

# GCSE AQA Business Studies LEARNING JOURNEY

Finance  
assessment

## Unit 6 Finance

Sources of finance

Cash Flow

Financial terms and calculations

Analysing financial performance  
of a business

Revision

Final exams paper 1 and paper 2

Human Resources  
assessment

Progress Exam 2

## Unit 5 Marketing

Identifying and understanding customers

Segmentation

The purpose and methods of market research

Elements of the marketing mix

Marketing  
assessment

## Unit 4 Human Resources

Organisational Structures

Recruitment and selection of employees

Motivating employees

Training

Progress Exam 1

Business operations  
Assessment

## Unit 3 Business Operations

Production process

The role of procurement

The concept of quality

Good customer service

## Unit 2 Influences on Business

Technology

Ethical and environmental considerations

Economic climate on business

Globalisation

Legislation

Influences on Business  
Assessment

## Unit 1 Business in the Real World

The purpose and nature of business

Business Ownership Stakeholders

Setting aims and objectives

Business Location

Business Planning Expanding a business

Business in the Real  
World Assessment

Summer Term 2 2026 - Introduction to Business  
Course structure/ Exams/ Expectations

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