A Level Business transition guide

An Overview of A Level Business Adapted from:
https://qualifications.pearson.com/content/dam/pdf/A%20Level/Business%20Studies/2015/support/Business_options_eve ning_leaflet.pdf

A-level Business is the right subject for you if you enjoy:

- communicating and explaining your ideas
- exploring and presenting alternative courses of action
- thinking strategically and making decisions
- working with numbers to solve business problems
- keeping up to date with national and international business news
- learning about the world of business through research and investigation

What do I need to know, or be able to do before taking this course?

It doesn't matter if you haven't studied business before. You might have an interest in business, and want to start your own business one day. You may have an enquiring mind and be interested in learning about the world around you, how businesses work and what challenges businesses face. This course will help you to understand all this and more.

What will I learn?

Business is a dynamic subject. You will learn about the diverse nature of business enterprise and the interdependence of the various parts of the business world. You will explore business success and business failure, investigate local, national and global business markets, and understand how businesses need to adapt and respond strategically to the changing environment in which they operate to survive and grow. This constant evolutionary process makes business a fascinating subject.

In **Theme 1** and **Theme 2** you will learn about how businesses work. You will be introduced to the marketing and people functions before investigating entrepreneurs and business start-ups. You will also explore how business finance and operations work, and understand the impact of external influences.

Theme 3 and **Theme 4** move from functions to strategy. You will explore influences on business strategy and decision-making, and understand how businesses mitigate risk and uncertainty. You will also explore global business and the opportunities and issues facing businesses in today's global world.

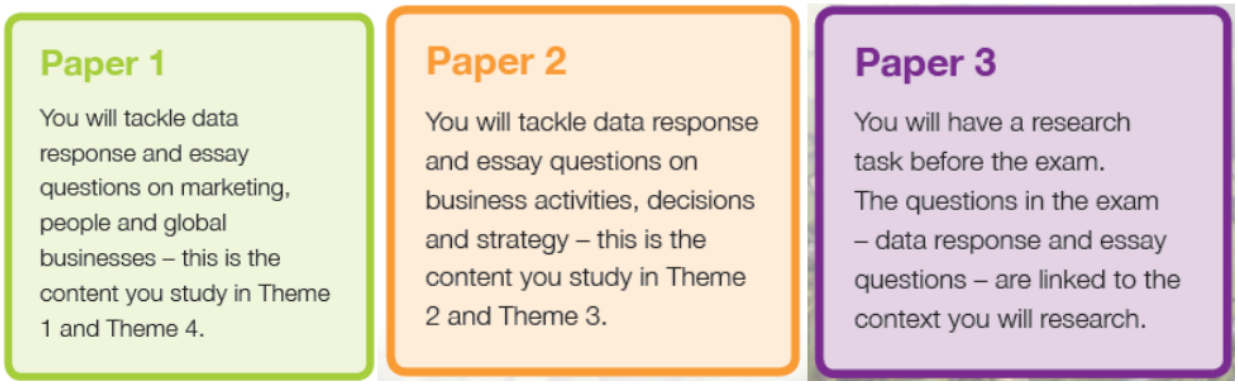
What can I do after I've completed the course?

Through studying business, you will develop transferable skills that will prepare you for studying at university or moving into the world of work. You will become skilled in making decisions, solving problems, applying numerical skills (including understanding finance and working with data) and understanding the business environment. You will also develop commercial awareness. Suitable higher education courses include business management, accountancy and finance, marketing, tourism management and international business. Business students can also progress to a wide range of careers, such as banking, sales, product management and general management, to working in public sector organisations or charities.

Course content

Theme 1: Marketing and people	Theme 2: Managing business activities
Students will develop an understanding of: • meeting customer needs • the market • marketing mix and strategy • managing people • entrepreneurs and leaders.	Students will develop an understanding of: • raising finance • financial planning • managing finance • resource management • external influences.
Theme 3: Business decisions and strategy	**Theme 4: Global business**
This theme develops the concepts introduced in Theme 2. Students will develop an understanding of: • business objectives and strategy • business growth • decision-making techniques • influences on business decisions • assessing competitiveness • managing change.	This theme develops the concepts introduced in Theme 1. Students will develop an understanding of: • globalisation • global markets and business expansion • global marketing • global industries and companies (multinational corporations).

A-level assessment



More information about the A level can be found on the Edexcel website at:

https://qualifications.pearson.com/en/qualifications/edexcel-a-levels/business-2015.html

FIVE STEPS TO SUCCESS IN BUSINESS AT QMGS

Work Ethic

- The maxim 'you only get out what you put in' rings true for Business. As former students will testify; A and A* grades can only be achieved by working hard throughout the year. Allocating time to these transition tasks will give you a good start to the A level

File Organisation

- It is very important that you keep your notes organised. This helps with homework, general understanding and revision for tests and exams.
- Get ready for September by purchasing a lever arch file for storing your notes.
- NOTE: Your folders will be assessed periodically throughout the year.

