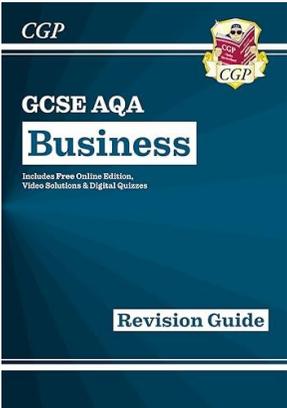


Exam Board	Recommended revision guide	Support available in school
<p style="text-align: center;">AQA</p>		<p style="text-align: center;">Revision support available Tuesday lunchtimes A207 12:45</p>



Business



Revision Schedule 2024

Useful online resources	Exam date(s)
<p>BBC Bitesize: https://www.bbc.co.uk/bitesize/examspecs/zvwb382</p> <p>Seneca Learning: https://senecalearning.com/en-GB/seneca-certified-resources/business-gcse-aqa/</p> <p>Past paper questions: https://www.aqa.org.uk/subjects/business/gcse/business-8132/assessment-resources</p> <p>Tutor2U Revision Blast Videos: https://www.tutor2u.net/live/gcse-business-revision-blast-business-basics https://www.tutor2u.net/live/gcse-business-revision-blast-topic-mix-1</p>	<p>Paper 1 – Influences of operations & HRM on business activity. Tuesday 14th May.</p> <p>Paper 2 – Influences of marketing & finance on business activity. Wednesday 5th June.</p>

January

Week beginning...	Topic	Content to revise	Complete (tick)	Knowledge test score	Weeks left
Monday 8th	<p>Unit 1 – Business in the real world 3.1.1 Purpose & Nature of Business 3.1.2 Ownership</p>	<p>● Reasons for starting a business ● Difference between goods and services ● Define the term opportunity cost ● Define factors of production ● Different sectors of industry ● Differences between the objectives and characteristics of an entrepreneur ● Recognise businesses constantly face external change ● Pros and cons of different legal structures ● The concept of limited liability.</p> <p>Suggested activities: ● Think about any small businesses / charities that are situated in your local area; make a list of the reasons why you think these businesses may have started up - think context ● Select one of these businesses and draw the factors of production this business uses to provide its products ● Make a table that categorises 5 examples of goods and 5 examples of services ● List three examples of decisions that you have made which have involved making a choice – what was the opportunity cost each time? ● Draw a diagram showing the sectors of industry involved in the production of a loaf of bread ● Choose your favourite entrepreneur – list the personal characteristics that have contributed to their success ● List the different changes businesses may face that are outside their control e.g. levels of competition / changes in technology ● Draw a mind map which contains the pros and cons of the different legal structures; be sure to cover liability, management and control, sources of finance and how profits are shared ● Weigh up the reasons why a business may want to keep its legal structure the same or why it may want to change it</p>			18
Monday 15th	<p>Unit 1 – Business in the real world 3.1.3 Setting Business Aims & objectives 3.1.4 stakeholders 3.1.5 Location</p>	<p>The purpose of setting objectives in running a business ● The main and objectives set by businesses ● Why objectives differ between businesses ● Why objectives change over time ● How objectives can be used to measure success ● Different stakeholder groups ● Objectives of different stakeholders ● How businesses impact different stakeholder groups ● How stakeholders influence business activity ● Conflict between stakeholders ● Factors influencing the location decisions of a business.</p> <p>Suggested activities: Choose a new business start-up, a sole trader, a ltd, a plc & a not-for-profit organisation, make a table and list 3 different aims / objectives that each business may set; highlight any differences and</p>			17

