



ASHLYNS SCHOOL



Raising Achievement in Business Studies

Exam Dates 2026

Paper 1: Influences of operations and HRM on
business activity:

1hr 45mins 11th May pm

Paper 2: Influences of marketing and finance on
business activity

1hr 45mins 21st May pm



Structure of the 2 Papers

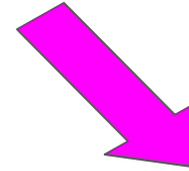


Paper 1

- Unit 1 - Business in the Real World ✓
- Unit 2 - Influences in Business ✓
- Unit 3 - Operations
- Unit 4 - Human Resources ✓

1 hr 45mins

90marks



Paper 2

- Unit 1 - Business in the Real World ✓
- Unit 2 - Influences in Business ✓
- Unit 5 - Marketing ✓
- Unit 6 - Finance ✓

1 hr 45mins

90marks

Structure of the 2 Papers

Paper 1

&

Paper 2

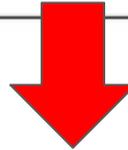
Questions

- Section A has multiple choice questions and short answer questions worth 20 marks.
- Section B has one case study/data response stimuli with questions worth approximately 34 marks.
- Section C has one case study/data response stimuli with questions worth approximately 36 marks.

Assessment Changes - 6 markers

Current approach (last assessment 2025)

0	3	.	3	NIST orders parts from suppliers when a customer orders a car.
Analyse one drawback to NIST of using just-in-time (JIT) stock control for parts needed to produce its cars.				
[6 marks]				



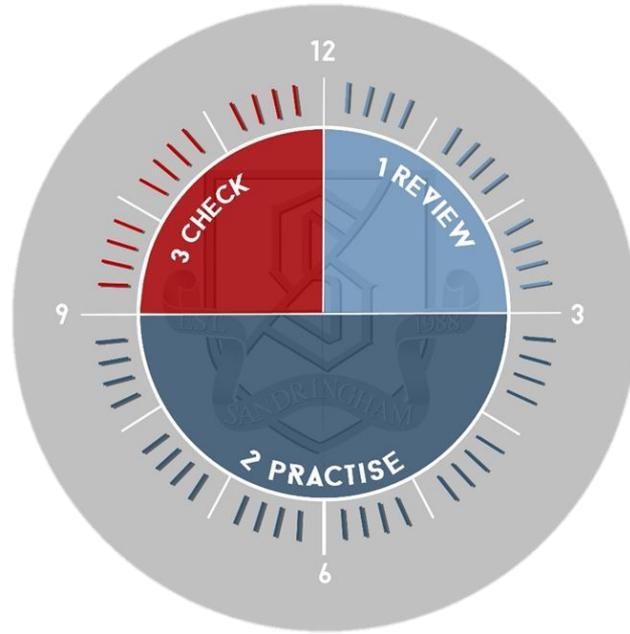
New approach (first assessment 2026)

Question 3.3				
NIST orders parts from suppliers when a customer orders a car.				
Analyse two impacts to NIST of using just-in-time (JIT) stock control for parts needed to produce its cars.				
[6 marks]				

Technique	Effectiveness	Description of Technique
Practice Testing	High	Self-testing or using past-exam questions while learning.
Distributed practice	High	Developing a schedule of revisions / learning activities over time.
Elaborative Interrogation	Moderate	Thinking about 'why' you have answered a question or creating an explanation for a response.
Self-explanation	Moderate	Linking new information to known information or using applied questions (problem based learning).
Interleaved Practice	Moderate	Developing a schedule that mixes different techniques during a period of study.
Summarisation	Low	Writing summaries of concepts / area of study.
Highlighting	Low	The use of highlighters or underlining while read / rereading.
Keyword Mnemonic	Low	Use of key terms / acronyms / images to associate with concepts to be learned.
Imagery	Low	Attempting to form mental images of materials while reading.
Rereading	Low	Revisiting text that has already been read.

