1.Rationale: to include:

In Year 12 learners will focus on studying key elements focusing on marketing, people, managing business activities and the external environment. We will help them to develop their understanding of the key concepts of the business world linking to real world scenarios.

2.A learner in Year 12 will be able to: demonstrate understanding of key concepts within the topics of marketing, people, managing business activities and the external environment. This knowledge will help to develop students understanding, application, analysis and evaluation skills.

	Term 1: Marke	ting and People	Term 2: Manag	ging Busi	iness Activities and the External	Term 3: Managing Bu	ısiness	Activities and the External
. citi 11 marketing and 1 copie		Environment			Environment			
1:1: Marketing and People 1:2: Marketing and People		2:1: Managing Bu Activities and externionment	usiness 2:2: Managing Business		3:1: Managing Business Activities and external environment		3:2: Managing Business Activities and external environment	
Term 1		l develop their understanding of ma develop their understanding of ma ernal environment	rketing and people	1:2: Stu	dents will develop their understanding dents will develop their understanding es and external environment	of marketing and people	Autur	mn % Assessment
Topic Coverage	Knowledge: Marketing and People and managing business activities and the external environment Skills: Knowledge, understanding, application, analysis and evaluation Assessment: Summative assessment through pit stops on marketing			Knowledge: Marketing and People and managing business activities and the external environment Skills: Knowledge, understanding, application, analysis and evaluation Assessment: Summative assessment through pit stops on human resources. Formative assessment will be end of term assessment of partial paper 1		Part F and P Skills Know	rledge coverage: Paper one focused on Marketing People tested: rledge, understanding, cation, analysis and evaluation	
	Reading/Literacy/Oracy: Allowing students to read in class, as well as reading business scenario to apply knowledge from theory			Allowin	g/Literacy/Oracy: g students to read in class, as well as rea nowledge from theory	nding business scenario to		
	Home Learning: Seneca tasks set fortnightly based on Marketing and People topics Exam questions		Home Learning: Seneca tasks set fortnightly based on Marketing and People topics Exam questions					
Term 2 Topic Coverage	2:1: Students will develop their understanding of marketing and people 2:1: Students will develop their understanding of managing business activities and external environment			2:2: Students will develop their understanding of marketing and people 2:2: Students will develop their understanding of managing business activities and external environment		Sprin	g % Assessment	
	Knowledge: Managing business activities and the external environment and marketing and people				dge: Managing business activities and the rketing and people	ne external environment		rledge coverage: per 1 examination
	Skills: Knowledge, understanding, application, analysis and evaluation			Skills:	Knowledge, understanding, application,	analysis and evaluation	Skills Know evalu	rledge, application, analysis and

	<u>Assessment:</u> Summative assessment through pit stops on managing business activities.	Assessment: Summative assessment through pit stops on the external environment. Formative assessment will be end of term assessment.	
	Reading/Literacy/Oracy: Allowing students to read in class, as well as reading business scenario to apply knowledge from theory to	Reading/Literacy/Oracy: Allowing students to read in class, as well as reading business scenario to apply knowledge from theory to	
	Home Learning: Seneca tasks set fortnightly based on managing people and external environment topics Exam questions	Home Learning: Seneca tasks set fortnightly based on managing people and external environment topics Exam questions	
Term 3	3:1: Students Will develop their understanding of managing business activities and external environment 3:1 Students will develop their understanding of marketing and people	3:2: Students will develop their understanding of managing business activities and external environment 3:2 Students will develop their understanding of marketing and people	Summer % Assessment
Coverage	Knowledge: Managing business activities and the external environment	Knowledge: Managing business activities and the external environment	Knowledge coverage: AS Papers 1 and 2
	Skills: Knowledge, understanding, application, analysis and evaluation Assessment: Summative assessment through pit stop on managing business activities.	Skills: Knowledge, understanding, application, analysis and evaluation Assessment: Summative assessment through pit stops on external environment.	Skills tested: Knowledge, application, analysis and evaluation
		Formative assessment will be end of term assessment based on AS Papers 1 and 2	
	Reading/Literacy/Oracy: Allowing students to read in class, as well as reading business scenario to apply knowledge from theory to	Reading/Literacy/Oracy: Allowing students to read in class, as well as reading business scenario to apply knowledge from theory to	
	Home Learning: Seneca tasks set fortnightly based on managing people and external environment topics Exam questions	Home Learning: Seneca tasks set fortnightly based on managing people and external environment topics Exam questions	