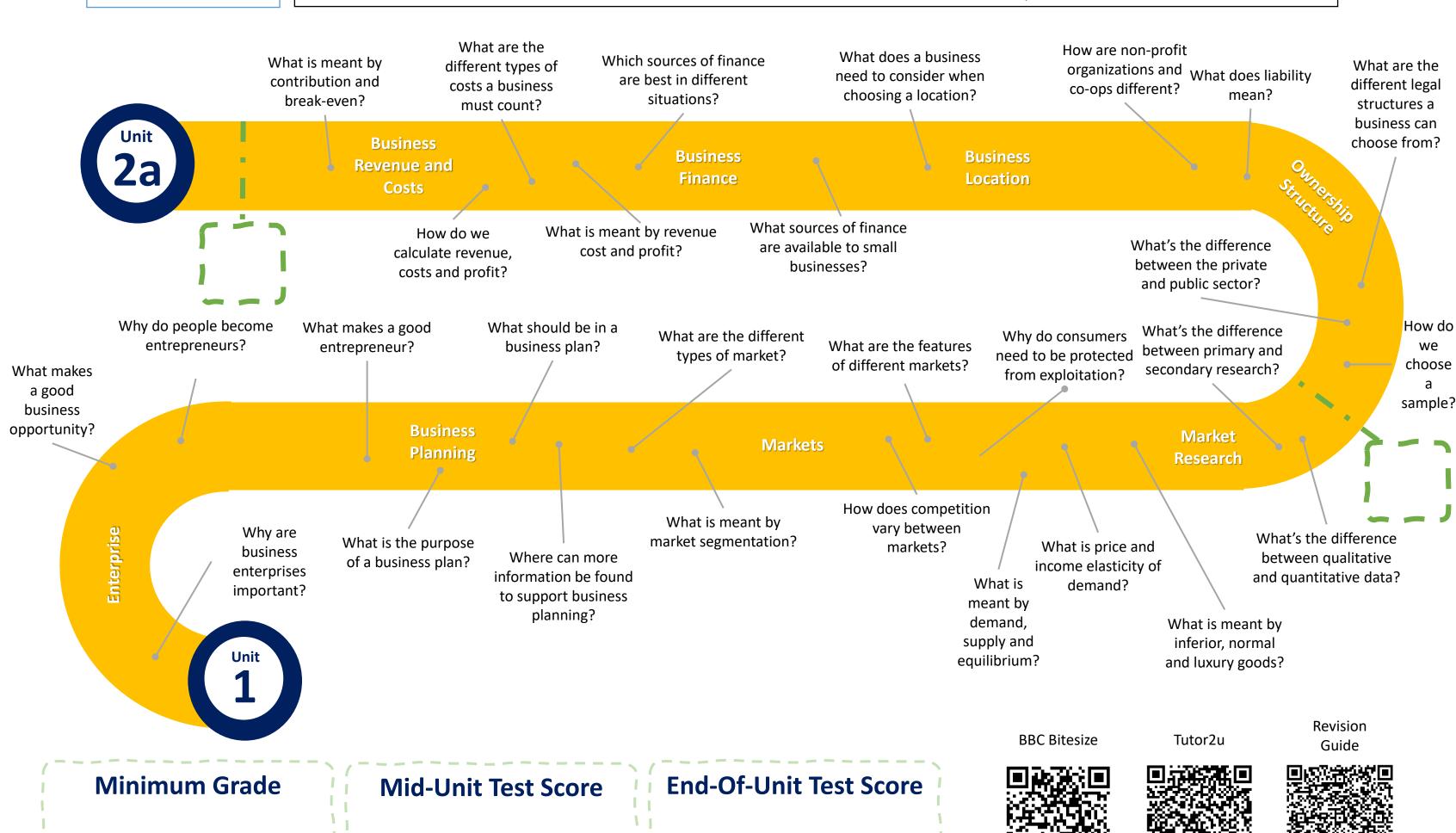
Unit 1: Business Opportunities

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Eduqas A Level
Paper 1
Business
Opportunities and
Functions

Throughout your studies in Years 12 you will be working toward Eduqas A Level Paper 1 – Business opportunities and Functions. This also forms the whole of the AS Level for those studying toward it.

