

Year 12 A Level Business Studies (AQA) Curriculum Learning Journey 2026-2027

	Year	Overview of Content	Purpose
KS5	12	3.1 What is business? Managing Marketing and Finance 3.2 Managing People and Operations	Understanding the foundations of Business Studies, across a range of functional areas. Focusing on tactical decision making and internal influences. Introduction of business theories, concepts and business models that underpin the subsequent topics. Students to develop the knowledge and skills needed to think critically and consider the different functional areas of business. Develop numeracy skills in a range of business contexts.

Overview	Autumn 1 Year 12 (LC1)	Spring 1 Year 12 (LC2)	Summer 1 (11 weeks) Year 12 (LC4)
Topics	Teacher 1 3.1 What is business? (5 hours) 3.1.2 Forms of Business and Stakeholders (6 hours) 3.1 Introduction to Finance (14 hours) Teacher 2 3.1.3 Marketing Management (28 hours)	Teacher 1 3.1.4 Finance Management continued (10 hours) 3.2.2 Introduction to Operations Management (3 hours) Teacher 2 3.1.3 Marketing Management Continued (8 hours) 3.2.1 Introduction to People Management (5 hours) PPE 1 – mock exams (8 hours)	Teacher 1 3.2.2 Operations Management (29 hours) Teacher 2 3.2.1 People Management (20 hours) Exam Technique and Revision (8 hours)

	Autumn 1 Year 12 (LC1)	Spring 1 Year 12 (LC2)	Summer 1 (11 weeks) Year 12 (LC4)
Core Knowledge and skills	Teacher 1: 3.1 What is business? Entrepreneurs, business planning and objectives, business ownership, shareholders. Teacher 1: 3.1.4 Introduction to Financial Management Managing Finance, internal and external sources of finance, breakeven, profit, budgets	Teacher 1: 3.1.4 Financial Management continued Cashflow and liquidity, financial reporting, ratio calculation and analysis, financial position, ethics in finance Teacher 1: 3.2.2 Introduction to Operations Management Managing operations, operations data and KPI's	Teacher 1: 3.2.2 Operations Management continued Efficiency, quality, environmental impact of operations, matching output to demand, supply chain management, inventory management, innovation, project management, scale of operations, impact of technology on operations, ethical issues in operations
	Teacher 2: 3.1.3 Marketing Management Identifying Customer's needs, markets and marketing data, demand, price elasticity, marketing objectives and planning, marketing mix: product, price, place, promotion	Teacher 2: 3.1.3 Marketing Management continued Digital technology and marketing, international marketing, ethical issues in marketing Teacher 2: 3.2.1 Introduction to People Management Human Resource objectives and plannings	Teacher 2: 3.2.1 People Management continued Human resource data, organisational design, leadership, teamwork, motivation, employee wellbeing, employer and employee relations, ethics in human resources.
Assessment	Summative: Topic 3.1 End of Topic Test at October half term Formative: MCQs assessment (Peer marking) Summative: What is Business End of Topic Test (LC 1) Formative: Marketing Management	Formative: Marketing campaign presentation assessment (Peer assessment) Summative: PPE 1 What is Business, Finance and Marketing Summative: Topic 3.3 End of Topic Test at Financial Management (end of Spring term)	Summative: People End of Topic Test - May Formative: Calculation assessment (Self-assessment) Formative: Calculation assessment (Peer Assessment) Summative: PPE2 - Year 12 Paper 1 and 2 Mock exams June 2027