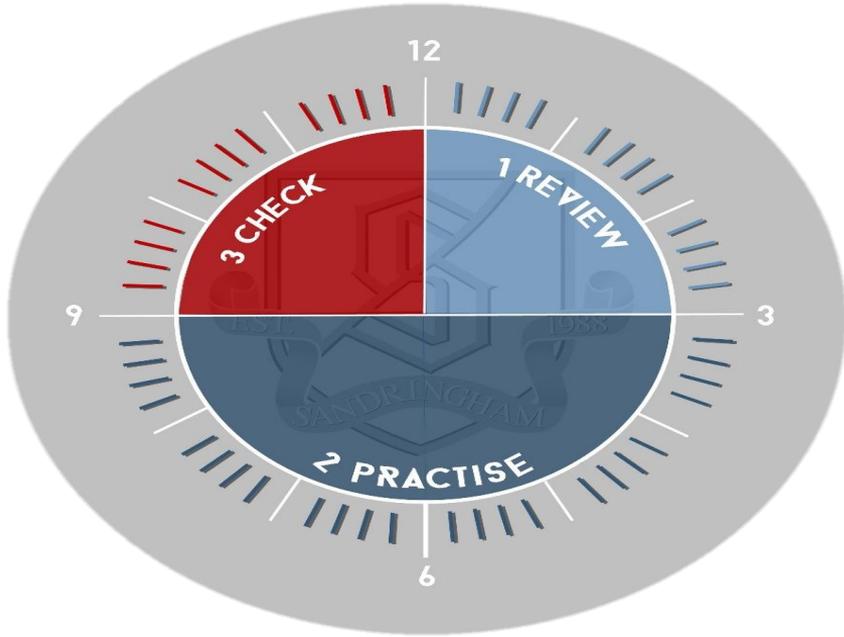
Table 1: Learning techniques and their effectiveness adapted from Dunlosky et al (2013) pg 6.

Your Study Hour



Your hour is broken into three sections

This is our recommendation of how to spend each hour when revising.



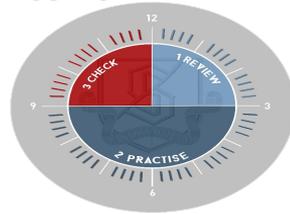
1. **Review** - 15mins
2. **Practise** - 30 mins
3. **Check** - 15 mins

What do you do in the 15 minute review section of your study hour?

In Review - locate notes, past work and books. To review topics most effectively, you must:

1. Plan the topic to be revised using the **specification** or the **course checklist**. Review the content.

Plan topic



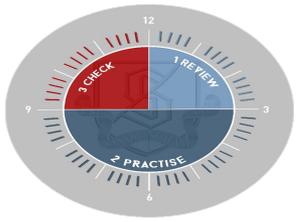
Space

Elaborate

2. Elaborate

Passive techniques such as reading and highlighting have been found to be less effective.

Instead, you must ensure that you are elaborating by transforming information. For example, you should turn text into tables or mind maps, you can also try to explain topics in writing or verbally and check for accuracy. Compiling questions and answers for each topic can be helpful. These activities require thinking about a topic and so are much more effective in the learning process.



What do you do in the 30 minute practise section of your study hour?

Recreate exam conditions

Set a timer

Test knowledge

Practise answers or tasks



Each revision hour must contain ample opportunity for you to practise what you are likely to face when you are assessed.

1. Set a timer and recreate exam conditions. You must time yourselves, work in silence and without review notes. Don't cheat as this harms your ability to review and strengthen memory.

2. Test knowledge and practise answers - see what you can remember.

Practising answers will cause you to bring to mind information which allows learning to take place, as well as allow you to practise skills such as essay writing, which serve to strengthen memory and learning.

What do you do in the 15 minutes check section of your study hour?

It is really important to get feedback on the accuracy of practise work

1. Compare answers to the mark scheme

The process of seeing the correct answers helps to support learning. **Mark your work in line with the mark scheme**, identifying what you did well and what needs more work.

2. Read examiner reports

Available from exam boards and provide an overview of how all students handled questions in the particular year of the exam.

Many contain model answers which can be useful to read and compare your work to.

