EXAM TOPIC TRACKER FOR

Edexcel GCSE

BUSINESS

Last updated for exams in: Summer 2022

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QUANTITATIVE AND NUMERICAL SKILLS

Quantitative / Numerical Skills	When Examined
Percentages and percentage changes	2020, Paper 1, Q3(b), 2 marks 2019, Paper 2, Section A, Q3(b) 2020, Paper 2, Section A, Q3(b), 2 marks 2021, Paper 1, Section A, Q3(b), 2 marks 2021, Paper 2, Section B, Q5(a), 2 marks 2021, Paper 1, Section C, Q7(b) 1 mark
Calculate total costs	2019, Paper 1, Section A, Q1(c), 2 marks
Calculate total profit	2019, Paper 1, Section A, Q3(b), 2 marks
Calculate closing balance and net cash flow	2021, Paper 1, Section A, Q1(c), 2 marks
Calculate net cash flow	2020, Paper 1, Section A, Q1(c), 2 marks 2022, Paper 1, Section A, Q3(b), 2 marks
Exchange rates calculations	2021, Paper 1, Section C, Q5(a), 2 marks 2021, Paper 1, Section C, Q5(b), 2 marks
Calculate net profit	2021, Paper 2, Section A, Q2(c), 2 marks
Calculate market share	2021, Paper 2, Section A, Q3(b), 2 marks
Calculate change in price	2021, Section B, Q5(a), 2 marks
Calculate average price	2021, Paper 2, Section B, Q5(b), 2 marks
Interpreting information from graphs and charts	2019, Paper 1, Section C, Q7(a), 1 mark 2019, Paper 2, Section C, Q7(b) 2020, Paper 1, Section C, Q7(b), 1 mark 2020, Paper 2, Section C, Q7(b), 1 mark 2021, Paper 1, Section C, Q7(b), 1 mark 2021, Paper 2, Section C, Q7(b) 2022, Paper 2, Section C, Q7(b), 1 mark
Calculate cost of sales	2019, Paper 2, Section B, Q5(a), 2 marks
Calculate variable cost per unit	2019, Paper 1, Section A, Q5(b), 2 marks
Calculate break even	2019, Paper 1, Q5(a), 2 marks
Calculate margin of safety	2022, Paper 1, Section A, Q2(c), 2 marks
Calculate the interest on a loan	2022, Paper 1, Section B, Q5(a), 2 marks
Calculate the monthly repayments on a loan	2022, Paper 1, Section B, Q5(b), 2 marks
Calculate average rate of return	2019, Paper 2, A, Q2(c), 2 marks 2022, Paper 2, Section A, Q2(c), 2 marks
Calculate average sales revenue	2022, Paper 2, Section A, Q4(b), 1 mark
Calculate net profit margin	2022, Paper 2, Section B, Q5(b), 2 marks
Calculate selling price	2020, Paper 1, Section B, Q5(a)
Calculate gross profit	2020, Paper 2, Section A, Q1(c), 2 marks 2022, Section B, Q5(a), 2 marks
Calculate gross profit margin	2019, Paper 2, Section B, Q5(b), 2 marks
Interpretation of bar gate stock graphs	2020, Paper 2, Q5(a) and Q5(b), 2 marks each 2022, Paper 2, Section A, Q1(a), 1 mark

THEME 1 – INVESTIGATING SMALL BUSINESS

Key specification topics:

Topic	When Examined
1.1 ENTERPRISE AND ENTREPRENEURSHIP	
1.1.1 THE DYNAMIC NATURE OF BUSINESS	
Why new business ideas come about	2020, Section A, 3(c), 3 marks
How new business ideas come about	2021, Section A, Q2(d), 3 marks
1.1.2 RISK AND REWARD	
The impact of risk and reward on business activity	2019, Section B, Q4(a), 2 marks 2020, Section A, Q1(a), 1 mark 2021, Section A, Q1(d), 3 marks 2022, Section A, Q1(c), 3 marks
1.1.3 THE ROLE OF BUSINESS ENTERPRISE	
The role of business enterprise and the purpose of business activity	2020, Section A, Q1(c), 3 marks 2021, Section A, Q3(d), 3 marks 2021, Section C, Q7(d), 9 marks 2022, Section A, Q1(d), 3 marks 2022, Section A, Q2(a), 2 marks 2022, Section B, Q5(c), 6 marks
The role of entrepreneurship	2021, Section B, Q6(c), 9 marks 2021, Section C, Q7(c), 2 marks
1.2 SPOTTING A BUSINESS OPPORTUNITY	
1.2.1 CUSTOMER NEEDS	2021, Section B, Q4(a), 2 marks
What customer needs are	
The importance of identifying and understanding customers	2019, Section A, Q3(c), 3 marks 2021, Section A, Q1(b), 1 mark
1.2.2 MARKET RESEARCH	
The purpose of market research	
Primary research	
Survey	
Questionnaire	
Focus group	2022, Section B, Q6(c), 9 marks 2022, Section B, Q6(c), 9 marks
Observation	
Secondary research	2019, Section B, Q6(a), 1 mark 2020, Section A, Q2(a), 2 marks
Internet	2022, Section B, Q6(c), 9 marks
Market reports	
Government reports	
Qualitative research	2019, Section A, Q2(e), 3 marks
Quantitative research	
Social media in collecting market research data	

Topic	When Examined
Importance of reliability of market research data	
1.2.3 MARKET SEGMENTATION	
How businesses use market segmentation to target customers	2019, Section A, Q1(d), 3 marks
Identifying market segments	2020, Section B, Q6(a), 1 mark
Market mapping	2020, Section A, Q3(d), 3 marks 2021, Section B, Q5(c), 6 marks
1.2.4 THE COMPETITIVE ENVIRONMENT	2020, Section C, Q7(e), 12 marks
Understanding the competitive environment	
Strengths and weaknesses of competitors	
The impact of competition on business decision making	2020, Section A, Q3(e), 6 marks
1.3 PUTTING A BUSINESS IDEA INTO PRACTICE	
1.3.1 BUSINESS AIMS AND OBJECTIVES	
What business aims and objectives are	
Financial aims and objectives	2020, Section A, Q1(b), 1 mark
Non-financial aims and objectives	2019, Section A, Q2(d), 3 marks 2021, Section C, Q7(e), 12 marks 2022, Section B, Q6(a), 1 mark
1.3.2 BUSINESS REVENUES, COSTS AND PROFIT	2020, Section B, Q5(a), 2 marks
Revenue	2021, Section A, Q3(b), 2 marks 2022, Section 7, Q7(a), 1 mark
Fixed costs	2021, Section B, Q6(a), 1 mark
Variable costs	2019, Section B, Q5(B), 2 marks 2020, Section A, Q2(b), 2 marks 2020, Section A, Q1(a), 1 mark 2022, Section A, Q3(c), 3 marks
Total costs	2019, Section A, Q2(c), 2 marks 2020, Section A, Q3(b), 2 marks
Profit and loss	2019, Section A, Q3(b), 2 marks 2020, Section B, Q5(b), 2 marks
Interest	
The impact of changes in revenue and costs	2020, Section B, Q5(c), 6 marks
Break even level of output	2019, Section B, Q5(a), 2 marks
Margin of safety	2022, Section A, Q2(c), 2 marks
Interpretation of break even diagrams	2021, Section A, Q2(a), 1 mark
1.3.3 CASH AND CASH-FLOW	
The importance of cash to a business	2019, Section A, Q3(e), 6 marks 2020, Section B, Q4(a), 2 marks 2021, Section A, Q1(c), 3 marks 2022, Section A, Q3(a), 1 mark
Calculation and interpretation of cash-flow forecasts:	2021, Section A, Q2(c), 2 marks
Cash inflows	2022, Section A, Q2(b), 2 marks
Cash outflows	2019, Section A, Q3(a), 1 mark

