

## Assessment Overview

- You will be assessed by two externally examined papers: Paper 1 and Paper 2.
- Both papers are 1 hour and 30 minutes long, 90 marks and worth 50% of the qualification.
- Both papers are divided into three sections: Section A – 25 marks, Section B – 30 marks, Section C – 25 marks
- There are three different assessment objectives:  
AO1 Knowledge 35%, AO2 Application 35%, AO3 Analyse and Evaluate 30%

## Paper 1

### Based on Theme 1: Investigating small business

- Topic 1.1 Enterprise and entrepreneurship
- Topic 1.2 Spotting a business opportunity
- Topic 1.3 Putting a business idea into practice
- Topic 1.4 Making the business effective
- Topic 1.5 Understanding external influences on business

## Paper 2

### Based on Theme 2: Building a business

- Topic 2.1 Growing the business
- Topic 2.2 Making marketing decisions
- Topic 2.3 Making operational decisions
- Topic 2.4 Making financial decisions
- Topic 2.5 Making human resource decisions

## Command Words

The paper will consist of calculations, multiple-choice, short-answer and extended-writing questions.

A consistent set of command words are used across both papers:

- 1 mark = Define, Give, State, Identify, Complete the table and multiple choice questions;
- 2 marks = Calculate, Outline;
- 3 marks = Explain;
- 6 marks = Discuss, Analyse;
- 9 marks = Justify and 12 marks = Evaluate



ESTABLISHED 1928

Gosfield School

↓  
REVISION GUIDE  
↓

# GCSE Business Theme 1

Area for Revision	Resources	Strategy
<p>Topic 1.1 Enterprise and Entrepreneurship</p>	<p>Lesson Summary Sheets: Chapters 1 – 7            Topic Overview            RAG Sheets/Mats            Subject Content from Specification            Textbook pp. 2 – 33            Textbook Exam Style Questions pp. 34 - 35            Revision Guide pp. 2 - 3            Workbook pp. 5 – 6  <a href="http://www.senecalearning.com">www.senecalearning.com</a>  <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p>	<p>Read Revision Guide pp. 2 – 3            Complete Workbook pp. 5 – 6            Self assess using mark scheme in Workbook pp. 78</p>
<p>Topic 1.2 Spotting a Business Opportunity</p>	<p>Lesson Summary Sheets: Chapters 8 – 12            Topic Overview            RAG Sheets/Mats            Subject Content from Specification            Textbook pp. 36 – 56            Textbook Exam Style Questions pp. 57 - 58            Revision Guide pp. 4 - 10            Workbook pp. 7 - 12  <a href="http://www.senecalearning.com">www.senecalearning.com</a>  <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p>	<p>Read Revision Guide pp. 4 – 8            Do the Cycling Clothing Case Study in Revision Guide p.9            Self assess using mark scheme in Revision Guide p. 82            Do the Revision Summary Questions in Revision Guide p.10            Complete Workbook pp. 7 - 12            Self assess using mark scheme in Workbook pp. 78 - 81</p>
<p>Topic 1. 3 Putting a Business Idea into Practice</p>	<p>Lesson Summary Sheets: Chapters 13 – 18            Topic Overview            RAG Sheets/Mats            Subject Content from Specification            Textbook pp. 59 – 89            Textbook Exam Style Questions pp. 90 - 91            Revision Guide pp. 11 - 18            Workbook pp. 13 - 21  <a href="http://www.senecalearning.com">www.senecalearning.com</a>  <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p>	<p>Read Revision Guide pp. 11 – 18            Do the Sashay Handbags Case Study in Revision Guide p.19            Self assess using mark scheme in Revision Guide p. 82            Do the Revision Summary Questions in Revision Guide p.20            Complete Workbook pp. 13 - 21            Self assess using mark scheme in Workbook pp. 81 - 83</p>



ESTABLISHED 1928

Gosfield School



REVISION GUIDE



# GCSE Business Theme 1 continued

Area for Revision	Resources	Strategy
<p>Topic 1.4 Making the Business Effective</p>	<p>Lesson Summary Sheets: Chapters 19 – 23            Topic Overview            RAG Sheets/Mats            Subject Content from Specification            Textbook pp.92 - 113            Textbook Exam Style Questions pp. 114 - 115            Revision Guide pp. 21 - 26            Workbook pp. 22 - 28  <a href="http://www.senecalearning.com">www.senecalearning.com</a>  <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p>	<p>Read Revision Guide pp. 21 – 26            Do the Scoop of the Day Case Study in Revision Guide p.27            Self assess using mark scheme in Revision Guide p. 82            Do the Revision Summary Questions in Revision Guide p.28            Complete Workbook pp. 22 - 28            Self assess using mark scheme in Workbook pp. 83 - 86</p>
<p>Topic 1.5 Understanding External Influences on Business</p>	<p>Lesson Summary Sheets: Chapters 24 - 29            Topic Overview            RAG Sheets/Mats            Subject Content from Specification            Textbook pp. 116 - 145            Textbook Exam Style Questions pp. 146 - 147            Revision Guide pp. 29 - 37            Workbook pp. 29 - 37  <a href="http://www.senecalearning.com">www.senecalearning.com</a>  <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p>	<p>Read Revision Guide pp. 29 - 37            Do the Frame the Wall Ltd Case Study in Revision Guide p.38            Self assess using mark scheme in Revision Guide pp. 82 - 83            Do the Revision Summary Questions in Revision Guide p.39            Complete Workbook pp. 29 - 37            Self assess using mark scheme in Workbook pp. 86 - 88</p>



