

Week Start	Content Description	Assessment	Events
September			
3 rd	3.3.3 Marketing Mix (place)		
10 th	3.3.4 Marketing Mix (promotion) 3.3.5 Technology & the Marketing Mix	Observation and discussion. Peer feedback.	10-14 th CEM Assessments (7,9 & 11) 14 th Target Grades Deadline (8,10, 12) 14 th Year 7 Picnic
17 th	3.4: Marketing strategy	1) Quiz Units 1-3	17-20 th CEM Assessments (7,9 & 11)
24 th	Section 4: Operations management. 4.1 Production of goods and services (The meaning of production)	Case studies	28 th Prophet's Birthday -Observed
October			
1 st	4.1 Production of goods and services (The main methods of production + How technology has changed and is changing production methods)	2) Quiz on 4.1	4 th Swimming Gala 5 th Armed Forces Day
8 th	4.2 Costs, scale of production and break-even analysis	3) Quiz on 4.2	8 th Target Grade Deadline (7,9,11) 10 th Careers Day
15 th	4.3 Achieving quality production	In class worksheets	
22 nd	Half Term Break		
29 th	4.3 Achieving quality production (cont.) 4.4 Location decisions	4) Quiz on Unit 4	31 st Orange and Black Day
November			
5 th	Section 5: Financial information and decisions. 5.1 Business finance: needs and sources	Research tasks	
12 th	5.2 Cash-flow forecasting and working capital	Workshop project	
19 th	5.3 Income statements	5) Quiz on 5.1-5.3	AP1 Written Comments Deadline
26 th	5.4 Statement of financial position	Financial statement tasks	
December			
3 rd	Revision		4 th First Day AP1 Exams
10 th	5.5 Analysis of accounts (Profitability & liquidity)	Financial statement tasks	15 th Last Day AP1 Exams
17 th	5.5 Analysis of accounts (How to interpret. & why and how accounts are used)	6) Quiz on Unit 5	22 nd Winter Break
25 th	Winter Break		
January			

1 st	Winter Break		
7 th	Section 6: External influences on business activities. 6.1 Economic issues (Business cycle) 6.1 Economic issues continued (How government control over the economy after business activity)	Create a poster identifying key areas of the business cycle. Real world – research task	8 th First Day term 2
14 th	6.1 Economic issues continued (How government control over the economy after business activity)	1) Quiz on 6.1	
21 st	6.2 Environmental and ethical issues continued (How businesses might react and respond to ethical issues).	Case studies	25 th National Holiday
28 th	6.2 Environmental and ethical issues continued (How businesses might react and respond to ethical issues).	2) Quiz on 6.2	
February			
4 th	6.3 Business and international economy (The importance of globalization) (Reasons for the importance and growth of MNCs)	Case studies	
11 th	6.3 Business and international economy continued (The impact of exchange rate changes)	3) Quiz on 6.3	
18 th	Final revision + past paper questions	4) Quiz on Unit 6	21-22 nd Half Term
25 th	Final revision + past paper questions	5) Quiz on Units 1-3	
March (10th Ramadan Starts)			
3 rd	Mock exams		
10 th	Mock exams		
17 th	Final revision + past paper questions		
24 th	Final revision + past paper questions		
April			
31 st	Final revision + past paper questions		
7 th	Final revision + past paper questions		10 th – 11 th Eid Holiday
14 th	Final revision + past paper questions		
21 st	Final revision + past paper questions		25 th Spring Break
28 th	Spring Break		
May			
5 th	End of year exams start		7 th Start of Term 3
12 th			
19 th			
26 th			
June			
2 nd			6 th End of year assembly
9 th			12 th Last day for Students 13 th Last day for Teachers

End of Year

Additional Notes:

This is a working document that is subject to change during the course of the year.