A-level Business Assessment Preparation

Year 13

Exam Board: AQA

Specification: 7132

Business AS and A-level Specification

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Year 13 Business Assessment Schedule

Half Term 1

- Assessment 1a – EAD: Week 5 – 28/9 – Case study response questions
- Assessment 1b – EAD: Week 6 – 5/10 – Case study questions on CSR

Topics	Key Concepts	R	A	G
3.10.2 Managing organisational culture	• Organisational culture • Handy's model of culture			
3.7.1 Mission, aims, objectives and vision	• Mission statement • Corporate objectives • Strategy and tactics • SWOT analysis			
3.7.6 Social and technological	• Demographic changes • CSR • Technology changes • Carroll's CSR pyramid			
3.9.4 Greater use of digital technology	• Digital technology should include automation, e commerce, big data and data mining.			
3.7.7 External environment	• Porter's 5 forces			
3.8.1 Strategic directions	• Ansoff's matrix			
3.7.5 Economic change	• GDP • taxation • exchange rates • inflation • fiscal and monetary policy • more open trade v protectionism			
3.9.3 Assessing internationalisation	• Globalisation • Methods of entering international markets include: • export • licensing • alliances • direct investment • Decisions regarding producing overseas include off-shoring and re-shoring. • Factors influencing the attractiveness of international markets			

Half Term 1 Revision Questions

1. Name two influences on the mission statement of a business
2. What is the link between the mission statement, corporate objectives and strategies?
3. Name two internal and two external influences on the corporate objectives of a business
4. Explain SWOT analysis
5. Define organisational culture
6. Why is a positive organisational culture important for a business?
7. What are the four types of culture under Handy's culture model?
8. Outline two factors that influence organisational culture
9. Outline two reasons why businesses may have to change organisational culture
10. Outline two problems encountered when changing organisational culture
11. What is e-commerce?
12. Explain one way in which technology has impacted UK businesses
13. Define corporate social responsibility (CSR)
14. Outline one benefit and one drawback to CSR
15. What is the difference between the stakeholder and shareholder concept?
16. What is the main idea behind Carroll's CSR pyramid?
17. Have pressures for socially responsible behaviour increased over the last decade?
18. What are Porter's 5 forces?
19. For two forces explain how they shape competitive strategy
20. What are the four sections of Ansoff's matrix?
21. Name an example for each strategy
22. Which is the riskiest strategy?
23. Why do businesses undertake the riskier strategies?
24. Outline three benefits to a business of adopting digital technology
25. Outline one impact of digital technology on each functional area of the business
26. What is meant by GDP?
27. How do exchange rates impact businesses?
28. What does the acronym SPICED stand for?
29. How does an increase in taxation impact businesses?
30. Define inflation
31. What two elements are included in fiscal policy?
32. What two elements are included in monetary policy?
33. How does decreasing interest rates affect business revenues and costs?
34. Define protectionism
35. What is meant by free trade?
36. Which is better for businesses free trade or protectionism?
37. Define globalisation
38. Outline two causes of globalisation
39. Why has globalisation benefitted businesses?
40. Name two emerging economies
41. Outline a benefit of emerging economies for businesses
42. Explain the demographic changes that have taken place in the UK
43. What impact has migration had on businesses in the UK?
44. How have changes in consumer lifestyle and buying behaviour impacted UK businesses?
45. What is meant by internationalisation?
46. Outline three reasons why businesses target, operate in or trade with international markets
47. What four methods can be used to enter international markets?
48. Outline two factors that influence the attractiveness of international markets
49. What is the difference between off-shoring and re-shoring?
50. Outline two difficulties faced when managing international businesses
51. Outline one impact of internationalisation on each functional area of the business
52. Explain the meaning of data mining, big data and enterprise resource planning
53. Outline three benefits to a business of adopting digital technology
54. Outline one impact of digital technology on each functional area of the business

Half Term 2

- Assessment 2a – EAD: Week 12 – 23/11 – Case study response questions on external influences
- Assessment 2b – EAD: Week 6 – 5/10 – Case study questions on digital technology

Topics	**Key Concepts**	**R**	**A**	**G**
3.8.2 Strategic positioning	• Porter's low cost vs differentiation strategies • Competitive advantages			
3.10.4 Strategic Drift	• Reasons for strategic drift • Planned vs emergent strategy			
3.9.2 Assessing innovation	• Types of innovation should include product and process innovation • Ways of becoming innovative include: • Kaizen • research and development • intrapreneurship • benchmarking • Ways of protecting intellectual property include patents and copyrights			
3.9.1 Assessing a change in scale	• Types of growth to include organic and external • Issues with growth should include: • economies of scale (including technical, purchasing and managerial) • economies of scope • diseconomies of scale • synergy • overtrading • Methods of growth to include mergers, takeovers, ventures, franchising • Types of growth to include vertical (backward and forward), horizontal and conglomerate integration			
3.10.3 Network analysis	• Network analysis to include: • understanding and interpreting network diagrams • amendment of network diagrams • identifying the critical path and total float			

