 9-Nov 1st wk 02-11 to 06-11	WK 10-Nov 2nd wk 09-11 to 13-11
YR 13	AL 3.3 (16) Decision-making Techniques						AL 3.4 (10) Influences on Business Decisions		AL 3.5 (8) Assessing Competitiveness	
	Investment Appraisal		**Decision Trees**		**Critical Path Analysis**		**Corporate Culture**	**Business Ethics**	**Ratio Analysis**	**Human Resources**
	To understand and learn to apply and interpret the simple payback, ARR, Discounted cash flow and to analyse the limitations of each technique		To learn to construct and interpret simple decision tree diagrams, calculate and interpret figures generated by them and analyse their limitations		To understand the nature and purpose of critical path analysis, complete and interpret simple networks, to work out calculations and limitations		How culture is formed in relation to objectives, ethics etc., categorising culture and assessing its strength.	Trade-offs between profit and ethics and how this relates to objectives.	Calculation and interpretation, uses and limitations.	Quanititaive measures of HR performance
	AL 3.1 (8) Business Objectives and Strategy				AL 3.2 (8) Business Growth				AL 3.3 (16) Decision-making Techniques	
	Corporate Objectives	**Theories of Corporate Strategies**	**SWOT Analysis**	**Impact of external influences**	**Growth**	**Mergers and Takeovers**	**Organic Growth**	**Reasons for staying small**	**Quantitative sales forecasting**	
	Development and levels, critical appraisal and presentation of the levels of corporate strategy.	Ansoff Porter's and Boston Matrix, strategic and tactical decisions.	SWOT analysis- procedure, the external and internal considerations	Impact of the external environment through PESTLE and Porter's Five Forces	How and why businesses grow and problems of growth	Reasons, different categories and directions.	Compare and contrast with mergers and takeovers, and reasons for staying small.	Links to new, highly competitive markets, avoidance of diseconomies of scale.	Time-series analysis calculations, uses and limitations of quantitative sales forecasting	

	AL 4.1 (10) Globalisation					AL 4.2 (10) Global Markets and Business Expansion				
	Growing Economies	**International Trade and Business Growth**	**Factors contributing to increased globalisation**	**Protectionism**	**Trading blocs**	**Conditions that prompt trade**	**Assessment of a country as a market**	**Assessment of a country as a production location**	**Reasons for Global Mergers or JVs**	**Global Competitiveness**
	To analyse the growth rate of the UK economy and others such as Asia and Africa. To analyse the implications of economic growth for individuals and businesses and the indicators for growth- GDP,HDI, health and literacy	To have a comprehensive understanding of imports and exports and how they lead to FDI and business growth, specialisation and competitive advantage	To enquire into the effect of Trade barriers/ liberalisation, political change, reduction in the cost of transport and communication, structural change,migration, FDI and the increase in global companies	To be able to provide a detailed account of the effects of tariffs, quotas, subsidies and government legislation	To learn about the trading blocs, their expansion and their implications on businesses. The trading blocs under study are EU,ASEAN and NAFTA.	To learn about the push and pull factors and the conditions that lead to selling in multiple markets such as extending the product life cycle.	To be able to assess the factors to consider while assessing a country as a market; such as levels of disposable income, infrastructure, exchange rate, political stability and the ease of doing business.	To be able to assess the factors to consider while assessing a country as a production location; such as costs of production, availabilty of skills and labour force, location in a trade bloc, political stability etc.	To gain an understanding of mergers and JVs and the reasons for forming them such as- risk can be spread across countries; enter into trade blocs, acquiring international brand names and maintaining global	To assess the impacts of movements in exchange rates, competitive advantage, differentiation, skill shortages etc.
Term 2	**WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12**	**WK 12-Jan 1st wk 04-1 to 08-1**	**WK 13- Jan 2nd wk 11-1 to 15-1**	**WK 14- Jan 3rd wk 18-1 to 22-1**	**WK 15- Jan 4th wk 25-1 to 29-1**	**WK 16- Feb 2nd wk 01-2 to 05-2**	**WK 17- Feb 2nd wk 08-2 to 12-2**	**WK 18- Feb 3rd wk 15-2 to 19-2**	**WK 19- Feb 4th wk 22-2 to 26-2**	**WK 20- March 1st wk 01-3 to 05-3**

