

GCSE Business Studies Year 11 PPE 2 (OCR) Revision Plan 2026

GCSE Business Exam Date - Monday 2nd November (morning)

The exam will focus on 3 key topics; Marketing, People and Operations.

GCSE Exam: In the coming weeks we will be revising topics in lessons and completing sample exam questions to aid your revision. **However, you must start your GCSE Business revision outside of lessons to ensure that you cover all the topics prior to the exams.** We have outlined a revision plan for the weeks leading up to the exam including the advanced information. We recommend that you use flashcards to learn knowledge and mind maps to connect ideas and link topics.

Topic 2 Marketing

Date	Topic	Content	Revision book pages
Week 1 21 st Sept	2.1 The Role of Marketing	The purpose of marketing within business	27-28
	2.2 Market Research	The purpose of market research Primary research methods and Secondary research sources. The use and interpretation of qualitative and quantitative data in market research	28-31
	2.3 Market Segmentation	The use of segmentation to target customers	32-33
Week 2 28 th Sept	2.4 The Marketing Mix	The four Ps of the marketing mix and their importance. Product - stages of the product life cycle Pricing methods Promotion - point of sale Promotion – advertising Place - distribution of products and services. How the four Ps of the marketing mix work together	33-41

Topic 3 People

	Topic	Content	Revision book pages
Week 3 5 th Oct	3.1 The role of human resource	The purpose of human resources in business	42
	3.2 Organisational structures	Different organisational structures Why businesses have different organisational structures Ways of working	43-46
	3.3 Communication in business	Ways of communicating in a business context The importance of business communications The influence of digital communication on business activity	47-51
Week 4 12 th Oct	3.4 Recruitment and selection	Why businesses recruit Methods of selection	52-55
	3.5 Motivation and retention	Financial methods of motivation Non-financial methods of motivation The importance of employee motivation The importance of employee retention	56-58
	3.6 Training & development	Different training methods Why businesses train their workers Staff development -The benefits to employees and businesses of staff development	59-63
	3.7 Employment law	The impact of current legislation on recruitment and employment	64-65

Topic 4 Operations

Date	Topic	Content	Revision book pages
Week 4 19 th Oct	4.1 Production processes	Different production processes and their impact on business The influence of technology on production and the impact on businesses	66-68
	4.2 Quality of Goods and Services	The concept of quality Methods of ensuring quality The importance of quality in both the production of goods and the provision of services	69-70
	4.3 The Sales Process and Customer Service	Methods of selling The influence of e-commerce on business activity The importance to a business of good customer service including after-sales service The contribution of product knowledge and customer engagement to good customer service	71-74
Week 5 12 th Oct	4.4 Consumer Law	The impact of consumer law on businesses	75-76
	4.5 Location	Factors influencing business location	77
	4.6 Working with Suppliers	The role of procurement The impact of logistical and supply decisions on businesses	78-79

GCSE Business Revision tools

Primary Revision Resource: Make sure you use the **revision notes book**. You can also access an e-book via **Boost Learning**. **Boost Business e-book** (username temp1 or temp2....3,4,5,6,7...30 password kingstudent, Centre ID 23034 – if you have any problems accessing the business e-book, contact Mr. Foley



YouTube Revision Videos



GCSE Business afterschool revision sessions : GCSE Business Studies revision sessions which follow the topics on the revision timetable are every **Wednesday afterschool in SF2 (Sixth Form)**.

GCSE Business Studies revision websites: The following sites are brilliant for revision:



OCR GCSE Exam Papers

And finally, remember that revision is not just about learning the subject theory. You must know how to write quality exam answers. When you revise remember to use the PPA model learn the theory (Content/**POINT**), Link it to examples in the case study (Application/**APPLY**) and explain advantages and drawbacks, plus make a recommendation (Analysis/**ANALYSE**).