

Business Studies Revision Plan

There are two exams: Paper 1 (unit 1 -4) 24 May 2019 AM and Paper 2 (unit 1,2, 5 & 6) 4 June 2019 PM.

You should be using SENECA for 15 min every day to build up your BUSINESS KEY TERMS.

Week commencing	Topic	Independent Learning AQA work book	Grade for end of unit MCQ
28/1/19	Why business exists, Enterprise, Factors of Production	Pg 5-7	Section 1 : Business in the real world
4/2/19	Structures of ownership	Pg 8	
11/2/19	Aims Objectives stakeholders revenue Costs and Profit	Pg 11 - 14	
18/2/19	The Business plan, location & expansion	Pg 16 - 19	
25/2/19	Employment & Consumer Law	Pg 20 - 21	Section 2 : Influences on business
4/3/19	Technology, ethics and the environment	Pg 22 -24	
11/3/19	Unemployment, consumer spending & interest rates	Pg 25 - 26	
18/3/19	Competition, Globalisation, Exchange Rates and Risks	Pg 27 - 30	
25/3/19	Supply Chains, methods of Production, Efficiency	Pg 31 - 34	Section 3 : Business operations
1/4/19	Quality & Customer Service	Pg 35 - 37	
8/4/19	Structures, Contracts and Recruitment	Pg 39 - 43	Section 4 : HRM
15/4/19	Training & Motivation	Pg 45 - 47	
22/4/19	The Marketing Mix (4 Ps)	Pg 48, 58, 59, 61, 63 & 64	Section 5 : Marketing
29/4/19	Research, Life Cycles, Extension strategies & Portfolios	Pg 50, 51, 53, 54, 55 & 56	
6/5/19	Sources of Finance Small and growing, investments	Pg 66 - 67	Section 6 : Finance
13/5/19	Income statements	Pg 74	
20/5/19	Paper 1 EXAM 24 MAY 2019 am		
27/5/19	Cash flow, break even, income statements, analysis	Pg 71 - 80	
3/6/19	Paper 2 EXAM 4 JUNE 2019 pm		

Section 1 : Business in the real world	Red	Yellow	Green
Why businesses exist			
Enterprise			
Factors of Production CELL			
Ownership structures			
Aims & Objectives (Vision, Goals and SMART targets)			
Stakeholders (shareholders, owners, local community, suppliers etc)			
Revenue, Costs & Profit calculations			
The Business plan (why have one?)			
Locating the business			
Expansion – internal methods			
Expansion – external methods			
Section 2 : Influences on Business	Red	Yellow	Green
Employment law (minimum pay) (Equality Act)			
Consumer law (Consumer Rights Act)			
Technology and business			
Ethics / Ethical influences			
Environmental influences			
Unemployment (4%) and consumer spending			
Interest rates (Bank of England Rate 0.75%)			
Competition			
Globalisation			
Exchange rates			
Risky business (inflation is 2.5%)			
Section 3 : Business Operations	Red	Yellow	Green
Supply chains			
Methods of production			
Production efficiency			
Quality			
Quality Management			
Customer Service			
Section 4 : Human Resource Management HRM	Red	Yellow	Green
Internal organisation structures			
Contracts of employment (zero hours)			
Recruitment methods			
Staff training (induction, on/off the job)			
Financial motivation (remuneration)			
Non-financial motivation			
Section 5 : Marketing	Red	Yellow	Green
The Marketing Mix (4 Ps Product Price promotion Place)			

Market research (issues, benefits, costs)			
Types of Market research (primary, secondary)			
Product life cycles			
Extension strategies			
Product portfolios (Boston Matrix)			
Section 5 : Marketing continued	Red	Yellow	Green
Product Development			
Price			
Pricing Strategies			
Methods of Promotion			
Place (how the consumer gets the product)			
E Commerce			
Section 6 : Finance	Red	Yellow	Green
Sources of Finance for smaller firms			
Sources of Finance for established firms			
Investments			
Break Even Analysis			
Cash flow			
Cash flow issues			
Income statements			
Profit margins			
Statements of financial position			
Analysis of statements of financial position			
Analysis of competitors			