

# A Level Business Studies (AQA) Revision Plan 2024

## Year 13 Business exams 2024

Paper 1 – 14<sup>th</sup> May 2024, Paper 2 – 21<sup>st</sup> May 2024, Paper 3 - 6<sup>th</sup> June 2024

### AQA Past Exam Papers



### Tutor2u revision videos



### Seneca



### Youtube Channels

- Tutor2u
- TakingTheBiz
- Bizconsesh

**Exam Content:** Below is a summary of the AQA A Level Business Studies paper layout for your exams. The exam papers are synoptic and cover all A Level content covered on your course.

Paper 1: Business 1	Paper 2: Business 2	Paper 3: Business 3
<b>What's assessed</b> All content above <b>Assessed</b> <ul style="list-style-type: none"> <li>• written exam: 2 hours</li> <li>• 100 marks in total</li> <li>• 33.3% of A-level</li> </ul> <b>Questions</b> Three compulsory sections: <ul style="list-style-type: none"> <li>• Section A has 15 multiple choice questions (MCQs) worth 15 marks.</li> <li>• Section B has short answer questions worth 35 marks.</li> <li>• Sections C and D have two essay questions (choice of one from two and one from two) worth 25 marks each.</li> </ul>	<b>What's assessed</b> All content above <b>Assessed</b> <ul style="list-style-type: none"> <li>• written exam: 2 hours</li> <li>• 100 marks in total</li> <li>• 33.3% of A-level</li> </ul> <b>Questions</b> Three data response compulsory questions worth approximately 33 marks each and made up of three or four part questions.	<b>What's assessed</b> All content above <b>Assessed</b> <ul style="list-style-type: none"> <li>• written exam: 2 hours</li> <li>• 100 marks in total</li> <li>• 33.3% of A-level</li> </ul> <b>Questions</b> One compulsory case study followed by approximately six questions.

We recommend that you follow the revision schedule set out below for each week.

- Create your own revision notes by choose the technique that works for you **or** ask your teacher or for suggestions if you are unsure.
- Put your class notes, homework's and text book information into a revisable format.
- Get someone to test you.
- Do exam practice which are available on the AQA website or its learning

### Business Revision Schedule 2024

When	Topic	Revision Notes	Exam Practice
Week 1 19th Feb	<b>What is Business</b> <ul style="list-style-type: none"> <li><input type="checkbox"/> Business Objectives <input type="checkbox"/> Mission Statements</li> <li><input type="checkbox"/> Variable and Fixed Costs <input type="checkbox"/> Limited and Unlimited Liability <input type="checkbox"/> Different Forms of Business <input type="checkbox"/> Private and Public Sector Organisations</li> <li><input type="checkbox"/> Shares, Share Prices and Market Capitalisation</li> <li><input type="checkbox"/> Revenue and Demand 0</li> </ul>		
Week 2 26th Feb	<b>Management and Leadership</b> <ul style="list-style-type: none"> <li><input type="checkbox"/> Roles of Managers <input type="checkbox"/> Tannenbaum Schmidt Continuum (Key Model)</li> <li><input type="checkbox"/> Blake Mouton Managerial Grid (Key Model)</li> <li><input type="checkbox"/> Effectiveness of Different Styles of Management and Leadership <input type="checkbox"/> Scientific Decision Making</li> <li><input type="checkbox"/> Risks, Rewards, Uncertainty and Opportunity Cost <input type="checkbox"/> Decision Trees <input type="checkbox"/> Influences on Decision Making <input type="checkbox"/> Role and Importance of Stakeholders and Stakeholder Mapping (Key Model)</li> </ul>		
Week 3 4th March	<b>Marketing</b> <ul style="list-style-type: none"> <li><input type="checkbox"/> Marketing Objectives</li> <li><input type="checkbox"/> Internal &amp; External Influences on Marketing Objectives <input type="checkbox"/> Marketing Research - Secondary <input type="checkbox"/> Marketing Research - Primary <input type="checkbox"/> Marketing Research - Quantitative and Qualitative <input type="checkbox"/> Marketing Research - Sampling <input type="checkbox"/> Market Size, Growth and Market Share <input type="checkbox"/> Positive and Negative Correlation <input type="checkbox"/> Confidence Intervals <input type="checkbox"/></li> </ul>		

