



A Level Business

1. View our courses [here](#)

2. Exam board specification: Edexcel

<https://qualifications.pearson.com/en/qualifications/edexcel-a-levels/business-2015.html>

3. Suggested reading list, websites, pod casts, films etc.

Books/Audiobooks

Course textbook

Edexcel A level Business, *5th Edition* - Hall, Jones, Raffo. ISBN: 978-1-4479-8354-5

Theme's 1 -4 for Edexcel Business – Anforme Revision, product reference 978-1-780140-11-7

It is recommended you buy the course textbook for private study and for extended learning opportunities at home. Your teacher will let you know how to purchase any of these books from Notre Dame College in September.

Books for wider reading

- Anyone can do it – Duncan Bannatyne
- The Rise And Fall Of Marks & Spencer - and How It Rose Again – Judi Bevan
- What You See Is What You Get: My Autobiography - Alan Sugar
- Management in ten words - Terry Leahy
- Screw it lets do it – Richard Branson
<https://www.youtube.com/watch?v=h9FkeyvdA2M>
- The Virgin Way – Richard Branson
Audio Book (free) - <https://www.youtube.com/watch?v=5wz40rdz7i4>
- The New One Minute Manager – Blanchard & Johnson
Audio Book (free) - <https://www.youtube.com/watch?v=ar4lrwXM4ao>
- Wake Up and Change Your Life by Duncan Bannatyne
https://www.youtube.com/watch?v=zqLVkMeJwE4&list=PLosYlqqowJvECmirOpdII_Ynw5Lb4M-Tf&index=10&t=0s

Documentaries



If you have access to on demand programmes, Netflix or Amazon prime, why not watch some of the documentaries and films listed below

Notre Dame CATHOLIC SIXTH FORM COLLEGE

- The Nine to Five with Stacey Dooley - **BBC iPlayer**
- Tricky Business - <https://www.channel4.com/programmes/tricky-business> **Channel 4 On Demand**
- Beauty Laid Bare - **BBC iPlayer**
- The True Cost - **Netflix**
- Broken – Episode on IKEA - **Netflix**
- Flat pack empire – **BBC2 iPlayer**
- Inside Cadbury chocolate secrets unwrapped - <https://www.youtube.com/watch?v=BB3lJuMNUEk>
- Food unwrapped - **Channel 4 on demand**
- Inside the supermarket - <https://www.youtube.com/watch?v=qwucutFTsQ>
- Panorama Amazon: What they know about us – **BBC iPlayer**
- Panorama Amazon: The Truth Behind the Click – **BBC iPlayer** and/or <https://www.youtube.com/watch?v=JwrUYS9UTeU>
- Pepsi vs Coke – **Amazon prime video**
- Jobs Vs Gates: The Hippie and The Nerd – **Amazon prime video**
- Starbuck unfiltered – **Amazon prime video**
- Facebook – Cracking the code – **Amazon prime video**
- Data centre the true cost of the internet – **Amazon prime video**
- Learn from The Experts - Jeff Bezos, Amazon Founder – **Amazon prime video**
- Learn from The Experts - Elon Musk, Tesla and SpaceX – **Amazon prime video**
- The millennial dream – **Amazon prime video**
- Business mindset for success – **Amazon prime video**
- Steve jobs – Billion Dollar Hippie – **Netflix**
- American Factory – **Netflix**
- Inside Waitrose – **Channel 5 on My5**
- Inside the factory – **BBC2**
- Dragons Den – **BBC2**

Films

- The Founder – Dvd – **Amazon prime video or Netflix** – Franchising
- Deep Water Horizon – DVD - **Amazon prime video** – Ethical issues
- Trump – What’s the deal – **Amazon prime video**
- The Internship – **Amazon Prime video**
- The Social Network – **Netflix**
- The Big Short – **Netflix**
- The Great Hack – **Netflix**
- Enron: the smartest guys in the room – **Amazon Prime** and lots of analysis on YouTube

Topical business news articles and videos



Get the BBC and the Guardian news apps and check the Business headlines every day, try and read 2-3 good articles a week.

