

COMMERCE YEAR PLAN 2025-2026

Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr.9/1(6)		Yr.9/2(15)					Revision/tests
	Introduction to Accounting		Double Entry Book Keeping					
	To appreciate what accounting is about and to explain the meaning of the terms such as Capital, Assets, Liabilities etc.		To explain what is meant by Double Entry. Describe the layout of a Journal. Learning to enter transactions(including VAT) into the ledger.Explain the money measurement concept and business entity concept.		To describe the format of a T-Account. To be able to post transactions from the Journal into the Ledger Accounts. To compile a Trial Balance.			
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr.9/3(39)						Revision/tests	
	Books of Original Entry							
	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 be able to draw the format of a Two-column Cash Book,enter up and balance off the cash book.			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr.9/3(39)							Yr9./4(3)
	Books of Original Entry							Capital and
	To be able to draw the format of aThree- column Cash Book and be able to 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.			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.		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	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr.9/5/(3)	Yr.9/6(15)					Revision/tests	
	Trial balance	Financial statements						
	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.			
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	YR 9/1.1 (21) Enterprise and Entrepreneurship							Enhancement activity for Topic 1.1 Revision/test
	Introduction to the	The dynamic nature of the business		Risk and Reward		The role of the business Enterprise		
	Introductions made by the teacher and students,	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.		
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	YR 9/1.2 (21) spotting a business opportunity							Enhancement activity for 1.2 Revision/test
	Customer needs	Market research			Market	The competitive environment		
	Identify and understanding	Understand the purpose of market research, identify the methods and know its use.			Understand market segmentation,	Understand the competitive environment in terms of price, quality, location,		
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	YR9/1.3 (24) Putting a business idea into practice						Enhancement activity for Topic 1.3	
	Business aims and objectives		Business revenues, costs and profits		Cash and cash-flow			
	Understand and classify the aims and objectives of the business and the		Understand the classification of costs and determine how to calculate each type		Determine the importance of cash, distinguish between cash and profit,			

YR 9	differences in aims of different businesses. Learn about SMART objectives.		of costs and revenue and profit/loss. Assess their impact on businesses.		develop a cash flow statement and estimate cash flow forecasts to identify cash shortages as a prelude to investigating sources of finance.		Revision	
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	YR9/1.3 (24)Putting a business idea into Sources of business finance		YR 10 /1.4 The option for start-up and small		Revision /test		YR 10 /1.4 Business location	
	Identify and classify the different sources of finance for start-up and established small businesses		Identify and analyse the option for starting-up of small businesses				Identify factors influencing business location and evaluate them.	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr 9/ 1 (6) The Basic Economic Problem		Yr 9 / 2 (3) Economic Assumptions		Yr 9/ 3 (12) Market Forces			
	To learn the nature of economic problem		To understand the economic assumptions of		To understand the market forces of demand & supply			
	Scarcity of resources and choices , PPF		Economic Assumptions		Demand (Relationship b/w Price & Quantity Demanded, Factors affecting demand)		Supply (Relationship b/w Price & Quantity Supplied , Factors affecting supply) Revision/Test	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr 9/ 3 (12) Market Forces		Yr 9 / 4 (9) Elasticities					
	To understand the market forces of		To understand PED , YED & PES					
	Market Equilibrium- Equilibrium price & quantity and how they are determined		Price elasticity of demand- Definition. Formula & calculations, digrams, interpretation of numerical values		Income elasticity of demand (YED)- Definition & Interpretation	Price elasticity of supply- Definition, formula & calculations	Revision/Test	
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr 9 / 6 (9) Externalities & Government Intervention				Yr 9 / 6 (9) Externalities & Government Intervention		Yr 9 / 7 (12) 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		Organizing Production (cont.)	
	Private and Public sector	Mixed Economy Y & Market Failure	Privatisation		External cost and benefit of production , examples & govt. intervention		Advantages and disadvantages of each government policy	Factors of Production,Sectors of the economy
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr 9 / 7 (12) Production (cont)			Revision of Elasticity Of Demand & Supply			Revision of term 1 & term 2/Test	
	Organizing Production (cont.)			PED/YED/PES				
	Productivity & Factors affecting productivity	Division of labour & Advantages and disadvantages of the division of labour to workers and businesses	Definition and use of formulae to calculate Business costs,	Calculation of PED & YED, PES; Diagramatic presentation of various types of elasticity; Interpretation of numerical values of PED; factors influencing PED; relationship b/w PED & total revenue				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
	Yr.10/1(6)		Yr.10/2(6)		Yr. 10/3(12)			

