

# SoL – Threshold Concept Map – A Level Business Studies (Eduqas) - Year 12 – Component 1

	Topic Overview	Key/Threshold concepts	Success Criteria
<p><b>BUSINESS OPPORTUNITIES</b></p> <p>[Y12 September – December]</p> <p>REMOTE RESOURCES:  <a href="http://Resource(educas.co.uk)">Resource (educas.co.uk)</a>  <a href="#">All Topics   Business   tutor2u</a></p>	<p><b>Enterprise</b></p>	<ul style="list-style-type: none"> <li>• Enterprise</li> <li>• Small Medium Enterprises (SME's)</li> <li>• Entrepreneurs</li> <li>• Stakeholders</li> <li>• UK Economy</li> </ul>	<ul style="list-style-type: none"> <li>• Explain the meaning of enterprise and SMEs</li> <li>• Explain how satisfying needs and wants can give opportunities to entrepreneurs</li> <li>• Identify business opportunities</li> <li>• Explain the role of the entrepreneur in creating, setting up, running and developing a business</li> <li>• Explain the financial and non-financial motives of entrepreneurs</li> <li>• Explain the characteristics and skills of entrepreneurs</li> <li>• Explain the importance of entrepreneurs and SMEs to the primary, secondary and tertiary sectors of the UK economy</li> <li>• Evaluate the impact of entrepreneurs and SMEs on businesses and the economy</li> <li>• Identify the various stakeholders who are affected by a business</li> </ul>
	<p><b>Business Plans</b></p>	<ul style="list-style-type: none"> <li>• Business Plan</li> <li>• Components of a Business Plan</li> <li>• Importance of the Business Plan to Entrepreneurs.</li> </ul>	<ul style="list-style-type: none"> <li>• Explain the purpose and main components of a business plan</li> <li>• Evaluate the importance of a business plan</li> <li>• Identify the main sources of information and guidance available to entrepreneurs</li> </ul>
	<p><b>Markets</b></p>	<ul style="list-style-type: none"> <li>• Markets &amp; Competition</li> <li>• Types of Markets (mass, niche, global, trade, seasonal)</li> <li>• Market Share</li> <li>• Market Segmentation</li> <li>• Competition and types of Market (Monopoly, Oligopoly, etc)</li> <li>• Consumer Protection</li> <li>• Demand &amp; Supply including diagrams</li> <li>• PED &amp; YED</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by a market and competition</li> <li>• Identify different types of market, including local/global, mass/niche, trade/consumer, product/service and seasonal</li> <li>• Analyse and interpret market data, including market size, market share and market trends</li> <li>• Explain what is meant by market segmentation</li> <li>• Explain how markets are segmented</li> <li>• Evaluate the importance and impact of segmentation to a business and its customers</li> <li>• Understand that different markets have differing degrees of competition, ranging from perfect competition to monopoly</li> <li>• Explain the features of perfect competition, monopolistic competition, oligopoly and monopoly and their impact on business behaviour</li> </ul>

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			<ul style="list-style-type: none"> <li>• Understand the reasons why consumers sometimes need protection from exploitation from businesses</li> <li>• Explain what is meant by demand, supply and equilibrium</li> <li>• Understand the importance of demand and supply in the market</li> <li>• Explain the factors that lead to a change in demand and supply</li> <li>• Explain how a change in demand and supply can impact on price and quantity</li> <li>• Construct and interpret demand and supply diagrams</li> <li>• Understand the factors that cause the demand and supply curves to shift and the effect this has on equilibrium price and quantity</li> <li>• Analyse and evaluate factors which affect demand and supply and equilibrium</li> <li>• Understand the concept of price and income elasticity of demand (not calculations, although this will be expected in Comp 2 Y13 for Market Analysis, so good to practice)</li> <li>• Explain the nature of inferior, normal and luxury goods</li> </ul>
	<p><b>Market Research</b></p>	<ul style="list-style-type: none"> <li>• Primary &amp; Secondary Research</li> <li>• Quantitative &amp; Qualitative Research</li> <li>• Methods of Research</li> <li>• Sample methods</li> <li>• Avoiding bias</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by market research</li> <li>• Explain the value of carrying out market research</li> <li>• Distinguish between primary and secondary market research</li> <li>• Evaluate the use of market research to a business and its stakeholders</li> <li>• Distinguish between qualitative and quantitative data</li> <li>• Explain the different methods of primary and secondary research available to businesses</li> <li>• Explain the issues involved in selecting the most appropriate method of market research</li> <li>• Evaluate the use of the different methods of primary and secondary research</li> <li>• Interpret and evaluate quantitative and qualitative research</li> <li>• Explain what is meant by sampling</li> <li>• Explain the difference between random and quota sampling methods</li> <li>• Understand the need to avoid bias in market research</li> <li>• Evaluate the usefulness of sampling for a business and its stakeholders</li> </ul>

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	<b>Business Structure</b>	<ul style="list-style-type: none"> <li>Public &amp; Private sector – aims, role.</li> <li>Private sector: sole traders, partnerships, limited companies.</li> <li>Types of liability (limited &amp; unlimited)</li> <li>Not for profit organisations: social enterprises, charities, co-ops and societies.</li> </ul>	<ul style="list-style-type: none"> <li>Explain the difference between the private and public sector</li> <li>Explain the aims of private sector businesses including survival, growth and profit</li> <li>Explain the aims of the public sector and its role in providing goods and services</li> <li>Evaluate the roles of the public and private sectors in the provision of goods and services</li> <li>Explain the legal structure of different private sector business organisations including sole traders, partnerships, private and public limited companies</li> <li>Explain what is meant by unlimited liability and limited liability</li> <li>Explain the advantages and disadvantages of choosing different legal structures for a business</li> <li>Evaluate the factors affecting the choice of the legal structure of a business</li> <li>Explain the main features of not-for-profit organisations including social enterprises, charities, co-operatives and societies</li> <li>Evaluate the importance and impact of the legal structure for the various stakeholders for a business</li> </ul>
	<b>Business Location</b>	<ul style="list-style-type: none"> <li>Factors when locating a new business.</li> </ul>	<ul style="list-style-type: none"> <li>Explain the factors that need to be considered when locating a new business</li> <li>Analyse these factors in relation to the needs of the business</li> <li>Evaluate the choice of different locations for a new business</li> </ul>
	<b>Business Finance</b>	<ul style="list-style-type: none"> <li>Sources of finance for both entrepreneurs and SME's</li> </ul>	<ul style="list-style-type: none"> <li>Explain the sources of finance available to entrepreneurs and SMEs</li> <li>Analyse the advantages and disadvantages of each source of finance</li> <li>Evaluate different sources of finance available to entrepreneurs and SMEs</li> </ul>
	<b>Business Costs &amp; Revenue</b>	<ul style="list-style-type: none"> <li>Costs: fixed, variable, semi-variable.</li> <li>Revenue</li> <li>Profit</li> <li>Calculations of costs, revenue and profit.</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by revenue, costs and profit</li> <li>Identify costs to a business, including fixed, variable, semi-variable, direct, indirect/overhead costs and total costs</li> <li>Calculate revenue, costs and profit</li> <li>Interpret revenue, costs and profit calculations</li> <li>Evaluate the impact of revenue, costs and profit on a business and its stakeholders</li> </ul>