This follows the Eduqas specification and lots of materials can be found on their website and in your course booklets. In this first unit you will explore what is meant by enterprise; why business plans are important; the difference between different markets; the different market research that can be used; the different ownership structures available to businesses; how businesses choose a location; how businesses can raise finance and how businesses make a profit or a loss.



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Unit 2a: Business Functions - Marketing

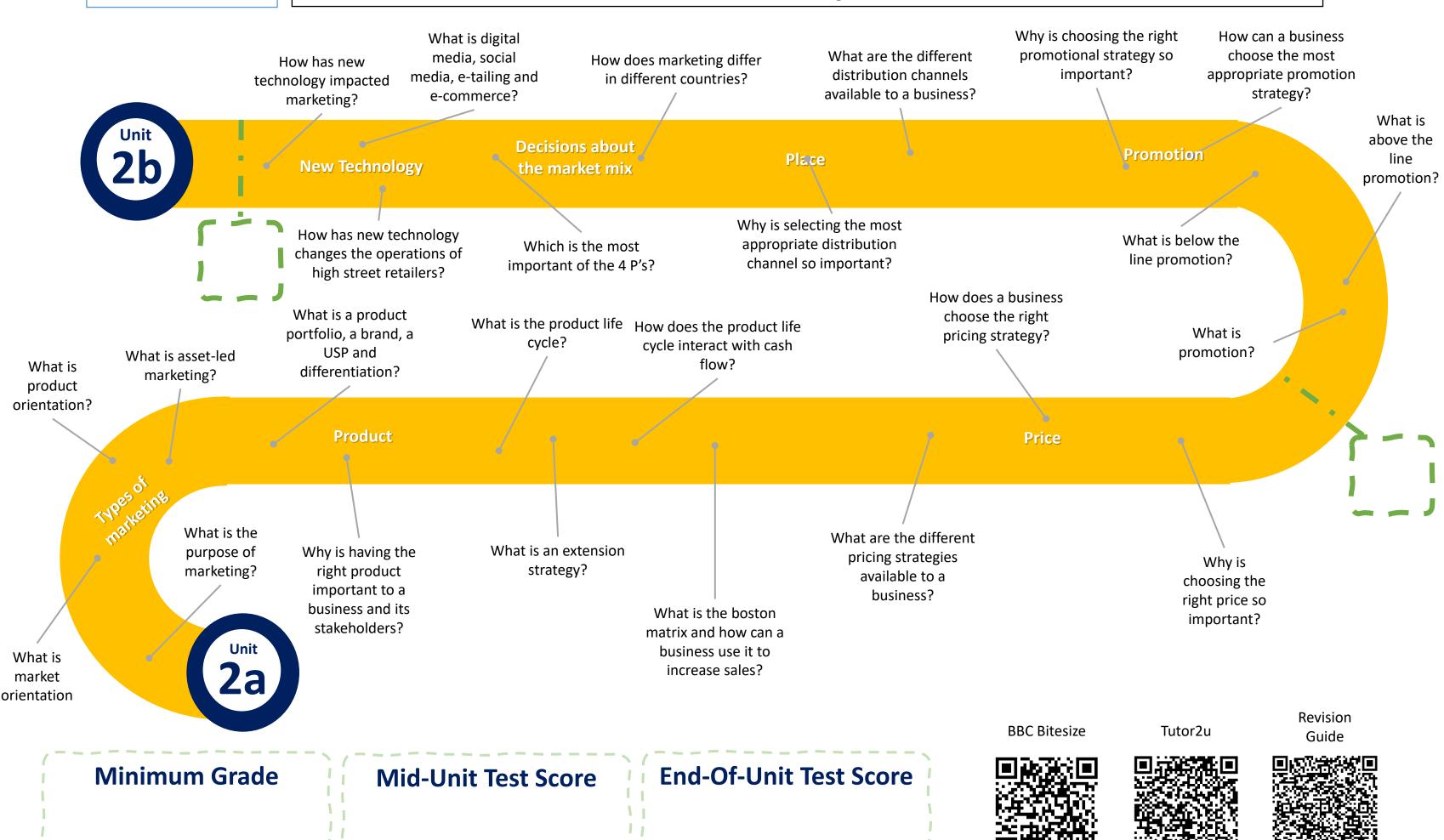
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Eduqas A Level
Paper 1
Business
Opportunities and
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This follows the Eduqas specification and lots of materials can be found on their website and in your course booklets.

