

# Y10 Business Studies EDUQAS GCSE

Term AUTUMN Y10	Module	Homework Activities
<p><b>External Influences</b> 1<sup>st</sup> half term</p>	<p><b>Technology in the workplace and its affect, specifically:</b></p> <p>word processing packages for processing information, databases for storing information, spreadsheets for making calculations, video conferencing and networking for communication, presentational software for presentations, computer graphic packages for advertising and promotion and website design packages for building websites</p> <p>CAD / CAM</p> <p>E commerce and M commerce Digital and social media</p> <p>Advantages and disadvantages of new technology</p>	<p>Homework will be set once a week for a brief exercise or once a fortnight with either 2 sub tasks or one large task.</p> <p>End of Unit Exam (Technology)</p>
<p>External Influences (Cont) 2<sup>nd</sup> half term</p>	<p><b>Business Ethics</b></p> <p>Ethics and profit Ethical concerns / issues Advantages and disadvantages of ethical policies</p> <p><b>Environmental concerns</b></p> <p>Environmental issues Sustainability Advantages and disadvantages of adopting environmental policies</p>	

	<p><b>Economic Issues</b></p> <p>consumer income, unemployment, interest rates and tax rates</p> <p>Income Tax, VAT and Corporation Tax</p> <p><b>Globalisation</b><sup>[J1]</sup></p> <p>International trade Globalisation Multi National Business</p> <p>The EU</p> <p><b>Legislation</b></p> <p>Impact of Employment Law Consumer Law Intellectual property rights</p>	<p>Homework will be set once a week for a brief exercise or once a fortnight with either 2 sub tasks or one large task.</p> <p>End of Unit Exam (Tech and Other Influences)</p>
<p>Term SPRING Y10 (1<sup>ST</sup> half)</p> <p><b>Producing Goods and Services</b></p>	<p>Possible completion of previous module</p> <p><b>Production Methods:</b></p> <p>Job Batch Flow (Mass)</p> <p><b>Quality</b></p> <p>Concept of Ways of achieving Importance of</p> <p><b>Supply Chain Management</b></p> <p>Procurement Logistics Stock Control</p>	

	<p><b>Sales</b></p> <p>The sales process Customer Service Effect of online sales</p>	<p>Homework will be set once a week for a brief exercise or once a fortnight with either 2 sub tasks or one large task.</p>
<p>Term Spring 2<sup>ND</sup> half Y10</p> <p>Finance</p>	<p><b>Sources of finance</b></p> <p>Internal</p> <ul style="list-style-type: none"> <li>• Owner's capital</li> <li>• Retained profit</li> <li>• Selling assets</li> </ul> <p>External</p> <ul style="list-style-type: none"> <li>• Family and friends</li> <li>• Bank loans and overdrafts</li> <li>• Venture capitalists and business angels</li> <li>• New partners</li> <li>• Share issue</li> <li>• Trade credit</li> <li>• Leasing</li> <li>• Hire purchase</li> <li>• ☑ Government grants</li> </ul> <p>Advantages disadvantages of each</p> <p><b>Revenue Costs Profit</b></p> <ul style="list-style-type: none"> <li>• Fixed costs</li> <li>• Variable costs</li> <li>• Total costs</li> <li>• Total revenue</li> <li>• Profit</li> </ul>	

<p>Term Spring 2<sup>ND</sup> half Y10 (cont)</p>	<p><b>Break Even</b></p> <p>Concept Charts Contribution method of calculation Effect of costs and prices</p> <p><b>Investment Appraisal</b></p> <p>Accounting Rate of Return</p> <p><b>Profit and Loss Accounts</b></p> <p>Elements of Construction of Interpretation of Ratios Improving the position of</p> <p><b>Cash Flow</b></p> <p>Concept of Construction of Interpretation of Ratios Improving the position of</p> <p><b>Financial Analysis</b></p> <p>Analysing businesses through financial data</p>	<p>Homework will be set once a week for a brief exercise or once a fortnight with either 2 sub tasks or one large task.</p> <p>End Of Unit Exam</p>
<p>Summer Term 1<sup>st</sup> Half</p>	<p><b>Marketing</b></p> <p><b>Identifying Customers</b></p>	

<p>Summer Term Second Half</p>	<p>Importance of identifying the correct target market.  Market Segmentation  Reasons for segmentation</p> <p><b>Market Research</b></p> <p>Importance of  Primary and secondary research  Methods of conducting  Qualitative and quantitative data  Interpretation of data</p> <p><b>The Marketing Mix (Product, Place, Promotion &amp; Price)</b></p> <p>Importance of  The need for each element to support the rest.  The role of other departments  The need to change the mix within changing markets  The effect of business size on the mix</p> <p><b>Product</b></p> <ul style="list-style-type: none"> <li>• Product portfolio</li> <li>• ☐ Product differentiation</li> <li>• ☐ Brand</li> <li>• ☐ Packaging</li> <li>• ☐ Product design and innovation</li> <li>• ☐ Unique selling point (USP)</li> </ul> <p>The product lifecycle</p> <p><b>Promotion</b></p> <ul style="list-style-type: none"> <li>• Advertising</li> <li>• Sales promotion</li> <li>• Direct marketing</li> </ul> <p>The media available</p>	<p>Homework will be set once a week for a brief exercise or once a fortnight with either 2 sub tasks or one large task.</p>
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