Assessment Map
Business

			CORE CONCEPTS - Curriculum Themes (these can be disciplinary/procedural or substantive/declarative)																									
		MEDIUM TERM PLAN ↓	1. Enterprise and entrepreneurship (substantive - knowledge)		2. Management, leadership and decision making / ownership and objectives (substantive - knowledge)		3. Marketing (substantive - knowledge)		4. Operations (substantive - knowledge)		5. Finance (substantive - knowledge)		6. Human resources (substantive - knowledge)		7. External influences (substantive - knowledge)		A. Interpreting quantitative data (disciplinary - skills)		B. Calculations in business (disciplinary - skills)		C. Knowledge (disciplinary - skills)		D. Application (disciplinary - skills)		E. Analysis (disciplinary - skills)		F. Evaluation (disciplinary - skills)	
YEAR 10	**Theme 1 - Investigating small business** Theme 1 concentrates on the key business concepts, issues and skills involved in starting and running a small business. It provides a framework for students to explore core concepts through the elns of an entrpreneur setting up a business. In this theme, students will be introduced to local and national business contexts and will develop an understanding of how these contexts impact business behaviour and decisions. Local contexts refer specifically to small businesses or those operating in a single UK location and national contexts relate to businesses operating in more than one location or across the UK. Students must develop an understanding of the interdependent nature of business activity through interactions between business operations, finance, marketing and human resources, as well as the relationship between the business and the environment in which it operates. Students must understand how these interdependencies and relationships underpin business decisions. ***Source : Pearson Edexcel*** ***Topic tests and unit tests used to assess students within and at end of units of study.***	1.1 Enterprise and entrpreneurship	Y	Y																	Y	Y	Y	Y	Y	Y	Y	Y
		1.2 Spotting a business opportunity					Y	Y													Y	Y	Y	Y	Y	Y	Y	Y
		1.3 Putting a business idea into practice									Y	Y									Y	Y	Y	Y	Y	Y	Y	Y
		1.4 Making the business effective			Y	Y	Y	Y	Y	Y							Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		1.5 Understanding external influences on business													Y	Y					Y	Y	Y	Y	Y	Y	Y	Y
YEAR 11	**Theme 2 - Growing the business** Theme 2 examines how a business develops beyond the start-up phase. It focuses on the key business concepts, issues and decisions used to grow a business, with emphasis on aspects of marketing, operations, finance and human resources. Theme 2 also considers the impact of the wider world on the decisions a business makes as it grows. In this theme, students will be introduced to national and global business contexts and will develop an understanding of how these contexts impact business behaviour and decisions. National contexts build on those in Theme 1 and relate to businesses operating in more than one location or across the UK. Global contexts relate to non-UK or transnational businesses. Students must develop an understanding of the interdependent nature of business activity through interactions between business operations, finance, marketing and human resources, as well as the relationship between the business and the environment in which it operates. Students must understand how these functional areas influence business activity and how interdependencies and relationships between them underpin business decisions. ***Source : Pearson Edexcel*** ***Topic tests and unit tests used to assess students within and at end of units of study.***	2.1 Growing the business			Y	Y															Y	Y	Y	Y	Y	Y	Y	Y
		2.2 Making marketing decisions					Y	Y													Y	Y	Y	Y	Y	Y	Y	Y
		2.3 Making op decisions							Y	Y											Y	Y	Y	Y	Y	Y	Y	Y
		2.4 Making financial decisions									Y	Y					Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		2.5 Making HR decisions											Y	Y							Y	Y	Y	Y	Y	Y	Y	Y

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YEAR 12	**Year 1 content** Students of this course should study business in a variety of contexts (eg large/small, UK focused/global, service/manufacturing) and consider: the importance of the context of business in relation to decision making the interrelated nature of business activities and how they affect competitiveness the competitive environment and the markets in which businesses operate the influences on functional decisions and plans including ethical and environmental issues the factors that might determine whether a decision is successful eg the quality of data and the degree of uncertainty how technology is changing the way decisions are made and how businesses operate and compete the impact on stakeholders of functional decisions and their response to such decisions use of non-quantitative and quantitative data in decision making (including the interpretation of index numbers and calculations such as ratios and percentages). *Source : AQA* ***Topic tests and unit tests used to assess students within and at end of units of study.***	Unit 1 - What is business?	Y	Y	Y	Y											Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Unit 2 - Managers, leadership and decision making			Y	Y											Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Unit 3 - Marketing management					Y	Y									Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Unit 3 - Operations management							Y	Y							Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Unit 5 - Financial management									Y	Y					Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Unit 6 - HR management											Y	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
YEAR 13	***Year 2 content*** The study of strategic decision making should build on the study of decision making in the functional areas. Students should consider: the impact of technology on strategic decision making the influences of Corporate Social Responsibility, ethical and environmental issues on strategic decisions the difficulties in forecasting future trends the importance of assessing feasibility and risk when making strategic decisions the impact on stakeholders of strategic decisions and their response to such decisions. The topics lend themselves to studying and engaging with the business world. The specification and assessment should encourage students to follow business developments and think critically about contemporary business issues. Most of the assessment material is based on real business situations. By examining and thinking critically about real business situations as they study the subject, students will gain an insight into different contexts which will help them to understand the key issues in any situation and compare and contrast this with other situations and apply their understanding. *Source : AQA* ***Topic tests and unit tests used to assess students within and at end of units of study.***	Unit 7 - Analysing the strategic position of a business	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
		Unit 8 - Choosing strategic direction	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y
		Unit 9 - Strategic methods - how to pursue strategies	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y	Y
		Unit 10 - Managing strategic change	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y