This is the first of four parts that make up the second unit of Business Functions, the second half of the AS Level. In this unit, you will learn about the role of marketing, market segmentation, the four P's of product, price, promotion and place and how new technology can influence marketing activities.



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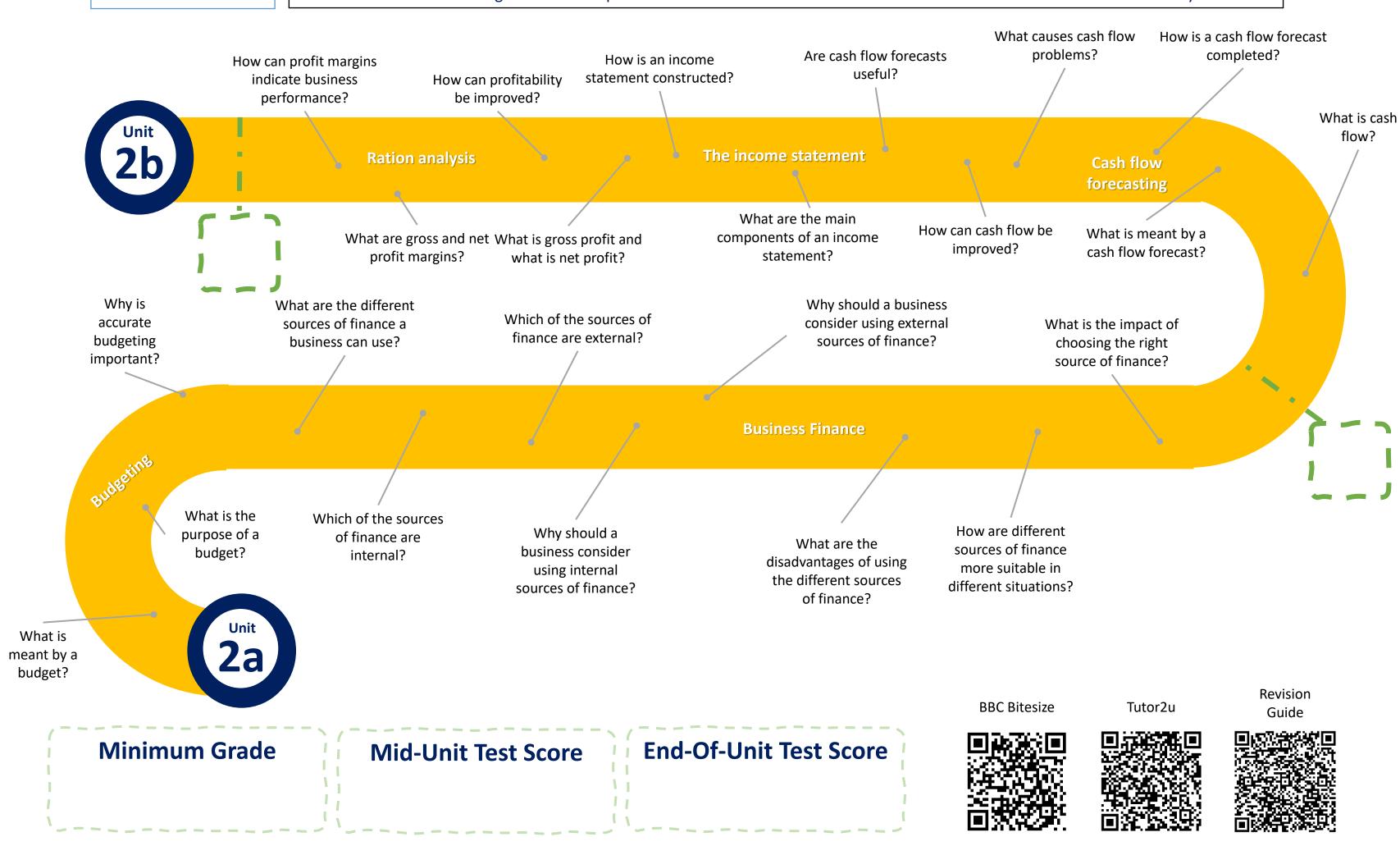
Unit 2b: Business Functions – Finance