Notre Dame

CATHOLIC SIXTH FORM COLLEGE

Below are some ideas to get you started:

- Impact of Coronavirus: <https://www.tutor2u.net/business/reference/business-impact-and-response-to-the-coronavirus-crisis>
- Impact of Coronavirus on cash flow and liquidity: <https://www.reuters.com/article/us-health-coronavirus-easyjet/big-uk-airlines-ground-most-of-their-fleets-to-survive-coronavirus-idUSKBN2130S9>
and https://www.bbc.co.uk/news/business52027342?intlink_from_url=https://www.bbc.co.uk/news/topics/c77jz3mdmy3t/iag&link_location=live-reporting-story
- Non-price factors affecting demand: <https://www.bbc.co.uk/news/amp/business-52066454>
- Corporate Social Responsibility: <https://www.tutor2u.net/business/reference/corporate-social-responsibility-during-the-coronavirus-pandemic>
- Food supply: <https://www.bbc.co.uk/news/business-52020648>
- Agriculture, food supply and migration: <https://uk.reuters.com/video/watch/the-race-to-save-americas-harvest-idOVC7O0TEN>
- Oil industry retrenchment: <https://www.theguardian.com/business/2020/apr/01/bp-to-cut-spending-amid-most-brutal-oil-price-rout-in-decades>
- On Twitter, search for posts with the handles #Theme1 #alevelbusiness and follow the authors
- On Twitter, follows @revisionstation, @tutor2business, @twoteachers.

Quantitative skills

- Index numbers: <https://www.tutor2u.net/business/reference/quantitative-skills-in-a-level-business-index-numbers>
- Percentage change : <https://www.tutor2u.net/business/reference/business-maths-calculating-percentage-changes>
- Exchange rates <https://www.tutor2u.net/business/reference/business-maths-exchange-rates>
- All other quantitative skills for the whole course are referenced here: <https://www.tutor2u.net/business/collections/business-maths>

Biz Quiz

- <https://www.tutor2u.net/business/blog/the-biz-quiz-6-march-2020>
- <https://www.tutor2u.net/business/blog/the-biz-quiz-13-march-2020>
- <https://www.tutor2u.net/business/blog/the-biz-quiz-27-march-2020>

Online websites

- Seneca Learning – search for A level Business then choose Edexcel <https://www.senecalearning.com/>
- Tutor2u reference library – <https://www.tutor2u.net/business/reference>



- YouTube videos – subscribe to the following channels: [tutor2u](#), [TakingTheBiz](#), [Business As Usual](#)

Podcasts

Efficiency and productivity

<https://www.listennotes.com/podcasts/revise-a-level/operational-performance-zqDYtCScRly/>

Pricing

<https://www.listennotes.com/podcasts/revise-a-level/decision-making-pricing-a-l7Jkg6TS-sc/>

Pricing decisions

<https://www.listennotes.com/podcasts/revise-a-level/a-level-business-pricing-104HhoZXA3T/>

PED and YED

<https://www.listennotes.com/podcasts/revise-a-level/interpreting-ped-and-yed-a-G69jaVzkAsd/>

Market research

<https://www.listennotes.com/podcasts/revise-a-level/market-research-a-level-XhQS6TDc5iH/>

Market mapping

<https://www.listennotes.com/podcasts/revise-a-level/market-mapping-a-level-ZW51hHAda-P/>

Marketing objectives

<https://www.listennotes.com/podcasts/revise-a-level/setting-marketing-objectives-pgGOoZ6a3RA/>

Raising Finance

<https://www.listennotes.com/podcasts/revise-a-level/a-level-business-raising-R672m5eU0O9/>

Limited Liability

<https://www.listennotes.com/podcasts/revise-a-level/a-level-business-limited-dFP8zKNLobg/>

4 A summer learning activity/task

Please submit your work to your teacher in the first Business lesson in September.

Throughout the A Level Business course, it is important to be able to apply your quantitative skills.

Q1	Balti Towers is an Indian takeaway that also offer a delivery service. Last year, the business delivered 1,400 curries. This year, the owner estimates that they will deliver 1,512 curries. Calculate the estimated percentage increase in curry deliveries.
----	--



Your workings:

