

Subject	Year	Term
Business	Year 12	Autumn 1
Topic		
3.1.2 Managers, Leaders and Decision Making		
Content (Intent)		
Prior Learning – This is a standalone unit that looks at decision making and management.		
Students of this course study business in a variety of contexts and consider the importance of the context of business in relation to decision making. The topics covered are:		
The Role of Managers	to include setting objectives, analysing, leading, making decisions & reviewing	
Types of Managers & Leadership Styles	Includes Blake Mouton Grid & Tannenbaum Schmidt continuum	
Influences on Leadership Styles	effectiveness & influences on leadership & management	
The Value of Decision Making	Scientific decision making and on intuition	
	To include an understanding of risk, reward, uncertainty & opportunity cost	
	The use & value of decision trees	
Influences on decision making	To include mission, objectives, ethics, external environment, competition & constraints	
Stakeholder needs & decision making	Stakeholder mapping - including stakeholder power & interest	
	Stakeholder needs and the possible overlap and conflict of these needs	
	Influences on the relationship with stakeholders	
	Managing the relationship with different stakeholders includes communication and consultation	
Future Learning – This unit sets the fundamental principles in place to study section 6 HR management		
How will knowledge and skills be taught? (Implementation)		How will your understanding be assessed & recorded (Impact)
This topic will involve links to the four assessment objectives throughout and will include, but not be limited to: <ul style="list-style-type: none">- Teacher led lesson content- Independent learning tasks- Group discussion/debates and questioning- Using business terminology- Reference to business examples throughout		<ul style="list-style-type: none">- End of topic assessment- Past Paper responses and essays. Marked and feedback given.- Verbal responses. Individual and class feedback given.- Key term tests
How can parents help at home?		
<ul style="list-style-type: none">• Discussing ideas and content at home & linking it to real businesses that they know• Watch the news and/or read a good quality newspaper• Watch any topical films or documentaries that link to Business e.g. Panorama, dispatches etc.		
Support us with our department’s high expectations of spelling, grammar, punctuation, and minimum standards.		
Helpful further reading/discussion		
Reading <ul style="list-style-type: none">- My revision notes: AQA A Level Business- Business Review magazines (subscribe online)- Tutor2U website- BBC Business news	Subject Key Terms <ul style="list-style-type: none">- Laissez Faire- Autocratic- Democratic- Delegation- Empowerment- Autonomy	Careers Links <ul style="list-style-type: none">- HR Management- Recruitment- Business Consultants