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Topic	When Examined
	2021, Section C, Q7(a), 1 mark
Net cash-flow	2020, Section A, Q2(c), 2 marks 2022, Section A, Q3(b), 2 marks
Opening and closing balances	
1.3.4 SOURCES OF BUSINESS FINANCE	
Short-term sources of finance	2019, Section A, Q1(a), 1 mark
Overdraft	2022, Section A, Q2(d), 3 marks
Trade credit	2020, Section A, Q1(d), 3 marks
Long-term sources of finance	2021, Section A, Q1(a), 1 mark
Personal savings	
Venture capital	
Share capital	2021, Section B, Q6(c), 9 marks
Loans	2019, Section C, Q7(d), 9 marks 2021, Section B, Q6(c), 9 marks 2022, Section B, 5(a), 2 marks 2022, Section B, Q5(b), 2 marks
Retained profit	2022, Section A, Q4(e), 6 marks
Crowd funding	2019, Section C, Q7(d), 9 marks
1.4 MAKING THE BUSINESS EFFECTIVE	
1.4.1 THE OPTIONS FOR START-UP AND SMALL BUSINESSES	
Limited and unlimited liability	
Sole trader	2020, Section A, Q3(a), 1 mark
Partnership	2020, Section A, Q2(d), 3 marks 2021, Section A, Q3(a), 1 mark
Private limited company	2019, Section B, Q4(b), 6 marks 2022, Section C, Q7(c) 2 marks
Franchising	2019, Section A, Q1(c), 3 marks 2022, Section B, Q4(b), 6 marks
1.4.2 BUSINESS LOCATION	
Factors influencing business location	2021, Section B, Q4(b), 6 marks 2022, Section B, 4(a), 2 marks
1.4.3 THE MARKETING MIX	2019 Section A, Q2(a), 1 mark 2020 Section A, Q2(e), 3 marks 2021, Section C, Q7(a), 1 mark
Price	
Product	
Promotion	
Place	
How the elements of the marketing mix work together	2022, Section B, Q6(b), 2 marks 2022, Section C, Q7(d), 9 marks
1.4.4 BUSINESS PLANS	2019, Section A, Q3(d), 3 marks
The role and importance of a business plan	2020, Section C, Q7(c), 2 marks

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Topic	When Examined
The purpose of planning business activity	
1.5 UNDERSTANDING EXTERNAL INFLUENCES ON BUSINESS	
1.5.1 BUSINESS STAKEHOLDERS	
Who business stakeholders are and their different objectives	2020, Section C, Q7(a), 1 mark
Stakeholders and businesses	2019, Section B, Q6(b), 2 marks 2022, Section A, Q3(e), 6 marks
1.5.2 TECHNOLOGY AND BUSINESS	2021, Section A, Q2(b), 1 mark 2022, Section C, Q7(e), 12 marks
E-commerce	2019, Section C, Q7(e), 12 marks 2020, Section B, Q6(c), 9 marks 2021, Section A, Q4(a), 2 marks
Social media	2019, Section C, Q7(a), 1 mark 2020, Section B, Q4(b), 6 marks 2022, Section 7, Q7(b), 1 mark
Digital communication	2020, Section C, Q7(d), 9 marks
Payment systems	2020, Section C, Q1(d), 9 marks
How technology influences business activity	2019, Section A, Q2(b), 1 mark
1.5.3 LEGISLATION AND BUSINESS	
Consumer law	
Employment law	2019, Section A, Q2(b), 1 mark 2021, Section A, Q3(e), 6 marks 2022, Section A, Q3(d), 3 marks
Impact of legislation on businesses	
1.5.4 THE ECONOMY AND BUSINESS	
Unemployment	2022, Section A, Q2(e), 3 marks
Consumer income	2019. Section B, Q5(c), 6 marks 2021, Section B, Q6(b), 2 marks
Inflation	
Interest rates	2021, Section A, Q3(b), 3 marks
Government taxation	
Exchange rates	2019, Section A, Q1(b), 1 mark 2019, Section C, Q7(b), 1 mark 2020, Section B, Q6(b), 2 marks 2021, Section B, Q5(a), 2 marks 2021, Section B, Q5(b), 2 marks
1.5.5 EXTERNAL INFLUENCES	
Technology	
Legislation	
Economic climate	

THEME 2: BUILDING A BUSINESS

Key specification topics:

Topic	When Examined
2.1 GROWING THE BUSINESS	
2.1.1 BUSINESS GROWTH	
Internal (organic) growth	2019, Section B, Q6(a), 1 mark
New products	2021, Section 7, Q7(c), 2 marks
New markets	
External methods of growth	2020, Section A, Q2(b), 2 marks
Merger	
Takeover	2022, Section C, Q7(e), 12 marks
Public limited company	2020, Section A, Q3(e), 6 marks 2022, Section B, Q6(b), 2 marks
Internal sources of finance	2020, Section A, Q2(a), 2 marks
Retained profit	2019, Section B, Q6(c), 9 marks 2020, Section 7, Q7(b), 1 mark
Selling assets	2019, Section A, Q1(b), 1 mark
External sources of finance	
Loan capital	
Share capital	
Stock market flotation	
2.1.2 CHANGES IN BUSINESS AIMS AND OBJECTIVES	
Why business aims and objectives change as businesses evolve	
How business aims and objectives change as businesses evolve	2019, Section B, Q4(b), 6 marks 2019, Section B, Q5(c), 6 marks 2021, Section A, Q3(d), 3 marks
2.1.3 BUSINESS AND GLOBALISATION	
The impact of globalisation on business	2020, Section A, Q3(d), 3 marks 2021, Section B, Q5(c), 6 marks 2022, Section C, Q7(a), 1 mark
Barriers to international trade	2019, Section A, Q3(a), 1 mark 2021, Section B, Q6(b), 2 marks 2022, Section A, Q2(e), 3 marks
How businesses compete internationally	
2.1.4 ETHICS, THE ENVIRONMENT AND BUSINESS	
How ethical considerations influence business activity	2019, Section C, Q7(e), 12 marks
How environmental considerations influence business activity	2019, Section A, Q1(e), 3 marks 2020, Section C, Q7(e), 12 marks 2022, Section A, Q4(c), 3 marks
The potential of pressure group activity on the marketing mix	2020, Section C, Q7(a), 1 mark 2021, Section A, Q1(c), 3 marks
2.2 MAKING MARKETING DECISIONS	
2.2.1 PRODUCT	

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Topic	When Examined
The design mix	2019, Section A, Q1(a), 1 mark 2020, Section A, Q2(e), 3 marks 2021, Section A, Q2(d), 3 marks 2022, Section A, Q2(b), 2 marks
The product lifecycle	2019, Section B, 4(a), 2 marks 2020, Section A, Q2(d), 3 marks 2022, Section A, Q2(a), 2 marks 2022, Section A, Q4(d), 3 marks
The importance to a business of differentiating a product/service	2019, Section A, Q3(c), 3 marks 2020, Section A, Q3(c), 3 marks 2022, Section B, Q6(c), 9 marks
2.2.2 PRICE	2020, Section B, Q6(c), 9 marks 2021, Section C, 7(d), 9 marks 2022, Section B, Q6(c), 9 marks
Pricing strategies	
Influences on pricing strategies	2020, Section C, Q7(c), 2 marks
2.2.3 PROMOTION	2019, Section B, Q6(b), 2 marks
Advertising	
Sponsorship	2022, Section C, Q7(d), 9 marks
Product trials	
Special offers	
Branding	
Technology in promotion	
Targeted advertising online	2022, Section C, Q7(d), 9 marks
Viral advertising via social media	2020, Section B, Q6(c), 9 marks 2021, Section C, Q7(d), 9 marks
E-newsletters	
2.2.4 PLACE	
Retailers	
E-tailers	
2.2.5 USING THE MARKETING MIX TO MAKE BUSINESS DECISIONS	
How each element of the marketing mix can influence other elements	
Using the marketing mix to build competitive advantage	2019, Section C, Q7(c), 2 marks
How and integrated marketing mix can influence competitive advantage	2022, Section C, Q7(c), 2 marks
2.3 MAKING OPERATIONAL DECISIONS	
2.3.1 BUSINESS OPERATIONS	
The purpose of business operations	2021, Section A, Q2(a), 2 marks 2022, Section B, Q6(a), 1 mark
Job production	2019, Section A, Q1(c), 3 marks
Batch production	2020, Section B, Q4(a), 2 marks 2022, Section B, Q1(a), 2 marks

