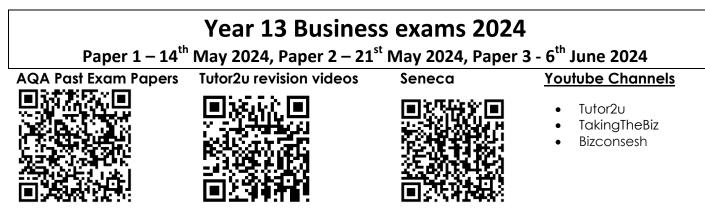
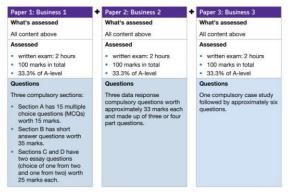
A Level Business Studies (AQA) Revision Plan 2024



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.



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	Торіс	Revision Notes	Exam Practice
Week 1	What is Business		
19th Feb	□ Business Objectives □ Mission Statements		
	□ Variable and Fixed Costs □ Limited and Unlimited Liability □ Different Forms of Business □ Private and Public Sector Organisations		
	□ Shares, Share Prices and Market Capitalisation		
	\square Revenue and Demand 0		
Week 2	Management and Leadership		
26th Feb	Roles of Managers Tannenbaum Schmidt Continuum (Key Model)		
	 Blake Mouton Managerial Grid (Key Model) Effectiveness of Different Styles of Management and Leadership Scientific Decision Making Risks, Rewards, Uncertainty and Opportunity Cost Decision Trees Influences on Decision Making Role and Importance of Stakeholders and Stakeholder Mapping (Key Model) 		
Week 3	Marketing		
4th March	□ Marketing Objectives		
	□ Internal & External Influences on Marketing Objectives □ Marketing Research - Secondary □ Marketing Research - Primary □ Marketing Research - Quantitative and Qualitative □ Marketing Research - Sampling □ Market Size, Growth and Market Share □ Positive and Negative Correlation □ Confidence Intervals □		

