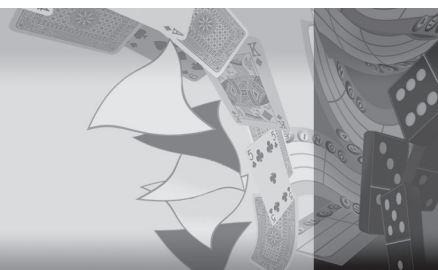
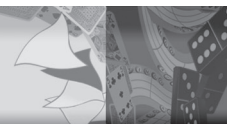


# Contents and specification coverage



Topic	Page(s)	AQA	EDEXCEL	OCR	CCEA	Level F = foundation H = higher
<b>Talk about board</b>	xi					
<b>Enterprise, start-ups and ownership</b>						
Triominoes: legal status	2–7	✓	✓	✓	✓	FH
Crossword: legal status — foundation	8	✓	✓	✓	✓	F
Crossword: legal status — higher	9	✓	✓	✓	✓	H
Bingo: enterprise and start-ups	10–11	✓	✓	✓	✓	FH
Matching: business plans	12–16	✓	✓	✓	✓	FH
Matching: primary, secondary and tertiary activity	17–18	✓		✓	✓	FH
<b>Marketing</b>						
Bingo: marketing terms	20–21	✓	✓	✓	✓	FH
Dominoes: marketing terms	22–26	✓	✓	✓	✓	FH
Matching: pricing terms	27–31	✓			✓	FH
Matching: product life cycle	32–36	✓	✓		✓	FH
Play your cards right: pricing	37–39	✓			✓	FH
Triominoes: market research	40–45	✓	✓	✓	✓	FH
<b>Finance</b>						
Weakest link: sources of finance	47–58	✓	✓	✓	✓	FH
Play your cards right: breakeven	59–61		✓	✓	✓	FH
Missing words: cash flow forecast	62–63	✓	✓	✓	✓	FH
Play your cards right: sources of finance	64–66	✓	✓	✓	✓	FH
Dominoes: financial terms	67–71	✓	✓	✓	✓	FH
Crossword: finance — foundation	72	✓	✓	✓	✓	F
Crossword: finance — higher	73	✓	✓	✓	✓	H
<b>People</b>						
Buzzwords: motivation	75	✓	✓	✓	✓	FH
Buzzwords: recruitment and training	76	✓	✓	✓	✓	FH
Dominoes: people	77–81	✓	✓	✓	✓	FH
Bingo: people	82–84	✓	✓	✓	✓	FH
Ranking: stages in recruitment	85–87	✓	✓	✓	✓	FH
Ranking: organisation structure	88–92	✓	✓	✓	✓	FH
Crossword: organisation structure — foundation	93	✓	✓	✓		F
Crossword: organisation structure — higher	94	✓	✓	✓		H
Matching: employment law	95–96	✓	✓	✓	✓	FH

# Contents and specification coverage



Topic	Page(s)	AQA	EDEXCEL	OCR	CCEA	Level F = foundation H = higher
<b>Operations</b>						
Matching: job, batch and flow production	98–105	✓		✓	✓	FH
Triominoes: production	106–112	✓		✓	✓	FH
Ranking: location	113	✓	✓			FH
Missing words: quality and customer service	114–116	✓	✓		✓	FH
Missing words: lean production	117	✓	✓			FH
<b>External influences</b>						
Ranking: stakeholder needs	119–121	✓	✓	✓	✓	FH
Crossword: business environment — foundation	122	✓	✓	✓		F
Crossword writing*: business environment — higher	123–124	✓	✓	✓		H
Play your cards right: government and economic influences	125–127		✓	✓		FH
<b>Objectives, growth and strategy</b>						
Ranking: objectives	129	✓	✓	✓	✓	FH
Bingo: business growth	130–131	✓		✓	✓	FH
<b>Integrated modules</b>						
Talk about: GCSE business terms	133–136	✓	✓	✓	✓	FH
Crossword: GCSE revision — foundation	137–138	✓	✓	✓	✓	F
Crossword: GCSE revision — higher	139–140	✓	✓	✓	✓	H

Teacher answers	Page(s)
Crosswords	141–142
Missing words	142–143
Ranking	143–144

\*Please note that the crossword writing is an alternative to the crossword exercise depending on the ability of your students. Both can be used as a homework exercise but for class usage one or the other should be used due to the potential for weaker students to copy solutions from those starting with the answers.