YR 13

AL 3.4 (10) Influences on Business Decisions		AL 3.5 (8) Assessing Competitiveness	AL 3.6 (10) Managing Change		
Corporate Influences	**Shareholders vs stakeholders**	**Interpretation of financial statements**	**Causes and effects of change**	**Key factors in change**	**Scenario planning**
The timescales on which businesses work, influences on decision-making	Examples of stakeholders and their objectives, influences on business objectives, conflicts between stakeholders and the business.	To understand the statement of comprehensive income and the statement of financial position and know the purpose of them, stakeholder interest	To learn about the causes of change in organisational size, business performance, ownership, leadership and external factors and their effects on business factors	To enquire into the organisational structure and its size, the time/speed of change and how to manage resistance to change	To be able to identify key risks through risk assessment and the ways in which the business can plan to mitigate that risk

AL 4.3 (8) Global Marketing			AL 4.4 (12) Global Industries and Companies- MNCs		
Marketing	**Niche Markets**	**Cultural/social factors**	**The impact of MNCs**	**Ethics**	**Controlling MNCs**
To learn about global marketing strategies and glocalisation, the different marketing approaches- ethnocentric, geocentric and polycentric and the application of the marketing mix and Ansoff's Matrix	To enquire into the cultural diversity in different markets, the features of the global niche' markets and the application and adaptation of the marketing mix to suit them.	To be able to analyse what considerations businesses have to make in terms of cultural diversity, difference in tastes, language, translations, branding and promotion	To assess the impact of MNCs on the local economy and the national economy in terms of working conditions, wages, job creation etc. to FDI inflows, balance of payments, technology and skill transfer etc.	To assess the issues relating to ethics in business such as stakeholder conflict of interest, ethical issues relating to employees, environment, suppliers and customers.	To enquire into how MNCs can be controlled in terms of political influence, legislations, pressure group and social media.

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 13	Revision, Mock Examinations and Board Examinations									
Term 1	**WK 1- Aug 5th wk/Sep 1st wk 31-8 to 4-9**	**WK 2- Sep 2nd wk 07-9 to 11-9**	**WK 3- Sep 3rd wk 14-9 to 18-9**	**WK 4- Sep 4th wk 21-9 to 25-9**	**WK 5- Sep 5th wk/Oct 1st wk 28-9 to 02-10**	**WK 6- Oct 2nd wk 05-10 to 09-10**	**WK 7- Oct 5th wk 19-10 to 23-10**	**WK 8- Oct 4th wk 26-10 to 30-10**	**WK 9- Nov 1st wk 02-11 to 06-11**	**WK 10-Nov 2nd wk 09-11 to 13-11**
YR 13	AL 3(69) Business behaviour and the labour market -Theme 3									
	How do we calculate costs revennue and profit of a firm?(Cont..)	Market Structure, Business objectives,efficiency		Perfect Competition	Monopoly		Monopolistic Competition	Oligopoly	Monopsony; Contestability; Evaluating Competition and Monopoly	
	Distinguish between normal and supernormal profit Producer Equilibrium-TC-TR approach; MC-MR approach	Barriers to entry and exit,competition and market structure; Different business objectives and reasons for them.Allocative efficiency,productive efficiency,dynamic efficiency,X-inefficiency and efficiency/inefficiency in different market structures.		Characteristics of perfrect competition,equilibrium in the short and long run,diagramatic analysis.	Characteristics of monopoly,diagramatic analysis,third degree price discrimination,cost and benefit of monopoly and natural monopoly.		Characteristics of monopolistically competitive markets,diagramatic analysis.	Characteristics of Oligopoly,calculations,collusive and non collusive behaviour,simple game theory,types of price and non price competition.	Cost and benefits of monopsony,characteristics of contestable market and sunk cost and the degree of contestability; Perfect competition,contestable markets and static efficiency.Imperfect competition and static efficiency,competition and dynamic efficiencyNatural monopoly,Multi-plant monopolists,evaluating monopoly and the theory of the second best.	
	AL 4(69) A Global Perspective-Theme 4									
	Restriction of free trade and BOP.		Exchange rates & the impact of changes in exchange rates		International competitiveness	Inequality and Poverty & Redistribution of Income and wealth	Measres of development; Factors influencing growth and development; Strategies influencing growth and development			Financial Markets
	Reasons for restrictions,impact of protectionist policies,component of the BOP.Significance of global trade imbalance.		Floating and fixed exchange rates,impact of changes in exchange rates,government intervention in the currency market.		Measures of international competitiveness	Inequality and poverty,redistribution of income and wealth.Distinction between absolute and relative poverty.	Measures of development,factors influencing growth and development,strategies influencing growth and development and the role of non government organisations.			Role of financial markets,market failure in the financial sector

