



From September 2022 onwards

Topic name	Term	Skills developed	Previous learning	Next link in curriculum
3.1 Business Objectives and Strategy  3.1.1 Corporate objectives 3.1.2 Theories of corporate strategy 3.1.3 SWOT analysis 3.1.4 Impact of external influences	1	<ul style="list-style-type: none"> <li>Corporate objectives</li> <li>Theories of corporate strategy</li> <li>SWOT analysis</li> <li>Impact of external influences</li> </ul> Critical thinking Quantitative Analytical Evaluation Decision-making skills  Students will apply their knowledge and understanding to real-life business contexts, with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy, communication, an understanding of the business environment and commercial awareness.  <b>AO1</b> : Demonstrate knowledge of terms/concepts <b>AO2</b> : Apply knowledge and understanding to various business contexts <b>AO3</b> : Analyse issues within a business <b>AO4</b> : Evaluate business arguments and use qualitative and quantitative evidence to support informed judgements relating to business issues	Students MUST have completed BOTH THEME 1 AND THEME 2 GCE BUSINESS in order to progress through the following themes	3.2 Business Growth  3.2.1 Growth 3.2.2 Mergers and takeovers 3.2.3 Organic growth 3.2.4 Reasons for staying small
3.2 Business Growth  3.2.1 Growth 3.2.2 Mergers and takeovers 3.2.3 Organic growth 3.2.4 Reasons for staying small	1	<ul style="list-style-type: none"> <li>Growth</li> <li>Mergers and takeovers</li> <li>Organic growth</li> <li>Reasons for staying small</li> </ul> Critical thinking Quantitative Analytical Evaluation Decision-making skills Students will apply their knowledge and understanding to real-life business contexts, with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy,	3.1 Business Objectives and Strategy and ALL THEME 2	3.3 Decision-Making Techniques  3.3.1 Quantitative sales forecasting 3.3.2 Investment appraisal 3.3.3 Decision trees 3.3.4 Critical Path Analysis



		<p>communication, an understanding of the business environment and commercial awareness.</p> <p><b>AO1</b> : Demonstrate knowledge of terms/concepts  <b>AO2</b>: Apply knowledge and understanding to various business contexts  <b>AO3</b>: Analyse issues within a business  <b>AO4</b> : Evaluate business arguments and use qualitative and quantitative evidence to support informed judgements relating to business issues</p>		
<p>3.3 Decision-Making Techniques</p> <p>3.3.1 Quantitative sales forecasting            3.3.2 Investment appraisal            3.3.3 Decision trees            3.3.4 Critical Path Analysis</p>	1-2	<ul style="list-style-type: none"> <li>Quantitative sales forecasting</li> <li>Investment appraisal</li> <li>Decision trees</li> <li>Critical path analysis</li> </ul> <p>Critical thinking            Quantitative            Analytical            Evaluation            Decision-making skills</p> <p>Students will apply their knowledge and understanding to real-life business contexts, with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy, communication, an understanding of the business environment and commercial awareness.</p> <p><b>AO1</b> : Demonstrate knowledge of terms/concepts  <b>AO2</b>: Apply knowledge and understanding to various business contexts  <b>AO3</b>: Analyse issues within a business  <b>AO4</b> : Evaluate business arguments and use qualitative and quantitative evidence to support informed judgements relating to business issues</p>	3.2 Business Growth and ALL THEME 2	<p>3.4 Influences on Business Decisions</p> <p>3.4.1 Corporate influences            3.4.2 Corporate culture            3.4.3 Shareholders versus stakeholders            3.4.4 Business ethics</p>
<p>3.4 Influences on Business Decisions</p> <p>3.4.1 Corporate influences            3.4.2 Corporate culture            3.4.3 Shareholders versus stakeholders</p>	2	<ul style="list-style-type: none"> <li>Corporate influences</li> <li>Corporate culture</li> <li>Shareholders versus stakeholders</li> <li>Business ethics</li> </ul> <p>Critical thinking            Quantitative            Analytical            Evaluation</p>	3.3 Decision-Making Techniques and ALL THEME 2	<p>3.5 Assessing Competitiveness</p> <p>3.5.1 Interpretation of financial statements            3.5.2 Ratio Analysis            3.5.3 Human Resources</p>