3. Re-draft

Once you have marked your work, you must re-draft as necessary

Once the hour, or period of study, is up, it's important to have a short break before beginning a new topic of study.

Re-draft

Read examiner reports

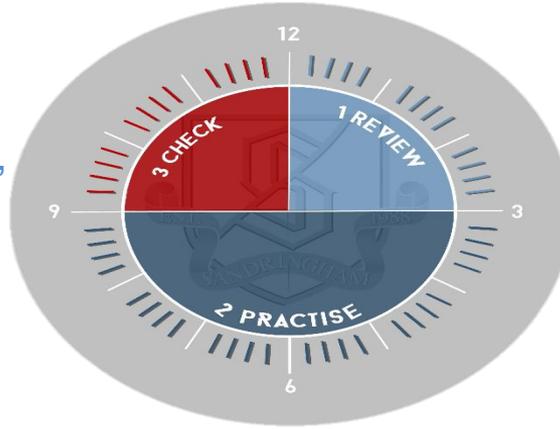
Read mark schemes



Business GCSE

1. Review

Review types of employment contracts using notes, textbook and the specification, **create flashcards** with the following definitions on one side and the detail on the reverse: the definition, full time, part time, zero hour contracts and job sharing.



3. Check

Use your flashcards to **check** your self-testing or your written answer. Compare what you included and what you left out. **Re-draft** any parts of your answer that you're not happy with.

4. Don't forget to rest and reward!

2. Practise

Test yourself on your flashcards. Take each flashcard, looking at the term on the front side e.g. definition, causes etc. Without looking on the reverse of the card, write out what you can remember on another piece of paper. Once finished, turn over the flashcard and check. If correct, put the card to one side. If incorrect, put the card back in the pile and return to it. Repeat until all cards have been remembered successfully.

And/or practise a question. Carry out the following question from memory: *It is difficult for Jameel to predict demand and there are times when he has few orders. Recommend whether Jameel should use zero-hour contracts for the new employees. Give reasons for your recommendation. (9marks)*

Leitner System – The Method

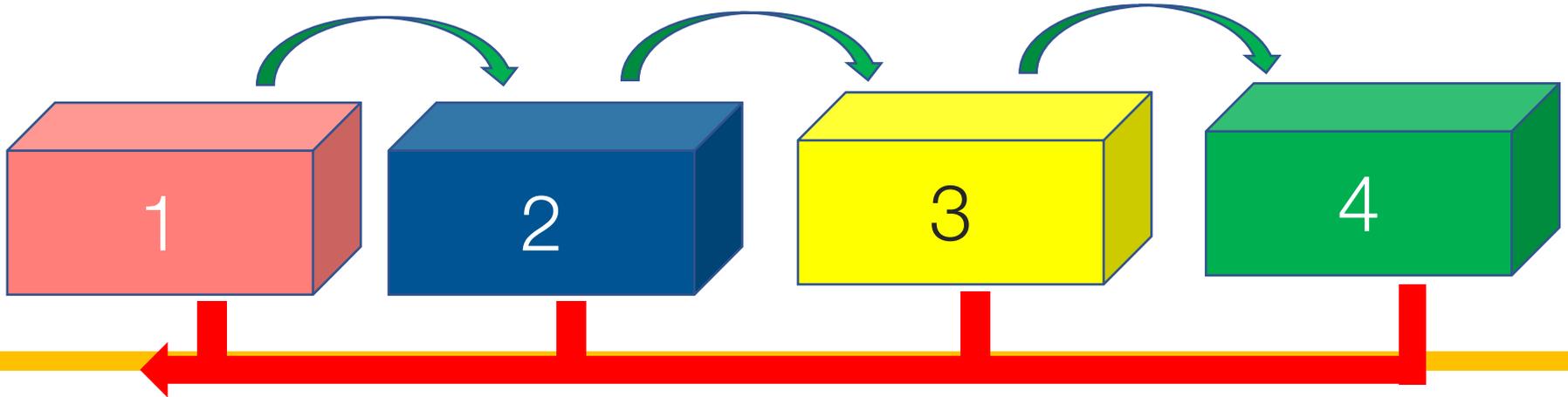
All flash cards start off in Box / Stack 1.