Term 2	WK 11- Dec 1st wk & Dec 2nd wk 01-12 to 11-12	WK 12- Jan 1st wk 04-1 to 08-1	WK 13- Jan 2nd wk 11-1 to 15-1	WK 14- Jan 3rd wk 18-1 to 22-1	WK 15- Jan 4th wk 25-1 to 29-1	WK 16- Feb 2nd wk 01-2 to 05-2	WK 17- Feb 2nd wk 08-2 to 12-2	WK 18- Feb 3rd wk 15-2 to 19-2	WK 19- Feb 4th wk 22-2 to 26-2	WK 20- March 1st wk 01-3 to 05-3
YR 13	AL 3(54) Business behaviour and the labour market -Theme 3									
	Government Intervention abd Product Markets	Demand for labour		Supply of labour		Wage Determination	Government Intervention in labour market		REVISION	
	Government intervention to control mergers,the impact and the limitations of government intervention.	Downward sloping demand curve for labour; Margibal revenue product of labour; Elasticity of demand for labour		Supply curve of an individual worker; Backward sloping supply curve; negative income effect; positive substitution effect; Market failure in labour markets		Wage determination in competitive and non-competitive markets; Wage differentials; Monopsony in labour market	Minimum and Maximum wage; labour market policies; current labour market issues		REVISION/ FOR MOCK EXAM	
	AL 4(54) A Global Perspective-Theme 4									
	Central bank and Financial market regulation	Public Expenditure		Taxation	Public sector finances		Macroeconomic policies in a global context		REVISION	
	Functions of Central bank ;central bank and financial market regulations.	Reasons for Public expenditure; Current and Capital expenditure & transfer payments;		Reasons for taxation; types of taxes; Canons of taxation; Impact of taxes on economic variables	Fiscal deficit & surpluses and national debt measurement; factors affecting fiscal budget balance; determination of size of national debt in money terms and impact		Use of fiscal,monetary,exchange rate,supply-side policies and direct controls in different countries,with specific references to their impact.		REVISION/ FOR MOCK EXAM	

Term 2	WK 21- March 3rd wk 15-3 to 19-3	WK 22- March 4th &5th wk Apr 1st wk 22-3 to 02-4	WK 23- April 3rd wk 12-4 to 16-4	WK 24- April 4th wk 19-4 to 23-4	WK 25- April 5th wk 26-4 to 30-4	WK 26- May 1st wk 03-5 to 04-5	WK 27- Jun 1st wk 31-6 to 04-6	WK 28- Jun 2nd wk 07-6 to 11-6	WK 29- Jun 3rd wk 14-6 to 18-6	WK 30- Jun 4th wk 21-6 to 30-6
YR 13	THEME 1 & 3 REVISION - MOCK EXAM AND BOARD EXAM									
	REVISION - MOCK EXAM AND BOARD EXAM									
	REVISION Theme 1- Introduction to markets and Market failure & Theme 3 Business Baheviour and the Labour market; Revision - Past Paper Questions; Edexcel GCE Economics - MOCK EXAM AND BOARD EXAM									
	THEME 2 & 4 REVISION - MOCK EXAM AND BOARD EXAM									
	REVISION - MOCK EXAM AND BOARD EXAM									
	REVISION Theme 2 The UK Economy- Performance & policies & Theme 4 A global perscpective ; Revision Past Paper Questions; Edexcel GCE Economics - MOCK EXAM AND BOARD EXAM									