

**Grade Descriptors For Business Studies**

**Assessment Outcomes Covered in the GCSE:**

Grade	In order to be awarded this grade a student must demonstrate that they can...
Grade 9	<ul style="list-style-type: none"> <li>• You can <b>recall, analyse and demonstrate</b> a critical understanding of the full range of business theories in a clear and well-developed line of reasoning to <b>justify</b> answers in context.</li> <li>• You can <b>analyse</b> in organised discourse a coherent and extensive knowledge of <b>business concepts</b> and issues</li> <li>• You can <b>select</b> and <b>organise</b> business information from a wide variety of sources, and <b>apply</b> said information effectively to <b>analyse case study scenarii</b> with a high degree of accuracy</li> <li>• You can <b>identify</b> the technical terms in a question and <b>apply</b> them in context into a detailed answer.</li> <li>• You can <b>apply</b> a wide range of relevant quantitative skills to a specific <b>case study scenario</b>.</li> <li>• You can <b>demonstrate</b> excellent analysis of higher marked questions (i.e. 9 and 12 marks).</li> <li>• You can <b>create</b> well-structured and balanced arguments concerning current affairs which are affecting businesses both nationally and <b>globally</b></li>   <li>• You can critically <b>evaluate</b> and <b>analyse</b> available information and evidence on <b>legal structures</b> to make reasoned, substantiated judgments and conclusions, and suggest viable, suitable and realistic <b>recommendations</b> for future activity</li> <li>• You can <b>analyse</b> a <b>marketing</b> issue in-depth and <b>create</b> a fully justified evaluation that focuses on both sides of an argument.</li> <li>• You can <b>compare</b> and <b>recommend</b> effective alternative <b>marketing</b> strategies.</li> <li>• You can <b>recommend</b> effective <b>promotional</b> strategies and <b>state</b> your conclusions accurately and appropriately</li> <li>• You can effectively <b>apply</b> advanced knowledge and critical understanding of <b>human resources</b> to make effective <b>recommendations</b> to business organisations, using the full range of subject specific terminology.</li> <li>• You can <b>analyse</b> all means of <b>production</b> to a detailed extent and <b>apply</b> your answer to a particular case study and enrich your answer to demonstrate knowledge outside the remit of the GCSE curriculum.</li> <li>• You can <b>recommend</b> suitable <b>sources of finance</b> with appropriate, detailed and supported evidence which helps to justify your responses.</li> <li>• You have <b>memorised</b> the formulas to <b>calculate revenue, fixed total cost</b> and <b>profits</b> of a business as well as the <b>break – even output</b>.</li> <li>• You can <b>analyse</b> the <b>breakeven output</b> from a graph and make informed and effective recommendations from the yielded data.</li> <li>• You can <b>identify</b> areas of profit and loss as well as use the graph to <b>calculate profit/loss</b> at various levels of output.</li> <li>• You can <b>calculate</b> both <b>gross and net profit margins</b> and provide a complex <b>analysis</b> of the results in terms of <b>profitability</b> and <b>liquidity</b>.</li> <li>• You can <b>analyse financial data</b> and make <b>recommendations</b> based on both quantitative and qualitative evidence.</li> <li>•</li> </ul>

Grade 8	<ul style="list-style-type: none"> <li>• You can <b>recall, analyse</b> and <b>demonstrate</b> a critical understanding of a wide range of business theories in a clear and well-developed line of reasoning to <b>justify</b> answers in <b>context</b>.</li> <li>• You can <b>analyse</b> in organised discourse a coherent and extensive knowledge of <b>business concepts</b> and issues</li> <li>• You can <b>select</b> and <b>organise</b> business information from a wide variety of sources, and <b>apply</b> said information effectively to <b>analyse case study scenario</b> with a high degree of accuracy</li> <li>• You can <b>identify</b> the technical terms in a question and <b>apply</b> them in context into a detailed answer.