



THE PRIORY ACADEMY

**LSST**

**Sixth Form Induction Day**

**Business Taster Session**



# Christmas shopping in June – too early?!?!

- [Article](#)
- [Link](#)
  - Needs to be opened in a private window, without the extension part of the link
- Why have retailers started their Christmas shopping early?
- What consequences will there be for these retailers?
  - Think positive and negative consequences
- Consider the following:
  - Inventory control
  - External environment
  - Market research
  - Pricing decisions
  - Cash flow
  - Profitability
  - Supply chains
  - Trading at 'home' rather than 'away'



# The bigger picture! – The Course

## Year 1

1. What is business?
2. Managers, leadership and decision making
3. Decision making to improve marketing performance
4. Decision making to improve operational performance
5. Decision making to improve financial performance
6. Decision making to improve human resource performance

## Year 2

1. Analysing the strategic position of a business
2. Choosing strategic direction
3. Strategic methods: how to pursue strategies
4. Managing strategic change using available evidence



# The bigger picture! – The Assessment

The A-level is assessed by three two hour written exams at the end of the course:

**Paper 1:** Multiple-choice questions, short answer Qs and two essays

**Paper 2:** Three compulsory data response questions

**Paper 3:** One compulsory case study consisting of six questions



THE PRIORY ACADEMY  
**LSST**

# The bigger picture! – What the examination requirements are

1. Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues.
2. Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues.
3. Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences.
4. Evaluate quantitative and qualitative information to make informed judgements and propose evidence based solutions to business issues.



# The bigger picture! – The Maths

The course assesses quantitative skills, making up a minimum of 10% of the overall marks. The skills tested include ratios, averages, fractions, percentages and the calculation of profit and loss

So yes, there is a bit of Maths!



THE PRIORY ACADEMY  
**LSST**

# Top tips for studying Business at A Level

- Manage your time well
  - Non-contacts and study periods
- Stay abreast of current affairs – read/listen to the news
- Ensure you keep detailed well organised notes
- Have a calculator for each lesson
- Essential equipment would include pen, pencil, rubber, ruler, calculator
- Desirable equipment would include highlighters/coloured pens



# What do I need to do to prepare before September?

Some summer jobs:

- Look at the specification from the examination board - [AS and A-level Business Specification for teaching from September 2023 onwards \(aqa.org.uk\)](https://www.aqa.org.uk)
- Read some topic related books. Some suggestions include:
  - **"The Innovator's Dilemma: When New Technologies Cause Great Firms to Fail"** by Clayton M. Christensen
  - **"The Hard Thing About Hard Things: Building a Business When There Are No Easy Answers"** by Ben Horowitz
  - **"Shoe Dog: A Memoir by the Creator of Nike"** by Phil Knight
  - **"The Big Short: Inside the Doomsday Machine"** by Michael Lewis
  - **"Great by Choice: Uncertainty, Chaos, and Luck-Why Some Thrive Despite Them All"** by Jim Collins
- Over the summer make sure you complete the transition work which can be found on the website – this is to be submitted on your first Business lesson in September