YR 10	Revision		Finacial Statements with end of period Adjustments	Other receivables and Payments in the books of accounts.			Revision/test	
	Obj.To revise Year 9 topics		Obj.To assess the fin. outcome of a business during a period. Prepare income Statement & Statement of Financial position with end of period adjustments.	Obj.To understand the need to account for other receivables and payables; Distinguish between other receivables and payables; Calculate and record Other receivables and Payments.				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	<u>Yr.10/4(8)</u>		<u>Yr.10/5(16)</u>				Revision/test	
	Title -Manufacturing Accounts		Depreciation ; Provision for Depreciation and Asset Disposal					
	Obj.To explore the a/cing system of manufacturing concerns . To understad the difference between the inventories of raw materials, work in progress and finished goods. To prepare manufacturing a/c ,calculate production cost and total cost.		Obj.Explain the causes of depreciation.Distinguish between the Straight line and Diminishing balance methods of charging depreciation; Calculate and record depreciation in the books of account. Calculate and record profit or loss of disposal of non- current assets.					
Term 2	W1/2/3			W4	W5	W6	W7	W8
YR 10	<u>Yr. 10/6 (12)</u>			<u>Yr.10/7(6)</u>		<u>Yr.10/8(12)</u>		Yr10(2)
	Title-Stake holders and Business & Business documentation.			Title- Control Account		Title- Incomplete Records		Revision
	Obj.Explain the connection between stake holders and a business, identifying the stake holders' use of the business's financial statements.Explain the purpose of business documents. Prepare the following business documents: purchse order,purchase invoice, sales invoice,credit note, statement of account,remittance advice,petty cash voucher and cash receipt.			Obj.To understand the uses of control a/cs. Prepare trade receivables control a/c and trade payables control a/cs.		Obj.To learn how to calculate the profit for the year by comparing the opening and closing equity figures. Calculate revenue and purchases using appropriate accounting techniques, to include control accounts. Prepare income statements and statements of financial position from incomplete records and information.		
Term 2	W1/2/3			W4/5		W6	W7	W8
YR 10	<u>Yr. 10/9(12)</u>			Yr. 10(8)		Yr. 10(4)	Yr. 10(4)	Yr. 10(4)
	Title- Bank Reconciliation Statement			Revision		Revision	Revision	Revision/test
	Obj.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.Explain the purpose of bank reconciliation statements.Understand the process of bank reconciliation.			Day Books, ledger accounts and VATa/c		Other receivables and Payments	Pro. for depreciation & Asset disposal and Business documents.	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 10		YR 10 /1.4 (24) Making the business effective						YR 10 / 1.5 (36)
	Introduction &	The option for	Business location	The marketing mix		Business plans		Business
	Introductions between teacher and students and baseline assessments conducted, review and personal progression tracks developed and remedial study from Year 9 syllabus.	Understand the option for start-up and small businesses	Identify factors influencing business location	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.		Identify and understand different stake holders and their objectives
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	YR 10 /2.1(24) Growing the business		YR 10 / 1.5 (36) Understanding external influences				Enhancement activity for Topic 1.4 and 1.5 Revision/test	
	Ethics, the environment and business		Technology and business		Legislation and business			
	Understand the impact of ethical and environmental consideration on businesses		Investigate how different technologies can impact businesses		Understand the purpose and impact of legislation on the business			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
	YR 10 / 1.5 (36) Understanding external influences				YR 10 /2.1(24) Growing the business			