Eduqas A Level
Paper 1
Business
Opportunities and
Functions

Throughout your studies in Years 12 you will be working toward Eduqas A Level Paper 1 – Business opportunities and Functions. This also forms the whole of the AS Level for those studying toward it.

This follows the Eduqas specification and lots of materials can be found on their website and in your course booklets.

This is the second of four parts that make up the second unit of Business Functions, the second half of the AS Level. In this unit, you will explore how businesses use budgets and can find sources of finance to fund their plans. You will evaluate the importance of cash flow, whilst understanding how it can be predicted. You will create and discuss income statements and undertake ratio analysis.



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Unit 2c: Business Functions – Human Resources



Edugas A Level Paper 1 **Business**

Throughout your studies in Years 12 you will be working toward Edugas A Level Paper 1 – Business opportunities and Functions. This also forms the whole of the AS Level for those studying toward it.

This follows the Edugas specification and lots of materials can be found on their website and in your course booklets.

This is the third of four parts that make up the second unit of Business Functions, the second half of the AS Level. In this unit, you'll learn **Opportunities** about the tole human resources play in successful organisations. You'll explore how workers are recruited, selected, trained, monitored, and Functions motivated, organized & managed to get the best performance from them. You will explore how businesses interact with their employees. What are the different theories Why is workforce Why is effective of motivation? What is performance How do flat, tall and Is delayering and management and Taylor, Mayo, Maslow, Herzberg, organizational What is important? increasing empowerment matrix organizational leadership important? Vroom and Lawler. design? management? structures work? useful? How is labour productivity and **Organisational** Management labour turnover Motivation design calculated? and leadership What is motivation What are the different Why does conflict Are financial or How do organizational What is meant by labour What are the and why is it management and occur and what role non-financial Which of the different structures work? productivity, absenteeism and duties of important? leadership styles? can trade unions and organizational structures methods more Workforce labour turnover? employers and ACAS play in it? effective? are the best? employees? What is a job analysis, What impact does How can businesses What is workforce What is recruitment? job description and Why is training good quality training and employees benefit Why is recruitment so person specification? How has planning? important? have on a business? from appraisal? important? technology impacted working Recruitment Workforce Training practices? **Appraisal** planning What is meant Changes in working by workforce Why is workforce What's the performance? What is meant planning important? What is the difference difference between What is appraisal? by training? between different internal and external How can a business training methods such recruitment? What is meant by What are the choose the right as induction, on-theflexible working? different appraisal employee using job, off-the-job and methods available interviews, trials and apprenticeships? to a business? testing?

