



# GCSE Business Studies Learning Journey



Complete EXAMS

Revise for exams

Results Day

FINAL REVISION

### Globalisation:

- The concept of globalisation
- The impact of globalisation on businesses

### Economic Climates:

- Economic climate and its impact on businesses

End of Unit Test

Unit 7

### The interdependent nature of business:

- The interdependent nature of business operations, finance, marketing and human resources
- How these interdependencies underpin business decision making
- The impact of risk and reward - the use of financial information in measuring and understanding business performance and decision making

PPE Paper 1/2

### Working with suppliers:

- The role of procurement
- The impact of logistical and supply decisions on businesses

### Consumer Law:

- Impact of consumer law on businesses

### Quality of Goods and Services:

- The concept of quality
- Methods of ensuring quality
- The importance of quality in both the production of goods and the provision of services

Production Process:  
- Different production processes and their impact on businesses  
- The influence of technology on production and the impact on businesses

End of Unit Test

### Ethical & Environmental Influences:

- Environmental and Ethical considerations and their impact on businesses

External Environment

### Business Location:

- Factors influencing business location

### The sales process and Customer Service:

- Methods of selling
- The influence of e-commerce
- The importance of good customer service including after-sales service
- The contribution of product knowledge and customer engagement to good customer service

Operations

### Sources of Finance:

- The reasons businesses need finance
- Ways of raising finance
- How and why different sources of finance are suitable for new and established businesses

### Break-even:

- The concept of break-even
- Simple calculation of break-even quantity
- The usefulness of break-even

PPE Paper

YEAR 11

Finance

PPE Paper 1

Paper 1 Revision

End of Unit Test

### The Role of the Finance Function

- The purpose and influence of the finance function on business activity

### Revenue, Costs, Profit and Loss:

- The concept of revenue, costs and profit and loss
- Different costs in operating a business
- Calculation for Revenue, Profit/Loss, interpretation of profitability ratios and Average Rate of Return

### Cash and Cash Flow:

- The importance of cash
- The difference between cash and profit
- The completion and usefulness of cash flow forecasting

### Motivation and Retention:

- Financial methods and Non-financial methods of motivation
- Importance of employee motivation and retention

### Recruitment and Selection:

- Why businesses recruit
- The use of different recruitment methods
- Methods of selection

### Employment Law:

- Impact of current legislation on recruitment and employment

### Training and Development:

- Different training methods
- Why businesses train their workers
- Staff development
- The benefits of staff development

### Communication in Business:

- Ways of communicating in a business
- Importance of business communications
- Digital communication

### Organisational Structures:

- Different organisational structures
- The terminology of organisation charts
- Why businesses have different organisational structures
- Ways of working

### The Role of HR:

- Purpose of human resources in business

### Market research:

- Purpose of market research
- Primary and Secondary research methods
- How appropriate different methods are
- Use and interpretation of qualitative and quantitative data

Marketing

End of Unit Test

### Business Growth:

- Organic growth
- External growth

### The Role of Marketing:

- The purpose of marketing within customers business

### Market Segmentation:

- Use of segmentation to target

Place Product Price Promotion

### Marketing Mix:

- Use of the marketing mix to inform and implement business decisions
- Interpretation of market data

End of Unit Test

People

### Aims and Objectives:

- Aims and objectives of business
- How and why objectives might change
- Why different businesses have different objectives

### Business Planning:

- Purpose of planning
- Role, importance and usefulness of a business plan

Business Activity

YEAR 10

welcome

### Stakeholders in Business:

- Roles and objectives of internal and external stakeholders
- Effect business activity has on stakeholders
- Effect stakeholders have on business

### Business Ownership:

- The different types of business ownership
- Limited liability
- Suitability of differing types of ownership

### Enterprise and Entrepreneurship:

- Purpose of business activity
- Characteristics of an entrepreneur
- Risk and reward