		think about why these differences exist - think context ● Create a mind map that shows the reasons why businesses set objectives including how objectives can be used to measure business success; add in other ways that success can be measured by businesses ● Produce a whole topic mind map which shows five key stakeholders, their objectives and how these objectives may conflict; include examples of how stakeholders can influence business activity and how businesses impact stakeholders ● For a large supermarket, a clothing store, a web design business and a car manufacturer rank the different factors of location in terms of importance - think context			
Monday 22nd	Unit 1 – Business in the real world 3.1.6 Business Planning 3.1.7 Expanding a business	The purpose and value of business planning ● The main sections found within a business plan ● Concept of revenue, fixed costs, variable costs, total cost, profit / loss ● Methods of expansion ● Pros and cons of business expansion including economies and diseconomies of scale. Suggested activities: ● Create a mini business plan; list the main sections found within the plan and the pros and cons of producing this plan for a new business start-up ● Create numerical flash cards with the formula and meaning of total revenue, total costs, total variable costs, profit / loss, average unit costs; make sure you can reverse calculations successfully e.g. profit + total costs = revenue ● Create a whole topic mind map linked to growth; split your map into organic and external growth & include the pros and cons of the 4 organic and 2 external methods of growth			16
Monday 29th	Unit 2 – Influences on business 3.2.1 Technology 3.2.2 Ethical & environmental considerations 3.2.3 The economic climate	● How ICT is impacting business activity including e-commerce and digital communication ● Ethical & environmental considerations and sustainability ● How changes in interest rates, employment levels can affect businesses and consumer spending. Suggested activities: ● Choose a business and list the different ways it uses ICT to communicate with its stakeholders as well as in its business operations - think context ● Plan a balanced argument as to the reasons why businesses should or should not act in a morally acceptable way – refer to the terms ethics, environmental factors & sustainability in your plan; link to real life examples if you can ● Plan a chain of argument about how a rise in interest rates would impact a budget retailer & a store that sells designer goods; include in your chain the terms disposable income, consumer spending, levels of employment - think context			15
February					

<p style="text-align: center;">Monday 5th</p>	<p>Unit 2 – Influences on business 3.2.4 Globalisation 3.2.5 Legislation 3.2.6 Competitive environment</p>	<p>● How UK businesses compete abroad ● Exchange rates ● Employment, Health and Safety law & consumer law ● Uncertainty and risks businesses face Suggested activities: ● Think of a business that sells its products all over the world; list the different ways this business competes with its rivals - think context ● Learn the acronyms SPICED and WPIDEC; be clear how changes in exchange rates affect importers and exporters in terms of sales and profit ● Categorise the different pieces of legislation into employment law, Health & Safety law and consumer law; identify the positive and negative effects of legislation on businesses ● Create a mind map identifying the risks and rewards of running a business; make it clear how any risks can be minimised</p>			14
<p style="text-align: center;">Monday 12th</p>	<p>Unit 3 – Business operations 3.3.1 Production process 3.3.2 Procurement</p>	<p>● Methods of production ● Lean production ● JIT v JIC ● Factors affecting the choice of suppliers ● Procurement, logistics & supply chain management. Suggested activities: ● Create a table that lists the pros and cons of job and flow production ● Create a mind map of the different elements of lean production; add the pros and cons of JIC as an extension to this diagram ● Make a list of the key stages in the procurement process ● Rank the importance of price, quality and reliability for Gucci, Poundland & a car manufacturer that uses JIT - think context ● Create a diagram showing the supply chain for a product of your choice</p>			13
<p style="text-align: center;">Monday 19th</p>	<p>Unit 3 – Business operations 3.3.3 The concept of quality 3.3.4 Good customer services</p>	<p>● Customer expectations of quality ● How quality is measured & how quality issues are identified ● Methods of maintaining quality ● Costs and benefits of maintaining quality ● Methods of providing good customer service ● Benefits & dangers of good and poor customer service ● How ICT impacts customer service. Suggested activities: ● List 5 different ways that quality can be measured by a business ● Create a mind map detailing the key features of quality control, quality assurance and TQM and the benefits and any drawbacks of each ● Create a table that lists the costs and benefits of maintaining quality to a business ● Create an illustrated diagram showing the different stages of the sales process and how this links to good customer service; relate this to advancements in ICT ● Make a comparison table of the benefits of providing good customer service against the dangers of providing poor customer service.</p>			12

<p>Monday 20th</p>	<p>Unit 4 – Human Resources 3.4.1 Organisational structures 3.4.2 Recruitment & selection</p>	<p>• Tall and flat organisational structures • Why businesses have organisational structures • Impact the organisational structure has on communication and management style • Centralisation and decentralisation • The recruitment and selection process • The benefits of an effective recruitment process • Different employment contracts and their benefits. Suggested activities: Sketch a tall and flat organisational structure; label each with key terms, specific job roles and how this structure affects communication & management style within the business • Draw a picture of where decision making power lies in a centralised and decentralised organisational structure; list 2 pros and 2 cons of each • Create a flow diagram of the recruitment and selection process; end your diagram with the different types of employment contracts and their benefits.</p>			<p>11</p>
March					
<p>Monday 4th</p>	<p>Unit 4 – Human Resources 3.4.3 Motivating employees 3.4.4 Training</p>	<p>• Benefits of having a motivated workforce • Financial and non-financial methods of motivation • Benefits of training • Methods of training including their pros and cons. Suggested activities: • Create a topic mind map for motivation including financial, non-financial methods of motivation, benefits of having a motivated workforce • Write a brief induction training programme for a new teacher at your school; list 3 benefits of providing this training to this member of staff • List the different types of training that a pilot, a teacher, a sales assistant would receive in their roles and the benefits and drawbacks of each - think context</p>			<p>10</p>
<p>Monday 11th</p>	<p>Unit 5 – Marketing 3.5.1 Customer needs 3.5.2 Market segmentation 3.5.3 Market research</p>	<p>• Identifying and satisfying customer needs • Types of market segmentation • Reasons why businesses conduct market research • Quantitative and qualitative market research • Primary and secondary market research methods including their benefits and drawbacks • Market research data & how this impacts decision making. Suggested activities: • List 5 reasons why it is important for a business to identify and satisfy customer needs • Draw the segments of an orange and label each with the different methods of market segmentation; include an explanation as to why businesses segment their markets • Create a market research topic mind map; include primary, secondary, quantitative & qualitative research methods and their pros and cons • Add a market share and market size flashcard to your numerical pack • Look at different types of market research; practise reading tables, charts</p>			<p>9</p>