<p>3.4.4 Business ethics</p>		<p>Decision-making skills</p> <p>Students will apply their knowledge and understanding to real-life business contexts, with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy, communication, an understanding of the business environment and commercial awareness.</p> <p><b>AO1</b> : Demonstrate knowledge of terms/concepts  <b>AO2</b>: Apply knowledge and understanding to various business contexts  <b>AO3</b>: Analyse issues within a business  <b>AO4</b> : Evaluate business arguments and use qualitative and quantitative evidence to support informed judgements relating to business issues</p>		
<p>3.5 Assessing Competitiveness</p> <p>3.5.1 Interpretation of financial statements            3.5.2 Ratio Analysis            3.5.3 Human Resources</p>	<p>2</p>	<ul style="list-style-type: none"> <li>● Interpreting financial statements</li> <li>● Ratio analysis</li> <li>● Human resources</li> </ul> <p>Critical thinking            Quantitative            Analytical            Evaluation            Decision-making skills</p> <p>Students will apply their knowledge and understanding to real-life business contexts, with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy, communication, an understanding of the business environment and commercial awareness.</p> <p><b>AO1</b> : Demonstrate knowledge of terms/concepts  <b>AO2</b>: Apply knowledge and understanding to various business contexts  <b>AO3</b>: Analyse issues within a business  <b>AO4</b> : Evaluate business arguments and use qualitative and quantitative evidence to support informed judgements relating to business issues</p>	<p>3.4 Influences on Business Decisions and ALL THEME 2</p>	<p>3.6 Managing Change</p> <p>3.6.1 Causes and effects of change            3.6.2 Key factors in change            3.6.3 Scenario planning</p>



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<p>4.3 Global Marketing</p> <p>4.3.1 Marketing            4.3.2 Niche markets            4.3.3 Cultural/social factors</p>	3	<ul style="list-style-type: none"> <li>● Marketing</li> <li>● Cultural and social issues</li> </ul> <p>Critical thinking            Quantitative            Analytical            Evaluation            Decision-making skills</p>	4.2 Global Markets and Business Expansion and ALL THEME 1	<p>4.4 Global Industries and Companies</p> <p>4.4.1 The impact of MNCs            4.4.2 Ethics            4.4.3 Controlling MNCs</p>



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<p>4.4 Global Industries and Companies</p> <p>4.4.1 The impact of MNCs</p> <p>4.4.2 Ethics</p> <p>4.4.3 Controlling MNCs</p>	3	<ul style="list-style-type: none"> <li>• Niche markets</li> <li>• Ethics</li> <li>• Controlling MNCs</li> </ul> <p>Critical thinking  Quantitative  Analytical  Evaluation  Decision-making skills</p> <p>Students will apply their knowledge and understanding to real-life business contexts, with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy, communication, an understanding of the business environment and commercial awareness.</p> <p><b>AO1</b> : Demonstrate knowledge of terms/concepts  <b>AO2</b>: Apply knowledge and understanding to various business contexts  <b>AO3</b>: Analyse issues within a business  <b>AO4</b> : Evaluate business arguments and use qualitative and quantitative evidence to support informed judgements relating to business issues</p>	4.3 Global Marketing and ALL THEME 1	<ul style="list-style-type: none"> <li>• Revision and Exam Preparation</li> </ul>
4.5 revision and Exam Preparation	3	<ul style="list-style-type: none"> <li>• Revision of all four themes in preparation for final examinations</li> </ul> <p>Critical thinking  Quantitative  Analytical</p>	4.4 Global Industries and Companies and ALL THEME 1	<p><b>Link to Degree level Topic areas such as</b>  Students will apply their knowledge and understanding to real-life business contexts,</p>



	<p>Evaluation Decision-making skills</p> <p>Students will apply their knowledge and understanding to real-life business contexts, with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy, communication, an understanding of the business environment and commercial awareness.</p> <p><b>AO1</b> : Demonstrate knowledge of terms/concepts <b>AO2</b>: Apply knowledge and understanding to various business contexts <b>AO3</b>: Analyse issues within a business <b>AO4</b> : Evaluate business arguments and use qualitative and quantitative evidence to support informed judgements relating to business issues</p>		<p>with updated content to reflect the issues impacting on modern businesses. Students will develop transferable skills that support higher education study and the transition to employment, including numeracy, communication, an understanding of the business environment and commercial awareness.</p>
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