



# Sandwell Academy

## Advanced General Certificate of Education (AS and A2) BUSINESS

### WHY BUSINESS?

The opportunities for students of Business, on completion of full-time education, are enormous. There are many possible careers within the Business world and qualifications in Business subjects are acceptable as an entry into many other careers.

Business students can move on to Higher Education courses and careers in the following areas:

Accountancy  
Human Resourcing  
Management

Business Administration  
IT/Computing  
Marketing

Education  
Law  
Public Relations

The Business course offered is an exciting insight into relevant business theory and concepts supported by vocational examples. It provides an excellent foundation for a broad range of careers and further study in this field.

### SPECIFIC ENTRY REQUIREMENTS

- Grade 6 in GCSE Business if studied at GCSE, if not:
- Grade 6 in GCSE English and Maths

### COURSE DETAILS

#### AQA Specification 7131 (AS), 7132 (A level)

##### Subject content

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
7. Analysing the strategic position of a business (A-level only)
8. Choosing strategic direction (A-level only)
9. Strategic methods: how to pursue strategies (A-level only)
10. Managing strategic change (A-level only)

**You will study five Units as follows:**

**AS (AS is a standalone qualification and will not count towards the full A level)**

**Paper 1: Business 1**

- Written exam: 1 hour 30 minutes
- 80 marks in total
- 50% of AS

Three compulsory sections:

- Section A has 10 multiple choice questions (MCQs) worth 10 marks.
- Section B has short answer questions worth approximately 20 marks.
- Section C has two data response stimuli with questions worth approximately 25 marks.

**Paper 2: Business 2**

1 - 6 above

- Written exam: 1 hour 30 minutes
- 80 marks in total
- 50% of AS

One compulsory case study consisting of approximately seven questions.

**A-level**

**Paper 1: Business 1**

All content above assessed

- Written exam: 2 hour
- 100 marks in total
- 33.3% of A-level weighting

Three compulsory sections:

- Section A has 15 multiple choice questions (MCQs) worth 15 marks.
- Section B has short answer questions worth 35 marks.
- Section C has two essay questions (choice of one from two and one from two) each worth 25 marks.

**Paper 2: Business 2**

All content above assessed

- Written exam: 2 hour
- 100 marks in total
- 33.3% of A-level weighting

Three data response compulsory questions worth approximately 33 marks each and made up of three or four part questions

**Paper 3: Business 3**

All content above assessed

- Written exam: 2 hour
- 100 marks in total
- 33.3% of A-level weighting

One compulsory case study followed with approximately six questions