

Plan 2

(Business VCERT)

Week	In Class Topics	Homework	Project Tasks	Resources
W/C 20/2	<ul style="list-style-type: none"> • Continuation of recruitment and legal considerations surrounding the workforce. • Revision on non-financial and financial motivation. • Completing KC Gyms business plan section 4, on human resources. • Reflection through the personal learner log. • Exam practice questions, focusing on 2 and 4 mark question technique. 	<p>Complete the attached document of 2 mark questions, using the “Define”, “Identify” and “Explain” command words.</p>	<p>Using time effectively to write up knowledge applied to the relevant business situation.</p> <p>Receiving and acting on verbal feedback in order to make improvements.</p>	<ul style="list-style-type: none"> - Mayo’s theory of motivation https://www.tutor2u.net/business/reference/motivation-mayo-human-relations-school - Financial methods of motivation (CGP page 49) https://www.bbc.co.uk/bitesize/guides/zjdspg8/revision/2 - Non financial methods of motivation - https://www.bbc.co.uk/bitesize/guides/zkt8xyc/revision/3 <p>Human relations overview in 5 mins: https://www.youtube.com/watch?v=4bK3V309v2g</p> <p>Knowledge Organisers\AQA KOs All.pdf</p>

<p>W/C 27/2</p>	<ul style="list-style-type: none"> • Continuation of section 4 write up for KC gyms business plan. • Identifying areas of improvement from the verbal feedback from the prior week. • Reflection through the personal learner log. • Mock paper walk through, focusing on AO3 and AO4 • Identifying and understanding command words • Developing PELT structure for 6 mark answers in order to improve AO3 marks. 	<p>Complete the multiple choice practice questions and self mark using the mark scheme. Define a key term from the question, for any incorrect answers you may have.</p>	<p>Receiving and acting on verbal feedback in order to make improvements.</p> <p>Submission of section 4 by the 1st March.</p>	<p>Human relations overview in 5 mins: https://www.youtube.com/watch?v=4bK3V309v2g</p> <p>All topics knowledge organisers: Knowledge Organisers\AQA KOs All.pdf</p> <p>Past paper: https://www.ncfe.org.uk/media/gu1biiwa/business-and-enterprise-question-paper.pdf</p> <p>Mark scheme: https://www.ncfe.org.uk/media/vrzh5sx/business-and-enterprise-mark-scheme.pdf</p>
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W/C 20/2 Homework: 2 mark questions.

1. Explain one benefit for a business using a just-in-time system of lean production.
2. Define span of control.
3. A business increases its profits by regularly opening additional outlets, explain one benefit this might give to the businesses employees.
4. Explain one advantage of a business using a focus group.
5. Identify two characteristics of a mass market.
6. Explain, using Mayo's motivational theory, one change a business can introduce to improve the motivation of its employees.
7. Define chain of command.
8. Identify two characteristics of job production.
9. Explain one advantage of a business following health and safety legislation.
10. Identify two methods of secondary research a business could use.

W/C 27/2: Homework

1 Which one of the following is an advantage to an entrepreneur if she sets up her business as a private limited company? [1 mark]

- A Increases her ability to raise finance
- B It will cost her less to set up compared with setting up as a sole trader
- C She will have unlimited liability
- D The risk of her losing personal assets is increased

Answer _____

2 Which one of the following would be a non-financial objective for a business? [1 mark]

- A Improving its customer satisfaction ratings
- B Increasing sales revenue
- C Profit maximisation
- D Reducing its break-even point

Answer _____

3 Which one of the following is an advantage of buying a franchise rather than opening up your own business? [1 mark]

- A The franchisee can buy supplies from any supplier
- B The franchisee has complete control over all business decisions
- C The franchisee will receive financial support from the franchisor
- D The franchisee will receive training from the franchisor

Answer _____

4 Which one of the following is an example of primary market research? [1 mark]

- A Magazines with interviews from consumers
- B Newspaper articles
- C Published government statistics
- D Telephone surveys

Answer _____

5 Which one of the following taxes would a limited company pay on their profits? [1 mark]

- A Corporation Tax
- B Excise Duty
- C Income Tax
- D National Insurance

Answer _____

6 A restaurant chain has increased its sales revenue over the summer months. Which two of the following might be reasons for this rise in sales revenue? [2 marks]

- A An increase in UK families choosing a holiday in the UK rather than abroad
- B Interest rates stayed the same
- C Rival restaurant chains launched special offers
- D The restaurant chain increased the wages paid to its staff
- E The restaurant raised prices by 5%

Answer _____ and _____

7 Which one of the following is a financial aim for a business? [1 mark]

- A to diversify the business
- B to encourage employee engagement
- C to increase revenue
- D to operate the business ethically

Answer _____

8 Which one of the following is a feature that applies to a sole trader? [1 mark]

- A the company has a separate legal status
- B the company must have a minimum of two shareholders
- C the company's shares can be bought and sold on the stock exchange
- D the owner has unlimited liability

Answer _____

9 Which one of the following is an external stakeholder in a business? [1 mark]

- A employees
- B managers
- C suppliers
- D the Chief Executive Officer (CEO)

Answer _____

10 Which one of the following is most likely to lead to a rise in demand for a business's products or services? [1 mark]

- A an increase in employment
- B an increase in income tax rates
- C an increase in interest rates
- D an increase in the number of rival businesses

Answer _____

11 Which one of the following is a stage of the product life cycle? [1 mark]

- A advertising
- B decline
- C manufacturing
- D research

Answer _____

12 A business manufactures bicycles. One of its bicycles is in the maturity stage of the product life cycle. Which two of the following are characteristics of the maturity stage of the product life cycle? [2 marks]

- A advertising expenditure will have passed its peak
- B extension strategies may be used
- C falling sales
- D product has become unfashionable
- E profits are maximised

Answer 1 _____

Answer 2 _____

Mark scheme for multiple choice questions:

1. A
2. A
3. D
4. D
5. A
6. A and E
7. C
8. D
9. C
10. A
11. B
12. A and E