YR 10	The economy and business			External influences	Business Growth	Changes in	Enhancement activity for Topic 1.5 Revision		
	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			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8	
YR 10	YR 10 /2.1(24) Growing the business		Y11/2.2(16) Making Marketing Decisions					Enhancement activity for Topic 2.1 Revision/test	
	Business and Globalisation		Product		Promotion				
	Identify and understand the impact of globalisation also barriers and competition in international trade		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 promotion strategies such as advertising, sponsorship, product trials, special offers, publicity, branding, technology, promotion, social media, viral apps, emails and newsletters.				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8	
YR 10	Yr 9 / 8 (9) Economies of Scale		Yr 10/1 (16) Market Structures						Revision Test
	Scale of Production		To understand why markets can have different market structures.						
	Definition & types of internal & External economies of scale	Definition & types of diseconomies of scale	Business Competition	Advantages and Disadvantages of Large and Small Firms	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		
Term 1	W1	W2	W3	W4	W5	W6	W7	W8	
YR 10	Yr 10/2 (12)The labour market			Yr 10/3 (16) Macro Economic Objective (Internal)			Revision/Test		
	To understand labour markets & government intervention			To understand government's macro economic objectives					
	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	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				
Term 2	W1	W2	W3	W4	W5	W6	W7	W8	
YR 10	Yr 10/3 (16) Macro Economic Objective (Internal) Cont.		Yr 10/ 4 /(8) BOP		Yr 10/ 5/(4)Environment Protection		Yr 10/ 6/(8) Redistribution of Income		
	To understand government's macro economic objectives		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	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 inequality and poverty	

Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	Yr 10/ 7/(20) Demand side policies Fiscal/ Monetary Policy/Quantitative easing						Revision Term1 &Term2/Test	
	government revenue and government expenditure,			focus on interest rate changes, impact of changes in interest rates on macroeconomic objectives		awareness of asset purchasing used by central banks		
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y11/1(5)	Y 11/2 (5)	Y 11/3 (10)		Y 11/4 (5)	Y 11/5 (5)		
	Revision	Financial Statements	Partnership A/C s		Financial statements of firms	Errors not affecting T.B	Revision /Test	
	obj; To revise Year 9 and 10 topics	obj; To prepare the financial statements with adjustments.	obj;Prepare income statements and appropriation accounts.Prepare partners’ current accounts and capital accounts.		obj; learn to prepare the statement of financial position of firms.	obj; To identify the errors not affecting the TB; learn to rectify the errors. Test paper.		
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y11/6(10)		Y11/7(10)		Y11/8(10)		Revision /Test	
	obj; Identification and rectification of errors affecting and not affecting T.B. preparation of suspense account, redraft income statement and statement of financial position.		obj; Understand the need for creating a provision for doubtful debts, learn how to create provision and the a/cing treatment for prov.for doubtful debts.		obj; learn to analyse, evaluate and compare the financial position of business concerns using accounting ratios.			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y 11/9 (5)	Y 11/10 (5)	Y 11/11 (5)	Revision	Revision		Revision	
	Use of technology in accounting	Professional Ethics	<u>Practise Business Documentation</u>					
	obj; to learn the benefits of using ICT within accounting , issues of using ICT within accounting , issues regarding the security of data and methods of protecting data..	obj;understand the principles of professional ethics; Apply the principles of professional ethics to accounting roles and functions;Explain the concept of public interest and how it is applied to accounting roles and functions.	obj; To revise the purpose of business documents and Preparation of business documents.	Revise the connection between stakeholders and a business, identifying the stakeholders’ use of the business’s financial statements.	Yr.9 portion			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Revision	Revision	Revision	Revision				
	Yr.10 portion	Yr.10 portion	Yr.11 portion	Yr 11 portion				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
		Y11/2.2 (20) Making Marketing Decisions				Y11/2.3 (20) Making Operational Decisions/Test		
	Introduction & Baseline	Product	Price	Promotion	Place	Production	Stock	Quality
	Introductions	Learn about the	Learn about the	Learn about the	Analyse the impact	Understand business	Understand the	Analyse the process