As you review the cards, each card you answer correctly goes into Box 2.

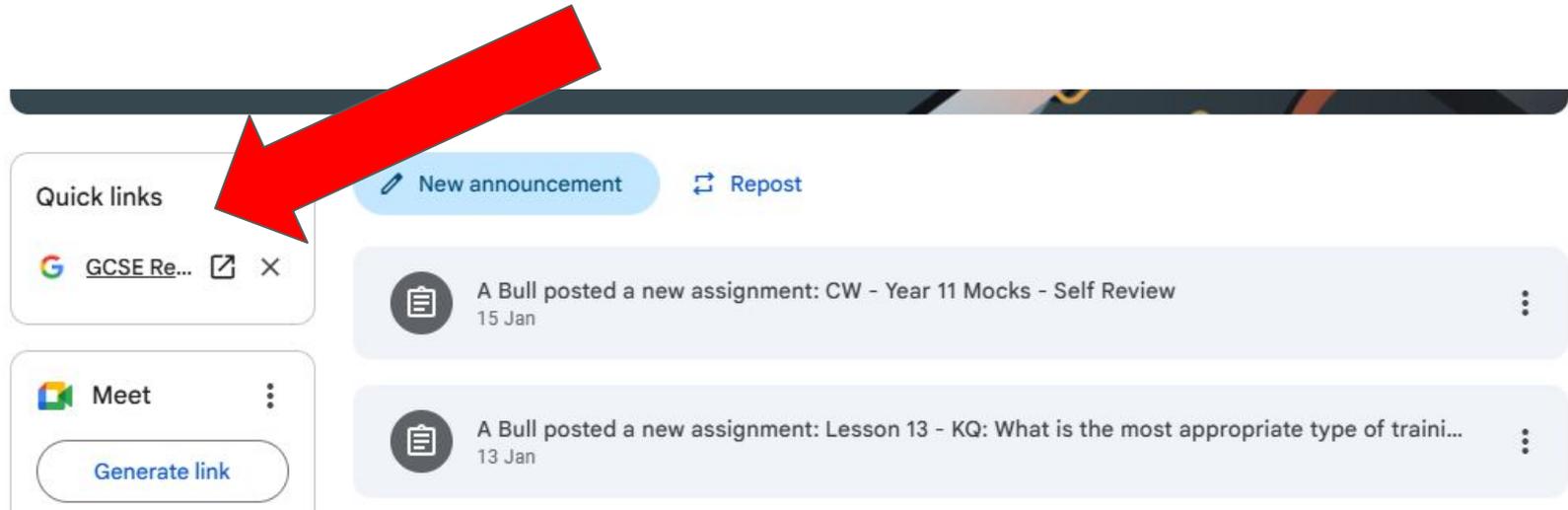
If you give the wrong answer the card stays in box 1.

When you review cards in Box 2, if you still get it right you move the card to box 3 and so on until all cards are in Box 4.

If you get a card wrong in any box, it goes back to Box 1.



Where to locate Ashlyns revision tools on GC



The screenshot shows a Google Classroom interface. On the left, there is a sidebar with a 'Quick links' section containing a link for 'GCSE Re...' and a 'Meet' section with a 'Generate link' button. A large red arrow points from the top right towards the 'Quick links' section. The main content area features a 'New announcement' button and a 'Repost' button. Below these are two assignment cards: 'A Bull posted a new assignment: CW - Year 11 Mocks - Self Review' dated 15 Jan, and 'A Bull posted a new assignment: Lesson 13 - KQ: What is the most appropriate type of traini...' dated 13 Jan.