ESTABLISHED 1928

Gosfield School

REVISION GUIDE

# GCSE Business Theme 2 continued

Area for Revision	Resources	Strategy
Topic 2.1 Growing the Business	Lesson Summary Sheets: Chapters 30 - 35 Topic Overview RAG Sheets/Mats Subject Content from Specification Textbook pp. 148 - 175 Textbook Exam Style Questions p. 176 Revision Guide pp. 40 - 46 Workbook pp. 38 - 44 <a href="http://www.senecalearning.com">www.senecalearning.com</a> <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a>	Read Revision Guide pp. 40 - 46 Do the Innocent Drinks Case Study in Revision Guide p.47 Self assess using mark scheme in Revision Guide p. 83 Do the Revision Summary Questions in Revision Guide p.48 Complete Workbook pp. 38 - 44 Self assess using mark scheme in Workbook pp. 88 - 91
Topic 2.2 Making Marketing Decisions	Lesson Summary Sheets: Chapters 36 - 40 Topic Overview RAG Sheets/Mats Subject Content from Specification Textbook pp. 177 - 198 Textbook Exam Style Questions pp. 199 - 200 Revision Guide pp. 49 - 55 Workbook pp. 45 - 52 <a href="http://www.senecalearning.com">www.senecalearning.com</a> <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a>	Read Revision Guide pp. 49 - 55 Do the Nestle Case Study in Revision Guide p.56 Self assess using mark scheme in Revision Guide p. 83 Do the Revision Summary Questions in Revision Guide p.57 Complete Workbook pp. 45 - 52 Self assess using mark scheme in Workbook pp. 91 - 94
Topic 2. 3 Making Operational Decisions	Lesson Summary Sheets: Chapters 41 - 46 Topic Overview RAG Sheets/Mats Subject Content from Specification Textbook pp. 201 - 227 Textbook Exam Style Questions pp. 228 - 229 Revision Guide pp. 58 - 64 Workbook pp. 53 - 58 <a href="http://www.senecalearning.com">www.senecalearning.com</a> <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a>	Read Revision Guide pp. 58 - 64 Complete Workbook pp. 53 - 58 Self assess using mark scheme in Workbook pp. 94 - 96



ESTABLISHED 1928

Gosfield School

REVISION GUIDE

# GCSE Business Theme 2

Area for Revision	Resources	Strategy
<p>Topic 2.4 Making Financial Decisions</p>	<p>Lesson Summary Sheets: Chapters 47 - 48            Topic Overview            RAG Sheets/Mats            Subject Content from Specification            Textbook pp.230 - 241            Textbook Exam Style Questions pp. 242 - 243            Revision Guide pp. 65 - 67            Workbook pp. 60 - 62  <a href="http://www.senecalearning.com">www.senecalearning.com</a>  <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p>	<p>Read Revision Guide pp. 65 - 67            Do the Marks and Spencer PLC Case Study in Revision Guide p.68            Self assess using mark scheme in Revision Guide pp. 83 - 84            Do the Revision Summary Questions in Revision Guide p.69            Complete Workbook pp. 60 - 62            Self assess using mark scheme in Workbook pp. 96 - 97</p>
<p>Topic 2.5 Making Human Resource Decisions</p>	<p>Lesson Summary Sheets: Chapters 49 - 54            Topic Overview            RAG Sheets/Mats            Subject Content from Specification            Textbook pp. 244 - 275            Textbook Exam Style Questions pp. 276 - 277            Revision Guide pp. 70 - 77            Workbook pp. 63 - 69  <a href="http://www.senecalearning.com">www.senecalearning.com</a>  <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p>	<p>Read Revision Guide pp. 70 - 77            Do the Lekker Lunch Case Study in Revision Guide p.78            Self assess using mark scheme in Revision Guide p. 84            Do the Revision Summary Questions in Revision Guide p.79            Complete Workbook pp. 63 - 69            Self assess using mark scheme in Workbook pp. 97 - 99</p>