YR 11	between teacher and students and baseline assessments conducted. Review the baseline results, develop personalised progression plans with remedial study.	design mix-function, aesthetics and cost. The Product Life Cycle and its phases, including extension strategies and the importance of differentiation.	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.	different promotion strategies such as advertising, sponsorship, product trials, special offers, publicity, branding, technology, promotion, social media, viral apps, emails and newsletters.	of retailing and e-tailing; using the marketing mix to make business decisions; competitive advantage and the marketing mix.	operations- the Production Process- Job, Batch and Flow Production and a combination of them and the impact of technology on production.	process of working with suppliers- from procurement to managing stock using the Just-in-Time technique	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.
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y11/2.3 (20)	Y11/2.4 (10) Making Financial Decisions			Y11/2.5 (25) Making Human Resource Decisions/Test			
	Sales Process	Business	Understanding	Organisation	Communication	Recruitment		Motivation
	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	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 and 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.
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y11/(40) Revision for Mock and Board Exam							
	Topic 1.3	Topic 1.4	Topic 1.5	Topic 2.1	Topic 2.2	Topic 2.3	Topic 2.4	Topic 2.5
	To revise the concepts of topic 1.3. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.	To revise the concepts of topic 1.4. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.	To revise the concepts of topic 1.5. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.	To revise the concepts of topic 2.1. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.	To revise the concepts of topic 2.2. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.	To revise the concepts of topic 2.3. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.	To revise the concepts of topic 2.4. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.	To revise the concepts of topic 2.5. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts, enrich and extend learning. Guided topic related questions from past papers.
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
	Revision of Demand Side Policy	<u>Yr 10/ 8/(12) Supply side Policy</u>		<u>Yr 10/ 9/(12)Macro Economic Policies & Objectives</u>			<u>Yr 11/1(10) Globalisation/Test</u>	
	Fiscal and Monetary	Impact on PPF		Relationship b/w Macro economic objectives and policies			Globalisation	

YR 11	the impact of fiscal and Monetary policy on macroeconomic objectives	supply-side policy and its impact on productivity and total output	the impact on macroeconomic objectives	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; Reasons for emergence of MNC/FDI;
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
Y11	Yr 11/2(20) International Trade				Yr 11/3(10) Exchange Rates		Yr 11/4 (5) Government Intervention/Test	
	International Trade & Protectionism		Modern trading blocs	WTO & Trade Pattern	Exchange rates		Government Intervention with BOP, Deficit/Surplus	
	Advantages and disadvantages of free trade; Reasons for protection; Methods of protection; advantages and disadvantages of each method of protection; supply and demand diagrams to show tariffs, quotas and subsidies		Impact of trading blocs on member and non-member countries; examples of trading blocs	Role of the World Trade Organization ; 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 balance on the current account of the balance of payments	
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Revision of Government intervention in achieving macro economic objectives			Revision- The Market System			Revision - Business Economics	
	Macro Economic Objective	Government Policies	Relationship b/w objectives and policies	Market Equilibrium	Types of Economy	Externalities	Production	Types of Market
	Inflation; unemployment; Balance of Payment; protection of the environment; redistribution of Income	Demand Side and Supply side policies	Relationship b/w objectives and policies	Law of Demand and Supply; Factors affecting demand and supply; Market equilibrium	Mixed Economy; Privatisation	Externalities	Factors of production; division of labour; cost revenues and profit	Competitive markets; oligopoly; monopoly ; advantages and disadvantages of large and small firms
Term 1	W1	W2	W3	W4	W5	W6	W7/8	
YR 12	AS/1/(9/9)			AS/2a(9)			AS/3(12/12)	
	Principles of a/cing.			Control proced.			Final accounts of organisations(contd.)	
	obj;To understand the role of a/cing, concepts, conventions, capital & revenue.			obj;To explain the use of control a/cs.			Understand the adjustments in the final accounts of sole traders and department stores.	