Minimum Grade

Mid-Unit Test Score

End-Of-Unit Test Score









Revision Guide

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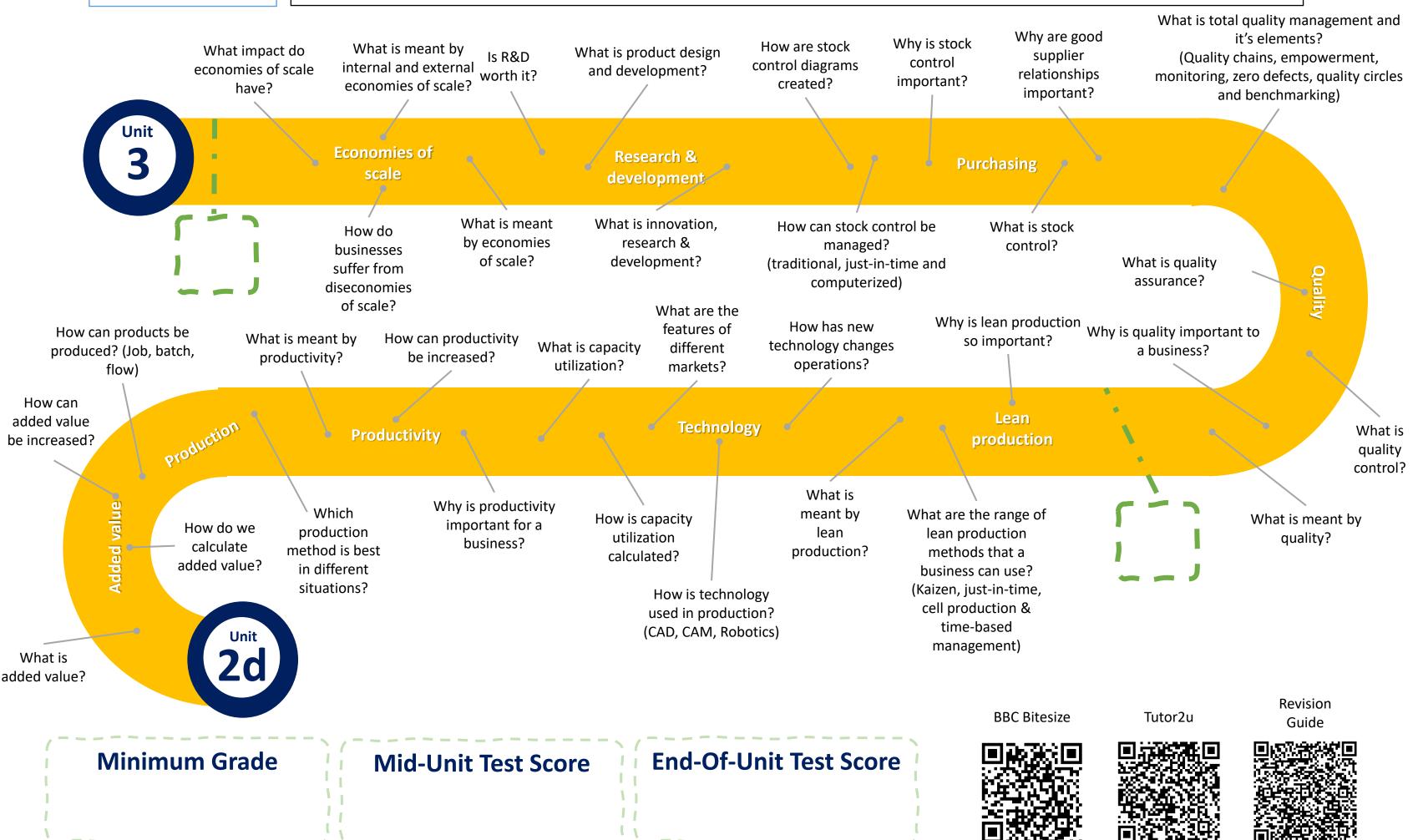
Unit 2d: Business Functions – Operations

Eduqas A Level
Paper 1
Business
Opportunities and
Functions

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This follows the Eduqas specification and lots of materials can be found on their website and in your course booklets.

This is the last of four parts that make up the second unit of Business Functions, the second half of the AS Level. In this unit, you'll learn how businesses add value to products, the different methods they can use to produce products productively and how technology has changed production. You'll explore how to monitor quality, work with suppliers, research new products and exploit economies of scale.



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Unit 3: Business Analysis and Strategy