</li> <li>• You can <b>apply</b> a wide range of relevant quantitative skills to a specific <b>case study scenario</b>.</li> <li>• You can <b>demonstrate</b> excellent analysis of higher marked questions (i.e. 9 and 12 marks).</li> <li>• You can <b>create</b> well-structured arguments concerning current affairs which are affecting businesses both nationally and <b>globally</b></li> <li>• You can critically <b>evaluate</b> and <b>analyse</b> available information and evidence on <b>legal structures</b> to make reasoned, substantiated judgments and conclusions, and suggest viable, suitable and realistic <b>recommendations</b> for future activity</li> <li>• You can <b>analyse</b> a <b>marketing</b> issue and <b>create</b> a justified evaluation that focuses on both sides of an argument.</li> <li>• You can <b>compare</b> and <b>recommend</b> effective alternative <b>marketing</b> strategies.</li> <li>• You can <b>recommend</b> effective <b>promotional</b> strategies and present your conclusions accurately and appropriately</li> <li>• You can effectively <b>apply</b> advanced knowledge and critical understanding of <b>human resources</b> to make effective <b>recommendations</b> to business organisations, using a wide range of subject specific terminology.</li> <li>• You can <b>analyse</b> all means of <b>production</b> and <b>apply</b> your answer to a particular case study and enrich your answer to demonstrate knowledge outside the remit of the GCSE curriculum.</li> <li>• You can <b>recommend</b> suitable <b>sources of finance</b> with appropriate, detailed and supported evidence which helps to justify your responses.</li> <li>• You have <b>memorised</b> the formulas to <b>calculate revenue, fixed total cost</b> and <b>profits</b> of a business as well as the <b>break – even output</b>.</li> <li>• You can <b>analyse</b> the <b>breakeven output</b> from a graph and make informed and reasoned recommendations from the yielded data.</li> <li>• You can <b>identify</b> areas of <b>profit and loss</b> as well as use the graph to <b>calculate profit/loss</b> at various levels of output.</li> <li>• You can <b>calculate</b> both <b>gross and net profit margins</b> and provide a detailed <b>analysis</b> of the results in terms of <b>profitability</b> and <b>liquidity</b>.</li> <li>• You can <b>analyse financial data</b> and make <b>recommendations</b> based on both quantitative and qualitative evidence.</li> </ul>
Grade 7	<ul style="list-style-type: none"> <li>• You can <b>recall, analyse</b> and <b>demonstrate</b> an understanding of a wide range of business theories in a clear and well-developed line of reasoning to <b>justify</b> answers in <b>context</b>.</li> <li>• You can <b>analyse</b> in organised discourse a coherent and extensive knowledge of <b>business concepts</b> and issues</li> <li>• You can <b>select</b> and <b>organise</b> business information from a large variety of sources, and <b>apply</b> said information effectively to <b>analyse case study scenarios</b> accurately</li> <li>• You can <b>identify</b> the technical terms in a question and <b>apply</b> them in context into a detailed answer.</li> </ul>

	<ul style="list-style-type: none"> <li>• You can <b>apply</b> a wide range of relevant quantitative skills to a specific <b>case study scenario</b>.</li> <li>• You can <b>demonstrate</b> excellent analysis of higher marked questions (i.e. 9 and 12 marks).</li> <li>• You can <b>create</b> well-structured arguments concerning current affairs which are affecting businesses both nationally and <b>globally</b></li> <li>• You can critically <b>evaluate</b> and <b>analyse</b> available information and evidence on <b>legal structures</b> to make reasoned, substantiated judgments and conclusions, and suggest suitable and realistic <b>recommendations</b> for future activity</li> <li>• You can <b>analyse</b> a <b>marketing</b> issue and <b>create</b> a justified evaluation that focuses on both sides of an argument.