	Depreciation,provision,disposal			AS/2b (6) OverHeads OH.allocation&apportion.			To prepare Manufacturing a/c with stock adjustment.		
Term 1	W1/2		W3	W4	W5	W6	W7/8		
YR 12	AS/3(12/12)		AS/4(12)					AS/6 (12)	
	Final accounts of organisations		Final A/cs of clubs & societies					Valuation of inventory	
	Understand the adjustments in the final accounts of sole traders and department stores		obj;To explore the a/cing system of clubs. Preparation of inc. &exp. Subscrip a/c, accu. fund B/S					obj;Toexplore the methods of valuation of inventory. Preparation of Job cost sheets.	
	To prepare Manufacturing a/c with stock adjustment.		AS/5 (12) Incomplete records To prepare final a/cs from incomplete records.					AS/7(24) Partnership	
Term 2	W1	W2	W3	W4	W5	W6	W7	W8	
Y12	AS/6(12)		AS/8(12)					AS/9/(6) Social and ethical accounting	
	Valuation of stock		Ratio analysis					obj. To understand the implications of accounting decisions in the social context.	
	obj;Toexplore the methods of valuation of stock. Preparation of Job cost sheets.		obj;To apply ratios and comment upon sole trader business profitability and liquidity.						
			AS/7(24) Partnership						
Term 2	W1 Mock Exam	W2	W3	W4	W5	W6	W7	W8	
YR 12	AL/1 (12) Company A/c/ investment evaluation						Revision	Test	
	obj;To prepare the final accounts of companies and calculate and comment upon the investment ratios.								
YR 12	AS/1(12)Meeting customer needs			AS/3(15) Marketing Mix and Strategy					
	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.			To identify ways to build a brand. To effect changes in branding and promotion to reflect social trends. To evaluate thedesign mix based on function, aesthetics and cost.					
	AS/2(12) The Market						AS/3(4)Pricing Strategies		
	To examine the factors leading to a change in demand and supply. To draw and interpret supply and demand diagrams to show the causes and consequences of price changes						To analyse factors that determine the most appropriate pricing strategy for a particular situation		
Term 1	W1	W2	W3	W4	W5	W6	W7	W8	
YR 12	AS/4 (16+4) Managing People				AS/5 (16+8) Entrepreneurs and Leaders				
	To analyse the importance of motivation and explain various motivation theories. To understand concepts of recruitment and training. To examine the approaches to staffing.				To outline business objectives and suggest examples of objectives. To analyse the legal organisation and features of businesses and examine the factors that lead to these forms.				
	To analyse the key features of organizational design along with the strengths and weaknesses of each model.		AS/5 (1) (16+8) Entrepreneurs and Leaders			REVISION			
			To understand the role of an entrepreneur,entrepreneurial motives and characteristics. To analyse the challenges involved in moving from entrepreneur to leader.						
Term 2	W1	W2	W3	W4	W5	W6	W7	W8	
YR 12	AS/6 (16) Raising Finance				AS/7 (16) Financial Planning				
	To develop an understanding of raising and managing finance. To analyse the various sources of internal and external finance. To understand the use of cash flow forecasts as stand-alone and part of the business plan				To understnd the purpose of sales forecasting and analyse the factors influencing sales forecasts. To cope with the difficulties of forecasting.				
	AS/8 (16) Economic Influences								
	To consider the external influences that have an impact on businesses, including economic and legal factors. They analyse the effect of economic uncertainty on the business environment.								
Term 2	W1	W2	W3	W4	W5	W6	W7	W8	
YR 12	AS/9 (16) Managing Finance				AS/10 (16) Resource Management				
	To calculate contribution, Break-even point, using contribution to calculate the break-even point, Margin of safety. Interpretation of break-even charts. Limitations of break-even analysis.				To outline the importance of using resources efficiently within a business to ensure that goods or services can be delivered effectively and efficiently, and to a high quality. To analyse the different methods of stock control and the advantages gained form each.				
	AS/11 (12) Globalisation						REVISION		
Students investigate businesses that trade on a global scale and explore their reasons for doing so. Students develop an understanding of the globally competitive environment and consider the ethical, legal and financial implications of globalisation.									

