



GCSE OCR BUSINESS STUDIES REVISION GUIDE

STOWMARKET HIGH
SCHOOL

Mrs Utteridge

YEAR 11

EXAM YEAR 2025

Course overview

Overview of specification content

Business 1: business activity, marketing and people (01)		Business 2: operations, finance and influences on business (02)	
1. Business activity	1.1 The role of business enterprise and entrepreneurship 1.2 Business planning 1.3 Business ownership 1.4 Business aims and objectives 1.5 Stakeholders in business 1.6 Business growth	4. Operations	4.1 Production processes 4.2 Quality of goods and services 4.3 The sales process and customer service 4.4 Consumer law 4.5 Business location 4.6 Working with suppliers
2. Marketing	2.1 The role of marketing 2.2 Market research 2.3 Market segmentation 2.4 The marketing mix	5. Finance	5.1 The role of the finance function 5.2 Sources of finance 5.3 Revenue, costs, profit and loss 5.4 Break-even 5.5 Cash and cash flow
3. People	3.1 The role of human resources 3.2 Organisational structures and different ways of working 3.3 Communication in business 3.4 Recruitment and selection 3.5 Motivation and retention 3.6 Training and development 3.7 Employment law	6. Influences on business	6.1 Ethical and environmental considerations 6.2 The economic climate 6.3 Globalisation
		7. The interdependent nature of business	

Guide contents

This guide includes a recommend revision timetable for the two exam papers by interleaving topics from both papers so that you give equal time to both papers. It also includes links to revision websites for each topic. At the back of the guide are the knowledge organisers for the 6 main units and a series of practise questions including MCQ, state, explain, analyse and recommend.

Exam dates: Paper 1: 9th May. Paper 2: 16th May.

Revision techniques

You have had lots of support and bespoke sessions in school giving you lots of advice on revision. You will by now have your own preferred method. Some pupils prefer using online revision websites, others knowledge organisers and producing revision cards or using specific revision books.

I recommend you **balance revising topic content and practise questions equally** to ensure you have practised the knowledge you need prior to attempting practise questions where you will apply the knowledge and understanding. This should improve your success at answering practise questions. I also recommend you focus on **revising the definition of core knowledge of each business concept** (e.g. ownership types = PLC, Private LTD, Sole traders, Partnership) **and one benefit and one drawback of each business concept** (e.g. Sole traders retain all profit but have unlimited liability).

Suggested timetable

Week commencing	Topics. Unit number in brackets	Confidence level. RAG
31/3	<ul style="list-style-type: none"> - Entrepreneurship (1) - Role of marketing function (2) - Role of Human resources function and employment law (3) - Production processes (4) - Role of finance function (5) 	<ul style="list-style-type: none"> - - - - -
7/4	<ul style="list-style-type: none"> - Business planning (aims and objectives) (1) - Market research (primary and secondary) (2) - Quality and consumer law (4) - Sources of internal and external finance (5) 	<ul style="list-style-type: none"> - - - -
14/4	<ul style="list-style-type: none"> - Business ownership types (1) - Training and staff Development (3) - Choosing locations and suppliers (4) - Cash and cashflow forecasts (5) 	<ul style="list-style-type: none"> - - - -
21/4	<ul style="list-style-type: none"> - Marketing mix (4Ps) product, price, place and promotion (2) - Sales, ecommerce and customer service (4) - Calculating break-even point (5) - Ethics and environment impacts / decisions (6) 	<ul style="list-style-type: none"> - - - -
28/4	<ul style="list-style-type: none"> - Stakeholders (1) - Organisational structures & communication (3) - Calculating average rate of return (5) 	<ul style="list-style-type: none"> - - -
5/5	<ul style="list-style-type: none"> - Expansion (external and organic) (1) - Recruitment and selection (3) - Market segmentation (2) - Motivation and retention (3) 	<ul style="list-style-type: none"> - - - -
12/5	<ul style="list-style-type: none"> - Calculating costs (fixed and variable) revenue, gross and net profit and profit margins (5) - Economic climate (6) - Globalisation (6) 	<ul style="list-style-type: none"> - - -

Revision websites. The following table includes links directly to the topics using GCSE Bitesize or GCSE POD. Other sites you can use are provided at the end of this guide.