		and graphs – what trends can you identify? How would this information help with business decision-making.			
Monday 18th	Unit 5 – Marketing 3.5.4 Marketing Mix: Price 3.5.4 Marketing Mix: Product	<ul style="list-style-type: none"> • Different pricing methods • Factors that influence pricing decisions • Benefits and risks of developing new products • Factors involved in designing a new product • Product differentiation Product life cycle and extension strategies • Product portfolio. <p>Suggested activities:</p> <ul style="list-style-type: none"> • Make a list of the 5 different pricing methods; identify products that use each pricing method and why - think context • List 4 factors that influence the pricing decision of a business • Think of a new product that has been launched into a market – why has this product been successful / not successful; list 2 benefits and 2 risks of developing this product – think context • Compare Aldi and Waitrose – how do they compete in the grocery market? – think context • Sketch a product life cycle – label the different stages and identify 5 different extension strategies • Draw the Boston Box and explain the 4 categories; explain how and why businesses use this to broaden their product portfolios 			8
Monday 25th	Unit 5 – Marketing 3.5.4 Marketing Mix: Promotion 3.5.4 Marketing Mix: Place Integrated marketing mix	<ul style="list-style-type: none"> • Different promotional methods and their pros & cons • Factors influencing the selection of the promotional mix • Reasons for promotion • Different channels of distribution including e-commerce & mcommerce • Integrated nature of the marketing mix. <p>Suggested activities:</p> <ul style="list-style-type: none"> • Create a whole topic mind map that includes the pros and cons of the main promotional methods - advertising, PR, sales promotion, sponsorship and social media; add in 6 factors that influence the choice of promotional mix and the reasons why businesses choose to promote their products • Sketch a diagram showing the different distribution channels that exist - include e-commerce and m-commerce • Think of a product such as the newest version of the iPhone; identify how the marketing mix of the business is fully integrated so that this product is successful – think context. 			7
April					

<p>Monday 1st</p>	<p>3.6 Finance 3.6.1 Sources of finance 3.6.2 Cash flow</p>	<p>● Internal and external sources of finance and their pros & cons ● Suitability of sources of finance for different business situations ● Importance of cash to businesses ● Completion and interpretation of cash flow forecasts ● Solutions to cash flow problems. Suggested activities: ● Create a whole topic mind map that groups sources of finance into internal & external; be sure to include pros and cons of each source / when each source is appropriate for a business to use ● Practise completing cash flow forecasts ● Analyse different cash flow forecasts; review the closing balance and evaluate how the cash flow position can be improved.</p>			<p>6</p>
<p>Monday 8th</p>	<p>3.6 Finance 3.6.3 Financial terms and calculations</p>	<p>● Recap revenue, fixed, variable & total costs, profit / loss ● Investment project & ARR calculation. Suggested activities: ● Revise the formulae for revenue, costs, profit from your numerical flashcards ● List the 3 main types of investment project that businesses undertake ● Add an average rate of return flashcard to your numerical pack</p>			<p>5</p>
<p>Monday 15th</p>	<p>3.6 Finance 3.6.4 Analysing the financial position of a business</p>	<p>● Break-even charts ● Value of break-even analysis ● Purpose of financial statements ● Components of income statements & statements of financial position ● Assessing business performance from financial statements from different stakeholder perspectives ● Calculate gross profit & net profit margins. Suggested activities: ● Sketch a break-even diagram; identify the break-even point & the areas of profit and loss; calculate the margin of safety at different levels of output ● Add a margin of safety flashcard to your numerical pack ● Create a table that identifies 2 pros and 2 cons to a business of conducting break even analysis ● Make a key terms checklist for income statements and statement of financial positions ● Create a categorise activity linked to the different elements of income statements and statement of financial positions – be confident in the meaning of the terms assets, liabilities, cost of sales, overheads, gross / operating / net profit ● Add all the formulae linked to income statements and statements of financial positions to your numerical flashcard pack ● 4 box challenge – how many stakeholders can your remember? Identify the components of the two financial statements each stakeholder group would be interested in and why ● Add a gross profit and net profit margin flashcard to your numerical pack</p>			<p>4</p>

