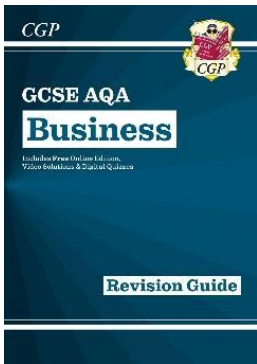


Exam Board	Recommended revision guide	Support available in school
AQA		Drop-in support for your weekly revision task is available at the following times: Thursday Lunchtime – A207 – Mrs David Thursday after school – A207 – Mr Hardinge



BUSINESS

Revision Schedule 2026-27



Useful online resources	Exam date(s)
AQA GCSE Business Assessment resources BBC Bitseize Resources - Make sure you look for the correct unit/topic Youtube – Bizconsesh – Make sure you select AQA Paper 1 or AQA Paper 2 Seneca Learning (make sure you select the AQA Specification for GCSE Business) https://senecalearning.com/en-GB/	Paper 1 – Wednesday 12th May Paper 2 – Friday 21st May

September					
Week begins...	Topic	Content to revise	Complete (tick)	Knowledge test score	Weeks left
Monday 7th	Business Ownership / Basic calculations	Limited/Unlimited liability, Sole traders, Partnerships, Private and Public Limited Companies, Fixed and Variable Costs, Revenue, Profit/Loss.			32
Monday 14th	Production methods / contracts of employment	Job production, Flow production, Full time vs. Part time, Job-share, Zero-hours.			31
Monday 21st	Organisational structures / Economic changes	Tall and Flat organisational structures, Delaying, Chain of Command, Span of Control, Delegation, Centralisation and Decentralisation, Consumer spending, Interest Rates, Unemployment.			30
Monday 29th	Stakeholders / Quality	Main stakeholders of businesses and their objectives. Impact of business activity on stakeholders and the impact they have on businesses. Concept of quality, Quality Control, Quality Assurance, Total Quality Management (TQM).			29
October					
Monday 5th	Customer service / entrepreneurs & enterprise	Customer service, entrepreneurs – including their characteristics and objectives, enterprise, risk and reward of entrepreneurship.			28
Monday 12th	Training / Motivation	Induction training, On-the job and Off-the job training, Motivation, Financial & non-financial motivators. Benefits of training and motivation.			27
Monday 19th	Competition / Recruitment	Competition, direct and indirect competition, how businesses compete, internal and external recruitment, job analysis, job description, person specification, selection methods e.g. CV, application form, interviews, references.			26

Monday 26th	Sectors of production (sectors of the economy) / Exchange rates	Primary, Secondary and Tertiary sectors, Exchange rate, Strong/Weak Pound, Imports, Exports, SPICED and WPIDEC to understand the impact of exchange rates.			25
November					
Monday 2nd	Lean production	Just-in-Time (JIT) and Just-in-Case (JIC) stock control, Lean Production, Kaizen.			24
Monday 9th (Mock Week 1)	Mock preparation	Review your least confident topics since the start of the year. Make sure you know exactly what you will be tested on in the mock.			23
Monday 16th (Mock week 2)	Mock preparation	Review your least confident topics since the start of the year. Make sure you know exactly what you will be tested on in the mock.			22
Monday 23rd	Unit 1 – Business in the real world 3.1.1 Purpose & Nature of Business 3.1.2 Ownership	Goods, Services, Opportunity Cost, Factors of production, Primary, Secondary and Tertiary sectors, Entrepreneur (Characteristics and Objectives), Limited/Unlimited liability, Sole traders, Partnerships, Private and Public Limited Companies, Not for Profit organisations.			21
Monday 30th	Unit 1 – Business in the real world 3.1.3 Setting Business Aims & objectives 3.1.4 stakeholders 3.1.5 Location	Aims and Objectives, how aims and objectives vary and how they change over time, how they can be used to measure success, stakeholders, objectives of different stakeholders, conflict between stakeholders, Factors influencing the location of a business (Proximity to market, labour, raw materials, competitors, etc.)			20

December

Monday 7th	Unit 1 – Business in the real world 3.1.6 Business Planning 3.1.7 Expanding a business	Business plan (including all of the sections of a business plan), revenue, fixed costs, variable costs, profit/loss, internal (organic) growth, external (inorganic) growth, mergers and takeovers, franchising, economies of scale, diseconomies of scale.			19
Monday 14th	Unit 2 – Influences on business 3.2.1 Technology 3.2.2 Ethical & environmental considerations 3.2.3 The economic climate	ICT, e-commerce, digital communication, ethical considerations of business, environmental considerations of business, interest rates, unemployment, consumer spending.			18
January					
Monday 4th	Unit 2 – Influences on business 3.2.4 Globalisation 3.2.5 Legislation 3.2.6 Competitive environment	Globalisation, Imports/Exports, How UK businesses compete abroad, Exchange rates, Employment legislation (law), Health and Safety law, Consumer law, Uncertainty and risks businesses face.			17
Monday 11th	Unit 4 – Human Resources 3.4.1 Organisational structures 3.4.2 Recruitment & selection	Tall and flat organisational structures, Chain of Command, Span of Control, Delegation, Centralisation, Decentralisation, Internal and External recruitment, the recruitment process, job analysis, person specification, job description, CV/Applications, Interviews, References, benefits of effective recruitment. Job contracts (full time, part time, job share, zero-hours).			16

