

Sets (s): N/A LP1

YEAR 13B

SUBJECT A level Business

Knowledge Focus: unit 3



**Ysgol Uwchradd
Prestatyn
High School**

This half term : Skills, Knowledge and Understanding to be developed:

A2 Unit 3 involves the bulk of the work of handling and manipulating data, as well as the problem-solving techniques and tools such as forecasting, decision trees and investment appraisal. This unit will naturally encompass the use and development of quantitative skills.

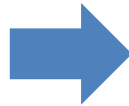
Key Terms to be learned this half term:

Cost Benefit Analysis, quantitative and qualitative forecasting, sales forecasting, extrapolation, correlation, line of best fit, Delphi method, , balance sheet, working capital, return on capital employed (ROCE), curren ratio, acid test ratio, gearing ratio, long-term liabilities, inflation.

Week 1 and 2 Learning Objectives etc:

Literacy Focus: Use a variety of strategies and resources to spell familiar and unfamiliar vocabulary correctly and subject specific words correctly.

- Knowledge recap: Critical Path Analysis
- Complete CPA diagrams, interpret and evaluate the results
- Explain the nature and purpose of cost benefit analysis (CBA), commenting on the benefits and limitations of the technique
- Carry out cost benefit analysis, interpret and evaluate the results
- Evaluate the advantages and disadvantages CBA for business decision-making
- Explain the key role played by information technology in business decision-making



Objective assessments:

Use and spell key terms correctly- assess in work.

To complete GCE questions

Homework:

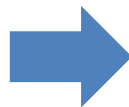
To complete article on HS2 – CBA

Notes from chapter 3

Synoptic exam question

Week 3 and 4 Learning Objectives etc:

- Present, interpret and analyse data, including pie charts, histograms and index numbers
- Explain what is meant by sales forecasting
- Explain the usefulness of sales forecasting and the factors that can affect its reliability
- Understand that sales forecasting includes quantitative and qualitative techniques
- Calculate a three-point moving average
- Use extrapolation to predict future developments
- Interpret information from time-series analysis
- Understand that correlation can be positive, negative or non-existent
- Create a scatter graph and a line of best fit
- Explain qualitative forecasting techniques including, intuition, brainstorming and the Delphi method
- Evaluate the advantages and disadvantages of using qualitative forecasting



Objective assessments:

Use and spell key terms correctly- assess in work.

GCE questions

3 point moving average workbook

Homework:

Notes from chapter 1

GCE questions

Synoptic exam question

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<p>Week 5 and 6 Learning Objectives etc:</p> <ul style="list-style-type: none">• Explain the main components of a balance sheet and the way that it is constructed• Explain what is meant by working capital, capital employed and depreciation• Calculate working capital, capital employed (long-term liabilities and shareholders' capital) and depreciation (the straight line method only)• Interpret and analyse a balance sheet• Calculate and interpret return on capital employed (ROCE)• Calculate and interpret the current ratio and acid test ratio• Calculate and interpret the gearing ratio (long-term liabilities/capital employed)	<p>Objective assessments:</p> <p>GCE question</p> <p>Language – WL2 – Use technical terms, language and expression consistent with the subject content – assessed in work</p> <p>GPSH – WG7c – Produce fluent and legible handwriting.</p> <p>Homework:</p> <p>Complete notes chapter 4</p> <p>GCE question</p> <p>Synoptic exam question</p>
<p>Week 7 Learning Objectives etc.:</p> <ul style="list-style-type: none">• Analyse the trading, profit and loss account (the income statement) and the balance sheet in order to assess the financial performance of a business <p>DIRT</p>	<p>Objective assessments:</p> <p>GCE question</p> <p>Ratio quantitative skills book</p> <p>Homework:</p> <p>GCE question</p> <p>Synoptic exam question</p>