

Exam Board: Edexcel

Subject: Business

Paper: Paper 1

Marks available: 90 (35 marks for Section A, 30 marks for Section B, 25 marks for section C)

Length of paper: 1 hour 45 minutes

Topics: - topics from a Theme 2 paper

Exam Information, guidance and hints

Command words:

Found in Section A

1 mark = GIVE/STATE/IDENTIFY - 1 mark

1 or 2 marks = MULTIPLE CHOICE QUESTIONS - Ensure a cross is put clearly in the appropriate box

3 marks - assessing knowledge and understanding only - **No context** required - Need to use **2 connectives** – no full stop until end of sentence.
(**6 explain questions** per paper – 20% of the marks for each paper)

Key connectives: which means...., because..., this leads to...

6 marks - DISCUSS - assessing understanding and analysis only - **No context**

MUST HAVE 5 CONNECTIVES IN THE ANSWER

1 point made with 4 connectives

OR

2 points – one with 3 connectives and one with 2 connectives

2 points do not need to be an advantage and a disadvantage, just 2 relevant points

Key connectives: however..., therefore..., is important because..., is more/less important because..., is most important because...the consequence of this...

Found in Sections B and C

2 marks - OUTLINE - you need to make **one point** and **develop** it with context – **Use 1 connective to explain the point – how why**

Key connectives: which means...., because...., therefore....

6 marks - ANALYSE - SAME STRUCTURE AS A DISCUSS ANSWER – BUT MUST BE IN CONTEXT OF THE CASE STUDY

Ideally the points should be taken from the extract,

The interconnected strands should refer to the context throughout and demonstrate a logical chain of reasoning

Key connectives: however..., therefore..., is important because..., is more/less important because..., the consequence of this...

9 marks - JUSTIFY - you will ALWAYS have two options to choose from - MUST BE in CONTEXT OF THE BUSINESS case study

Make a decision at the start as to which option you believe is the best for the business in its current situation (keep this in mind)

No definition needed

Paragraph 1: Positive of the option you have chosen explained with connectives in context

Paragraph 2: Another positive of the option that has been chosen explained with connectives in context

Paragraph 3: A negative to the option you have chosen explained with connectives in context

Paragraph 4 - provide a conclusion why you have chosen the option with discussing the short term and long term in context

12 marks - EVALUATE - MUST USE THE SAME TECHNIQUE AS JUSTIFY.

DIFFERENCE IS THE TYPE OF QUESTION – YOU HAVE TO MAKE A DECISION ABOUT THE CHOICES THE BUSINESS MAKES

Resources / Videos:

- Your exercise books
- Revision guide (if you have bought one - they cost £3.00 on parent pay)
- BBC bite size (<https://www.bbc.co.uk/bitesize/examspecs/z98snbk>)
- Seneca

Also there are good videos

- <https://www.twoteachers.co.uk/videos>
- <https://www.youtube.com/c/BizConSeshGCSEBusiness91>
- <https://www.businessed.co.uk/>
- [GCSE Business - Edexcel - BBC Bitesize](https://www.gcsebusiness.com/)

PLC TEMPLATE

Mock 1

Topic	Key information related to topic	Resources/Information related to topic	How well do you understand this topic? RAG		
			Red	Amber	Green
Organisational Structures	Flat / Tall (Hierarchical) structure	Can be found in your exercise book, revision guide and also on bbc bitesize			
Recruitment Documents	Qualities of employee	Can be found in your exercise book, revision guide and also on bbc bitesize			
Pressure Group	Impacts on businesses	Can be found in your exercise book, revision guide and also on bbc bitesize			
Customer Service	Advantages/Disadvantages of good/poor customer service	Can be found in your exercise book, revision guide and also on bbc bitesize			
Goods / Services	Definition of what a good / service is	Can be found in your exercise book, revision guide and also on bbc bitesize			
Employee Retention	Ways to improve retention	Can be found in your exercise book, revision guide and also on bbc bitesize			
Net Profit	Net profit / Calculation	Can be found in your exercise book, revision guide and also on bbc bitesize			
Marketing Mix - Product	Design Mix - aesthetics	Can be found in your exercise book, revision guide and also on bbc bitesize			

Managing Quality	Understanding Quality Assurance	Can be found in your exercise book, revision guide and also on bbc bitesize			
Procurement	Procurement and stakeholders	Can be found in your exercise book, revision guide and also on bbc bitesize			
	Percentage Calculation	Can be found in your exercise book, revision guide and also on bbc bitesize			
The Sales Process	Understanding post sales	Can be found in your exercise book, revision guide and also on bbc bitesize			
	Reducing the size of the workforce- advantages and disadvantages	Can be found in your exercise book, revision guide and also on bbc bitesize			
Managing Quality	JIT / Stock control Advantages and Disadvantages	Can be found in your exercise book, revision guide and also on bbc bitesize			
	Drawback of using e-commerce	Can be found in your exercise book, revision guide and also on bbc bitesize			
Managing Operational Decisions	Flow production Advantages and Disadvantages	Can be found in your exercise book, revision guide and also on bbc bitesize			
	Percentage (%) Reduction				
Growing the business	Increased levels of globalisation	Can be found in your exercise book, revision guide and also on bbc bitesize			
	Impacts of making a loss	Can be found in your exercise book, revision guide and also on bbc bitesize			

Growing the business	Tariffs	Can be found in your exercise book, revision guide and also on bbc bitesize			
Growing the business	Understanding about shares and loans Advantages and Disadvantages	Can be found in your exercise book, revision guide and also on bbc bitesize			
Marketing Mix	The 4P's	Can be found in your exercise book, revision guide and also on bbc bitesize			
Product Portfolio	Advantages around increasing product range	Can be found in your exercise book, revision guide and also on bbc bitesize			
	Lower prices or advertise on social media Advantages and Disadvantages	Can be found in your exercise book, revision guide and also on bbc bitesize			
Competitive Advantage	High quality logistics gives a competitive advantage	Can be found in your exercise book, revision guide and also on bbc bitesize			
	How to answer a 9 marker	Template on google classroom and practice example in your book			
	How to answer a 12 marker	Template on google classroom and practice example in your book			