# Matching: business plans

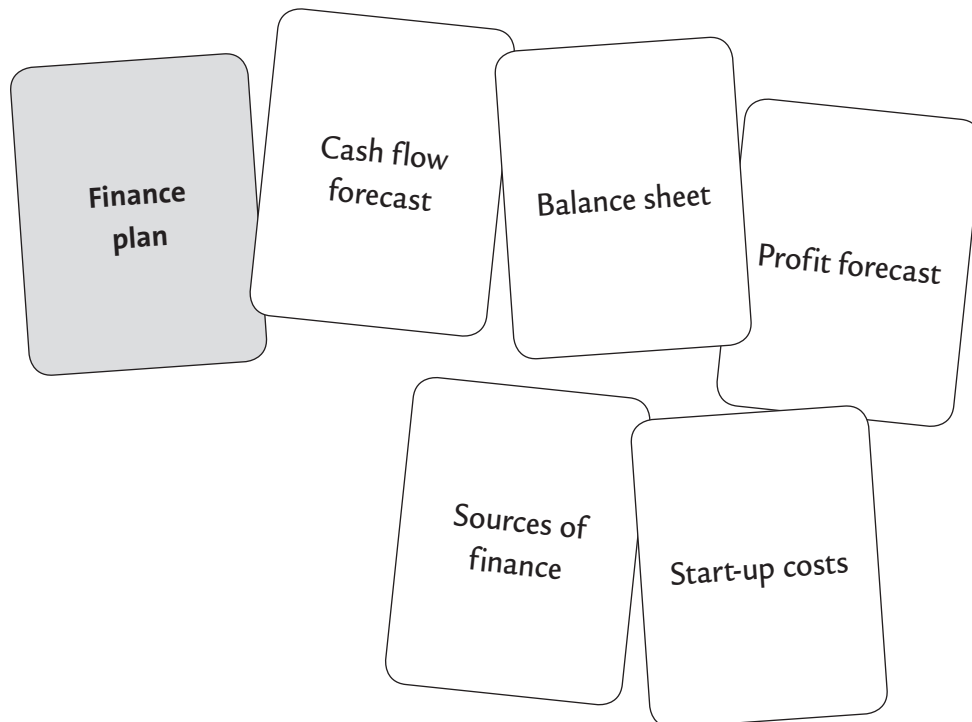
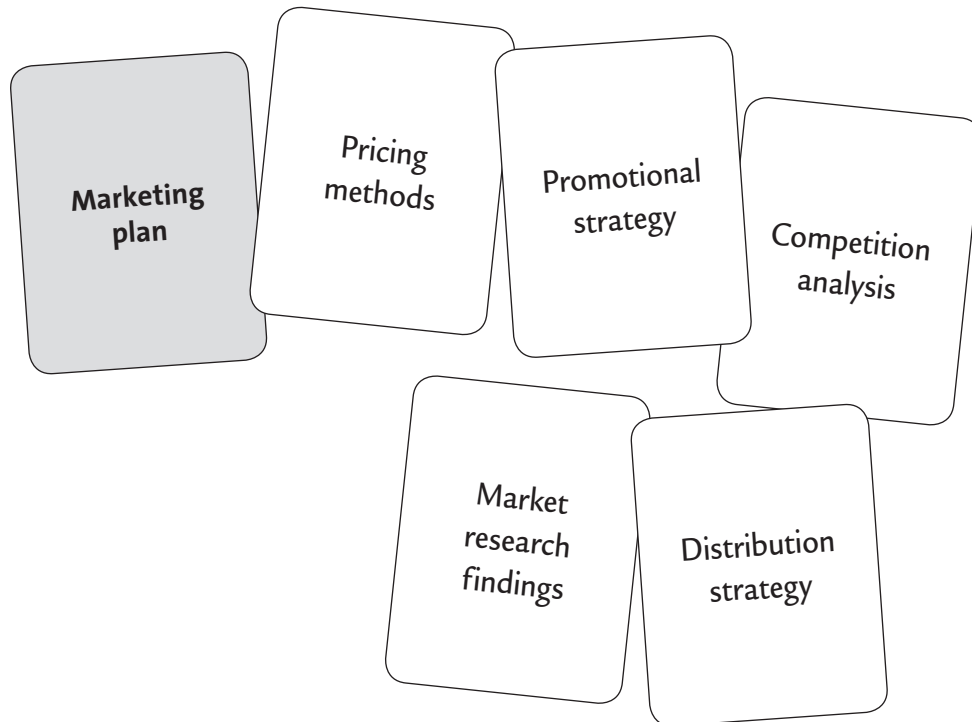