Monday 18th	Unit 4 – Human Resources 3.4.3 Motivating employees 3.4.4 Training	Motivation, Benefits of a motivated workforce, Financial and non-financial methods of motivation, Benefits of training, Methods of training including their pros and cons.			15
Monday 25th (Mock Week 1)	Mock Preparation	Make sure you know exactly what is being examined in your mock and focus on your least confident areas from these topics.			14
February					
Monday 1st (Mock Week 2)	Mock Preparation	Make sure you know exactly what is being examined in your mock and focus on your least confident areas from these topics.			13
Monday 10th	Unit 3 – Business operations 3.3.1 Production process 3.3.2 Procurement	Methods of production, Lean production, JIT v JIC, Factors affecting the choice of suppliers, Procurement, logistics & supply chain management.			12
Monday 15th	Unit 3 – Business operations 3.3.3 The concept of quality 3.3.4 Good customer services	Customer expectations of quality, How quality is measured & how quality issues are identified (Quality Assurance and Quality Control), Total Quality Management (TQM), Good customer service, ICT and customer service.			11
Monday 22nd	Unit 5 – Marketing 3.5.1 Customer needs 3.5.2 Market segmentation 3.5.3 Market research	Customer needs, Market segmentation, Market Research, Quantitative and qualitative, Primary and secondary methods.			10

March

Monday 1st	Unit 5 – Marketing 3.5.4 Marketing Mix: Price 3.5.4 Marketing Mix: Product	Marketing Mix, Pricing Strategies (price skimming, price penetration, competitive pricing, loss leaders, cost-plus pricing), developing new products, product differentiation and USP, product life cycle, extension strategies, Boston Matrix.			9
Monday 8th	Unit 5 – Marketing 3.5.4 Marketing Mix: Promotion 3.5.4 Marketing Mix: Place Integrated marketing mix	Promotional methods and their pros & cons (advertising, sales promotion, PR, Sponsorship, Social Media), Factors influencing the selection of the promotional mix, Channels of distribution including e-commerce & m-commerce, Wholesalers, Retailers, Integrated nature of the marketing mix.			8
Monday 15th	3.6 Finance 3.6.1 Sources of finance 3.6.2 Cash flow	Internal and external sources of finance, Cash and Cash flow forecasts, solutions to cash flow problems.			7
Monday 22nd	3.6 Finance 3.6.3 Financial terms and calculations	Revenue, fixed, variable & total costs, profit / loss, Average Rate of Return.			6
Monday 29th	3.6 Finance 3.6.4 Analysing the financial position of a business	Break-even charts, Income statements, Statements of financial position, assets, liabilities, cost of sales, overheads, gross profit, operating profit, net profit, Gross and Net Profit Margin.			5

April

Monday 5th	Exam technique	Using past exam questions from class or the AQA website make sure that you are okay answering MCQs, 2mks, 4mks, 6mk, 9mk & 12mk questions. You must make sure that you know how to satisfy the various command words in questions and that you are able to make use of case studies, finding hooks within them to base your answers around.			4
Monday 12th	Exam technique	Using past exam questions from class or the AQA website make sure that you are okay answering MCQs, 2mks, 4mks, 6mk, 9mk & 12mk questions. You must make sure that you know how to satisfy the various command words in questions and that you are able to make use of case studies, finding hooks within them to base your answers around.			3
Monday 19th	Revise areas of weakness	• Go back and revise tricky areas that you identified in your revision • Double check your understanding of all the quantitative skills listed in the specification especially averages, %s and % changes – remember 10% of the marks for each paper are coming from quantitative skills questions • Know your key terms inside out • Go back and refresh yourself of the exam technique required for success for every question type Suggested activities: Watch any of the revision blast videos on the Tutor2u website, use past paper questions from the AQA website, test yourself using flash cards or the revision material you have made over the course of this year.			2

Monday 26th	Revise areas of weakness	• Go back and revise tricky areas that you identified in your revision • Double check your understanding of all the quantitative skills listed in the specification especially averages, %s and % changes – remember 10% of the marks for each paper are coming from quantitative skills questions • Know your key terms inside out • Go back and refresh yourself of the exam technique required for success for every question type • Read and annotate case studies carefully, read every question twice, look at the number of marks for each question and ensure your answer meets the demands of the question • REMEMBER, AN ANSWER IS ONLY GOOD IF IT ANSWERS THE QUESTION SET! <u>Suggested activities:</u> Watch any of the revision blast videos on the Tutor2u website, use past paper questions from the AQA website, test yourself using flash cards.			1
May					
Monday 3rd	Final preparations	Revise areas for Paper 1 (Business in the real world, Changes in Business, HR and Operations)			0
Monday 10th	Final Preparations	Wednesday 12 th = Paper 1 (Business in the real world, Changes in Business, HR and Operations)			0
Monday 17th	Final Preparations	Friday 21 st = Paper 2 (Business in the real world, Changes in Business Marketing and Finance)			0