

Mapping to AQA Business Subjects and Economics

Unit 1

<i>Subject content</i>	<i>Boardworks presentations</i>
Unit 1: Setting up a Business	
1. Starting a Business	
1.1 Starting a Business Enterprise	Unit 1: Investigating Business Small Business Ownership Large Business Ownership Aims and Objectives Enterprise
1.2 Setting Business Aims and Objectives	Unit 1: Investigating Business Aims and Objectives Unit 3: People in Business Stakeholders
1.3 Business Planning	Unit 1: Investigating Business Enterprise
1.4 Choosing the Appropriate Legal Structure for the Business	Unit 1: Investigating Business Small Business Ownership Large Business Ownership
1.5 Choosing the Location of the Business	Unit 1: Investigating Business Enterprise Small Business Ownership Large Business Ownership Business Location

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Unit 1

<i>Subject content</i>	<i>Boardworks presentations</i>
2. Marketing	
2.1 Conducting Market Research with Limited Budgets	Unit 2: Organizational Structure Marketing
2.2 Using the Marketing Mix	Unit 2: Organizational Structure Marketing
3. Finance	
3.1 Finance and Support for a Small Business	Unit 1: Investigating Business Small Business Ownership Unit 5: Financial Planning Sources of Finance
3.2 Financial Terms and Simple Calculations	Unit 4: Financial Records Covering Costs Unit 5: Financial Planning Profit and Loss
3.3 Using Cash Flow	Unit 5: Financial Planning Cash Flow Forecasts

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Unit 1

<i>Subject content</i>	<i>Boardworks presentations</i>
4. People in Business	
4.1 Recruiting	Unit 3: People in Business Recruitment and Selection
4.2 Motivating Staff	Unit 3: People in Business Training and Development Working Arrangements
4.3 Protecting Staff through Understanding Legislation	Unit 3: People in Business Employment Law Working Arrangements
5. Operations Management	
5.1 Production Methods for Manufacturing and Providing a Service	Unit 2: Organizational Structure Operations and Production
5.2 Customer Service	Unit 3: People in Business Customer Service

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Unit 2

<i>Subject content</i>	<i>Boardworks presentations</i>
Unit 2: Growing as a Business	
1. The Business Organization	
1.1 Expanding a Business	Unit 3: People in Business Stakeholders
1.2 Choosing the Right Legal Structure for the Business	Unit 1: Investigating Business Large Business Ownership
1.3 Changing Business Aims and Objectives	Unit 1: Investigating Business Aims and Objectives External Influences
1.4 Choosing the Best Location	Unit 1: Investigating Business Business Location
2. Marketing	
2.1 The Marketing Mix – Product	Unit 2: Organizational Structure Marketing
2.2 Using the Marketing Mix – Price	Unit 2: Organizational Structure Marketing
2.2 Using the Marketing Mix – Promotion	Unit 2: Organizational Structure Marketing
2.2 Using the Marketing Mix – Place	Unit 2: Organizational Structure Marketing

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Unit 2

Subject content	Boardworks presentations
3. Finance	
3.1 Finance for Large Businesses	Unit 5: Financial Planning Sources of Finance
3.2 Profit and Loss Accounts and Balance Sheets	Unit 5: Financial Planning Profit and Loss Balance Sheets
4. People in Business	
4.1 Reorganising Organisational Charts and Management Hierarchies	Unit 2: Organizational Structure Functional Areas
4.2 Recruitment and Retention of Staff	Unit 3: People in Business Recruitment and Selection Training and Development Working Arrangements
5. Operations Management	
5.1 Production Methods for Growing Business	Unit 2: Organizational Structure Operations and Production
5.2 Recognising Challenges of Growth	Unit 2: Organizational Structure Operations and Production
5.3 Maintaining Quality Assurance in Growing Businesses	Unit 2: Organizational Structure Operations and Production

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Unit 3/4

Subject content	Boardworks presentations
Unit 3: Investigating Businesses	Controlled assessment unit
Unit 4: People in Business	
1. Business Organisation	
1.1 Investigating Organisational Structures	Unit 2: Organizational Structure Functional Areas
1.2 Investigating Job Roles	Unit 3: People in Business Investigating Job Roles
1.3 Investigating Working Arrangements	Unit 3: People in Business Working Arrangements
2. Employee Motivation	
2.1 Effective Working Relationships	Unit 3: People in Business Working Arrangements Employment Law Training and Development
2.2 Motivating Staff	Unit 3: People in Business Working Arrangements Training and Development
3. Attributes of Employees	
3.1 Understanding Personal Skills Profiles	Unit 3: People in Business Recruitment and Selection
3.2 Understanding Personality Tests	