Key revision tools

Specification or the RAG sheet on Google classroom

AQA GCSE Business			
Unit 1 - Business in the real world (Paper 1 and 2)			
3.1.1 The purpose and nature of businesses <ul style="list-style-type: none">-Purpose of business-Reasons for starting a business-Basic functions and types of business-Business enterprise and entrepreneurship-Dynamic nature of business			
3.1.2 Business ownership <ul style="list-style-type: none">-Sole traders-Partnerships-Private limited companies (Ltd)-Public limited companies (plc)-Not-for-profit organisations			



Maths skills

Topic	Unit	Formula
Percentage Change	ALL	$\frac{\text{Difference or change}}{\text{Original}} \times 100$
Revenue	1	Revenue = sales x price
Total Costs	1	Total costs = variable costs + fixed costs
Average Unit Costs	1	Average unit cost = $\frac{\text{total cost}}{\text{output}}$
Profit	1	Profit = revenue – costs
Market Share	5	$\frac{\text{Sales value or volume of your business}}{\text{Sales value or volume of the whole market}} \times 100$



Exam technique

Know the question types and their requirements

GCSE Business Studies Exam Technique

Plan longer answers and keep looking back at the question whilst answering. Proof read all answers at the end of the exam (prioritise proof reading of 9/12 markers if time is short)

Use the case study! It is a gift from the examiner. When you read each case study note the following:

1. What is the business **selling**? Is it a manufacturer, retailer or both?
2. What is the **legal structure**? ST, P, F, PLC, LTD

SWK:

3. What are the **strengths and weaknesses**?
4. **Key points** e.g. objectives, future plans, decisions to be made, competition...

2-mark questions: State, list, describe...

Example questions:

- State two advantages of setting up as a private limited company
 - List two stakeholders to company X?
 - Describe what a franchise is
- On a **describe** question you need two points (one of which should link to the case study) A franchise is where a business is allowed to use another business' name, logo and products. (1) As mentioned in the case study, the franchise will receive support and training from the business. (2)

3-mark questions: Calculate...

1. Write the formula (not for NPM, GPM and ratios)
2. Calculate the answer (show your workings)
3. Describe what happened to the financial info e.g. NPM has increased from X to Y
4. This therefore means the business...the reason for this could be...

4-6-mark questions: Explain, describe...

Example questions:

- Explain the benefit of using a business plan for Company X
- Describe two ways Company X could promote itself
- Explain the two problems with Company X using Flow Production

Answer structure:

STATE an advantage/disadvantage of the option.....

LINK to the case study

- The case study says...
 - They are currently doing this
 - They have experience in....
 - This will help this business as it is looking to do X
 - This may be a problem because this business has done this in the past
 - They need to rectify this problem
- IMPACT**
- Will affect profits, motivation etc.
 - This will help gain more customers for their target market....

9 mark question: Recommend, justify...

DEFINITION of a key business concept mentioned in the question

Does it have **one** or **two** options?

Advantages of each option

5 MARKS
(EVALUATION)

Advantages and disadvantages of the one option

4 MARKS
(ANALYSIS)

STATE and advantage/disadvantage of the option...

- **LINK** to the case study
- The case study says this...
- They are currently doing this...
- They have experience in...
- This will help the business as it is looking to do X
- This may be a problem because...
- They need to rectify X problem

REPEAT

IMPACT

Will affect profits/motivation etc.
Will affect the business in the short-term/long-term because...

DECISION...Overall I think business X should choose option X because...

This will help them reach the **OBJECTIVE** of...

WHY have you chosen this? Prioritise/Rank

- The benefits outweigh the drawbacks because...
- It's really important for the business because currently...

IT DEPENDS ON:

The option would depend on cost/ market research/ customer response/stakeholders... **RECOMMEND** alternative?

SHORT-TERM/LONG-TERM

In the short term it might be costly but be better in the long run because...

KEY WORDS:

Business Unlimited liability Location

Limited liability Competition

Market research Efficiency Quality

Marketing Mix Growth Cash flow

Objectives Sales Economies of scale

Stakeholder Market share Profit

Practice exam questions in timed conditions

Minute per mark rule!



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Economics >

Geography >

Health & Social Care >

History >

Law >

Politics >



Key revision tools

Seneca - Online education tool

Google Classroom - Access to useful documents

AQA website - Past exam papers and Mark schemes

AQA revision guide and workbook

BBC bitesize -Quizzes



Any Questions?



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