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		<ul style="list-style-type: none"> <li>• Break-even analysis including graphs</li> <li>• Contribution, margin of safety</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by contribution</li> <li>• Explain what is meant by break-even</li> <li>• Calculate contribution and understand its application to the calculation of break-even</li> <li>• Construct and interpret break-even charts, including the margin of safety</li> <li>• Illustrate on a break-even chart the effects of changes in costs and revenue</li> <li>• Analyse how changes in costs and/or revenue can affect break-even ('whatif' analysis)</li> <li>• Evaluate the usefulness of break-even to a business and its stakeholders</li> </ul>
<p><b>BUSINESS FUNCTIONS</b></p> <p>[Y12 December – April]</p> <p><b>REMOTE RESOURCES:</b>  <a href="http://Resource(educas.co.uk)">Resource (educas.co.uk)</a>  <a href="#">All Topics   Business   tutor2u</a></p>	<b>MARKETING</b>	<ul style="list-style-type: none"> <li>• Functions of Marketing</li> <li>• Market orientation, product orientation, asset-led</li> </ul>	<ul style="list-style-type: none"> <li>• Explain the purpose of marketing and its importance to different types of business organisation in different situations</li> <li>• Explain what is meant by market orientation, product orientation and asset-led marketing</li> </ul>
<b>MARKETING</b>	<b>Marketing Mix</b>	<ul style="list-style-type: none"> <li>• 4 Ps of marketing – product, price, promotion, place</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by the marketing mix</li> </ul>
	<b>Product</b>	<ul style="list-style-type: none"> <li>• Product portfolio</li> <li>• Branding</li> <li>• USP</li> <li>• Product life cycle including diagrams</li> <li>• Extension strategies</li> <li>• Boston Matrix</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by product, product portfolio, brand, unique selling point (USP) and differentiation</li> <li>• Evaluate the importance of having the right product(s) to a business and its stakeholders</li> <li>• Explain what is meant by the product life cycle</li> <li>• Explain the stages in the product life cycle</li> <li>• Explain what is meant by an extension strategy</li> <li>• Construct and interpret a product life cycle diagram including extension strategies</li> <li>• Evaluate the impact of extension strategies on a business</li> <li>• Explain the relationship between the product life cycle and cash flow</li> <li>• Analyse product life cycles and extension strategies for different businesses, products and markets</li> </ul>

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			<ul style="list-style-type: none"> <li>• Evaluate the use of the product life cycle to a business and its Stakeholders</li> <li>• Explain how the Boston matrix can be used to manage a product portfolio</li> <li>• Evaluate the use of the Boston matrix to a business and its stakeholders</li> </ul>
	<b>Price</b>	<ul style="list-style-type: none"> <li>• Pricing strategies: penetration, cost-plus, skimming, competitive, psychological, contribution</li> </ul>	<ul style="list-style-type: none"> <li>• Explain the different strategies used by businesses to determine the appropriate price for a product including penetration, skimming, costplus, competitive, psychological and contribution</li> <li>• Understand how different types of business organisations in different situations will use different pricing strategies</li> <li>• Evaluate the importance for a business of selecting the most appropriate pricing strategy</li> <li>• Evaluate the impact of pricing decisions on a business and its stakeholders</li> </ul>
	<b>Promotion</b>	<ul style="list-style-type: none"> <li>• Above the line and below the line</li> <li>• Methods of promotion</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by promotion</li> <li>• Explain the different above the line and below the line strategies used by businesses to promote their products</li> <li>• Understand how different types of business organisations in different situations will use a range of different promotional strategies</li> <li>• Explain the importance for a business of selecting the most appropriate promotional strategy</li> <li>• Evaluate the impact of selecting the right promotional strategy on a business and its stakeholders</li> </ul>
	<b>Place</b>	<ul style="list-style-type: none"> <li>• Channels of distribution</li> <li>• Multi-channel distribution</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by place</li> <li>• Explain the different distribution channels used by businesses</li> <li>• Explain what is meant by multi-channel distribution</li> <li>• Explain the importance for a business of selecting the most appropriate distribution channel/s</li> <li>• Evaluate the impact of selecting the right distribution channel/s on a business and its stakeholders</li> </ul>
	<b>Decisions about the Marketing Mix</b>	<ul style="list-style-type: none"> <li>• Global marketing and brands</li> <li>• Adapting the marketing mix</li> </ul>	<ul style="list-style-type: none"> <li>• Understand the importance of global marketing and global brands</li> <li>• Explain how the marketing mix will differ in different contexts including, local, national or global markets, goods</li> </ul>

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			<p>or services markets, size of business, niche or mass markets and market structure</p> <ul style="list-style-type: none"> <li>Evaluate the marketing mix in different contexts</li> </ul>
	<b>New Technology</b>	<ul style="list-style-type: none"> <li>Role of digital media, social media, e-tailing, m-commerce</li> </ul>	<ul style="list-style-type: none"> <li>Explain how new technology is used in marketing, including the role of digital media, social media, e-tailing and m-commerce</li> <li>Explain the impacts of new technology on existing businesses such as high street retailers</li> <li>Evaluate the impact of new technology on the marketing activities of businesses and its stakeholders</li> </ul>
<b>FINANCE</b>	<b>FINANCE</b>	<ul style="list-style-type: none"> <li>Functions of the finance department</li> </ul>	<ul style="list-style-type: none"> <li>Understand the role of the finance department</li> </ul>
	<b>Budgeting</b>	<ul style="list-style-type: none"> <li>Budgets</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by a budget</li> <li>Explain the purpose of budgets</li> <li>Evaluate the use of budgets to a business and its stakeholders</li> </ul>
	<b>Business Finance</b>	<ul style="list-style-type: none"> <li>Sources of finance – established and large businesses</li> <li>Internal: owner’s capital, retained profit, sale of assets.</li> <li>External: overdrafts, loans, share capital, venture capital, leasing, trade credit, debt factoring.</li> </ul>	<ul style="list-style-type: none"> <li>Explain the sources of finance available to established and large businesses and consider their appropriateness for different circumstances</li> <li>Understand that sources of finance can be internal and/or external</li> <li>Explain internal sources of finance including owner’s capital, retained profit and sale of assets</li> <li>Explain external sources/methods of finance including overdrafts, loans, share capital, venture capital, leasing, trade credit and debt factoring</li> <li>Explain the advantages and disadvantages of different sources of finance to a business and the importance of choosing appropriate sources</li> <li>Evaluate the impact of different sources of finance to a business and its stakeholders</li> </ul>
	<b>Cash-flow</b>	<ul style="list-style-type: none"> <li>Cash flow forecast</li> <li>Construction and calculations</li> <li>Impact on stakeholders</li> <li>Strategies to improve cash flow</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by cash flow</li> <li>Explain what is meant by a cash flow forecast</li> <li>Construct, calculate and interpret cash flow forecasts</li> <li>Evaluate the impact of a cash flow forecast on a business and its stakeholders</li> <li>Explain the causes of cash flow problems</li> <li>Explain strategies by which a business can improve cash flow</li> </ul>

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			<ul style="list-style-type: none"> <li>Evaluate the strategies a business uses to improve cash flow problems</li> <li>Explain the benefits and limitations of cash flow forecasts</li> </ul>
	<b>Income Statement</b>	<ul style="list-style-type: none"> <li>TPL account</li> <li>Gross &amp; net profit including calculations</li> <li>How to improve profit</li> </ul>	<ul style="list-style-type: none"> <li>Explain the main components of a trading, profit and loss account (the income statement) and the way that it is constructed</li> <li>Calculate gross profit and net profit</li> <li>Evaluate ways in which a business could improve its profit</li> </ul>
	<b>Ratio Analysis</b>	<ul style="list-style-type: none"> <li>Gross Profit Margin (GPM)</li> <li>Net Profit Margin (NPM)</li> <li>Calculations and interpretation</li> <li>Assess the performance of a business.</li> </ul>	<ul style="list-style-type: none"> <li>Calculate and interpret gross and net profit margins</li> <li>Evaluate the calculations of profitability ratios to assess the performance of a business</li> </ul>
<b>HR – PEOPLE IN ORGANISATIONS [January – March]</b>	<b>HR Functions</b>	<ul style="list-style-type: none"> <li>Functions of the HR department</li> </ul>	<ul style="list-style-type: none"> <li>Explain the functions of the human resource department</li> </ul>
	<b>Changes in Working Practices</b>	<ul style="list-style-type: none"> <li>Flexible working methods.</li> <li>Impact of new technology</li> <li>Impact on employers and employees.</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by the flexible workforce including flexible hours, home working, part time, temporary, job sharing, multi-skilling, zero hours contracts and hot-desking</li> <li>Explain the impact of new technology on working practices</li> <li>Evaluate the impact of changes in working patterns on employees and employers</li> </ul>
	<b>Workforce Planning</b>	<ul style="list-style-type: none"> <li>Workforce planning</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by workforce planning</li> <li>Evaluate the impact and importance to a business of having the correct numbers of employees with appropriate skills and experience</li> </ul>
	<b>Recruitment</b>	<ul style="list-style-type: none"> <li>Recruitment process</li> <li>Internal and external</li> <li>Recruitment documents</li> <li>Methods of selection</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by the recruitment process</li> <li>Explain what is meant by internal and external recruitment</li> <li>Explain what is meant by job analysis, job description and person specification</li> <li>Evaluate appropriate methods of selecting different types of employee for different types of job including interviews, work trials, testing, selection exercises and telephone interviews</li> <li>Evaluate the importance of recruitment to a business and its stakeholders</li> </ul>
	<b>Training</b>	<ul style="list-style-type: none"> <li>Training &amp; skills</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by training</li> </ul>

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		<ul style="list-style-type: none"> <li>• On and Off the job training</li> <li>• Apprenticeships</li> </ul>	<ul style="list-style-type: none"> <li>• Explain the role of training in developing appropriate skills</li> <li>• Explain the different methods of training including induction, on-the-job, off-the-job and apprenticeships</li> <li>• Evaluate the importance and impact of training for a business and its stakeholders</li> </ul>
	<b>Appraisal</b>	<ul style="list-style-type: none"> <li>• Methods of Appraisal</li> <li>• Impact on employer, employees and other stakeholders.</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by appraisal</li> <li>• Explain different methods of appraisal including superior’s assessment, peer assessment, self-assessment and 360 degree feedback</li> <li>• Understand how appraisal can benefit both the business and its employees</li> <li>• Evaluate the importance and impact of appraisal for a business and its stakeholders</li> </ul>
	<b>Workforce Performance</b>	<ul style="list-style-type: none"> <li>• Measuring workforce performance</li> <li>• Calculate and interpret 3 HR ratios: Labour Turnover, Productivity, Absenteeism</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by workforce performance</li> <li>• Explain what is meant by labour productivity, absenteeism and labour turnover</li> <li>• Calculate and interpret labour productivity and labour turnover</li> <li>• Evaluate the importance and impact of workforce performance for a business and its stakeholders</li> </ul>
	<b>Organisational Design</b>	<ul style="list-style-type: none"> <li>• Organisational structures – various types and key terms.</li> <li>• Changing of structures</li> <li>• Empowerment Vs Control</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by organisational design</li> <li>• Understand what is meant by authority, responsibility, chain of command, span of control, delegation, hierarchy, centralisation and decentralisation, empowerment and delayering</li> <li>• Explain the characteristics of different organisational structures including hierarchical (flat and tall) and matrix structures</li> <li>• Explain the advantages and disadvantages of changing organisational structures and delayering</li> <li>• Evaluate the choice between empowerment and control of the workforce</li> <li>• Evaluate the appropriateness of different organisational structures to a business and its stakeholders</li> </ul>
	<b>Motivation</b>	<ul style="list-style-type: none"> <li>• Motivation theorists</li> <li>• Financial methods</li> <li>• Non-financial methods</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by motivation and the benefits of a motivated workforce</li> <li>• Explain motivation theories including F.W.Taylor (scientific management), E. Mayo (human relations), A. Maslow</li> </ul>