Half Term 2 Revision Questions

55. What are the four strategies under Porter's differentiation vs low cost model?
56. Outline two benefits of having a competitive advantage
57. Outline two difficulties businesses face in maintaining a competitive advantage
58. Outline 2 reasons why businesses grow
59. Outline 3 actions that are undertaken during retrenchment
60. Outline 2 reasons why businesses retrench
61. What are the potential effects of retrenchment on the workforce?
62. What are the two types of growth?
63. What is the difference between a merger and a takeover?
64. What's the difference between a franchisee and a franchisor?
65. Outline a benefit and drawback of franchising
66. Give an example of backward vertical, forward vertical, horizontal and conglomerate integration
67. Define economies of scale
68. What are the three main types of economies of scale?
69. What is meant by economies of scope?
70. What are the three main causes of diseconomies of scale?
71. Define synergy
72. When does overtrading occur?
73. What are the four strategies under Porter's differentiation vs low cost model?
74. Outline two benefits of having a competitive advantage
75. Outline two difficulties businesses face in maintaining a competitive advantage
76. Outline 2 reasons why businesses grow
77. Outline 3 actions that are undertaken during retrenchment
78. Outline 2 reasons why businesses retrench
79. What are the potential effects of retrenchment on the workforce?
80. What are the two types of growth?
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84. Give an example of backward vertical, forward vertical, horizontal and conglomerate integration
85. Define economies of scale
86. What are the three main types of economies of scale?
87. What is meant by economies of scope?
88. What are the three main causes of diseconomies of scale?
89. Define synergy
90. When does overtrading occur?
91. Define innovation
92. What are the two types (areas) of innovation?
93. Outline two benefits of innovation
94. What four methods can be used to become more innovative?
95. What is meant by intrapreneurship?
96. What is the difference between patents and copyrights?
97. Outline one impact innovation can have on each of the functional areas

Half Term 3

- Assessment 3 – Week 17 – 11/1 – Mock exam paper – Paper 1

Topics	**Key Concepts**	**R**	**A**	**G**
3.10.1 Managing Change	• Types of change include: • internal change • external change • incremental change • disruptive change. • Managing change - Lewin's force field analysis • Flexible organisations include: • restructuring • delayering • flexible employment contracts • organic structures v mechanistic • knowledge and information management • Kotter and Schlesinger's four reasons for resistance to change • Kotter and Schlesinger's six ways of overcoming resistance to change			
3.10.4 Problems with strategy and why strategies fail	• Difficulties of strategic decision making and implementing strategy • Planned v emergent strategy • Reasons for strategic drift • The value of contingency planning and crisis management			
3.7.8 Investment appraisal	• Investment appraisal should include the calculation and interpretation of payback, average rate of return and net present value • Factors influencing investment decisions			
3.5.2 Analysing financial performance	• Balance sheets • Break-even analysis • Budgeting • Income statement			
3.7.2 Financial ratio analysis	• Financial ratio analysis to include: • profitability (return on capital employed) • liquidity (current ratio) • gearing • efficiency ratios: payables days, receivables days, inventory turnover			

Half Term 3 Revision Questions

1. Outline three causes of change
2. What are the four types of change?
3. Explain when change will occur according to Lewin's force field analysis
4. Why is change generally beneficial?
5. According to Kotter and Schlesinger what are the four reasons causing resistance to change?
6. According to Kotter and Schlesinger what are the six methods of overcoming resistance to change?
7. Why might strategy and decisions be hard to implement for a business?
8. What is the difference between a planned and emergent strategy?
9. Outline three reasons for strategic drift
10. What is meant by the divorce of ownership and control?
11. Explain the meaning of corporate governance
12. Outline two benefits to the business in undertaking strategic planning
13. Define contingency planning
14. Outline the main benefit of contingency planning
15. What are the three methods of investment appraisal?
16. What is the formula for calculating the number of months for the payback period?
17. Do businesses want a low or high payback period? Why?
18. What ratio is the ARR similar to?
19. What is shown by the NPV?
20. Name three other factors that influence an investment decision
21. What is meant by sensitivity analysis?
22. Define break-even
23. What is the break-even formula?
24. Define contribution
25. What is the contribution and contribution per unit formulae?
26. What is the margin of safety?
27. Why is it important for businesses to have a high margin of safety?
28. What will happen to break-even output if
29. VC increase
30. selling price decreases
31. Output levels increase
32. What are the three types of profit shown on an income statement?
33. What is meant by high quality profit?
34. What are the difference between assets and liabilities?
35. What is meant by net current assets?
36. What is measured by non-current liabilities + total equity?
37. What is a good figure for return on capital employed?
38. What stakeholders are interested in ROCE? Why?
39. What is the liquidity ratio? What is a good figure?
40. What is meant by gearing? What figure shows a highly geared business?
41. Why might a highly geared business be a problem?
42. What are the three efficiency ratios?
43. Which needs to be higher payables days or receivables days? Why?
44. How can you resolve a situation when ques226 is a problem?

Half Term 4

- Assessment 4 – Mock Exam 2 – Week 25 – 15/3 – Paper 3

Topics	**Key Concepts**	**R**	**A**	**G**
All topics covered throughout the A level				

Revision Resources

1. Subject knowledge videos:

Tutor2u

EconPlusDal

TFurber

2. Knowledge Organisers:

3. Revision questions:

4. MCQs Practice:

5. Past paper questions:
   Physics and Maths Tutor