

## **Progression – Applied Business**

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## **i. Studying “Business”**

*Hopefully you have chosen Business as you have an interest in a subject which affects your everyday lives. With that in mind, let's begin...*

Business is all around you every day, it isn't hard to see how it has affected you and will affect your future. Take Brexit for example, do you view that as a positive or a negative?

So, Business is a subject that continues to change, it is a forward looking subject. It is a subject that requires writing in context and a broad appreciation of the real world in which you live. You cannot rely only on your textbook. To be successful you will need to show:

- 1. A willingness to read and research real businesses and the business environment*
- 2. A willingness to develop your analytical writing skills, you will need to write in detail, developing “logical chains of argument”, using connectives in your answers*
- 3. An ability to demonstrate “judgment” from time to time, providing an opinion on a variety of issues.*
- 4. That you have sound numeracy skills and be willing to perform a variety of calculations and develop confidence in interpreting and discussing your results.*

## **ii) Expectations**

To perform well, it is also important that you adopt good learning behaviours, and these will include:

- Using your time outside class well, completing all set work, and ensuring a minimum commitment of 4.75 hours per week to be spent on homework / independent study/ coursework.
- Maintain at least 95% attendance throughout the two year programme, arriving to lessons on-time
- Arrive to lessons fully equipped with your lesson workbook in a folder, your own A4 lined paper, at least 2 pens, a pencil, a ruler and a calculator
- When directed to do so, make use of Microsoft Teams to engage in study resources or homework/coursework activities that are to be set electronically.
- Meet coursework deadlines

### **iii) Task 1 – to be completed by September**

There will be some key terms you should know from your GCSE course if you studied the subject at school, however, if you are new to Business or have enjoyed a busy summer, these are the terms you should be familiar with.

Spend some time finding them out and create a glossary to help you prepare. Use [www.tutor2u.com](http://www.tutor2u.com) or the exam board resources referred to at the end to help. You should be prepared to upload your glossary to Teams during your first week of classes in September

Easy Key Term	Challenging Terms
Revenue (define, formula)	Inflation
Profit (define, formula)	Interest rates
Variable costs (define, formula)	Profit margin
Contribution per unit (formula)	Qualitative & quantitative data
Break even (define, formula)	Working capital
LTD	Labour turnover (define, formula)
PLC	Capacity utilisation (define, formula)
Unlimited liability	Outsourcing
Limited liability	Corporate Social Responsibility
Exchange rate	Trade Bloc
Stakeholder	Depreciation
Customer service	Non current Asset
Shareholder	Equity
Takeover/ Merger	Current liability

That should have given you plenty to think about. These terms will be integral in your understanding of business.

#### **iv) Task 2 – Following Real Businesses**

Choose 2 of the businesses below or two large businesses of your own choice and prepare an overview for your sixth form teacher which addresses:

- The ownership type e.g. Private Limited Company, Public Limited Company
- The growth strategies employed by the business over recent years i.e. have they entered new markets? Have they developed new products? Have they bought or merged with any other businesses? Or have they actually “rationalised” i.e. shrunk in size, withdrawing from particular markets, or closing branches or factories?
- How have they been affected by at least two of the following issues:
  - Ethics
  - Legal issues
  - Economic issues
  - The global political climate, including tariffs and trade, war, and changes of government;
  - Developments in Technology
  - Environmental issues.

 Apple	NETFLIX	
 TESLA	 Unilever	BRITISH AIRWAYS 
		amazon 

Your overview should be 1-2 pages long.

### **News websites for Business**

1. The Guardian: <https://www.theguardian.com/uk/business>
2. The Independent: <https://www.independent.co.uk>
3. The FT: <https://www.ft.com>
4. Reuters: <https://www.reuters.com/>
5. BBC: <https://www.bbc.co.uk/news/business>

### **v) What will I be studying?**

Course	Units
Year 1 - Certificate (1/2 an A-level) Year 2 - Extended Certificate (1 A-level)	<ul style="list-style-type: none"><li>• Unit 1 – Business Environment – Exam</li><li>• Unit 4 – Customers and Communication – Coursework</li><li>• Unit 5- Marketing and Market Research – Coursework</li><li>• Unit 2- Working in Business – Exam</li><li>• Unit 16- Principles of Project Management</li></ul>
Year 1 - Foundation Diploma (1.5 A-levels) Year 2 - Extended Diploma (3 A-level)	<ul style="list-style-type: none"><li>• Above units +</li><li>• Unit 3 – Business Decisions – Exam</li><li>• Unit 11 – Accounting Concepts- Coursework</li><li>• Unit 17 – Responsible business practices – Coursework</li><li>• Unit 20 -Business Events – Coursework</li><li>• Unit 9 – Human Resources – Exam</li><li>• Unit 10 – Economics for Business – Exam</li><li>• Unit 15 – Change Management- Exam</li><li>• Unit 19 – International Business – Coursework</li><li>• Unit 22 – Delivering a Business Project – Coursework</li></ul>

More information on the unit you will be studying can be found here:

