

Revision Planning

Business and People Exam A292 – worth 25%



1 Hour 60 marks
 Knowledge 27 marks
 Application 19 marks
 Analysis and evaluation 14 marks

Business	Tick if revised	Tick if feel confident
Types of business activity - Primary, secondary and tertiary sector		
Changes in the three sectors of business activity		
Business objectives		
The role of stakeholders		
Organisation - unincorporated business and incorporated business		
Reasons why business fail		
Growth of business – merger and integration		
Location		
Sole Traders (proprietors) and partnerships		
Private and public limited companies		
Franchises and multinational companies		
People		
Employment and retention (the recruitment process)		
Motivation (Maslow’s hierarchy of needs, pay and motivation financial and non- financial methods)		
Training		
Employment law		
Trade unions		
Communication		
Organisation – organisational charts, delayering		