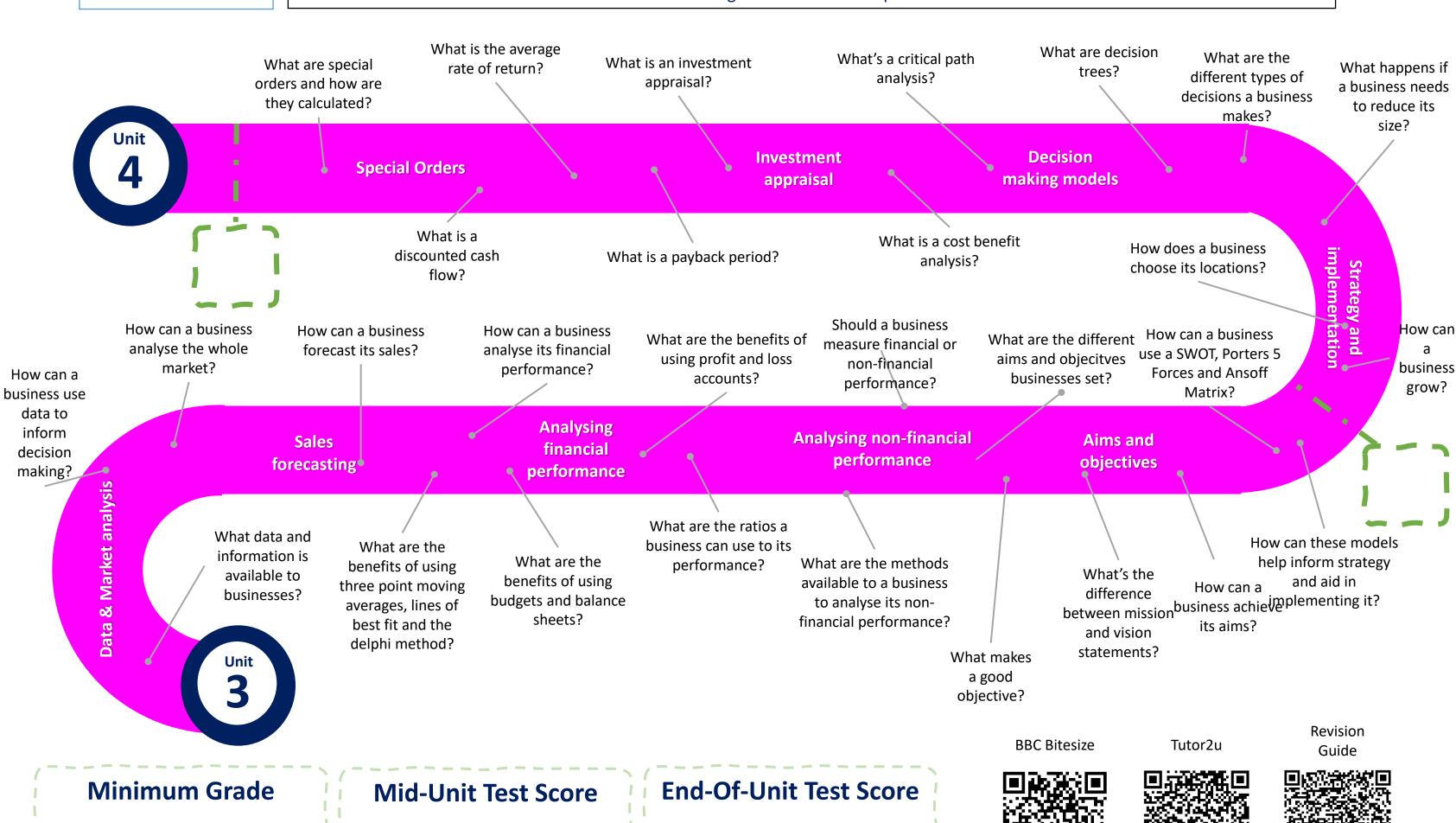
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Eduqas A Level
Paper 2
Business analysis
and strategy

Throughout your studies in Year 13 you will be working toward Eduqas A Level Paper 2 – Analysis and Strategy.

This follows the Eduqas specification and lots of materials can be found on their website and in your course booklets.

In this second unit, you will explore how data can be analysed to help make decisions how sales can be forecasted in different ways; how a business can analyse it's financial performance and non-financial performance; the different aims and objectives businesses may set; how a business can implement different strategies; how a business can make effective decisions; how a business can judge if an investment is a good one and what special orders are.