31/3	<ul style="list-style-type: none"> - Entrepreneurship (1) - Role of marketing function (2) - Role of Human resources 	<ul style="list-style-type: none"> - The purpose of business activity and enterprise - The role of business enterprise and entrepreneurship - OCR - GCSE Business Revision - OCR - BBC Bitesize - What are customer needs? - The role of marketing, market research and market segmentation - OCR - GCSE Business Revision - OCR - BBC Bitesize - The purpose of human resources in business - Human resources and organisational structures - OCR - GCSE Business Revision - OCR - BBC Bitesize
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	<ul style="list-style-type: none"> function and employment law (3) - Production processes (4) - Role of finance function (5) 	<ul style="list-style-type: none"> - Principles of employment law - Legislation and business - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize - The purpose of business operations - Production processes - OCR - GCSE Business Revision - OCR - BBC Bitesize - The purpose of the finance function - The role of the finance function - OCR - GCSE Business Revision - OCR - BBC Bitesize
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7/4	<ul style="list-style-type: none"> - Business planning (aims and objectives) (1) - Market research (primary and secondary) (2) - Quality and consumer law (4) - Sources of internal and external finance (5) 	<ul style="list-style-type: none"> - The role and importance of a business plan - Business planning - OCR - GCSE Business Revision - OCR - BBC Bitesize What are aims and objectives in business? - Business aims and objectives - OCR - GCSE Business Revision - OCR - BBC Bitesize - https://members.gcsepod.com/shared/podcasts/title/12909 - The concept of quality - Quality of goods and services - OCR - GCSE Business Revision - OCR - BBC Bitesize - Why businesses need finance - Sources of finance - OCR - GCSE Business Revision - OCR - BBC Bitesize
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14/4	<ul style="list-style-type: none"> - Business ownership types (1) - Training and staff Development (3) - Choosing locations and suppliers (4) 	<ul style="list-style-type: none"> - Limited and unlimited liability - Business ownership - OCR - GCSE Business Revision - OCR - BBC Bitesize - Different training methods - Training and development - OCR - GCSE Business Revision - OCR - BBC Bitesize - Proximity to the market, labour, materials and competitors - Business location - OCR - GCSE Business Revision - OCR - BBC Bitesize https://www.bbc.co.uk/bitesize/guides/zdvqwtq/revision/4
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	<ul style="list-style-type: none"> - Cash and cashflow forecasts (5) 	<ul style="list-style-type: none"> - Impact of logistics and supply decisions - Working with suppliers - OCR - GCSE Business Revision - OCR - BBC Bitesize - The importance of cash flow - Cash and cash flow - OCR - GCSE Business Revision - OCR - BBC Bitesize
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21/4	<ul style="list-style-type: none"> - Marketing mix (4Ps) product, price, place and promotion (2) - Sales, ecommerce and customer service (4) - Calculating break-even point (5) - Ethics and environment impacts / decisions (6) 	<ul style="list-style-type: none"> - Product - The marketing mix - OCR - GCSE Business Revision - OCR - BBC Bitesize - Methods of Selling - The sales process and customer service - OCR - GCSE Business Revision - OCR - BBC Bitesize - Simple calculation of break-even quantity - Break-even - OCR - GCSE Business Revision - OCR - BBC Bitesize - Usefulness of break-even in decision making - Break-even - OCR - GCSE Business Revision - OCR - BBC Bitesize - https://members.gcsepod.com/shared/podcasts/title/12906
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28/4	<ul style="list-style-type: none"> - Stakeholders (1) - Organisational structures & communication (3) - Calculating average rate of return (5) 	<ul style="list-style-type: none"> - Business stakeholders - Stakeholders in business - OCR - GCSE Business Revision - OCR - BBC Bitesize - Different organisational structures - Human resources and organisational structures - OCR - GCSE Business Revision - OCR - BBC Bitesize - Average rate of return - Business calculations - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize
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5/5	<ul style="list-style-type: none"> - Expansion (external and organic) (1) - Recruitment and selection (3) - Market segmentation (2) 	<ul style="list-style-type: none"> - Organic Growth - Business growth - OCR - GCSE Business Revision - OCR - BBC Bitesize - Why businesses recruit - Recruitment in business - OCR - GCSE Business Revision - OCR - BBC Bitesize - https://members.gcsepod.com/shared/podcasts/title/12910
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	- Motivation and retention (3)	Attracting, retaining employees and productivity - Motivation and retention - OCR - GCSE Business Revision - OCR - BBC Bitesize
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12/5	<ul style="list-style-type: none"> - Calculating costs (fixed and variable) revenue, gross and net profit and profit margins (5) - Economic climate (6) - Globalisation (6) 	https://members.gcsepod.com/shared/podcasts/title/12903 Gross profit - Business calculations - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize -The economic climate and its impact on businesses - Ethical and environmental considerations - OCR - GCSE Business Revision - OCR - BBC Bitesize -The concept of globalisation - Ethical and environmental considerations - OCR - GCSE Business Revision - OCR - BBC Bitesize
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Other revision websites

Link for past exam papers	https://revisionworld.com/gcse-revision/business-studies/business-studies-gcse-past-papers/ocr-gcse-business-studies-past-papers
Links and descriptions for online revision resources	<p>The links provide access to knowledge recall and quizzes to test and check. Seneca tracks progress. https://app.senecalearning.com/dashboard/join-class/n7a7e7bmvm https://www.bbc.co.uk/bitesize/examspecs/zhrphbk</p> <p>These websites provide access to videos, practise questions and quizzes on a given topic. https://www.twoteachers.co.uk/ https://www.businesssed.co.uk/index.php/home/activities/l2-activities-topic https://www.businesssed.co.uk/index.php/home/theory/gcse/ocr-gcse-9-1-public#business-1 Bizconsesh - YouTube www.bizzwizard.co.uk</p> <p>Walk thrus https://www.youtube.com/watch?v=vMir9R1zBzA Bizconsesh - YouTube https://www.youtube.com/playlist?list=PLKJ4DtMADQASKndUFOo4MTktZgq-RxC05</p>