	<p>Extrapolation <input type="checkbox"/> Price Elasticity of Demand <input type="checkbox"/> Income Elasticity of Demand <input type="checkbox"/></p> <p>Use of Data in Marketing Decision Making</p> <p><input type="checkbox"/> Technology and Marketing Decision Making <input type="checkbox"/> Market Mapping (Key Model) <input type="checkbox"/></p> <p>Market Segmentation <input type="checkbox"/> Niche and Mass Markets <input type="checkbox"/> Extended Marketing Mix - 7p's (Key Model) <input type="checkbox"/> Consumer Goods and Industrial Goods <input type="checkbox"/> Boston Matrix (Key Model) <input type="checkbox"/> Product Life Cycle (Key Model) <input type="checkbox"/> Influences on and Value of New Product Development <input type="checkbox"/> Penetration Pricing <input type="checkbox"/> Price Skimming <input type="checkbox"/></p> <p>Branding <input type="checkbox"/> Promotional Decisions <input type="checkbox"/> Multichannel Distribution <input type="checkbox"/> Digital Marketing and E-commerce</p>		
<p>Week 4</p> <p>11th March</p>	<p><b>Operations</b></p> <p><input type="checkbox"/> Operational Objectives and Internal &amp; External Influences on Operational Objectives <input type="checkbox"/> Labour Productivity <input type="checkbox"/> Unit Costs <input type="checkbox"/> Economies of Scale <input type="checkbox"/> Diseconomies of Scale <input type="checkbox"/> Capacity &amp; Capacity Utilisation <input type="checkbox"/> Efficiency and Productivity <input type="checkbox"/> Lean Production</p> <p><input type="checkbox"/> Operations Resource Mix <input type="checkbox"/> Capital and Labour Intensive Processes</p> <p><input type="checkbox"/> Technology and Operational Efficiency <input type="checkbox"/> Quality</p> <p><input type="checkbox"/> Flexible Operations / Mass Customisation</p> <p><input type="checkbox"/> Outsourcing <input type="checkbox"/> Producing to Order and Inventory Management</p> <p><input type="checkbox"/> Inventory Control Charts and Suppliers &amp; Supply Chain</p>		
<p>Week 5</p> <p>18th March</p>	<p><b>Finance</b></p> <p>Financial Objectives and Internal &amp; External Influences on Financial Objectives <input type="checkbox"/> Profit and Profitability <input type="checkbox"/> Cash Flow Objectives <input type="checkbox"/> Capital Structure <input type="checkbox"/> Budgets and Budgeting <input type="checkbox"/> Variance Analysis <input type="checkbox"/> Break-even Analysis <input type="checkbox"/> Ratio Analysis - Gross Profit &amp; Gross Margin <input type="checkbox"/> Ratio Analysis - Operating Profit &amp; Operating Margin.</p> <p>Payables <input type="checkbox"/> Receivables <input type="checkbox"/> Sources of Finance - Debt Factoring <input type="checkbox"/> Sources of Finance - Bank Overdrafts <input type="checkbox"/> Sources of Finance - Bank Loans <input type="checkbox"/> Sources of Finance - Retained Profits <input type="checkbox"/> Sources of Finance - Share Capital <input type="checkbox"/> Sources of Finance - Venture Capital <input type="checkbox"/> Methods of Improving Cash Flow and Improving Profitability <input type="checkbox"/> Financial Ratios - Return on Capital Employed (ROCE) <input type="checkbox"/> Financial Ratios - Current Ratio <input type="checkbox"/> Financial Ratios - Gearing <input type="checkbox"/> Financial Ratios - Payables Days <input type="checkbox"/> Financial Ratios - Receivables Days <input type="checkbox"/> Financial Ratios - Inventory Turnover <input type="checkbox"/> Value of Financial Ratios in Assessing Performance <input type="checkbox"/> Investment Appraisal - Payback Period <input type="checkbox"/> Investment Appraisal - Average Rate of Return (ARR) <input type="checkbox"/> Investment Appraisal - Net Present Value (NPV) and Factors Influencing Investment Decisions <input type="checkbox"/> Sensitivity Analysis</p>		
<p>Week 6</p> <p>25th March</p>	<p><b>Human Resource</b></p> <p><input type="checkbox"/> Human Resource Objectives</p> <p><input type="checkbox"/> Internal &amp; External Influences on Human Resource Objectives <input type="checkbox"/> Soft &amp; Hard HRM <input type="checkbox"/> Labour Turnover <input type="checkbox"/> Labour Productivity <input type="checkbox"/> Job Design - Hackman and Oldham (Key Model) <input type="checkbox"/> Flexible Working</p> <p><input type="checkbox"/> Organisational Design - Authority, Span &amp; Hierarchy <input type="checkbox"/> Organisational Design - Delegation <input type="checkbox"/> Organisational Design - Centralisation &amp; Decentralisation <input type="checkbox"/> Human Resource Flow <input type="checkbox"/> Motivation Theories - Taylor <input type="checkbox"/> Motivation Theories - Maslow <input type="checkbox"/> Motivation Theories - Herzberg <input type="checkbox"/> Financial Methods of Motivation <input type="checkbox"/> Non-Financial Methods of Motivation <input type="checkbox"/> Employer - Employee Relations</p>		
<p>Week 7</p> <p>1st April</p>	<p><b>Analysing the Strategic Position of a Business (part 1)</b></p> <p>Influences on the Mission of a Business <input type="checkbox"/> Internal &amp; External Influences on Corporate Objectives <input type="checkbox"/> Strategy &amp; Tactics <input type="checkbox"/> SWOT Analysis (Key Model) <input type="checkbox"/> Core Competencies (Key Model) <input type="checkbox"/> Assessing Performance: Short-termism v Long-term <input type="checkbox"/> Kaplan &amp; Norton's Balanced Scorecard (Key Model) <input type="checkbox"/> Elkington's Triple Bottom Line (Key Model) <input type="checkbox"/> Competition Legislation <input type="checkbox"/> Labour Market Legislation <input type="checkbox"/> Environmental Legislation <input type="checkbox"/> Economic Environment: Economic Growth (GDP) <input type="checkbox"/> Economic Environment: Exchange Rates <input type="checkbox"/> Economic Environment: Inflation <input type="checkbox"/> Economic Environment: Fiscal &amp; Monetary Policy</p>		