</li> <li>• You can <b>compare</b> and <b>recommend</b> suitable alternatives <b>marketing</b> strategies.</li> <li>• You can <b>recommend</b> suitable <b>promotional</b> strategies and present your conclusions accurately and appropriately</li> <li>• You can <b>apply</b> knowledge and critical understanding of <b>human resources</b> to make effective <b>recommendations</b> to business organisations, using a wide range of subject specific terminology.</li> <li>• You can <b>analyse</b> all means of <b>production</b> and <b>apply</b> your answer to a particular case study.</li> <li>• You can <b>recommend</b> suitable <b>sources of finance</b> with appropriate and supported evidence which helps to justify your responses.</li> <li>• You have <b>memorised</b> the formulas to <b>calculate revenue, fixed total cost</b> and <b>profits</b> of a business as well as the <b>break – even output</b>.</li> <li>• You can <b>analyse</b> the <b>breakeven output</b> from a graph and make suitable recommendations from the yielded data.</li> <li>• You can <b>identify</b> areas of <b>profit and loss</b> as well as use the graph to <b>calculate profit/loss</b> at various levels of output.</li> <li>• You can <b>calculate</b> both <b>gross and net profit margins</b> and provide an <b>analysis</b> of the results in terms of <b>profitability</b> and <b>liquidity</b>.</li> <li>• You can <b>analyse financial data</b> and make <b>recommendations</b> based on both quantitative and qualitative evidence.</li> </ul>
Grade 6	<ul style="list-style-type: none"> <li>• You can <b>recall, analyse</b> and <b>demonstrate</b> an understanding of a range of business theories in a clear line of reasoning to <b>justify</b> answers in <b>context</b>.</li> <li>• You can <b>analyse</b> in organised discourse a clear knowledge of <b>business concepts</b> and issues</li> <li>• You can <b>select</b> and <b>organise</b> business information from a variety of sources, and <b>apply</b> said information effectively to <b>analyse case study scenario</b> accurately</li> <li>• You can <b>identify</b> the technical terms in a question and <b>apply</b> them in context into a detailed answer.</li> <li>• You can <b>apply</b> a range of relevant quantitative skills to a specific <b>case study scenario</b>.</li> <li>• You can <b>demonstrate</b> good analysis of higher marked questions (i.e. 9 and 12 marks).</li> <li>• You can <b>create</b> clear arguments concerning current affairs which are affecting businesses both nationally and <b>globally</b></li> <li>• You can <b>evaluate</b> and <b>analyse</b> available information and evidence on <b>legal structures</b> to make reasoned judgments and conclusions, and suggest suitable and realistic <b>recommendations</b> for future activity</li> </ul>

	<ul style="list-style-type: none"> <li>• You can <b>analyse</b> a <b>marketing</b> issue and <b>create</b> an evaluation that focuses on both sides of an argument.</li> <li>• You can <b>compare</b> and <b>recommend</b> suitable alternative <b>marketing</b> strategies.</li> <li>• You can <b>recommend</b> suitable <b>promotional</b> strategies and present your conclusions accurately and appropriately</li> <li>• You can <b>apply</b> knowledge of <b>human resources</b> to make suitable <b>recommendations</b> to business organisations, using a range of subject specific terminology.</li> <li>• You can <b>analyse</b> all means of <b>production</b> and <b>apply</b> your answer to a particular case study.</li> <li>• You can <b>recommend</b> suitable <b>sources of finance</b> with appropriate and supported evidence which helps to justify your responses.</li> <li>• You have <b>memorised</b> the formulas to <b>calculate revenue, fixed total cost</b> and <b>profits</b> of a business as well as the <b>break – even output</b>.</li> <li>• You can <b>analyse</b> the <b>breakeven output</b> from a graph and make suitable recommendations from the yielded data.</li> <li>• You can <b>identify</b> areas of <b>profit and loss</b> as well as use the graph to <b>calculate profit/loss</b> at various levels of output.</li> <li>• You can <b>calculate</b> both <b>gross and net profit margins</b> and provide an <b>analysis</b> of the results in terms of <b>profitability</b> and <b>liquidity</b>.</li> <li>• You can <b>analyse financial data</b> and make <b>recommendations</b></li> </ul>
Grade 5	<ul style="list-style-type: none"> <li>• You can <b>recall, analyse</b> and <b>demonstrate</b> an understanding of a range of business theories to <b>justify</b> answers in <b>context</b>.</li> <li>• You can <b>analyse business concepts</b> and issues</li> <li>• You can <b>select</b> and <b>organise</b> business information from a variety of sources, and <b>apply</b> said information effectively to <b>analyse case study scenarii</b> accurately</li> <li>• You can <b>identify</b> the technical terms in a question and <b>apply</b> them in context into a detailed answer.</li> <li>• You can <b>apply</b> a range of relevant quantitative skills to a specific <b>case study scenario</b>.</li> <li>• You can <b>demonstrate</b> good analysis of higher marked questions (i.e. 9 and 12 marks).</li> <li>• You can <b>discuss</b> arguments concerning current affairs which are affecting businesses both nationally and <b>globally</b></li> <li>• You can <b>evaluate</b> and <b>analyse</b> available information and evidence on <b>legal structures</b> to make suitable judgments and conclusions, and suggest realistic <b>recommendations</b> for future activity</li> <li>• You can <b>analyse</b> a <b>marketing</b> issue and <b>create</b> an evaluation that focuses on both sides of an argument.</li> <li>• You can <b>compare</b> and <b>recommend</b> alternative <b>marketing</b> strategies.</li> <li>• You can <b>recommend promotional</b> strategies and present your conclusions accurately and appropriately</li> <li>• You can <b>apply</b> knowledge of <b>human resources</b> to make <b>recommendations</b> to business organisations, using subject specific terminology.</li> <li>• You can <b>explain</b> all means of <b>production</b> and <b>apply</b> your answer to a particular case study.</li> <li>• You can <b>recommend sources of finance</b> with appropriate and supported evidence which helps to justify your responses.</li> <li>• You have <b>memorised</b> the formulas to <b>calculate revenue, fixed total cost</b> and <b>profits</b> of a business as well as the <b>break – even output</b>.</li> <li>• You can <b>identify</b> areas of <b>profit and loss</b> as well as use the graph to <b>calculate profit/loss</b> at various levels of output.</li> </ul>

	<ul style="list-style-type: none"> <li>You can <b>explain financial data</b> and make <b>recommendations</b></li> </ul>
Grade 4	<ul style="list-style-type: none"> <li>You can <b>recall, analyse</b> and <b>demonstrate</b> an understanding of a range of business theories to <b>justify</b> answers in <b>context</b>.</li> <li>You can <b>analyse business concepts</b> and issues</li> <li>You can <b>select</b> and <b>organise</b> business information from a variety of sources, and <b>apply</b> said information to <b>analyse case study scenario</b>.</li> <li>You can <b>identify</b> the technical terms in a question and <b>apply</b> them in context into an answer.</li> <li>You can <b>apply</b> some relevant quantitative skills to a specific <b>case study scenario</b>.</li> <li>You can <b>demonstrate</b> some analysis of higher marked questions (i.e. 9 and 12 marks).</li> <li>You can <b>state</b> arguments concerning current affairs which are affecting businesses both nationally and <b>globally</b></li>   <li>You can <b>evaluate</b> and <b>explain</b> available information and evidence on <b>legal structures</b> to make appropriate judgments and conclusions, and suggest <b>recommendations</b> for future activity</li> <li>You can <b>explain</b> a <b>marketing</b> issue and <b>create</b> an evaluation</li> <li>You can <b>compare</b> and <b>recommend</b> alternative <b>marketing</b> strategies.</li> <li>You can <b>recommend</b> some <b>promotional</b> strategies and present your conclusions appropriately</li> <li>You can <b>apply</b> some knowledge of <b>human resources</b> to make <b>recommendations</b> to business organisations, using subject specific terminology.</li> <li>You can <b>explain</b> all means of <b>production</b> and <b>apply</b> your answer to a particular case study.</li> <li>You can <b>recommend sources of finance</b></li> <li>You have <b>memorised</b> the formulas to <b>calculate revenue, fixed total cost</b> and <b>profits</b> of a business as well as the <b>break – even output</b>.</li> <li>You can <b>identify</b> areas of <b>profit and loss</b> as well as use the graph to <b>calculate profit/loss</b> at various levels of output.</li> <li>You can <b>explain financial data</b> and make <b>recommendations</b></li> </ul>
Grade 3	<ul style="list-style-type: none"> <li>You can <b>recall</b>, and <b>explain</b> some business theories to <b>justify</b> answers</li> <li>You can <b>explain business concepts</b> and issues</li> <li>You can <b>state</b> some business information and <b>explain</b> said information</li> <li>You can <b>identify</b> the technical terms in a question and <b>apply</b> them in context into an answer.</li> <li>You can <b>apply</b> some relevant quantitative skills to a specific <b>case study scenario</b>.</li> <li>You can <b>demonstrate</b> some analysis of higher marked questions (i.e. 9 and 12 marks).</li> <li>You can <b>state</b> arguments concerning current affairs which are affecting businesses both nationally and <b>globally</b></li>   <li>You can <b>evaluate</b> and <b>explain</b> available information and evidence on <b>legal structures</b> to make appropriate judgments and conclusions, and suggest <b>recommendations</b> for future activity</li> <li>You can <b>analyse</b> a <b>marketing</b> issue and <b>create</b> an evaluation</li> <li>You can <b>compare</b> and <b>recommend</b> alternative <b>marketing</b> strategies.</li> <li>You can <b>recommend</b> some <b>promotional</b> strategies and present your conclusions appropriately</li> <li>You can <b>apply</b> some knowledge of <b>human resources</b> to make <b>recommendations</b> to business organisations, using subject specific terminology.</li> <li>You can <b>explain</b> some means of <b>production</b>.</li> <li>You can <b>recommend</b> some <b>sources of finance</b>.</li> </ul>

	<ul style="list-style-type: none"> <li>• You can use the formulas to <b>calculate revenue, fixed total cost</b> and <b>profits</b> of a business as well as the <b>break – even output</b>.</li> <li>• You can <b>explain</b> some <b>financial data</b></li> </ul>
Grade 2	<ul style="list-style-type: none"> <li>• You can <b>recall</b> and <b>state</b> some business theories</li> <li>• You can <b>state business concepts</b> and issues</li> <li>• You can <b>state</b> some business information</li> <li>• You can <b>identify</b> the technical terms in a question</li>   <li>• You can <b>evaluate</b> and <b>explain</b> available information and evidence on some <b>legal structures</b> and suggest <b>recommendations</b> for future activity</li> <li>• You can <b>describe</b> a <b>marketing</b> issue and <b>create</b> an evaluation</li> <li>• You can <b>compare</b> and <b>recommend</b> alternative <b>marketing</b> strategies.</li> <li>• You can <b>state</b> some <b>promotional</b> strategies.</li> <li>• You can <b>state</b> some means of <b>production</b>.</li> <li>• You can <b>state</b> some <b>financial data</b></li> </ul>
Grade 1	<ul style="list-style-type: none"> <li>• You can <b>state business concepts</b> and issues</li> <li>• You can <b>identify</b> some of the technical terms in a question</li>   <li>• You can <b>state</b> and <b>explain</b> available information on some <b>legal structures</b> and suggest <b>recommendations</b> for future activity</li> <li>• You can <b>describe</b> a <b>marketing</b> issue</li> <li>• You can <b>describe</b> alternative <b>marketing</b> strategies.</li> <li>• You can <b>state</b> some <b>promotional</b> strategies.</li> <li>• You can <b>state</b> some means of <b>production</b>.</li> <li>• You can <b>state</b> some <b>financial data</b></li> </ul>