



Subject	A Level Business	
Title/Topic	Format	Length
Paper 1	Exam Paper	2-hours
Paper 2	Exam Paper	2-hours
Paper 3	Exam Paper	2-hours

### In this Advent assessment I will be asked to show I can...

Multiple choice questions, plus a combination of short and long essays responses

#### Business maths

Percentage change: increase and decrease –  $\frac{\text{new-old}}{\text{old}} \times 100 = X\%$

(Use 000, of thousands, 000,000 of millions)

Decision trees and critical path: calculations & analysis, issues - NPV

#### Focus revision topics:

- Making financial decisions and Financial Management - Financial objectives and constraints – cash flow, analysis, methods to improve cash flow; assets – current and non-current assets; liabilities -current and non-current; factors effect on current and non-current assets analysis; sources of finance; internal; external; analysis
- Profit – different forms; profit and profitability calculations e.g., operating profit, gross profit margin, calculations etc; variance; turnover. Revenue, costs.
- Ratio & sensitivity analysis – Liquidity, Gearing, Current, NPV, ARR, ROCE; Interest rates; analysis; break even
- Setting operational objectives - influences; analysis, restructuring; quality; speed of response quality controls; quality assurance methods; analysis e.g. effects of quality on consumers and the business/employees
- Improving Operational Performance - Employee ratio's – labour productivity; labour turnover
- Analysing the economic environment - Fiscal policy – taxation and spending; employment & unemployment; interest rates; Economic growth; economic (business) cycle; effects of economic growth, recessions/slowdown on firms. Effects on spending - Types of spending, disposable income, discretionary spending; impacts of fluctuating interest rates; analysis on exports, lower capital investment, effects on sales; effects of interest rates on profit; effects on demand, cash flow. Investment – risk & uncertainty.
- Exchange rates – calculations, fluctuations, effects on imports & export; profit
- Assessing Innovation – long term and short-term effects; analysis of effect on business objectives; effects on employees, etc
- Understanding the nature and purpose of business – business objectives; analysis; types of objectives & reasons; examples e.g. competitive advantage



- Understanding different forms - Market Capitalisation; fluctuations in share price; price determination; demand; consequences of flotation for a business; implications of falling share price; share capital.
- Human Resources - Organisational design – tall, flat, centralised, decentralised, effects on functional areas, HR objectives, business objectives, motivation; analysis of benefits and drawbacks; recruitment; redundancies; training; analysis of effects
- Human Resource Management – Assessing performance: Calculating and interpreting human resource data – labour turnover, labour retention, effects & analysis; productivity; Capacity; Human resource flows
- Making Human Resource Decisions - Improving motivation and engagement; analysis; training methods; motivational methods & theory – Taylor, Maslow, Herzberg theory – analysis of factors, conditions; methods of motivation: financial and non-financial methods; Maslow, Herzberg; what does it depend on? e.g. business culture, nature of work/workers; analysis
- Making marketing decision - market share & market size; segmentation types e.g. income, demographics etc; targeting, positioning - targeting include niche and mass marketing, benefits & drawbacks, importance of brand; elasticities of products
- Use of the marketing mix – 7 P's; Price – Price elasticity of demand; elastic and inelastic; values; calculations; normal good; analysing price change.
- Making operational decisions to improve performance: managing inventory, inventory turnover and supply chains; lean production – unit cost, Economies of scale – Internal and external; capital intensive production, Kaizen; JIT: JIC; barriers and issues of changing production methods.
- Analysing operational performance – Capacity, calculation and use of data; importance of capacity; demand; management of capacity.
- Managing strategic change – Causes of and pressures for change; Lewin's force field analysis – restraining forces and driving forces; analysis of.
- Assessing a change in scale – Types of growth and issues caused by growth and retrenchment; impact of retrenchment.
- Assessing globalisation - Entering international markets reasons for and analysis; risk & uncertainty; direct investment; influences of internationalisation.
- Assessing a scale in change - Growth strategies – international strategies MNC - analysis; integration; horizontal, vertical, forwards, backwards, conglomerate
- Managing organisational culture - impact on culture of employees, actions of managers, culture by rewarding/praising, core values & mission statement, diversity; influence on innovation; Handy's cultural model
- Analysing the external environment to assess opportunities and threats – changing to legal environment on strategic and functional decision making - changing legislation; core competencies; effects on sales; planning for changing legislation
- Understanding different business forms - sole traders, LTD, PLC, franchising, benefits & drawbacks; influences on strategic success



### What should I do to revise and prepare for this assessment?

To prepare for this assessment:

1. Use the booklets from lessons and exercise books to consolidate notes and create revision cards and mind maps to connect key topics and ideas.
2. Use the Revision Guides loaned to you to help for revision.
3. Create or buy flash cards to test yourself with friends & family.
4. Use previous paper questions, topic test and PPE questions, mark schemes and examiner reports to develop answers.
5. Use the AQA A-level Business Revision guide and textbook chapter reading.
6. Use Past Papers to develop exam question exposure & complete past paper questions.
7. Revision apps such as Quizlet, Padlet, Popplet Lite for mind maps.
8. Focus on your Long essay techniques – use of evaluation throughout essay (evaluate every paragraph-point included evaluation PIE)
9. Judgements – answer the question, judgements must be based on your analysis not your thoughts.
10. Use past paper practice on the key topics shown in the revision list.

### What useful websites/resources could I use to help me prepare?

BBC News: [www.bbc.co.uk/news/business](http://www.bbc.co.uk/news/business)

Tutor2U: [www.tutor2u.net](http://www.tutor2u.net)

Business Case Studies: [www.businesscasestudies.co.uk](http://www.businesscasestudies.co.uk)

Taking the biz: <https://www.youtube.com/channel/UCIIJ4pk3uzyWoeoBkGs0hxQ>

AQA A-level Business:

<https://www.aqa.org.uk/subjects/business/as-and-a-level/business-7131-7132>

Padlet Resources and revision:

<https://padlet.com/cpcooke/smaalevelbus>

[https://padlet.com/davey\\_raa/jkl6cjo9tcno](https://padlet.com/davey_raa/jkl6cjo9tcno)

<https://padlet.com/cpcooke>

<https://padlet.com/lucienneevans1/t4226cpfq6fv>

<https://padlet.com/siobhana/Business>