<p>Monday 22nd</p>	<p>Free week</p>	<ul style="list-style-type: none"> ● Go back and revise tricky areas that you identified in your revision ● Double check your understanding of all the quantitative skills listed in the specification especially averages, %s and % changes – remember 10% of the marks for each paper are coming from quantitative skills questions ● Know your key terms inside out ● Go back and refresh yourself of the exam technique required for success for every question type ● Read and annotate case studies carefully, read every question twice, look at the number of marks for each question and ensure your answer meets the demands of the question ● REMEMBER, AN ANSWER IS ONLY GOOD IF IT ANSWERS THE QUESTION SET! <p>Suggested activities: Watch any of the revision blast videos on the Tutor2u website, use past paper questions from the AQA website, test yourself using flash cards.</p>			<p>3</p>
<p>Monday 29th</p>	<p>Free week</p>	<ul style="list-style-type: none"> ● Go back and revise tricky areas that you identified in your revision ● Double check your understanding of all the quantitative skills listed in the specification especially averages, %s and % changes – remember 10% of the marks for each paper are coming from quantitative skills questions ● Know your key terms inside out ● Go back and refresh yourself of the exam technique required for success for every question type ● Read and annotate case studies carefully, read every question twice, look at the number of marks for each question and ensure your answer meets the demands of the question ● REMEMBER, AN ANSWER IS ONLY GOOD IF IT ANSWERS THE QUESTION SET! <p>Suggested activities: Watch any of the revision blast videos on the Tutor2u website, use past paper questions from the AQA website, test yourself using flash cards.</p>			<p>2</p>
<p>May</p>					
<p>Monday 6th</p>	<p>Free week</p>	<ul style="list-style-type: none"> ● Go back and revise tricky areas that you identified in your revision ● Double check your understanding of all the quantitative skills listed in the specification especially averages, %s and % changes – remember 10% of the marks for each paper are coming from quantitative skills questions ● Know your key terms inside out ● Go back and refresh yourself of the exam technique required for success for every question type ● Read and annotate case studies carefully, read every question twice, look at the number of marks for each question and ensure your answer meets the 			<p>1</p>

		demands of the question • REMEMBER, AN ANSWER IS ONLY GOOD IF IT ANSWERS THE QUESTION SET! Suggested activities: Watch any of the revision blast videos on the Tutor2u website, use past paper questions from the AQA website, test yourself using flash cards.			
Monday 13th	Paper 1 – Tuesday 14th May (PM)	Continue to use past exam questions on a mixture of topics to perfect your exam technique. Watch the revision blast videos on tricky topics you are still finding difficult. Use Taking the Biz videos to select tricky topics or Bizconsesh https://www.youtube.com/@TakingTheBiz (remember to choose GCSE Business video clips) https://www.youtube.com/channel/UCE9uWsZ2C3NYzzKRio_mntw (remember to choose GCSE Business video clips)			0
Monday 20th		Continue to use past exam questions on a mixture of topics to perfect your exam technique. Watch the revision blast videos on tricky topics you are still finding difficult. Use Taking the Biz videos to select tricky topics or Bizconsesh https://www.youtube.com/@TakingTheBiz (remember to choose GCSE Business video clips) https://www.youtube.com/channel/UCE9uWsZ2C3NYzzKRio_mntw (remember to choose GCSE Business video clips)			0
Monday 27th		Continue to use past exam questions on a mixture of topics to perfect your exam technique. Watch the revision blast videos on tricky topics you are still finding difficult. Use Taking the Biz videos to select tricky topics or Bizconsesh https://www.youtube.com/@TakingTheBiz (remember to choose GCSE Business video clips) https://www.youtube.com/channel/UCE9uWsZ2C3NYzzKRio_mntw (remember to choose GCSE Business video clips)			0
June					
Monday 3rd	Paper 2 - Wednesday 5th June (PM)				0

Monday 10th	Congratulations on finishing GCSE Business 😊	0
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