



Subject:	Business	Form:	Lower 6th Form
Teacher:	David Finn	Term:	Autumn 2026

Week	Week Beginning	Topic
1	7th September	1.1.1 The Market
2	14th September	1.1.2 Market Positioning; 1.1.3 Market Research
3	21st September	1.2.1 Demand; 1.2.2 Supply; 1.2.3 Markets
4	28th September	1.2.4 Price Elasticity of Demand; 1.2.5 Income Elasticity of Demand
5	5th October	1.3.1 Product/Service Design; 1.3.2 Branding and Promotion; 1.3.3 Pricing strategies
6	12th October	1.3.4 Distribution; 1.3.5 Marketing strategy
7	19th October	1.4.1 Approaches to staffing; 1.4.2 Recruitment, selection and training
Autumn Half-Term (26th October to 30th October)		
8	2nd November	1.4.3 Organisational design; 1.4.4 Motivation in theory and practice; 1.4.5 Leadership
9	9th November	1.5.1 Role of an entrepreneur; 1.5.2 Entrepreneurial motives and characteristics
10	16th November	Winter Exam week
11	23 November	1.5.3 Business objectives; 1.5.4 Forms of business
12	30th November	1.5.5 Business choices; 1.5.6 Moving from entrepreneur to leader
13	7th December	REVISION



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Week	Week Beginning	Topic
1	4th January	MOCK EXAMINATIONS
2	11th January	4.1.1 Growing economies; 4.1.2 International trade and business growth
3	18th January	4.1.3 Factors contributing to increased globalisation; 4.1.4 Protectionism
4	25th January	4.1.5 Trading blocs; 4.2.1 Conditions which prompt trade
5	1st February	4.2.2 Assessment of a country as a market; 4.2.3 Assessment of a country as a production location
6	8th February	4.2.4 Reasons for global mergers or joint ventures; 4.2.5 Global competitiveness
Spring Half-Term (15th February to 19th February)		
8	22nd February	Mini Test week
9	1st March	4.3.1 Marketing; 4.3.2 Niche markets
10	8th March	4.3.3 Cultural/social factors; 4.4.1 Impact of MNCs
11	15th March	4.4.2 Ethics; 4.4.3 Controlling MNCs



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Week	Week Beginning	Topic
1	12th April	2.1.1 Internal Finance; 2.1.2 External Finance
2	19th April	2.1.3 Liability; 2.1.4 Planning
3	26th April	2.2.1 Sales Forecasting; 2.2.2 Sales, revenue and costs
4	3rd May	2.2.3 Break-even; 2.2.4 Budgets
5	10th May	2.3.1 Profit; 2.3.2 Liquidity
6	17th May	REVISION
7	24th May	REVISION
Summer Half-Term (31st May to 4th June)		
8	7th June	Summer Exam week
9	14th June	2.3.3 Business failure; 2.4.1 Production, productivity and efficiency
10	21st June	2.4.2 Capacity utilisation; 2.4.3 Stock control
11	28th June	2.4.4 Quality management; 2.5.1 Economic influences
12	5th July	2.5.2 Legislation; 2.5.3 The Competitive environment