

Year 13 Checklist 2023

Subject Business Studies		Paper 1 2 and 3	Duration 2 hours for each paper
What to revise		How to revise it	
1	Understanding the nature and purpose of business	Revision guide pages : 1 -4	
	Understanding different business forms	Revision guide pages : 6-8	
	Understanding that businesses operate within an external environment	Revision guide pages : 10-12	
2	Understanding management, leadership and decision making	Revision guide pages : 16-17	
	Understanding management decision making	Revision guide pages :19-21	
	Understanding the role and importance of stakeholders	Revision guide pages : 23-24	
3	Setting marketing objectives	Revision guide pages : 29	
	Understanding markets and customers	Revision guide pages : 30-32	
	Making marketing decisions: segmentation, targeting, positioning	Revision guide pages : 34-35	
	Making marketing decisions: using the marketing mix	Revision guide pages : 37-42	
4	Setting operational objectives	Revision guide pages : 46	
	Analysing operational performance	Revision guide pages : 47-48	
	Making operational decisions to improve performance: increasing efficiency and productivity	Revision guide pages : 48-52	
	Making operational decisions to improve performance: improving quality	Revision guide pages : 54	

	Making operational decisions to improve performance: managing inventory and supply chains	Revision guide pages : 56-57
5	Setting financial objectives	Revision guide pages : 61-62
	Analysing financial performance	Revision guide pages : 65-68
	Making financial decisions: sources of finance	Revision guide pages : 71-72
	Making financial decisions: improving cash flow and profits	Revision guide pages : 74-75
6	Setting human resource objectives	Revision guide pages : 81
	Analysing human resource performance	Revision guide pages : 83-84
	Making human resource decisions: improving organisational design and managing the human resource flow	Revision guide pages : 86-89
	Making human resource decisions: improving motivation and engagement	Revision guide pages : 91-95
	Making human resource decisions: improving employer-employee relations	Revision guide pages : 97-98
7	Mission, corporate objectives and strategy	Revision guide pages : 102 -103
	Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis	Revision guide pages : 106-111
	Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance	Revision guide pages : 113-115
	Analysing the external environment to assess opportunities and	Revision guide pages : 119-120

	threats: political and legal change	
	Analysing the external environment to assess opportunities and threats: economic change	Revision guide pages : 122-126
	Analysing the external environment to assess opportunities and threats: social and technological	Revision guide pages : 128-131
	Analysing the external environment to assess opportunities and threats: the competitive environment	Revision guide pages : 133-134
	Analysing strategic options: investment appraisal	Revision guide pages : 136-137
8	Strategic direction: choosing which markets to compete in and what products to offer	Revision guide pages : 142-143
	Strategic positioning: choosing how to compete	Revision guide pages : 145-149
9	Assessing a change in scale	Revision guide pages : 152-155
	Assessing innovation	Revision guide pages : 157-158
	Assessing internationalisation	Revision guide pages : 160-162
	Assessing greater use of digital technology	Revision guide pages : 164-165
10	Managing change	Revision guide pages : 168-169
	Managing organisational culture	Revision guide pages : 171-172
	Managing strategic implementation	Revision guide pages :174 -175
	Problems with strategy and why strategies fail	Revision guide pages : 176-180