



GCSE Business (OCR 9-1)

Business 2: Operations, Finance, Influences on business, and the interdependent nature of business

Personalised Learning Checklist

Name:

Exam Board	OCR
My current working at grade is	
Year Group	11

My target grade is	
My predicted grade is	
Group	

Use this checklist before your assessment to focus your work and after to check the effectiveness of your work.

G	I am confident about this topic and I know what I need to do.
A	I am not too sure about this topic. I may need to check with my teacher and spend more time working on this topic.
R	I am not confident I could answer a question on this topic. I need to check with my teacher and ensure I have what I need to do it.

4. Operations

Topic	Red ☹	Amber 😐	Green 😊
<ul style="list-style-type: none"> Content ✓ <i>Points to include</i> 			
4.1 Production processes <ul style="list-style-type: none"> Different production processes and their impact on businesses ✓ <i>job, batch, flow</i> The influence of technology on production and the impact on businesses ✓ <i>automation, computers and robotics</i> 			
4.2 Quality of goods and services <ul style="list-style-type: none"> The concept of quality Methods of ensuring quality ✓ <i>quality control, quality assurance</i> The importance of quality in both the production of goods and the provision of services ✓ <i>reputation of the business, to gain and retain customers, reduce product returns and recalls</i> 			
4.3 The sales process and customer service <ul style="list-style-type: none"> Methods of selling ✓ <i>e-commerce, face to face, telesales</i> The influence of e-commerce on business activity The importance to a business of good customer service including after-sales service ✓ <i>to gain and retain customers</i> The contribution of product knowledge and customer engagement to good customer service 			
4.4 Consumer law <ul style="list-style-type: none"> The impact of consumer law on businesses ✓ <i>reputation of the business, safety and satisfactory quality of goods</i> 			



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4.5 Business location <ul style="list-style-type: none"> Factors influencing business location <ul style="list-style-type: none"> ✓ <i>costs, the proximity to market, labour and materials</i> 			
4.6 Working with suppliers <ul style="list-style-type: none"> The role of procurement <ul style="list-style-type: none"> ✓ <i>identifying goods and services to buy, choosing suppliers, ordering goods and services, receiving deliveries from suppliers</i> The impact of logistical and supply decisions on businesses <ul style="list-style-type: none"> ✓ <i>time, length of supply chain, reliability of supply, costs, customer service</i> 			

5. Finance

Topic	Red ☹️	Amber 😐	Green 😊
<ul style="list-style-type: none"> Content <ul style="list-style-type: none"> ✓ <i>Points to include</i> 			
5.1 The role of the finance function <ul style="list-style-type: none"> The purpose of the finance function <ul style="list-style-type: none"> ✓ <i>provide financial information, support business planning and decision making</i> The influence of the finance function on business activity 			
5.2 Sources of finance <ul style="list-style-type: none"> The reasons businesses need finance <ul style="list-style-type: none"> ✓ <i>establishing a new business, funding expansion, to run the business recruitment, marketing</i> Ways of raising finance <ul style="list-style-type: none"> ✓ <i>loan, overdraft, trade credit, retained profit, sale of assets, owners' capital, new partner, share issue, crowdfunding</i> How and why different sources of finance are suitable for new and established businesses 			
5.3 Revenue, costs, profit and loss <ul style="list-style-type: none"> The concept of revenue, costs and profit and loss in business and their importance in business decision-making The different costs in operating a business <ul style="list-style-type: none"> ✓ <i>fixed, variable, total</i> Calculation of costs and revenue Calculation of profit/loss <ul style="list-style-type: none"> ✓ <i>gross profit, net profit</i> Calculation and interpretation of profitability ratios <ul style="list-style-type: none"> ✓ <i>gross profit margin, net profit margin</i> Calculation and interpretation of average rate of return 			
5.4 Break-even <ul style="list-style-type: none"> The concept of break-even <ul style="list-style-type: none"> ✓ <i>total costs = total revenue</i> Simple calculation of break-even quantity The usefulness of break-even in business decision-making 			



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<ul style="list-style-type: none"> ✓ <i>informs marketing and planning decisions</i> 			
5.5 Cash and cash flow <ul style="list-style-type: none"> ▪ The importance of cash to a business <ul style="list-style-type: none"> ✓ <i>providing liquidity, enables business to meet short-term debts/expenses</i> ▪ The difference between cash and profit ▪ The usefulness of cash flow forecasting to a business <ul style="list-style-type: none"> ✓ <i>planning tool, anticipates periods of cash shortage, enables remedies to be put in place for shortages, provides targets</i> ▪ Completion of cash flow forecasts 			

6. Influences on business

Topic	Red ☹️	Amber 😐	Green 😊
<ul style="list-style-type: none"> ▪ Content <ul style="list-style-type: none"> ✓ <i>Points to include</i> 			
6.1 Ethical and environmental considerations <ul style="list-style-type: none"> ▪ Ethical considerations and their impact on businesses <ul style="list-style-type: none"> ✓ <i>treatment of workers/suppliers/customers, sourcing of materials, marketing decisions</i> ▪ Environmental considerations and their impact on businesses <ul style="list-style-type: none"> ✓ <i>sustainability, waste disposal, pollution, climate change</i> 			
6.2 The economic climate <ul style="list-style-type: none"> ▪ The economic climate and its impact on businesses <ul style="list-style-type: none"> ✓ <i>changing levels of consumer income and unemployment</i> 			
6.3 Globalisation <ul style="list-style-type: none"> ▪ The concept of globalisation ▪ The impact of globalisation on businesses <ul style="list-style-type: none"> ✓ <i>the growth of multinational companies, influences on business location, international branding, how businesses compete internationally</i> 			

7. The interdependent nature of business

Topic	Red ☹️	Amber 😐	Green 😊
<ul style="list-style-type: none"> ▪ Content <ul style="list-style-type: none"> ✓ <i>Points to include</i> 			
<ul style="list-style-type: none"> ▪ The interdependent nature of business operations, finance, marketing and human resources within a business context ▪ How these interdependencies underpin business decision making ▪ The impact of risk and reward on business activity ▪ The use of financial information in measuring and understanding business performance and decision making. 			



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Therapy (Interventions)

Additional Support / Guidance