

Topic Tracker

292 Business and People Exam A292 – worth 25%

1 Hour: 60 marks

Knowledge: 27 marks Point, give your answer

Application: 19 marks Explain the point you made and link it to the business (**remember the business is relevant!!**)

Analysis and evaluation: 14 marks Evaluate -make a judgement/decision as to which is most suitable and why

Business	RAG
Types of business activity - Primary, secondary and tertiary sector	
Changes in the three sectors of business activity	
Business objectives (growth, profit, provide and service, survival)	
The role of stakeholders	
Organisation - unincorporated business and incorporated business and public and private	
Reasons why business fail	
Growth of business – take-over, 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	

A293 – worth 50%

Topic	RAG
Production costs (fixed/variable/average/total cost/ Economies of scale)	
Break Even	
Business Economy (interest rates/income/recession/employment)	
Environmental Issues (legal/ethical & social/reputation/efficiency/ FSC/Biomass burner)	
Globalisation (Exchange rates/Eurozone/globalisation)	
Finance Sources (Internal/external sources/ mortgages, loan, HP/ Lease/ retained profit/ share issue/ new partners/ grant/ cash in bank/ overdraft)	
Financial Forecasting (cash flow/ income / expenditure)	
Production (Job/batch/process/ flow)	
Quality Control (quality assurance/control/TQM)	