Week 8 8th April	<b>Analysing the Strategic Position of a Business (part 2)</b> <input type="checkbox"/> Open Trade & Protectionism <input type="checkbox"/> Globalisation <input type="checkbox"/> Emerging Economies <input type="checkbox"/> Urbanisation and Migration <input type="checkbox"/> Consumer Lifestyle and Buying Behaviour <input type="checkbox"/> Growth of Online Businesses <input type="checkbox"/> Corporate Social Responsibility (CSR) <input type="checkbox"/> Carroll's CSR Pyramid (Key Model) <input type="checkbox"/> Stakeholder v Shareholder Concept <input type="checkbox"/> Technological Change and Strategy <input type="checkbox"/> Porter's Five Forces (Key Model) <b>Government</b>		
Week 9 15th April	<b>Choosing Strategic Direction</b> <input type="checkbox"/> Ansoff's Matrix (Key Model) <input type="checkbox"/> Bowman's Strategy Clock (Key Model) <input type="checkbox"/> Porter's Generic Strategies (Key Model) <input type="checkbox"/> Influences on the Choice of Strategic Positioning <input type="checkbox"/> Competitive Advantage		
Week 10 22nd April	<b>Strategic Methods – how to pursue strategies</b> <input type="checkbox"/> Organic and External Growth <input type="checkbox"/> Retrenchment <input type="checkbox"/> Economies of Scope <input type="checkbox"/> Experience Curve (Key Model) <input type="checkbox"/> Synergy <input type="checkbox"/> Overtrading <input type="checkbox"/> Greiner's Model of Growth (Key Model) <input type="checkbox"/> Mergers & Takeovers <input type="checkbox"/> Franchising <input type="checkbox"/> Types of Integration <input type="checkbox"/> Innovation <input type="checkbox"/> Kaizen <input type="checkbox"/> Research & Development <input type="checkbox"/> Intrapreneurship <input type="checkbox"/> Benchmarking <input type="checkbox"/> Protecting Innovation: Patents and Copyrights <input type="checkbox"/> Impact of Innovation on the Functional Areas of Business <input type="checkbox"/> Methods of Entering International Markets <input type="checkbox"/> Factors Influencing the Attractiveness of International Markets <input type="checkbox"/> Offshoring / Reshoring <input type="checkbox"/> Multinationals <input type="checkbox"/> Bartlett & Ghoshal's Model of International Strategy (Key Model) <input type="checkbox"/> Digital Technology - Big Data <input type="checkbox"/> Digital Technology - Data Mining <input type="checkbox"/> Digital Technology - Enterprise Resource Planning <input type="checkbox"/> Value of Digital Technology & Pressure to Adopt It <input type="checkbox"/> Impact of Digital Technology on the Four Functional Areas		
Week 11 29th April	<b>Managing Strategic Change (part 1)</b> <input type="checkbox"/> Causes and Types of Change <input type="checkbox"/> Value of Change <input type="checkbox"/> Lewin's Force Field Analysis (Key Model) <input type="checkbox"/> Flexible Organisations <input type="checkbox"/> Restructuring <input type="checkbox"/> Delaying <input type="checkbox"/> Flexible Working <input type="checkbox"/> Organic Structures & Mechanistic Structures <input type="checkbox"/> Kotter & Schlesinger: Resistance to Change (Key Model) <input type="checkbox"/> Kotter & Schlesinger: Overcoming Resistance to Change (Key Model)		
Week 12 6th May	<b>Managing Strategic Change (part 2)</b> <input type="checkbox"/> Handy's Four Classifications of Organisational Culture (Key Model) <input type="checkbox"/> Hofstede's Six Dimensions of International Culture (Key Model) <input type="checkbox"/> Importance of Organisational Culture <input type="checkbox"/> Influences on the Organisational Culture of a Business <input type="checkbox"/> Reasons for Changing Organisational Culture <input type="checkbox"/> Problems of Changing Organisational Culture <input type="checkbox"/> Value of Leadership in Strategy Implementation <input type="checkbox"/> Value of Communication in Strategy Implementation <input type="checkbox"/> Importance of Organisational Structure in Strategy Implementation <input type="checkbox"/> Network Analysis (Critical Path Analysis) <input type="checkbox"/> Planned versus Emergent Strategy <input type="checkbox"/> Strategic Drift (Key Model) <input type="checkbox"/> Divorce Between Ownership & Control <input type="checkbox"/> Corporate Governance <input type="checkbox"/> Strategic Planning <input type="checkbox"/> Contingency Planning		

**And finally**, remember that revision is not just about learning the subject theory. You must know how to write your exam answers.

**AO1:** Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues

**AO2:** Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues.

**AO3:** Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences

**AO4:** Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues.