

## **AQA A Level Business (7131) – Year 1 Revision Checklist**

*(For Paper 1 & Paper 2 content in the first year of the course)*

---

### **1. Core Knowledge Coverage (Year 1 Only)**

#### **1.1 What is Business?**

- The purpose of business activity
  - Business forms (sole trader, partnership, LTD, PLC)
  - Limited vs unlimited liability
  - Business objectives (profit, survival, growth, cash flow)
  - Mission statements
  - Stakeholders & stakeholder conflict
  - External environment (PESTLE basics)
  - Opportunity cost
  - Role of entrepreneurs
- 

#### **1.2 Managers, Leadership & Decision Making**

- Management vs leadership
  - Leadership styles (autocratic, democratic, laissez-faire)
  - Decision making: scientific vs intuitive
  - Stakeholder mapping (power vs interest)
  - Decision trees (interpretation, expected values, limitations)
- 

#### **1.3 Marketing Performance**

- Market size, market growth, market share
- Primary vs secondary research
- Sampling methods
- Market segmentation, targeting, positioning
- The marketing mix (4Ps + extended 7Ps)
- Price elasticity of demand (PED)
- Income elasticity of demand (YED)
- Interpreting marketing data (correlation, confidence intervals)

- Qualitative vs quantitative data
- 

#### **1.4 Operational Performance**

- Productivity & efficiency
  - Capacity utilisation
  - Economies & diseconomies of scale
  - Lean production (Kaizen, JIT)
  - Quality management (quality assurance, control, TQM)
  - Inventory control (buffer stock, reorder level, lead time)
  - Stock control diagrams
  - Network analysis (critical path, float, total duration)
- 

#### **1.5 Financial Performance**

- Revenue, costs, profit
  - Contribution & break-even analysis
  - Margin of safety
  - Cash flow forecasting
  - Income statements (profit & loss)
  - Balance sheets (assets, liabilities, capital)
  - Ratio analysis (profitability, liquidity, efficiency, gearing basics)
  - Sources of finance (internal & external)
  - Short-term vs long-term finance
- 

#### **1.6 Human Resource Performance**

- HR flow (recruitment, selection, training, redundancy)
- Motivation theories (Taylor, Mayo, Maslow, Herzberg)
- Financial vs non-financial motivation
- Organisational structures (tall/flat, centralised/decentralised)
- Span of control, chain of command
- Workforce planning
- HR data interpretation (labour turnover, absenteeism, labour productivity)

---

## 2. Quantitative Skills Checklist (Year 1 Only)

Students should be able to calculate, interpret, and evaluate:

- Percentages & percentage change
  - Index numbers
  - Break-even (including margin of safety)
  - Cash flow forecasts
  - Ratios (profitability, liquidity, efficiency, gearing basics)
  - Critical path analysis
  - Elasticities (PED, YED)
  - Averages, ranges, moving averages
  - Correlation & confidence intervals
- 

## 3. Exam Technique Checklist (Year 1 Papers)

### 3.1 Paper 1 (Multiple-choice + Short Answers + Two Essays)

- Practise MCQs under timed conditions
  - Use clear essay structures (intro, 2–3 developed points, evaluation)
  - Apply real business examples
  - Use diagrams where relevant (break-even, stock control, decision trees)
- 

### 3.2 Paper 2 (Data Response)

- Practise interpreting charts, tables, and extracts
  - Use data explicitly in every paragraph
  - Apply theory accurately (PED, ratios, capacity utilisation, etc.)
  - Evaluate using context (industry, size, market conditions)
- 

## 4. Optional: Year 1 Revision Plan (No Two-Week Structure)

If you want a simple Year-1-only plan:

- **Marketing**
- **Operations**
- **Finance**

- **HR**
- **Decision making & leadership**
- **What is business?**
- **Quantitative skills practice**
- **Past paper questions**