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			<p>(hierarchy of needs), F. Herzberg (two factor theory) and V. Vroom , L. Porter and E. Lawler (expectancy theories)</p> <ul style="list-style-type: none"> <li>• Evaluate the relevance of motivational theories and their importance to businesses</li> <li>• Explain financial methods of motivation including piece rate, commission, bonus, salary, profit sharing, share ownership and performance-related pay</li> <li>• Explain non-financial methods of motivation including consultation, job design, job enlargement, job rotation, job enrichment, empowerment, team working and flexible working</li> <li>• Evaluate the appropriateness of various financial and non-financial methods of motivation for a business and its stakeholders</li> <li>• Evaluate the impact of a motivated workforce on a business and its stakeholders</li> </ul>
	<p><b>Management &amp; Leadership</b></p>	<ul style="list-style-type: none"> <li>• Functions and roles</li> <li>• MBO – management by objectives.</li> <li>• McGregor’s theory X and Y</li> <li>• Leadership</li> <li>• Leadership theories</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by management</li> <li>• Explain the functions and roles of management</li> <li>• Explain the advantages and disadvantages of management by objectives (MBO)</li> <li>• Explain D. McGregor’s theory X and theory Y</li> <li>• Evaluate the importance of management to a business and its stakeholders</li> <li>• Explain what is meant by leadership</li> <li>• Explain different types of leadership styles including autocratic, democratic, paternalistic, bureaucratic and laissez-faire</li> <li>• Explain leadership theories including F. Fiedler (1976) and P. Wright and D. Taylor (1984)</li> <li>• Evaluate the importance and impact of leadership for a business and its stakeholders</li> <li>• Evaluate the appropriateness of various leadership styles and theories to different business situations</li> </ul>
	<p><b>Employer/employee Relationships</b></p>	<ul style="list-style-type: none"> <li>• Duties and rights of employers and employees</li> <li>• Equal Opportunities</li> <li>• Trade Unions – industrial disputes</li> <li>• ACAS role</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by employer/employee relationships</li> <li>• Explain the duties and rights of employers and employees including contract of employment, health and safety, minimum wage and dismissal</li> <li>• Explain what is meant by equal opportunities</li> </ul>

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			<ul style="list-style-type: none"> <li>Evaluate the impact of equal opportunities on employers and employees</li> <li>Explain the role of trade unions including collective bargaining, their advantages and disadvantages</li> <li>Explain what is meant by employer and employee conflict including trade disputes and industrial action</li> <li>Explain the resolution of disputes including negotiation, consultation and the role of ACAS</li> <li>Evaluate the impact of employer/employee relations, conflict and resolution on a business and its stakeholders</li> </ul>
<b>OPERATIONS MANAGEMENT [January – March]</b>	<b>Functions of Operations Management</b>	<ul style="list-style-type: none"> <li>Role of the Operations Management department</li> </ul>	<ul style="list-style-type: none"> <li>Understand the nature of operations management in different types of business organisation</li> </ul>
	<b>Added Value</b>	<ul style="list-style-type: none"> <li>Added value</li> <li>Calculation of Added Value</li> <li>Methods of increasing Added Value</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by added value</li> <li>Calculate added value</li> <li>Explain ways of increasing value added</li> <li>Evaluate the importance of added value to a business and its stakeholders</li> </ul>
	<b>Production</b>	<ul style="list-style-type: none"> <li>Methods of production</li> </ul>	<ul style="list-style-type: none"> <li>Explain the different methods of production including job, batch and flow</li> <li>Evaluate appropriate methods of production for businesses</li> </ul>
	<b>Productivity</b>	<ul style="list-style-type: none"> <li>Measuring Productivity</li> <li>Capacity Utilisation</li> </ul>	<ul style="list-style-type: none"> <li>Explain what is meant by productivity</li> <li>Understand ways of measuring productivity</li> <li>Explain ways in which productivity can be increased</li> <li>Evaluate the importance and impact of productivity for a business and its stakeholders</li> <li>Explain the concept of capacity utilisation</li> <li>Calculate and interpret capacity utilisation</li> <li>Evaluate the concept of capacity utilisation for a business and its stakeholders</li> </ul>
	<b>Technology</b>	<ul style="list-style-type: none"> <li>IT, CAD, CAM and robotics</li> </ul>	<ul style="list-style-type: none"> <li>Explain how new technology can be used by businesses, including the use of information technology, CAD, CAM and robotics</li> <li>Evaluate the impact of new technology on the various stakeholders of a business</li> <li>Evaluate the importance and impact of technology in the operations of a business</li> </ul>