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Unit 5

<i>Subject content</i>	<i>Boardworks presentations</i>
Unit 5: Marketing and Customer Needs	
1. Customer Needs	
1.1 Understanding Customer Needs	Unit 1: Investigating Business External Influences Unit 3: People in Business Customer Service
1.2 Measuring Customer Satisfaction	Unit 1: Investigating Business External Influences Unit 2: Organizational Structure Marketing Unit 3: People in Business Customer Service
2. Marketing Activities	
2.1 Selecting Products	
2.2 Setting Prices	Unit 1: Investigating Business External Influences Unit 2: Organizational Structure Marketing
2.3 Using Promotional Activities	Unit 2: Organizational Structure Marketing
2.4 Choosing Appropriate Outlets/Distributors	Unit 2: Organizational Structure Marketing ICT

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Unit 5

<i>Subject content</i>	<i>Boardworks presentations</i>
2.5 Marketing Activities and Competition	Unit 1: Investigating Business External Influences Unit 2: Organizational Structure Marketing
3. Customer Service	
3.1 Effective Customer Service	Unit 3: People in Business Customer Service
3.2 Altering the Level of Customer Service	Unit 2: Organizational Structure ICT Unit 3: People in Business Customer Service

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Unit 6

<i>Subject content</i>	<i>Boardworks presentations</i>
Unit 6: Enterprise	
1. Understanding Enterprise	
1.1 Understanding Enterprise	Unit 1: Investigating Business Enterprise
2. Planning and Implementing an Enterprise Activity	
2.1 Planning an Enterprise Activity	Unit 1: Investigating Business Enterprise Aims and Objectives Unit 2: Organizational Structure Marketing Unit 5: Financial Planning Business Accounts and Financial Planning
2.2 Setting up the Team to Run the Enterprise Activity	Unit 1: Investigating Business Enterprise Unit 2: Organizational Structure Functional Areas
2.3 Implementing the Enterprise Activity	Unit 3: People in Business Training and Development
3. Evaluating the Enterprise	
3.1 Evaluating the Enterprise	

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Unit 7

<i>Subject content</i>	<i>Boardworks presentations</i>
Unit 7: Business Finance	
1. Costs and Break-Even	
1.1 Business Costs	Unit 4: Financial Records Covering Costs
1.2 Using Break-Even Analysis to Make Decisions	Unit 5: Financial Planning Break-Even Analysis
2. Understanding and Using Financial Statements	
2.1 Sources of Business Finance	Unit 5: Financial Planning Sources of Finance
2.2 Profit and Loss Accounts	Unit 5: Financial Planning Profit and Loss
2.3 Balance Sheet	Unit 5: Financial Planning Balance Sheets
3. Financial Planning and Forecasting	
3.1 Cash Flow Forecasts	Unit 5: Financial Planning Cash Flow Forecasts
3.2 Financial Ratios	

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Unit 8

<i>Subject content</i>	<i>Boardworks presentations</i>
Unit 8: ICT Systems in Business	
1. Administration	
1.1 The Business Environment	Unit 1: Investigating Business Aims and Objectives Unit 3: People in Business Stakeholders
1.2 Business Administration	Unit 2: Organizational Structure Functional Areas ICT
1.3 Workplace Organisation	Unit 3: People in Business Working Arrangements
1.4 Health and Safety at Work	Unit 3: People in Business Employment Law
1.5 ICT Data Systems in Business	
1.6 Security of Data	Unit 3: People in Business Customer Service
2. Human Resources	
2.1 Recruitment and Selection of Staff	Unit 3: People in Business Recruitment and Selection
2.2 Training	Unit 3: People in Business Training and Development

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Unit 8

<i>Subject content</i>	<i>Boardworks presentations</i>
2.3 Rewarding Staff	Unit 3: People in Business Training and Development Working Arrangements
2.4 Employee Rights and Responsibilities	Unit 3: People in Business Employment Law
3. Communication	
3.1 The Purpose of Communication	Unit 2: Organizational Structure Business Communications
3.2 Communication Systems	Unit 2: Organizational Structure Business Communications
3.3 The Importance of ICT in Business Communications	Unit 2: Organizational Structure Business Communications ICT
3.4 The Internet and E-Commerce	Unit 2: Organizational Structure ICT

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Units 9-14

<i>Subject content</i>	<i>Boardworks presentations</i>
Unit 9: Using ICT in Business	Not covered in product
Unit 10: Investigating ICT in Business	Controlled assessment unit
Unit 11: Personal Economics	Not covered in product
Unit 12: Investigating Economic Issues	Not covered in product
Unit 13: Business Start up	Controlled assessment unit
Unit 14: Investigating Small Business	Controlled assessment unit