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Topic	When Examined
Flow production	2021, Section B, Q4(b), 6 marks
The impact of different types of production process	
The impact of technology on production	2022, Section B, Q1(b), 6 marks
2.3.2 WORKING WITH SUPPLIERS	
Interpretation of bar gate stock graphs	2020, Section B, Q5(a), 2 marks 2020, Section B, Q5(b), 2 marks 2022, Section A, Q1(a), 1 mark
The use of JIT	2021, Section A, Q3(e), 6 marks 2022, Section A, Q1(d), 3 marks
The role of procurement	2021, Section A, Q3(a), 1 mark
Relationships with suppliers	2019, Section A, Q1(d), 3 marks 2020, Section B, Q5(c), 6 marks
The impact of logistics and supply decisions on costs, reputation, and customer satisfaction	2021, Section C, Q7(e), 12 marks 2022, Section B, Q5(c), 6 marks
2.3.3 MANAGING QUALITY	
Quality control	
Quality assurance	2021, Section A, Q2(e), 3 marks
Control costs and gain a competitive advantage	2019, Section A, Q1(d), 3 marks
2.3.4 THE SALES PROCESS	2019, Section C, Q7(a), 1 mark 2020, Section A, Q3(a), 1 mark 2022, Section A, Q3(a), 1 mark
Product knowledge	
Speed and efficiency of service	
Customer engagement	2020, Section B, Q6(b), 2 marks
Responses to customer feedback	
Post-sales service	2021, Section A, Q3(c), 3 marks
The importance to business of providing good customer service	2019, Section C, Q7(c), 2 marks 2020, Section B, Q4(b), 6 marks 2021, Section A, Q1(d), 3 marks
2.4 MAKING FINANCIAL DECISIONS	
2.4.1 BUSINESS CALCULATIONS	
Gross profit	2019, Section B, Q5(a), 2 marks 2020, Section A, Q2(c), 2 marks 2022, Section B, Q5(a), 2 marks
Net profit	2021, Section A, Q2(c), 2 marks
Gross profit margin	2019, Section B, Q5(b), 2 marks
Net profit margin	2022, Section B, Q5(b), 2 marks
Average rate of return	2019, Section A, Q2(c), 2 marks 2022, Section A, Q2(c), 2 marks
2.4.2 UNDERSTANDING BUSINESS PERFORMANCE	2021, Section B, Q6(a), 1 mark
Information from graphs and charts	2020, Section A, Q3(b), 2 marks

Topic	When Examined
	2020, Section C, Q7(b), 1 mark
Financial data	2019, Section A, Q3(b), 2 marks 2021, Section C, Q7(b), 1 mark 2022, Section A, Q4(b), 1 mark
Marketing data	2022, Section C, Q7(b), 1 mark
Market data	2019, Section C, Q7(b), 1 mark 2021, Section A, Q3(b), 2 marks 2021, Section B, Q5(a), 2 marks 2021, Section B, Q5(b), 2 marks
The use and limitations of financial information	
2.5 MAKING HUMAN RESOURCE DECISIONS	
Organisational structures	2021, Section A, Q1(a), 1 mark
Hierarchical organisational structures	2020, Section A, Q1(b), 1 mark
Flat organisational structures	
Centralised	
Decentralised	
The importance of effective communication	2020, Section A, Q1(d), 3 marks
Barriers to communication	2019, Section A, Q3(d), 3 marks 2022, Section A, Q1(b), 1 mark
Part-time working	
Full-time working	
Flexible hours	2022, Section A, Q1(c), 3 marks
Permanent	2019, Section A, Q3(e), 6 marks 2020, Section C, Q7(d), 9 marks
Temporary	2020, Section C, Q7(d), 9 marks
Freelance contracts	
The impact of technology on ways of working	
2.5.2 EFFECTIVE RECRUITMENT	
Different job roles and responsibilities	2020, Section A, Q6(a), 1 mark
Recruitment documents	2019, Section A, Q2(a), 1 mark 2021, Section A, Q1(b), 1 mark
Internal recruitment	
External recruitment	2020, Section A, Q1(c), 3 marks
2.5.3 EFFECTIVE TRAINING AND DEVELOPMENT	
Formal and informal training	
Self-learning	
Ongoing training	
Target setting	
Performance reviews	
Why businesses train and develop employees	2019, Section A, Q2(b), 1 mark
2.5.4 MOTIVATION	2019, Section C, Q7(d), 9 marks
The importance of motivation	2021, Section A, Q2(b), 2 marks 2022, Section A, Q2(d), 3 marks

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Topic	When Examined
Financial methods of motivation	
Remuneration	
Bonus	
Commission	
Non-financial methods of motivation	2020, Section A, Q1(a), 1 mark
Promotion	
Fringe benefits	
Job rotation	
Job enrichment	
Autonomy	