

Edexcel Business 'A' Level 2019-2021

Year 12

Term: Autumn - January mock examination

Week	Big Question	Small question	Assessment opportunity and criteria. Teacher feedback point	Homework
1 2	Induction - What is an entrepreneur? (1.5)	Entrepreneur skills	Class group presentation on an entrepreneur	Read units 19 and 20
3 4	How can a business raise finance and ensure a profit is made?	Sales forecasting (2.2.1) <ul style="list-style-type: none"> • What is the purpose of sales forecasts? • How can you analyse a sales forecast? Calculating profit (2.2.2) <ul style="list-style-type: none"> • Why is sales revenue important? • How do calculate sales revenue? • How and why do businesses classify costs? • How is profit calculated? 	Razia Malik C/S P.180	Read units 30 and 31
5 6		Internal finance (2.1.1) External finance (2.1.2) Liability (2.1.3)	Prince Hospitality C/S P.157	Read units 26, 27 and 28

		<ul style="list-style-type: none"> • What are the methods of internal finance? • What the methods of external finance? • What are the implications of type of liability on sources of finance? • How does a business decide on the most suitable form of finance? 		
7	How can the financial future of a business be planned?	Planning, competition and market size (2.1.4) <ul style="list-style-type: none"> • Why is business planning important? • Can you analyse a business plan? 	Analysing a business plan from Gov.uk 'The importance of business planning'	Read unit 29
8		Cash flow forecasting (2.1.4) <ul style="list-style-type: none"> • How can you make cash flow calculations? • How do you solve negative cash flow balance problems? • Evaluate the usefulness of cash flow forecasting 	Charlton Plastics C/S P.168	
9 & 10		Break-even (2.2.3) <ul style="list-style-type: none"> • How do calculate break-even point using the graph method? • How do calculate break-even point using the formula method? • What is contribution? 	Gowda Chanda C/S P.184	Read unit 32

		<ul style="list-style-type: none"> • How do you calculate and interpret the margin of safety? • How do you evaluate the break-even analysis method? 		
11		<p>Budgets (2.2.4)</p> <ul style="list-style-type: none"> • What is the purpose of a budget? • What types of budget are there? • What is variance analysis? • Evaluate the usefulness of budgets 	Budget revision questions	Read unit 33
12 13 14	How can the financial future of a business be managed effectively?	<p>Profit (2.3.1)</p> <ul style="list-style-type: none"> • How do you calculate gross and net profit? • What is a statement of comprehensive income? • How do you analyse profitability? • How can a business improve profitability? 	Salwell C/S P.195	Read unit 34
15		<p>Liquidity (2.3.2)</p> <ul style="list-style-type: none"> • What is a statement of financial position? • How is liquidity measured? • What is working capital? • How do you analyse the liquidity position of a business? • How can a business improve its liquidity position? 	Falcon Toys C/S P.201	Read unit 35

16		<p>Business failure (2.33)</p> <ul style="list-style-type: none">• What are the causes of business failure?• What help is available for people wanting to start their own business?	<p>Investigative report on a business failure</p>	<p>Read unit 36</p>
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