Wider Reading

- You will be issued with an Edexcel textbook when you start but this should not be the limit of your reading in the subject.
- Business is a topical subject and you will find your enjoyment of the subject and knowledge will be improved by reading other books and gaining access to news and current affairs items - either via newspapers, TV programmes, internet sites and twitter **@marianomics.**

Class Participation

- GET INVOLVED! The best way to improve and enjoy the subject is to take part. When you start in September you will soon see that your teachers are keen to promote a positive learning environment allowing EVERYONE the opportunity to contribute.

ASK FOR HELP

- There will be occasions when you may struggle to understand a key concept in the subject. My advice is to first go over your lesson notes, use the textbook and/or an online resource (e.g. Tutor2u). If you are still unsure then ASK.

A Level Business - Online Resources List

Seneca Learning

Seneca Learning is a great online learning resource where you can learn/re-learn the whole A level in Business at your own pace in your own time. You will also be set regular assignments using Seneca. Your teacher will provide you with a sign-up code in the first few weeks of the course but there is no reason why you cannot get started now!
https://www.senecalearning.com

Other useful internet resources

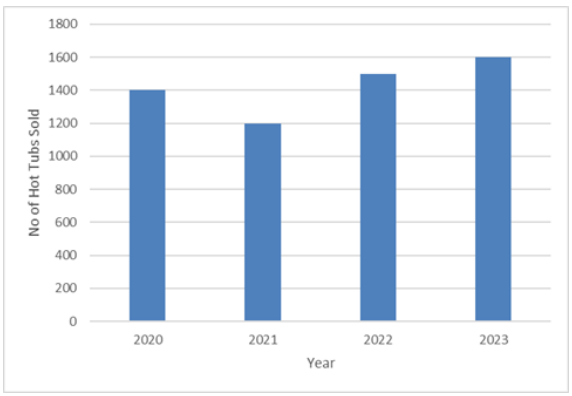
Tutor2u Website	Taking the Biz
https://www.tutor2u.net/business	https://www.takingthebiz.com/
BBC Business News	**Time2Resources Youtube Channel**
https://www.bbc.co.uk/news/business	https://www.youtube.com/playlist?list=PL31EOMw-r2HgIEZK0AxboJxXqzOxiF2k_

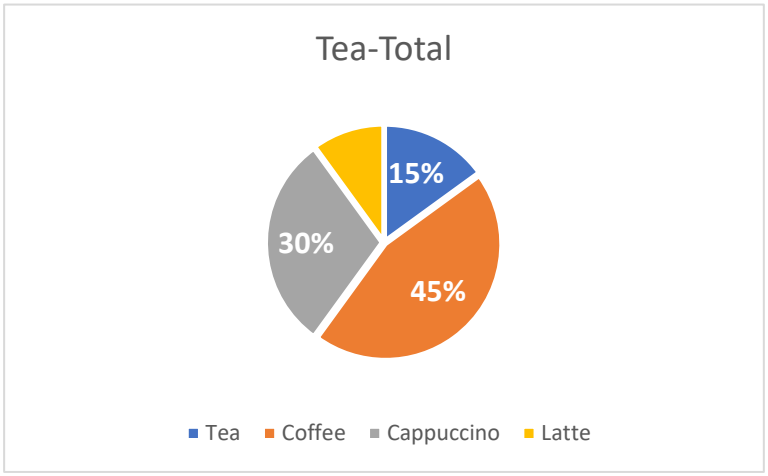
Transition task 1: Entrepreneurship

Access the following links and complete the activities:

Task 1: Business numeracy

Complete the following exercises:

Q1	Balti Towers is an Indian takeaway that also offer a delivery service. Last year, the business delivered 1,400 curries. This year, the owner estimates that they will deliver 1,512 curries. Calculate the estimated percentage increase curry deliveries.
Q2	Floral and Hardy is a florist located in County Durham that sells £5 bouquets of flowers. The total cost of running the business last year was £75,000. Calculate how many bouquets the business needed to sell last year to cover the total costs.
Q3	School of Choc is a confectionary manufacturer located in County Durham. The business employs 120 staff. The ratio of male to female staff is 2:3. Calculate how many female staff School of Choc employs.
Q4	Jimmy Chews is a sweet shop located in Wetherby. This year, the owner estimates that the business, which also sells soft drinks, will sell 3,360 cans of coca cola, 5% more than last year. Calculate how many cans of coca cola Jimmy Chews sold last year.
Q5	Bubblicious is a hot tub manufacturer located in Chester. Their hot tubs retail for £4,500. The manufacturing cost per hot tub is 2/5 of the selling price. Calculate the cost of manufacturing one hot tub.
Q6	 The chart shows the number of hot tubs Bubblicious sold between 2020 and 2023. The owner estimates that in 2024, hot tub sales will be 5% lower than in 2023. Calculate the average annual sales of hot tubs between 2020 and 2024.