	Extrapolation Price Elasticity of Demand Income Elasticity of Demand Use of Data in Marketing Decision Making	
	□ Technology and Marketing Decision Making □ Market Mapping (Key Model) □ Market Segmentation □ Niche and Mass Markets □ Extended Marketing Mix -	
	$7p$'s (Key Model) \Box Consumer Goods and Industrial Goods \Box Boston Matrix	
	(Key Model) Product Life Cycle (Key Model) Influences on and Value of	
	New Product Development Penetration Pricing Price Skimming	
	Branding Promotional Decisions Multichannel Distribution Digital	
	Marketing and E-commerce	
W/ a al 4		
Week 4 11th March	Operations	
11th March	□ Operational Objectives and Internal & External Influences on Operational Objectives □ Labour Productivity □ Unit Costs □ Economies of Scale □	
	Diseconomies of Scale Capacity & Capacity Utilisation Efficiency and	
	Productivity Lean Production	
	□ Operations Resource Mix □ Capital and Labour Intensive Processes	
	□ Technology and Operational Efficiency □ Quality	
	□ Flexible Operations / Mass Customisation	
	□ Outsourcing □ Producing to Order and Inventory Management	
	□ Inventory Control Charts and Suppliers & Supply Chain	
Week 5	Finance	
18th March	Financial Objectives and Internal & External Influences on Financial Objectives	
Totti March	Profit and Profitability Cash Flow Objectives Capital Structure Budgets and	
	Budgeting 🗖 Variance Analysis 🗖 Break-even Analysis 🗖 Ratio Analysis - Gross	
	Profit & Gross Margin 🗖 Ratio Analysis - Operating Profit & Operating Margin.	
	Payables 🗆 Receivables 🗆 Sources of Finance - Debt Factoring 🗖 Sources of	
	Finance - Bank Overdrafts 🗆 Sources of Finance - Bank Loans 🗖 Sources of	
	Finance - Retained Profits Sources of Finance - Share Capital Sources of Finance - Venture Capital Methods of Improving Cash Flow and Improving	
	Profitability 🗖 Financial Ratios - Return on Capital Employed (ROCE) 🗖 Financial	
	Ratios - Current Ratio 🗖 Financial Ratios - Gearing 🗖 Financial Ratios - Payables	
	Days 🗖 Financial Ratios - Receivables Days 🗖 Financial Ratios - Inventory	
	Turnover 🛛 Value of Financial Ratios in Assessing Performance 🗆 Investment	
	Appraisal - Payback Period Investment Appraisal - Average Rate of Return (ARR)	
	□ Investment Appraisal - Net Present Value (NPV) and Factors Influencing Investment Decisions □ Sensitivity Analysis	
Week 6	Human Resource	
25th March	☐ Human Resource Objectives	
	,	
	□ Internal & External Influences on Human Resource Objectives □ Soft & Hard HRM □ Labour Turnover □ Labour Productivity □ Job Design - Hackman	
	and Oldham (Key Model) Flexible Working Occupientical Decise Arthority Step	
	□ Organisational Design - Authority, Span & Hierarchy □ Organisational Design	
	- Delegation 🛛 Organisational Design - Centralisation & Decentralisation 🗖 Human Resource Flow 🗖 Motivation Theories - Taylor 🗖 Motivation	
	Theories - Maslow D Motivation Theories - Taylor D Motivation Theories - Maslow D Motivation Theories - Herzberg D Financial Methods of	
	Motivation 🗆 Non-Financial Methods of Motivation 🗖 Employer - Employee	
	Relations	
Week 7		
1st April	Analysing the Strategic Position of a Business (part 1) Influences on the Mission of a Business 🗆 Internal & External Influences on	
	Corporate Objectives 🗆 Strategy & Tactics 🗖 SWOT Analysis (Key Model) 🗖	
	Core Competencies (Key Model)	
	Elkington's Triple Bottom Line (Key Model) Competition Legislation	
	Labour Market Legislation 🗆 Environmental Legislation 🗖 Economic	
	Environment: Economic Growth (GDP) Economic Environment:	
	Exchange Rates \Box Economic Environment: Inflation \Box Economic	
	Environment: Fiscal & Monetary Policy	
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Week 8 8th April	Analysing the Strategic Position of a Business (part 2) Open Trade & Protectionism Globalisation Emerging Economies Urbanisation and Migration Consumer Lifestyle and Buying Behaviour Growth of Online Businesses Corporate Social Responsibility (CSR) Carroll's CSR Pyramid (Key Model) Stakeholder v Shareholder Concept Technological Change and Strategy Porter's Five Forces (Key Model) Government	
Week 9	Choosing Strategic Direction	
15th April	□ Ansoff's Matrix (Key Model) □ Bowman's Strategy Clock (Key Model) □ Porter's Generic Strategies (Key Model) □ Influences on the Choice of Strategic Positioning □ Competitive Advantage	
Week 10	Strategic Methods – how to pursue strategies	
22nd April	 □ Organic and External Growth □ Retrenchment □ Economies of Scope □ Experience Curve (Key Model) □ Synergy □ Overtrading □ Greiner's Model of Growth (Key Model) □ Mergers & Takeovers □ Franchising □ Types of Integration □ Innovation □ Kaizen □ Research & Development □ Intrapreneurship □ Benchmarking □ Development □ Legendric Le	
	 Protecting Innovation: Patents and Copyrights Impact of Innovation on the Functional Areas of Business Methods of Entering International Markets Factors Influencing the Attractiveness of International Markets Offshoring / Reshoring Multinationals 	
	□ Bartlett & Ghoshal's Model of International Strategy (Key Model) □ Digital Technology - Big Data □ Digital Technology - Data Mining □ Digital Technology - Enterprise Resource Planning □ Value of Digital Technology & Pressure to Adopt It □ Impact of Digital Technology on the Four Functional Areas	
Week 11	Managing Strategic Change (part 1)	
29th April	 Causes and Types of Change I Value of Change I Lewin's Force Field Analysis (Key Model) Flexible Organisations Restructuring Delayering Flexible Working Organic Structures & Mechanistic Structures Kotter & Schlesinger: Resistance to Change (Key Model) 	
Week 12	□ Kotter & Schlesinger: Overcoming Resistance to Change (Key Model)	
6th May	Managing Strategic Change (part 2) Handy's Four Classifications of Organisational Culture (Key Model) Hofstede's Six Dimensions of International Culture (Key Model) Importance of Organisational Culture Influences on the Organisational Culture of a Business Reasons for Changing Organisational Culture Problems of Changing Organisational Culture Value of Leadership in Strategy Implementation Value of Communication in Strategy Implementation Importance of Organisational Structure in Strategy Implementation Notwork Analysis (Critical Data Analysis) Deleaned mercure Empercent Structure	
	Network Analysis (Critical Path Analysis) Strategic Drift (Key Model) Divorce Between Ownership & Control Corporate Governance Strategic Planning 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.