

Paper 1 (Business in the Real World, Influences on Business, Business Operations and Human Resources)

Paper 2 (Business in the Real World, Influences on Business, Marketing and Finance)



Year 11 exams
Paper 1 and 2

3.6.4 Analysing the
financial
performance of a
business

3.6.3 Financial
terms and
calculations

3.6.2 Cash flow

3.6.1 Sources of
finance



End of Topic Test

Finance

3.5.1 Identifying
and understanding
customers

3.5.2 Segmentation

3.5.3 The purpose
and methods of
market research

3.5.4 The elements
of the Marketing
Mix, Price, Product,
Promotion and Place



PLT's

Year 11 mock exam
(Paper 2)

Marketing

YEAR
11
GCSE

3.4.4 Training

3.4.3 Motivating
Employees

3.4.2 Recruitment &
selection of
employees

3.4.1 Organisational
Structures



Year 10 mock exam
(Paper 1)

Human Resources

3.3.1 Production
Processes

3.3.2 The role of
procurement

3.3.3 The concept
of quality

3.3.4 Good
Customer Services



End of Topic Test

Business Operations

3.2.5 Legislation

3.2.4 Globalisation

3.2.3 The economic
climate

3.2.2 Ethical and
environmental
considerations

3.2.1 Technology



End of Topic Test

Influences on Business

3.2.6 Competitive
Environment

3.1.7 Expanding a
business

YEAR
10
GCSE

Business in the Real World

3.1.1 The Purpose
and Nature of
Business

3.1.2 Business
Ownership

3.1.3 Setting
Business aims and
objectives

3.1.4 Stakeholders

3.1.5 Business
Location

3.1.6 Business
Planning