**Progression to Level 3 BTEC National Extended Certificate in Business GCSE Business - LEARNING JOURNEY 2022-2023** examination Theme 2: 90-minute **Topic 2.4 Making financial decisions** Revision schedule/activities examination 2.5.2 Effective recruitment 2.4.2 Understanding business performance Topic 2.4 Making financial decisions calculations Topic 2.5 Making human resources attitude \$ positive \$ **\\_\_\_\_\_\_**O\_0 Topic 2.5 Making human Topic 2.5 Making human resources decisions 2.5.1 Organisational structures FINANCE resources decisions
2.5.3 Effective training and 2.5.4 Motivation **Topic 2.3 Making operational decisions** 2.3.4 The sales process Topic 2.3 Making operational decisions Topic 2.2 Making marketing decisions Topic 2.3 Making operational decisions 2.3.3 Managing quality Topic 2.2 Making marketing decisions 2.2.5 Using the marketing mix to make 2.3.1 Business operations Topic 2.2 Making marketing decisions business decisions **Topic 2.3 Making operational decisions** 2.3.2 Working with suppliers Theme 2 **Building a Business** Topic 2.2 Making marketing decisions 2.2.2 Price Year 11 Topic 2.2 Making marketing decisions Topic 2.1 Growing the business Theme 1: **2.2.1** Product 2.1.4 Ethics, the environment and business Topic 2.1 Growing the business Topic 2.1 Growing the business 2.1.2 Changes in business aims and objectives 2.1.1 Business growth Topic 2.1 Growing the business 2.1.3 Business and globalisation Topic 1.4 Making the business effective Theme 1 Revision schedule/activities plans Topic 1.4 Making Topic 1.5 Understanding external influences on Topic 1.5 Understanding external the business Topic 1.5 Understanding external Topic 1.5 Understanding external influences on Understanding 1.4.3: The 1.5.2: Technology and marketing mix influences on business business on business 1.5.4: The economy and Topic 1.4 Making the business effective **1.4.2:** Business location Topic 1.4 Making the business effective Topic 1.3 Putting a business idea into practice Topic 1.3 Putting a business idea into practice Topic 1.3 Putting a business idea into 1.4.1: The options for start-up and small businesses 1.3.4: Sources of business finance 1.3.2: Business revenues, costs and profits practice Topic 1.3 Putting a business idea into practice 1.3.3: Cash and cash-flow Topic 1.2 Spotting a business opportunity 1.2.4: The competitive environment Year 10 MARKETING Topic 1.2 Spotting a business opportunity Topic 1.1 Enterprise and entrepreneurship 1.2.2: Market research **1.1.1:** The dynamic nature of business Topic 1.1 Enterprise and entrepreneurship Topic 1.2 Spotting a business opportunity 1.2.3: Market segmentation 1.1.3: The role of business enterprise Investigating Small Business Topic 1.1 Enterprise and entrepreneurship Key: 1.1.2: Risk and reward 1.2.1: Customer needs **End of Topic Test**