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	<b>Lean Production</b>	<ul style="list-style-type: none"> <li>• Methods of Lead Production</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by lean production</li> <li>• Explain the range of lean production practices that are used to reduce waste and improve productivity including kaizen (continuous improvement), just-in-time, cell production and time-based management</li> <li>• Evaluate the importance and impact of lean production for businesses and their stakeholders</li> </ul>
	<b>Quality</b>	<ul style="list-style-type: none"> <li>• Importance of Quality</li> <li>• Quality Control</li> <li>• Quality Assurance</li> <li>• TQM and methods</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by quality</li> <li>• Analyse the importance of quality to a business</li> <li>• Explain the difference between quality control and quality assurance</li> <li>• Explain the concept of total quality management (TQM) and the ways that it can be achieved including quality chains, empowerment, monitoring, teamwork, zero defects, quality circles and benchmarking</li> <li>• Evaluate the importance of quality for a business and its stakeholders</li> </ul>
	<b>Purchasing</b>	<ul style="list-style-type: none"> <li>• Purchasing and suppliers</li> <li>• Stock control including diagrams</li> <li>• Methods of stock control</li> </ul>	<ul style="list-style-type: none"> <li>• Explain the importance of purchasing and working with suppliers</li> <li>• Explain what is meant by stock control</li> <li>• Understand the importance of controlling stock</li> <li>• Explain methods of stock control including traditional stock control methods, just-in-time and computerised stock control</li> <li>• Interpret stock control diagrams and explain the main components including re-order level, lead time, buffer stock and minimum stock level</li> <li>• Evaluate the importance and impact on businesses and their stakeholders of holding too much or too little stock</li> </ul>
	<b>Research &amp; Development (R&amp;D)</b>	<ul style="list-style-type: none"> <li>• Innovation, research and development</li> <li>• Product design process</li> <li>• Costs and benefits</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by innovation, research and development</li> <li>• Explain the process of product design and development</li> <li>• Evaluate the costs and benefits of innovation, research and development for a business and its stakeholders</li> </ul>
	<b>Economies of Scale</b>	<ul style="list-style-type: none"> <li>• Types of internal EOS</li> <li>• Types of internal Dis-EOS</li> </ul>	<ul style="list-style-type: none"> <li>• Explain what is meant by economies of scale</li> <li>• Explain the different types of internal economies of scale</li> <li>• Explain external economies of scale</li> </ul>

## SoL – Threshold Concept Map – A Level Business Studies (Eduqas) - Year 12 – Component 1

			<ul style="list-style-type: none"><li>• Explain how businesses benefit from the different types of internal and external economies of scale</li><li>• Explain reasons for internal diseconomies of scale</li><li>• Explain the problems caused by internal diseconomies of scale</li><li>• Explain the survival of small firms</li><li>• Evaluate the impact of economies and diseconomies of scale on a business and its stakeholders</li></ul>
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