Notre Dame
CATHOLIC SIXTH FORM COLLEGE

Task 1 – Numerical calculations

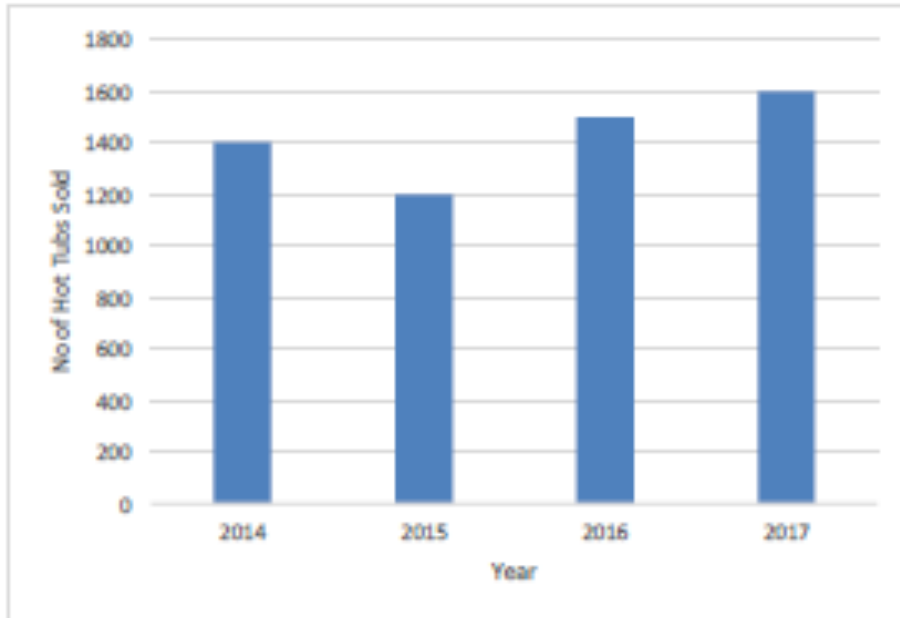
Q2	<p>School of Choc is a confectionary manufacturer located in County Durham. The business employs 120 staff. The ratio of male to female staff is 2:3.</p> <p>Calculate how many female staff School of Choc employs.</p>
<p>Your workings:</p>	

Q3	<p>Jimmy Chews is a sweet shop located in Wetherby. This year, the owner estimates that the business, which also sells soft drinks, will sell 3,360 cans of coca cola, 5% more than last year.</p> <p>Calculate how many cans of coca cola Jimmy Chews sold last year.</p>
<p>Your workings:</p>	

Q4	<p>Bubblicious is a hot tub manufacturer located in Chester. Their hot tubs retail for £4,500. The manufacturing cost per hot tub is $\frac{2}{5}$ of the selling price.</p> <p>Calculate the cost of manufacturing one hot tub.</p>
<p>Your workings:</p>	

Q5 The chart below shows the number of hot tubs Bubblicious sold between 2014 and 2017. The owner estimates that in 2018, hot tub sales will be 5% lower than in 2017.

Calculate the average annual sales of hot tubs between 2014 and 2018.



Your workings:

Q6	Melchester Rovers Football Club can seat 42,000 spectators. Last week, when they played Harrogate Town, there were 36,960 spectators. Calculate the percentage of empty seats.
----	---

Your workings:

Q7	A family of four, on holiday in the UK from Spain, visited the 'Whale of a Time' sea life centre in London. The total entrance cost for the family was £90. Assuming an exchange rate of £1: €1.08, calculate the total entrance cost in Euros.
----	--

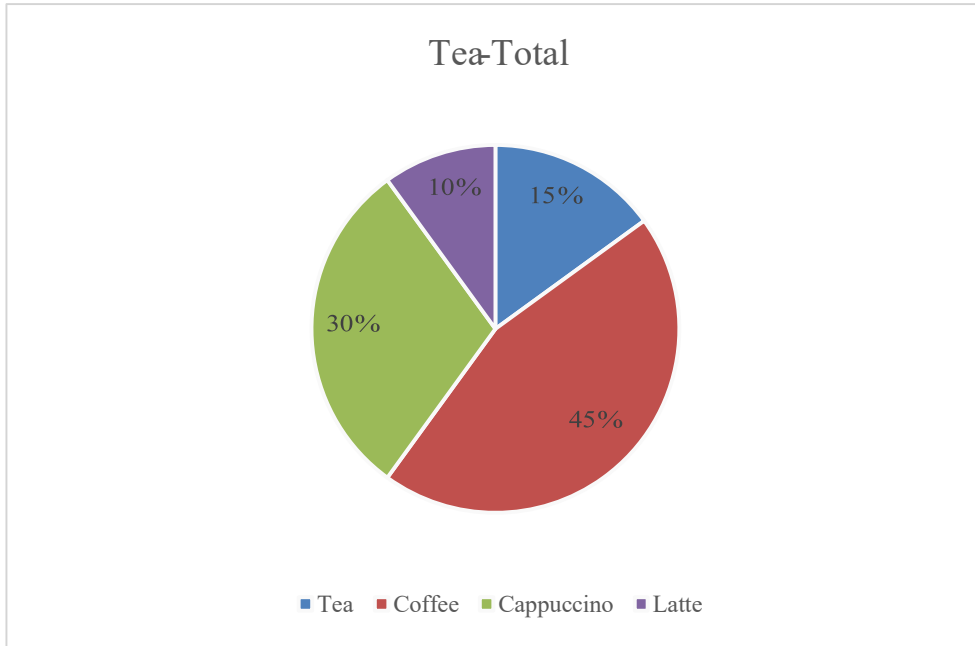
Your workings:

Q8	Loft in Space, a manufacturer of loft insulation, took 80 of its employees on a two-day teambuilding trip to an outdoor activity centre in the Lake District. The total cost of the trip was £9,600. The accommodation cost per employee was $\frac{3}{5}$ of the total cost per employee. Calculate the accommodation cost per employee.
----	--

Your workings:

Q9

Tea-Total is a café in Cumbria. Below is a pie chart showing the percentage of drinks purchased for group of 200 customers.