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Unit 4: Business in a Changing World

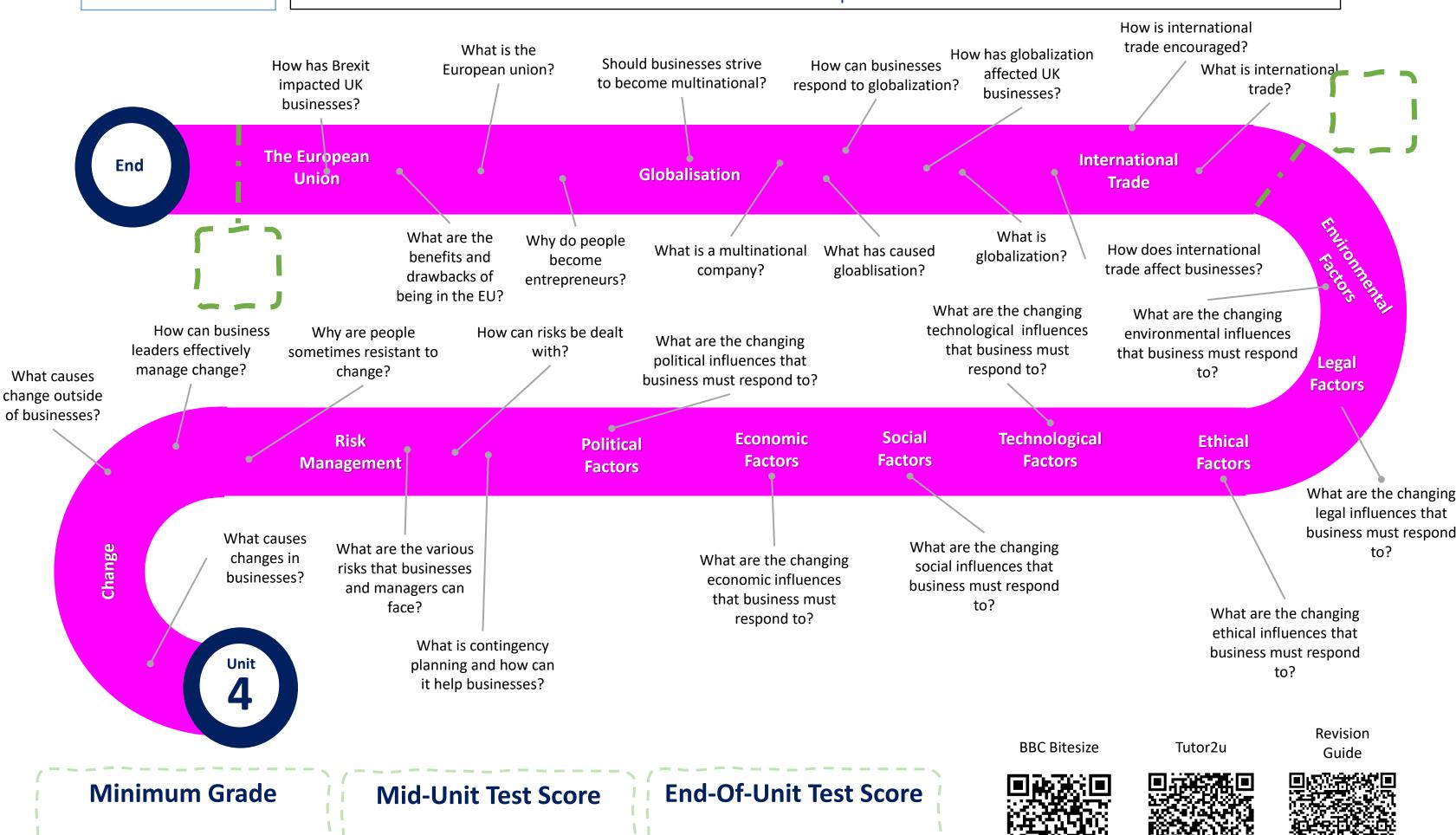
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Paper 3
Business in a changing world

Throughout your studies in Year 13 you will be working toward Eduqas A Level Paper 3 – Business in a changing world.

This follows the Eduqas specification and lots of materials can be found on their website and in your course booklets.

In this third unit you will explore why change is so challenging for businesses and how leaders can manage change in their businesses; how risks can be anticipated and managed; the political, economic, social, technological, ethical, legal and environmental factors that businesses may face and how they can prepare for them; what international trade and gloablisation is, how it impacts on businesses and how business can make the most of it and the impact that Brexit has had on UK businesses.



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