HOLY FAMILY CATHOLIC SCHOOL

Faculty of Mathematics and Technology | Edexcel GCSE Business (1BS0) | Year 10 | Half-Term 2

Learning Intention	Vocabulary	Concept	Retrieval	Success Criteria	Red Zone	Hinge Questions
1. In-class assessment: Topic 1.2 – Spotting a business opportunity	Customer needs, market research, segmentation, competition	Assess	Recall the key areas of Topic 1.2: customer needs, market research and competition.	I can demonstrate my understanding of Topic 1.2 through an independent assessment.	Complete the in-class Topic 1.2 assessment and identify one area to improve after feedback.	Which method gathers primary market research? A Questionnaire; B Competitor website; C Published report Correct answer: A
2. I will identify business aims and objectives	Aim, objective, survival	Develop	What is a business objective?	I can distinguish an aim from an objective.	Explain two objectives of a new business.	Which is a business objective? A survival; B a logo; C a supplier Correct answer: A
3. I will explain financial objectives	Profit, sales, market share	Develop	Why might a start-up prioritise survival?	I can explain profit, sales and market share objectives.	Explain why increasing sales may be important to a start-up.	Which is a financial objective? A staff wellbeing; B profit; C ethics Correct answer: B
4. I will explain non-financial objectives	Independence, challenge, satisfaction	Develop	Give one financial objective.	I can explain independence, personal satisfaction and challenge.	Explain one non-financial reason for starting a business.	Which is non-financial? A profit; B revenue; C independence Correct answer: C
5. I will compare objectives of different businesses	Start-up, established, objective	Develop	How do aims and objectives differ?	I can explain why objectives vary by business and stage.	Compare objectives for a start-up and an established firm.	A new business may first prioritise: A survival; B global expansion; C dividends Correct answer: A
6. I will apply and assess objectives	Justify, context, objective	Review	Name two non-financial objectives.	I can justify a suitable objective for a given business.	Write a 6-mark response: explain two objectives of a new café.	Which answer is strongest? A generic list; B contextual explanation; C definition only Correct answer: B
7. I will understand revenue	Revenue, sales, selling price	Develop	Give an example of a financial objective.	I can calculate revenue from price and quantity sold.	Calculate revenue for 80 items sold at £6 each.	Revenue equals: A price × quantity; B costs − sales; C profit + tax Correct answer: A
8. I will identify fixed and variable costs	Fixed cost, variable cost, total cost	Develop	What is the formula for revenue?	I can classify costs and calculate total costs.	Classify rent, packaging and ingredients; calculate total costs.	Which is usually a fixed cost? A ingredients; B rent; C packaging Correct answer: B
9. I will calculate profit and loss	Profit, loss, total cost	Develop	How do you calculate total costs?	I can calculate profit or loss using revenue and costs.	Revenue £1,200; costs £950. Calculate and interpret profit.	Profit equals: A costs − revenue; B revenue − total costs; C sales × costs Correct answer: B
10. I will interpret financial performance	Profit margin, performance, decision	Review	Calculate profit when revenue is £500 and costs £420.	I can interpret changes in revenue, costs and profit.	Explain how rising variable costs could affect profit.	If costs rise and revenue stays constant, profit usually: A rises; B stays same; C falls Correct answer: C
11. I will understand cash and cash flow	Cash, inflow, outflow	Develop	Can a profitable firm still run out of cash?	I can distinguish cash inflows from cash outflows.	Identify four inflows/outflows for a small business.	Which is a cash inflow? A rent paid; B customer payment; C wages paid Correct answer: B

12. I will calculate net cash flow	Net cash flow, inflows, outflows	Develop	Give two cash outflows.	I can calculate net cash flow for a period.	Inflows £2,000; outflows £2,450. Calculate net cash flow.	Net cash flow is: A inflows − outflows; B profit + sales; C costs × price Correct answer: A
13. I will calculate opening and closing balances	Opening balance, closing balance	Develop	How is net cash flow calculated?	I can calculate a closing cash balance.	Opening £600; net cash flow −£250. Calculate closing balance.	Closing balance = A opening − revenue; B opening + net cash flow; C profit only Correct answer: B
14. I will interpret a cash-flow forecast	Forecast, shortage, liquidity	Develop	What does a negative net cash flow indicate?	I can interpret a forecast and identify shortages.	Explain one risk of a forecast negative closing balance.	A cash-flow forecast helps a business: A predict cash shortages; B guarantee profit; C set tax rates Correct answer: A
15. I will improve cash flow	Trade credit, overdraft, timing	Review	What is a cash outflow?	I can recommend and justify ways to improve cash flow.	Evaluate two ways a small retailer could manage cash shortages.	Which action may improve cash flow? A faster customer payments; B slower sales; C higher rent Correct answer: A
16. I will identify internal finance	Retained profit, owner savings	Develop	Give one way to improve cash flow.	I can identify and explain internal sources of finance.	Explain a benefit and drawback of using owner savings.	Which is internal finance? A bank loan; B retained profit; C crowdfunding Correct answer: B
17. I will identify external finance	Loan, overdraft, crowdfunding	Develop	What is retained profit?	I can identify loans, overdrafts and crowdfunding.	Match three finance sources to business needs.	Which source normally requires interest payments? A owner savings; B retained profit; C bank loan Correct answer: C
18. I will select suitable finance	Start-up capital, cash flow, finance	Review	What is the difference between a loan and an overdraft?	I can justify finance choices in context.	Recommend finance for a new café buying £8,000 equipment.	Best finance depends mainly on: A business needs and circumstances; B logo colour; C owner age only Correct answer: A