		ethical and moral dimensions of global business activities.								
Term 1		W1	W2	W3	W4	W5	W6	W7	W8	
YR 12		AL 1(42) Introduction to markets and market failure-Theme 1							Revision and Class test.	
		What is the nature of	Economic data and Economic system			What determines the demand and supply of a good or service in a market?				Nature of Economics,Economic System and what determines demand and supply?
		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 determination, consumer surplus and producer surplus.Rational decision making-the underlying assumptions of rational economic decision making.				
		AL 3(84) The UK Economy-Performance and policies-Theme 2							Revision and Class	
		How do we measure the economic performance of developed and developing countries?					What is Aggregate demand?		Economic indicators and the components of AD	
		Economic growth, inflation, unemployment and balance of payment and measures of development: HDI, HPI etc.					The componenets of AD: C+I+G+(X-M). Consumption, Investment, Government expenditure, net exports. Movement and shifts in AD curve			
Term 1		W1	W2	W3	W4	W5	W6	W7	W8	
YR 12		AL 1(42) Introduction to markets and market failure-Theme 1						Revision	Class Test	
		How might the change in price of a good or service be explained?				The reasons why consumers may not behave rationally		Elasticities	How does the market work?	
		Price mechanism and application to various markets.PED,YED CED. Indirect taxes and subsidies.				influence of other peoples				
		AL 3(84) The UK Economy-Performance and policies-Theme 2						Revision	Class Test	
		What is Aggregate supply?			What determines the price level and equilibrium level of real output?			Aggregate supply- Keynesian and Classical approach	Aggregate supply	
Factors affecting AS curve, shifts in AS curve, Classical and Keynesian approach and 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							
Term 2		W1	W2	W3	W4	W5	W6	W7	W8	
YR 12		AL 2(42) WHY DO SOME MARKETS FAIL?-Theme 1						Revision	Class Test	
		Why do markets fail in Externalities? Public goods?				Why do markets fail?(continued) Imperfect market information labour immobility, unstable commodity markets.		Externalities,public goods and information gap.	Market failure	
		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 me 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.				
		AL 2(78) The UK Economy-Performance and policies-Theme 2						Revision	Class Test	
		What are the main macoeconomic policy instruments: Demand		macroeconomic policy instruments: Supply Side policies.		Do macro economic objectives conflict each other?Do macro		Macroeconomic Policies.	Demand side and supply side policies	
Application of practical monetary and fiscal policy: Inflation targeting, role of MPC Impact on AD/AS, fiscal defecit/surplus taxation and government spending		Diagrammatic analysis of various supply side policies such as labour market intervention, education and training, direct taxation, privatisation, deregulations etc.		hilips curve) etc. Consider conflicts between fiscal and supply si						
Term 2		W1	W2	W3	W4	W5	W6	W7	W8	
YR 12		AL 2(42) WHY DO SOME MARKETS FAIL?-Theme 1			AL4 (9) Business Economics-Theme 3			Revision	Class Test	
		Why do government attempt to correct market failure and what is government failure?			What objectives do firms have? How do we calculate costs revenue and profit of a firm			Government intervention in markets and government failure.	Government failure.	
		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.			Understand firms may have different objectives. Calculate total revenue, average revenue and marginal revenue and TC, AC and MC and distinguish between normal and supernormal profit					
		AL (18) INTERNATIONAL ECONOMICS-Theme 4						Revision and class test		
		Globalisation and international trade		Trade principles		Terms of Trade		The UK Economy-performance and policies.(theme 2)		
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.						
Term 1		W1,W2 , W3 & W4				W5,W6 , W7 & W 8				
AL	Y13	AL/2(8)				AL/8/(12)				
		Investment evaluation				Marginal costing				
		obj;Tocalculate and comment upon the investment ratios.				obj; To define and calculate Marginal cost, V.C cost and contribution. Test paper.				
		AL/1(24) Company Accounts				AL/1(24) Company Accounts		AL/3(12) Cashflow Statement		
Term 1		W1	W2	W3, W4, W5, W6, W7 & W8						
		AL/ 8 /(12)		AL/ 8 (12)						
		Marginal costing		Application Marginal costing						
		obj;To define and calculate Marginal cost, V.C.cost,contribution. Test paper .		obj;To explore the application of Marginal costing in managerial decisions.						

AL	Y13	AL/3(12) Cashflow Statement obj;To underatand its importance and preparation.	AL/4(12) Budgeting obj; to explain the role of budgets as a tool in mgt. plan& control and prepare budgets			AL/6 (12) Investment Appraisal obj; To explore the methods of capital investment appraisal, dis. Cash flows, ARR, pay back period.		AL /9 (4)ICT in Accounting	
Term 2		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13	AL/ 7 (12)						AL/ 10	
		Break even analysis						Revision /Test	
		obj;To understand the calculation and application of BE analysis.						Complete AL portion	
		AL/5(24)Standard Costing obj;To calculate material ,labor and oh. variances							
Term 1		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13	AL/1(16) Business Objectives and Strategy				AL/2(16) Business Growth			
		Corporate	Theories of	SWOT Analysis	Impact of	Growth	Mergers and	Organic Growth	Reasons for
		To learn about the development of corporate objectives from mission statements and corporate aims and to do an appraisal of them.	To learn about the aim and development of corporate strategies: Ansoff Matrix and Porter's Strategic Matrix and to know their effect.	To learn how to do the SWOT analysis- the external and internal considerations	To analyse the impact of the external environment through PESTLE and Porter's Five Forces	To understand the objectives of growth and to analyse the problems arising thereof	To analyse the reasons, distinction,risk and problems relating to mergers and takeovers and the ways in which they can take place.	To analyse the distinction between organic and inorganic growth, methods of organic growth and advantages and disadvantages of it.	To assess the factors leading to why businesses choose to remain small
		AL/1(10) Globalisation					Revision		
		Growing	International	Factors	Protectionism	Trading blocs			
		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.			
Term 1		W1	W2	W3	W4	W5			
AL	Y13	AL/3(16) Decision-making Techniques				AL/4(16) Influences on Business Decisions			
		Quantitative sales forecasting	Investment Appraisal	Decision Trees	Critical Path Analysis	Corporate Influences	Corporate Culture	Shareholders vs stakeholders	Business ethics
		To learn the calculation of time-series analysis, interpretation of scatter graphs and limitations of quantitative sales forecasting	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	To learn about short and long termism and evidence based vs subjective decision making	To examine strong and weak cultures; how a corporate culture is formed and the difficulties in changing an established culture.	To know the difference between internal and external stakeholders, their objectives and their influences and the conflict of objectives	To assess the trade-off between ethics and profit and learn about CSR
		AL/2(10) Global Markets and Business Expansion					Revision		
		Conditions that	Assessment of a	Assessment of a	Reasons for Global	Global			
		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,	To be able to assess the factors to consider while assessing a country as a production location; such as costs of production,	To gain an understanding of mergers and JVs and the reasons for forming them such as risk can be spread across countries;	To assess the impacts of movements in exchange rates, competitive advantage, differentiation, skill			

