

Year 12		<b>Curriculum Checkpoints: What do students know and what can they do?</b>			
A Level Business Term 1		Developing	Securing	Mastering	Excelling
AF1	To understand the nature of markets and ownership	I have good knowledge of and can <b>analyse and apply</b> 2 -3 examples to all of the following: Market types including niche and mass markets, market types, segmentation, the marketing mix including Product Life Cycle.	I can <b>confidently analyse and apply</b> in relation to all of the following: Market types including niche and mass markets, market types, segmentation, the marketing mix including Product Life Cycle.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate</b> decisions in relation to all of the following: Market types including niche and mass markets, market types, segmentation, the marketing mix including Product Life Cycle.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions and <b>justify</b> them in relation to all of the following: Market types including niche and mass markets, market types, segmentation, the marketing mix including Product Life Cycle.
AF2	To understand the nature of entrepreneur, business ownership and location	I have good knowledge of and can <b>analyse and apply</b> 2 -3 examples to all of the following: What Entrepreneurs are, their choice of business ownerships and location they set themselves in.	I can <b>confidently analyse and apply</b> in relation to all of the following: What Entrepreneurs are, their choice of business ownerships and location they set themselves in.	I <b>confidently analyse and apply</b> and am beginning to understand how to evaluate decisions in relation to all of the following: What Entrepreneurs are, their choice of business ownerships and location they set themselves in.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions and <b>justify</b> them in relation to all of the following: What Entrepreneurs are, their choice of business ownerships and location they set themselves in.
AF3	To understand the nature of the different elements of the marketing mix.	I have good knowledge and can <b>analyse and apply</b> 2 -3 examples to all for the following : Promotional methods used withing business, the pricing strategies which are adopted, distribution channels used and the technology used within marketing.	I can <b>confidently analyse and apply</b> in relation to all of the following: Promotional methods used withing business, the pricing strategies which are adopted, distribution channels used and the technology used within marketing.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate decisions</b> in relation to all of the following: Promotional methods used withing business, the pricing strategies which are adopted, distribution channels used and the technology used within marketing. Marketing.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions and <b>justify</b> them in relation to all of the following: Promotional methods used withing business, the pricing strategies which are adopted, distribution channels used and the technology used within marketing.

AF4	To understand the nature of Human Resources	I have good knowledge and can <b>analyse and apply</b> 2 -3 examples to all for the following: The Changes in working practices, workforce planning, recruitment methods and training used by business including on and off the job.	I can <b>confidently analyse and apply</b> in relation to all of the following: The Changes in working practices, workforce planning, recruitment methods and training used by business including on and off the job.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate</b> in decisions in relation to all of the following: The Changes in working practices, workforce planning, recruitment methods and training used by business including on and off the job.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions and <b>justify</b> them in relation to all of the following: The Changes in working practices, workforce planning, recruitment methods and training used by business including on and off the job.
A Level Business Term 2		Developing	Securing	Mastering	Excelling
AF1	To understand all the ways to measure workforce performance	I have good knowledge of and can <b>analyse and apply</b> 2 -3 examples to all of the following: Different forms of appraisals used, how to measure workforce performance including calculating labour productivity, labour turnover and staff absenteeism.	I can <b>confidently analyse and apply</b> in relation to all of the following: Different forms of appraisals used, how to measure workforce performance including calculating labour productivity, labour turnover and staff absenteeism.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate</b> decisions in relation to all of the following: Different forms of appraisals used, how to measure workforce performance including calculating labour productivity, labour turnover and staff absenteeism.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions and <b>justify</b> them in relation to all of the following: Different forms of appraisals used, how to measure workforce performance including calculating labour productivity, labour turnover and staff absenteeism.
AF2	To understand all the ways to organise and motivate employees	I have good knowledge and can <b>analyse and apply</b> 2 -3 examples to all of the following: The different methods to organise a business including tall, flat and matrix structures. In addition students will also understand the different methods of motivation including pay and non pay methods, leadership and management styles as a way to motivate workers. How to manage employee and employer relations.	I can <b>confidently analyse and apply</b> in relation to all of the following: The different methods to organise a business including tall, flat and matrix structures. In addition students will also understand the different methods of motivation including pay and non pay methods, leadership and management styles as a way to motivate workers. How to manage employee and employer relations.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate decisions</b> in relation to all of the following: The different methods to organise a business including tall, flat and matrix structures. In addition students will also understand the different methods of motivation including pay and non pay methods, leadership and management styles as a way to motivate workers. How to manage employee and employer relations.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions and <b>justify</b> them in relation to all of the following: The different methods to organise a business including tall, flat and matrix structures. In addition students will also understand the different methods of motivation including pay and non pay methods, leadership and management styles as a way to motivate workers. How to manage employee and employer relations.

AF3	To understand the different methods production and operations	I have good knowledge and can <b>analyse and apply</b> 2 -3 examples to all of the following: How business add value, the different methods of production including Job, Batch and Flow, how businesses measure productivity and capacity utilisation.	I can <b>confidently analyse and apply</b> in relation to all of the following: How business add value, the different methods of production including Job, Batch and Flow, how businesses measure productivity and capacity utilisation.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate</b> in decisions in relation to all of the following: How business add value, the different methods of production including Job, Batch and Flow, how businesses measure productivity and capacity utilisation.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions and <b>justify</b> them in relation to all of the following: How business add value, the different methods of production including Job, Batch and Flow, how businesses measure productivity and capacity utilisation.
A Level Business Term 3		<b>Developing</b>	<b>Securing</b>	<b>Mastering</b>	<b>Excelling</b>
AF1	To understand purchasing and stock control	I can <b>confidently analyse and apply</b> in relation to all of the following: The different technology used in production, an understanding of lean production methods including Kaizen and Just in time.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate</b> decisions in relation to all of the following: The different technology used in production, an understanding of lean production methods including Kaizen and Just in time.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions in relation to all of the following: The different technology used in production, an understanding of lean production methods including Kaizen and Just in time.	I <b>confidently analyse and apply</b> and can <b>confidently evaluate</b> decisions in relation to all of the following: The different technology used in production, an understanding of lean production methods including Kaizen and Just in time.
AF2	To understand Economies of scale	I can <b>confidently analyse and apply</b> in relation to all of the following: How Businesses manage their purchasing, stock and control.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate decisions</b> in relation to all of the following: How Businesses manage their purchasing, stock and control.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions in relation to all of the following: How Businesses manage their purchasing, stock and control.	I <b>confidently analyse and apply</b> and can <b>confidently evaluate</b> decisions in relation to all of the following: How Businesses manage their purchasing, stock and control.
AF3	To understand use of technology and lean production methods	I can <b>confidently analyse and apply</b> in relation to all of the following: Economies and diseconomies scale and how small firms survive.	I <b>confidently analyse and apply</b> and am beginning to understand how to <b>evaluate</b> in decisions in relation to all of the following: Economies and diseconomies scale and how small firms survive.	I <b>confidently analyse and apply</b> and am <b>reasonably able to evaluate</b> decisions in relation to all of the following: Economies and diseconomies scale and how small firms survive.	I <b>confidently analyse and apply</b> and can <b>confidently evaluate</b> decisions in relation to all of the following: Economies and diseconomies scale and how small firms survive.