

St. John's Senior School



Subject: Business A-level
Teacher: David Finn

Form: Lower Sixth
Term: Autumn 2025

WEEK	WEEK BEGINNING	TOPIC
1	8 th September	1.1.1 The Market
2	15 th September	1.1.2 Market Positioning; 1.1.3 Market Research
3	22 nd September	1.2.1 Demand; 1.2.2 Supply; 1.2.3 Markets
4	29 th September	1.2.4 Price Elasticity of Demand; 1.2.5 Income Elasticity of Demand
5	6 th October	1.3.1 Product/Service Design; 1.3.2 Branding and Promotion; 1.3.3 Pricing strategies
6	13 th October	1.3.4 Distribution; 1.3.5 Marketing strategy
7	20 th October	1.4.1 Approaches to staffing; 1.4.2 Recruitment, selection and training
HALF - TERM		
8	3 rd November	1.4.3 Organisational design; 1.4.4 Motivation in theory and practice; 1.4.5 Leadership
9	10 th November	1.5.1 Role of an entrepreneur; 1.5.2 Entrepreneurial motives and characteristics
10	17 th November	1.5.3 Business objectives; 1.5.4 Forms of business
11	24 th November	1.5.5 Business choices; 1.5.6 Moving from entrepreneur to leader
12	1 st December	REVISION
13	8 th December	REVISION

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WEEK	WEEK BEGINNING	TOPIC
1	6 th January	MOCK EXAMINATIONS
2	13 th January	4.1.1 Growing economies; 4.1.2 International trade and business growth
3	20 th January	4.1.3 Factors contributing to increased globalisation; 4.1.4 Protectionism
4	27 th January	4.1.5 Trading blocs; 4.2.1 Conditions which prompt trade
5	3 rd February	4.2.2 Assessment of a country as a market; 4.2.3 Assessment of a country as a production location
6	10 th February	4.2.4 Reasons for global mergers or joint ventures; 4.2.5 Global competitiveness
HALF - TERM		
7	24 rd February	4.3.1 Marketing; 4.3.2 Niche markets
8	3 rd March	4.3.3 Cultural/social factors; 4.4.1 Impact of MNCs
9	10 th March	4.4.2 Ethics; 4.4.3 Controlling MNCs
10	17 th March	REVISION
11	24 rd March	REVISION

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WEEK	WEEK BEGINNING	TOPIC
1	20 th April	2.1.1 Internal Finance; 2.1.2 External Finance
2	27 th April	2.1.3 Liability; 2.1.4 Planning
3	5 th May (Tuesday)	2.2.1 Sales Forecasting; 2.2.2 Sales, revenue and costs
4	11 th May	2.2.3 Break-even; 2.2.4 Budgets
5	18 th May	2.3.1 Profit; 2.3.2 Liquidity
HALF - TERM		
6	1 st June	LOWER SIXTH END OF TERM EXAMINATIONS
7	8 th June	2.3.3 Business failure; 2.4.1 Production, productivity and efficiency
8	15 th June	2.4.2 Capacity utilisation; 2.4.3 Stock control
9	22 nd June	2.4.4 Quality management; 2.5.1 Economic influences
10	29 th June	2.5.2 Legislation; 2.5.3 The Competitive environment
11	6 th July	REVISION