

**Year 12 Programme of Study**

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| **Term One –**  **Business and its environment**  Enterprise  Business structure  Business Objectives  Stakeholders in a business  **People in organisations**  Management and leadership  Motivation  Human resource management |

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| **Term Two –**  **Marketing**  What is marketing?  Market research  The marketing mix  **Operations management**  The nature of operations  Operations planning  Inventory management |

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| **Term Three –**  **Finance and accounting**  Business finance  Forecasting cash flows  Costs  Accounting fundamentals  Preparation for the final examinations |