			infrastructure, exchange rate, political stability and the ease of doing business.	availability of skills and labour force, location in a trade bloc, political stability etc.	enter into trade blocs, acquiring international brand names and maintaining global competitiveness	shortages etc.			
Term 2		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13	AL/5(12) Assessing competitiveness			AL/6(12) Managing change			Revision	
		Interpretation of financial statements	Ratio Analysis	Human Resources	Causes and effects of change	Key factors in change	Scenario Planning		
		To understand the statement of comprehensive income and the statement of financial position and know the purpose of them	To develop the numerical skills in calculation of ratios (gearing and ROCE) and be able to interpret them as also to anlyase their limitations	To develop an understanding of labour- productivity, turnover, retention and absenteeism and strategies to overcome labour related issues.	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/3(6) Global Marketing			AL/3(6) Global Industries and Companies- MNCs			Revision	
		Marketing	Niche Markets	Cultural/social	The impact of	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 1		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13	AL 4(28)-Business behaviour and the labour market- THEME3							
		Business Growth		Market structure and Perfect competition			Monopolistic competition and Oligopoly		
		Sizes and types of firms,How businesses grow,Demergers and Business objectives.		Barriers to entry and exit,competition and market structure,characteristics of perfect competition,equilibrium in the short and long run,diagramatic analysis.			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.		
		AL 6(56) A Global Perspective-THEME 4							
		Terms of Trade,Trading Blocs and WTO			Restriction of free trade and BOP.			Exchange rates systems	
		Calculation of TOT,types of trading blocs,role of WTO in trade liberalisation.			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.	
Term 1		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13				AL 5(28)THEME 3				
		Monopoly, Monopsony and contestability			Business objectives,efficiency.			Evaluating competition and monopoly	
		Characteristics of monopoly,diagramatic analysis,third degree price discrimination,cost and benefit of monopoly and natural monopoly.Cost and benefits of monopsony,characteristics of contestable market and sunk cost and the degree of contestability.			Different business objectives and reasons for them.Allocative efficiency,productive efficiency,dynamic efficiency,X-inefficiency and efficiency/inefficiency in different market structures.			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 6(56)THEME 4					AL3(8)THEME 4	
		International competitiveness	Poverty and Inequality		Emerging and developing economies			The financial sector	

		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,central bank and financial market regulations.	
Term 2		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13	AL 5(28)THEME 3							
		Government intervention and product market,Demand for labour			Supply of labour , Wage determination and government intervention in labour market.			Revision and class test	
		Government intervention to control mergers,the impact and the limitations of government intervention.			Market failure in labour markets,wage determination in competitive and non-competitive markets and labour market policies.			Theme 1&3-Paper 1-Markets and business behaviour.	
		AL 7(32)THEME 4							
		Role of the state in the macroeconomy			Macro economic policy in a global context			Revision and class test	
		Public expenditure and taxation.Public sector finances,distinction between automatic stabiliser and discretonary fiscal policy			Use of fiscal,monetary,exchange rate,supply side policies and direct controls in different countries,with specific references to their impact.			Theme 2&4-Paper 2-The national and global economy.Paper 3-Microeconomics and Macroeconomics.	