- (A) Calculate how many customers purchased a coffee
- (B) Calculate how many customers did not purchase a tea
- (C) Calculate the fraction of customers that purchased a Latte

Your workings:

Q10	<p>Graham Riley is an employee of Father Treads, a business that specialises in car tyres. Graham attends a meeting at Head Office, travelling 60 kilometres each way. Graham is entitled to claim travel expenses at 45p per mile.</p> <p>Based on the assumption that 10 kilometres is equivalent to 6 miles (approximately), calculate how much Graham is entitled to claim.</p>
<p><i>Your workings:</i></p>	

Q11	<p>Car-tastrophe is a car showroom based in Stanhope. The business consists of one manager and 3 salesman, Jim, Jon and Joseph. Each month, a sum of money is paid as a bonus and is divided in the ratio of the number of cars each salesman has sold. Jim sold 7 cars, Jon sold 8 cars and Joseph sold 9 cars. Joseph received £1,125.</p> <p>Calculate how much money Jim and Jon received.</p>
<p><i>Your workings:</i></p>	

Q12	<p>Barber Streisand is a hairdressing salon located in Sunderland. The owner Barbara, recently introduced a new system of rewarding her staff. At the end of the week, Barbara puts the following in a bag:</p> <p>5 x £10 notes 4 x £20 notes 3 x £50 notes</p> <p>At the end of the week, the hairdresser who has provided the best service can select a note from the bag as a reward.</p> <p>Calculate the probability of not selecting a £10 note.</p>
<p><i>Your workings:</i></p>	

Q13	<p>Frame, Set and Match is a picture framing business with several shops across the North East of England. The business has a total of 90 employees, of which 54 are female.</p> <p>Calculate, in the lowest possible terms, what fraction of the total employees are male.</p>
<p><i>Your workings:</i></p>	



Q14	<p>Wooden it be Lovely is a small manufacturer of wooden children's toys. Last week, the business produced 32,000 toys, of which 40% were checked for quality. Of the 40% checked, $\frac{1}{5}$ had a defect.</p> <p>Calculate how many wooden toys were found to not have a defect.</p>
<p>Your workings:</p>	

Q15	<p>Sparked Out is a retailer of electrical products located in County Durham. The owner, Joseph Sparks, is analysing the sales figures of two product lines, the Lavazza coffee machine and the Breville toaster.</p> <p>In 2017, the total value of Lavazza coffee machine sales was £12,100 whilst the total value of Breville toaster sales was £5,292. Joseph noticed that the sales of Lavazza coffee machines have been increasing by 10% per year, whilst sales of Breville toasters have been increasing by 5% per year, over the last two years.</p> <p>Calculate the total sales value of Lavazza coffee machine sales and Breville toasters in 2015.</p>
<p>Your workings:</p>	

Within A level Business we will often be working with case study material based on real businesses and understanding their particular circumstances such as the market they operate in, their objectives and nature of product or service.

TASK 2

Choose a business of your own choice, e.g. it could be a Food manufacturer or a Distribution company or a Clothing retailer or a Pharmaceutical company ?? **YOU DECIDE**

Research the business of your own choice and make notes in the following categories, you may wish to report your findings in your own format e.g. mind map or poster or report.

Name of the business: _____		Notes
Size and Sector	What is the size of revenue? Size of profit? Is it a manufacturer?? Provides a service?? Distributor? Retailer?	
Product / Service description	What is the product or service? Do they provide just one or many? Are they high quality or low? High price, mid-range or low?	
Competitive Environment	e.g. Number of competitors and how do they compete? E.g. price? Quality? Range of different products?	



Ownership and Objectives	What type of legal status/ownership does the business have? E.g. Plc? Ltd? Partnership? Sole trader? CIC?	
Resources	How many resources does the business have? E.g. financial, staff? Machinery/equipment?	
External Environment	<p>How are the following factors impacting on the business....</p> <ul style="list-style-type: none"> - Changes in laws/legislation? What areas of legislation impact on your business? - Changes in the economy e.g. more people out of work – how does this affect the business? 	



	<ul style="list-style-type: none">- Changes in technology – is there a faster rate of change in this market?- Are society's preferences for their products and services changing frequently or not often?	
--	--	--