

## **BUSINESS STUDIES**

**Exam Board: AQA**

### **AS and A-level- Business (7131, 7132)**

Students of this course will study business in a variety of contexts (eg large/small, UK focused/global, service/manufacturing) and consider:

- ✓ the importance of the context of business in relation to decision making
- ✓ the interrelated nature of business activities and how they affect competitiveness
- ✓ the competitive environment and the markets in which businesses operate
- ✓ the influences on functional decisions and plans including ethical and environmental issues
- ✓ the factors that might determine whether a decision is successful eg the quality of data and the degree of uncertainty
- ✓ how technology is changing the way decisions are made and how businesses operate and compete
- ✓ the impact on stakeholders of functional decisions and their response to such decisions
- ✓ use of non-quantitative and quantitative data in decision making (including the interpretation of index numbers and calculations such as ratios and percentages).

### **Strategic decision making (A-level only)**

The study of strategic decision making will build on the study of decision making in the functional areas. Students will consider:

- ✓ the impact of technology on strategic decision making
- ✓ the influences of Corporate Social Responsibility, ethical and environmental issues on strategic decisions
- ✓ the difficulties in forecasting future trends
- ✓ the importance of assessing feasibility and risk when making strategic decisions
- ✓ the impact on stakeholders of strategic decisions and their response to such decisions.

The topics lend themselves to studying and engaging with the business world. Students will be encouraged to follow business developments and think critically about

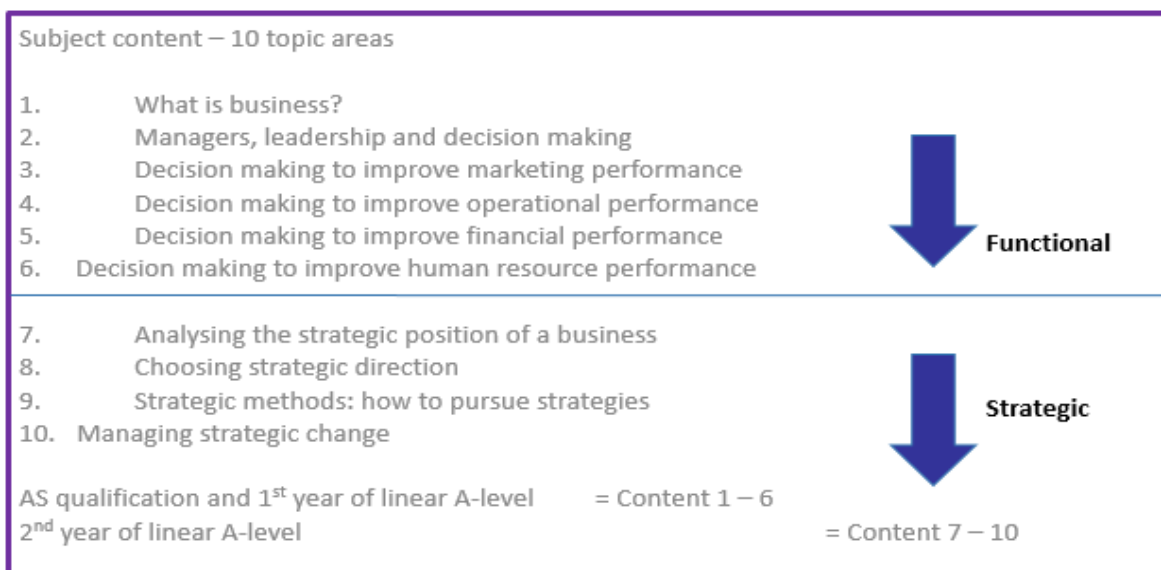
contemporary business issues. Most of the assessment material is based on real business situations. By examining and thinking critically about real business situations as they study the subject, students will gain an insight into different contexts which will help them to understand the key issues in any situation and compare and contrast this with other situations and apply their understanding.

**The AS course includes the following topics:**

1. What is business?
2. Managers, leadership and decision making.
3. Decision making to improve marketing performance.
4. Decision making to improve operational performance.
5. Decision making to improve financial performance.
6. Decision making to improve human resource performance.

**The A-level incorporates the same six topics as AS, plus the following additional topics:**

7. Analysing the strategic position of a business.
8. Choosing strategic direction.
9. Strategic methods: how to pursue strategies.
10. Managing strategic change.



**Assessment:**  
**AS Business – Year 12**

<b>Component 1: Business 1 Written Paper</b>	50%	<ul style="list-style-type: none"> <li>• <b>1 hour and 30 minutes- 80 marks</b></li> <li>• 10 MCQs worth 1 mark each</li> <li>• Short answer questions worth 20 marks</li> <li>• 2 data response questions each in 2 parts worth 25 marks each</li> </ul>	<p>Testing Quantitative Skills:</p> <p>Both the AS and A-level assess quantitative skills, making up a minimum of 10% of the overall marks.</p>
<b>Component 2: Business 2 Written Paper</b>	50%	<ul style="list-style-type: none"> <li>• <b>1 hour and 30 minutes- 80 marks</b></li> <li>• 1 case study consisting of several questions</li> </ul>	<p>The skills tested include ratios, averages, fractions, percentages and calculation of profit and loss.</p>

**A Level Business – Year 13**

<b>Component 1: Business 1 Written Paper</b>	33.3%	<ul style="list-style-type: none"> <li>• <b>2 hours- 100 marks</b></li> <li>• 15 MCQs worth 1 mark each</li> <li>• short answer questions worth 35 marks</li> <li>• 2 extended answer questions (each out of a choice of 2) worth 25 marks each</li> </ul>	<ul style="list-style-type: none"> <li>• Testing Quantitative Skills:</li> <li>• Both the AS and A-level assess quantitative skills, making up a minimum of 10% of the overall marks.</li> <li>• The skills tested include ratios, averages, fractions, percentages and calculation of profit and loss.</li> </ul>
<b>Component 2: Business 2 Written Paper</b>	33.3%	<ul style="list-style-type: none"> <li>• <b>2 hours; 100 marks</b></li> <li>• 3 data response questions each worth approx. 33 marks</li> </ul>	
<b>Component 3: Business 3 Written Paper</b>	33.3%	<ul style="list-style-type: none"> <li>• <b>2 hours; 100 marks</b></li> <li>• Case study with 6 questions</li> </ul>	