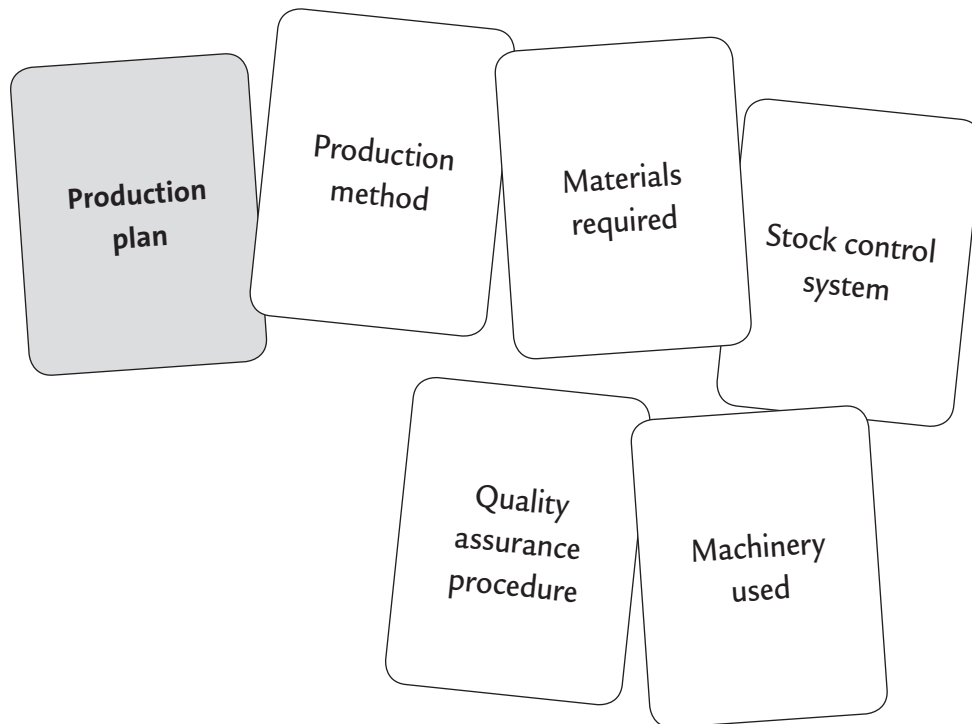
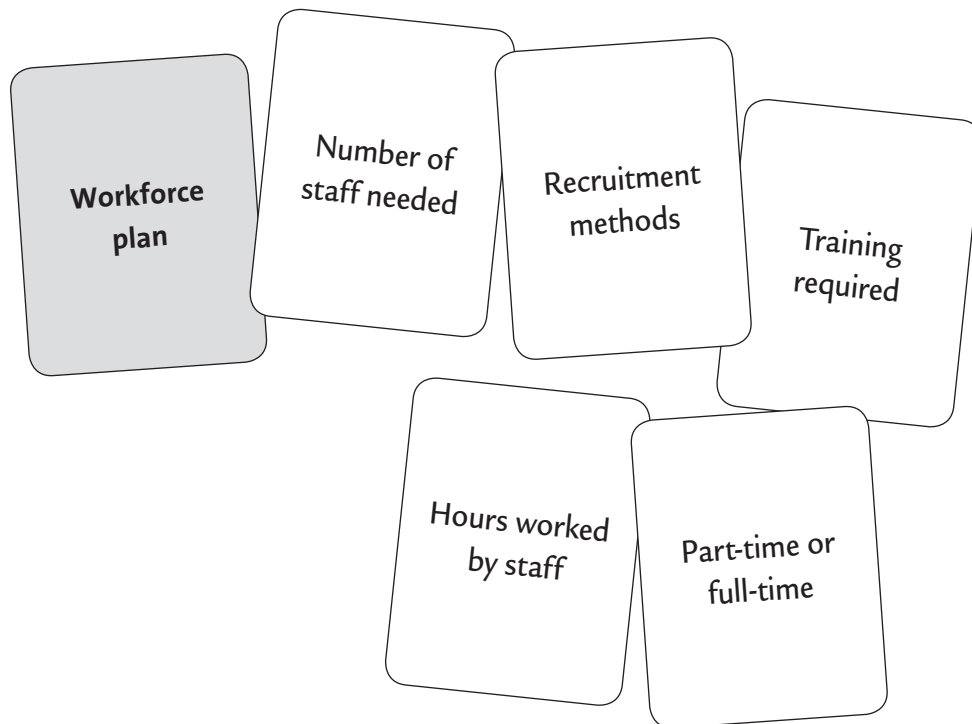
<b>Finance plan</b>	<b>Marketing plan</b>	<b>Production plan</b>
<b>Workforce plan</b>	<b>Balance sheet</b>	<b>Cash flow forecast</b>
<b>Competition analysis</b>	<b>Distribution strategy</b>	<b>Hours worked by staff</b>

Machinery used	Market research findings	Materials required
Number of staff needed	Part-time or full-time	Pricing methods
Production method	Profit forecast	Promotional strategy

Quality assurance procedure	Recruitment methods	Sources of finance
Start-up costs	Stock control system	Training required

Teacher answers





# Matching: primary, secondary and tertiary activity



Draw a line to connect the relevant sector of industry to each business.

**Primary industry**

**Secondary industry**

**Tertiary industry**

Leisure centre
Hotel
Kellogg's cereals
Quarrying
Car factory
Alton Towers theme park
Sugar growing
Oil extracting
Forestry
Sky television
Banking
Sausage maker
Farming
Fishing
Building
Bakery
Virgin trains
Brewery
P & O Ferries
Football club
Coal mining
Fish finger factory
Insurance company
A gym
Furniture making
Website design
Growing vegetables



Teacher answers

