



**KIRKHAM**  
GRAMMAR SCHOOL

# **BUSINESS STUDIES**

## **WHO CAN STUDY BUSINESS STUDIES?**

There can be few careers where business knowledge would not be beneficial. Studying Business can lay a foundation of key transferable skills. Students will develop the knowledge and skills needed to analyse data, think critically about issues and make informed decisions; all skills that are needed for further study and employment. **No previous study of business at GCSE is required.**

## **THE COURSE**

### **Examination Board: AQA (7132)**

Students of this course study business in a variety of contexts (eg large/small, UK focused/global, service/manufacturing) and consider:

- The importance of the context of business in relation to decision making.
- The interrelated nature of business activities and how they affect competitiveness.
- The competitive environment and the markets in which businesses operate.
- The influences on functional decisions and plans including ethical and environmental issues.
- The factors that might determine whether a decision is successful, eg the quality of data and the degree of uncertainty.
- How technology is changing the way decisions are made and how businesses operate and compete.
- The impact on stakeholders of functional decisions and their response to such decisions.
- Use of qualitative and quantitative data in decision making (including the interpretation of index numbers and calculations such as ratios and percentages).

Taking a holistic approach to the subject, demonstrates the interrelated nature of business using business models, theories and techniques to support analysis of contemporary business

issues and situations to provide a dynamic specification. The content is designed to engage students through topics and issues that are relevant in today's society – they will study key contemporary developments such as digital technology and business ethics, and globalisation is covered throughout the topics.

The A-level specification is designed to be taken over two years with all assessments taken at the end of the course. Students must complete all exams in May/June in a single year.

## **A-Level**

### **Assessment:**

The AQA Business studies paper consists of three externally examined papers. Before the qualification can be awarded, students must undertake all the assessments.

### **Subject content:**

- What is a business?
- Managers, leadership and decision making.
- Decision making to improve marketing.
- Decision making to improve operational performance.
- Decision making to improve financial performance.
- Decision making to improve human resource performance.
- Choosing strategic direction.
- Strategic methods: how to pursue strategies.
- Managing strategic change.

### **Paper 1: Business 1**

Written exam: 2 hours (100 marks)  
33.3% of A-level

Three compulsory sections:

- Section A has 15 multiple choice questions (15 marks)
- Section B has short answer questions (35 marks)
- Sections C and D have two essay questions (worth 25 marks each)

Paper 1 will assess all of the above

## **Paper 2: Business 2**

Written exam: 2 hours (100 marks)  
33.3% of A-level

Three data response compulsory questions worth approximately 33 marks each and made up of three or four part questions

Paper 2 will assess all of the above

## **Paper 3: Business 3**

Written exam: 2 hours (100 marks)  
33.3% of A-level

One compulsory case study followed by approximately six questions

Paper 3 will assess all of the above