Q7	Melchester Rovers Football Club can seat 42,000 spectators. Last week, when they played Harrogate Town, there were 36,960 spectators. Calculate the percentage of empty seats.
Q8	Cast Your Mind Back is a manufacturer of fishing equipment located in Sunderland. The unit cost of manufacturing their fishing rods is £25. Cast Your Mind Back sells its fishing rods to retailers for 45% more than the unit cost. Calculate the selling price of a fishing rod.
Q9	A family of four, on holiday in the UK from Spain, visited the 'Whale of a Time' sea life centre in London. The total entrance cost for the family was £90. Assuming an exchange rate of £1: €1.08, calculate the total entrance cost in Euros.
Q10	Loft in Space, a manufacturer of loft insulation, took 80 of its employees on a two-day team building trip to an outdoor activity centre in the Lake District. The total cost of the trip was £9,600. The accommodation cost per employee was 3/5 of the total cost per employee. Calculate the accommodation cost per employee.
Q11	Tea-Total is a café in Cumbria. Below is a pie chart showing the percentage of drinks purchased for a group of 200 customers.  (A) Calculate how many customers purchased a coffee (B) Calculate how many customers did not purchase a tea (C) Calculate the fraction of customers that purchased a Latte

Q12	Graham Riley is an employee of Father Treads, a business that specialises in car tyres. Graham attends a meeting at Head Office, travelling 60 kilometres each way. Graham is entitled to claim travel expenses at 45p per mile. Based on the assumption that 10 kilometres is equivalent to 6 miles (approximately), calculate how much Graham is entitled to claim.
Q13	Car-tastrophe is a car showroom based in Stanhope. The business consists of one manager and 3 salesman, Jim, Jon and Joseph. Each month, a sum of money is paid as a bonus and is divided in the ratio of the number of cars each salesman has sold. Jim sold 7 cars, Jon sold 8 cars and Joseph sold 9 cars. Joseph received £1,125 Calculate how much money Jim and Jon received.
Q14	Barber Streisand is a hair dressing salon located in Sunderland. The owner Barbara, recently introduced a new system of rewarding her staff. At the end of the week, Barbara puts the following in a bag: 5 x £10 notes 4 x £20 notes 3 x £50 notes At the end of the week, the hairdresser who has provided the best service can select a note from the bag as a reward. Calculate the probability of not selecting a £10 note.
Q15	Frame, Set and Match is a picture framing business with several shops across the North East of England. The business has a total of 90 employees, of which 54 are female. Calculate, in the lowest possible terms, what fraction of the total employees are male.
Q16	Wooden it be Lovely is a small manufacturer of wooden children's toys. Last week, the business produced 32,000 toys, of which 40% were checked for quality. Of the 40% checked, 1/5 had a defect. Calculate how many wooden toys were found to not have a defect.
Q17	The table below shows the budgeted sales revenue last year for Gate Expectations, a manufacturer of garden gates. | | Budget for last year | | Sales Revenue | £3,000,000 | At the end of the year, actual sales revenue was 8% lower than the budgeted figure. Calculate the actual monthly sales revenue of Gate Expectations last year.

Q18	Sparked Out is a retailer of electrical products located in County Durham. The owner, Joseph Sparks, is analysing the sales figures of two product lines, the Lavazza coffee machine and the Breville toaster. In 2023 the total value of Lavazza coffee machine sales was £12,100 whilst the total value of Breville toaster sales was £5,292. Joseph noticed that the sales of Lavazza coffee machines have been increasing by 10% per year, whilst sales of Breville toasters have been increasing by 5% per year, over the last two years. Calculate the total sales value of Lavazza coffee machine sales and Breville toasters in 2021.
Source:tutor2u	

Transition task 2 – Entrepreneurship and innovation

2a) Define the terms innovation and entrepreneur

2b) Pick an entrepreneur of your choice

For example…

James Dyson

Karen Brady

Elon Musk

Akshay Ruparelia

Produce a word document that will cover the following:

a) Characteristics that your successful entrepreneur needed e.g. resilience, organisation skills, creativity etc.
b) Information about your entrepreneur e.g. how they started, businesses, brands or products they own, net worth
c) Successes and failures they had and how they overcame them
d) What future plans does your entrepreneur have? Explain what factors might stop them being successful in the future
e) Why it is important for a country such as the UK to encourage enterprise and innovation?
f) How might the government encourage more people to start their own business

Transition task 3 – external factors

You will learn that businesses are impacted by a number of external factors such as by changes in technology. Produce a 1 page A4 report on the impact of AI on businesses and organisations. You report must include real life business examples that you have researched. Structure your research in the following way:

a) The positive impact that AI is having on businesses
b) The negative impact that AI is having on businesses
c) An overall judgement of whether AI positive and negative and what this depends upon.

Consider the following aspects as part of your answer:

- Impact on productivity and efficiency in businesses
- The impact on the job market
- The impact on innovation and competitive advantage
- The impact on specific sectors such as finance, retail and manufacturing
- Challenges and consideration such as ethical concerns, regulation and data protection