**Business A2 Personalised Learning Checklist**

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| **Content/Topic:** | **Red** | **Amber** | **Green** |
| Continue to follow and use @rwsbusi each day |  |  |  |
| **Create and learn list of A2 key terms**  |  |  |  |
| **BUSS3: Strategies for success** |  |  |  |
| Understand the theories and how they interrelate, and apply them to contexts  |  |  |  |
| **Functional objectives and strategies** |  |  |  |
| * Using objectives and strategies
 |  |  |  |
| **Operational strategies** |  |  |  |
| * Understanding operational objectives
 |  |  |  |
| * Operational strategies: scale and resource mix
 |  |  |  |
| * Operational strategies: innovation
 |  |  |  |
| * Operational strategies: location
 |  |  |  |
| * Operational strategies: lean production
 |  |  |  |
| * + Focus on understanding critical path analysis
 |  |  |  |
| **Financial strategies and accounts** |  |  |  |
| * Understanding financial objectives
 |  |  |  |
| * Using financial data to measure and assess performance
 |  |  |  |
| * Interpreting published accounts
 |  |  |  |
| * Selecting financial strategies
 |  |  |  |
| * Making investment decisions: ARR, payback and NPV
 |  |  |  |
| **Marketing strategies** |  |  |  |
| * Understanding marketing objectives
 |  |  |  |
| * Analysing markets and marketing
 |  |  |  |
| * Selecting marketing strategies
 |  |  |  |
| * Developing and implementing marketing plans
 |  |  |  |
| **Human resource strategies** |  |  |  |
| * Understanding HR objectives and strategies
 |  |  |  |
| * Developing and implementing workforce plans
 |  |  |  |
| * Competitive organisational structures
 |  |  |  |
| * Effective employer/employee relations
 |  |  |  |
| Examination answering techniques |  |  |  |
| * Content
 |  |  |  |
| * Analysis
 |  |  |  |
| * Application
 |  |  |  |
| * Evaluation
 |  |  |  |
| Use of connectors in BUSS3 answers |  |  |  |
| Planning and revision for Mocks |  |  |  |
| Response to Mocks |  |  |  |
| * Learning from mistakes
 |  |  |  |
| * Strategy for improvement in the summer
 |  |  |  |

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| **Unit 4: The business environment and managing change** |  |  |  |
| **Corporate aims and objectives**  |  |  |  |
| * Understanding mission, aims and objectives
 |  |  |  |
| **Assessing changes in the business environment** |  |  |  |
| * The relationship between businesses and the economic environment
 |  |  |  |
| * The relationship between businesses and the political and legal environment
 |  |  |  |
| * The relationship between businesses and the social environment
 |  |  |  |
| * The relationship between businesses and the technological environment
 |  |  |  |
| * The relationship between businesses and the competitive environment
 |  |  |  |
| **Managing change** |  |  |  |
| * Internal causes of change
 |  |  |  |
| * Planning for change
 |  |  |  |
| * Key influences on the change process: leadership
 |  |  |  |
| * Key influences on the change process: culture
 |  |  |  |
| * Making strategic decisions
 |  |  |  |
| * Implementing and managing change
 |  |  |  |
| **Understanding of how it all fits together strategically** |  |  |  |
| **General background knowledge** |  |  |  |
| **Research theme** |  |  |  |
| * Understanding theme and relevance to specification
 |  |  |  |
| * Hard copy portfolio of researched items with cross-references to specification
 |  |  |  |
| * Use of tutor2u materials
 |  |  |  |
| Question practice |  |  |  |
| Examination answering techniques |  |  |  |
| * Content
 |  |  |  |
| * Analysis
 |  |  |  |
| * Application
 |  |  |  |
| * Evaluation
 |  |  |  |
| Use of connectors in essays |  |  |  |
| Essay practice |  |  |  |
| Peer assessment of practice answers |  |  |  |
| Understanding mark schemes |  |  |  |
| *Attendance in lessons until BUSS4 exam date* |  |  |  |