The Marlborough Science Academy
'shaping futures'

Learning Journey
Edexcel 9-1GCSE Business – Year 11

EXAMS

Refine and perfect your revision techniques

2.5.4 Motivation

2.5.2 Effective recruitment

2.5.3 Effective training and development

2.5.1 Organisational structures

Topic 2.5 Making human resource decisions

End of Topic Test for 2.4
P.I.N. Assessment

2.4.2 Understanding business performance

End of Topic Test for 2.2
P.I.N. Assessment

2.3.2 Working with suppliers

2.3.4 The sales process

End of Topic Test for 2.3
P.I.N. Assessment

Topic 2.3 Making operational decisions

Topic 2.4 Making financial decisions

2.4.1 Business calculations

2.3.1 Business operations

2.3.3 Managing quality

Break even (point in units) = Fixed Costs / Contribution Margin

2.2.5 Using the marketing mix to make business decisions

2.2.4 Place

2.2.2 Price

End of Topic Test for 2.1
P.I.N. Assessment

2.1.4 Ethics, the environment and business

Topic 2.2 Making marketing decisions

2.1.3 Business and globalization

2.2.3 Promotion

2.2.1 Product

2.1.2 Changes in business aims and objectives

1.5.4 The economy and business

Topic 1.5 Enhancement activity. Mini investigation into a local business

End of Topic Test for 1.5
P.I.N. Assessment

Theme 1

PPE's

Topic 2.1 Growing the business

2.1.1 Business growth

1.5.2 Technology and business

1.5.1 Business stakeholders

1.5.3 Legislation and business

1.5.5 External influences

End of Topic Test for 1.4
P.I.N. Assessment

1.4.4 Business plans

1.4.2 Business location

End of Topic Test for 1.3
P.I.N. Assessment

1.3.4 Sources of business finance

Topic 1.5 Understanding External Influences

Topic 1.4 Making the Business Effective

1.3.3 Cash and cash-flow

1.4.3 The marketing mix

1.4.1 The options for start-up and small businesses

1.2.1 Customer needs

1.3.2 Business revenues, costs and profits

Sales Revenue
Break Even Point
Total Costs
Fixed Costs
Sales Level

TERM 3

End of Topic Test for 1.1
P.I.N. Assessment

Topic 1.2 Spotting a Business Opportunity

what customer needs are: price, quality, choice, convenience

1.2.3 Market segmentation

Topic 1.3 Putting a Business Idea into Practice

1.3.1 Business aims and objectives

The role of business enterprise and the purpose of business activity

1.2.2 Market research

1.2.4 The competitive environment

End of Topic Test for 1.2
P.I.N. Assessment

The role of entrepreneurship

Why new business ideas come about

Explore the business world

Theme 1 RETRIEVAL

1.1.3 The role of business enterprise

The impact of risk and reward on business activity

1.1.2 Risk and reward

How new business ideas come about

1.1.1 The Dynamic Nature of Business

Topic 1.1 Enterprise and Entrepreneurship

Baseline test for business numeracy

Introduction to the course

YEAR 11