

Pearson Edexcel GCSE (9–1) Business

Your switching
support guide



A word from us to you...

We know that choosing a new awarding body is a big decision. We've worked with many teachers making the move to us and are here to make it as easy as possible. We've created a range of specific switching support to save you time, give you confidence and help you from the moment you start delivering the qualification, through to results day and beyond.

Start exploring >>



This switching support guide brings together the information schools who have made the switch have told us you will need in one handy place, along with clear guidance about where to go next with any further questions.



Discover the support >

We're here to support you every step of the way with unparalleled free and paid-for resources.



Explore the course >

Here are the essential things to know about the course if you're thinking of switching to us.



Get in touch >

If you like what you see, get in touch with us so we can help support you with your switch.



Get started straight away

We'll provide support to help you transition from your current awarding body, including a detailed Getting Started Guide, course planner, mapping documents and 2-year and 3-year editable Schemes of Work.

More of what you can expect from us 





Unbeatable free support and help with resourcing

- We are the only awarding body to offer **free access to exam scripts**, so you can easily view your students' electronically-marked exam papers.
- We offer comprehensive and free online **New to Edexcel** events to introduce you to the qualification and assessments.
- We have a range of discounts and packages to ensure resourcing isn't a barrier when switching to us.

Get in touch to discuss the offers and packages open to you.

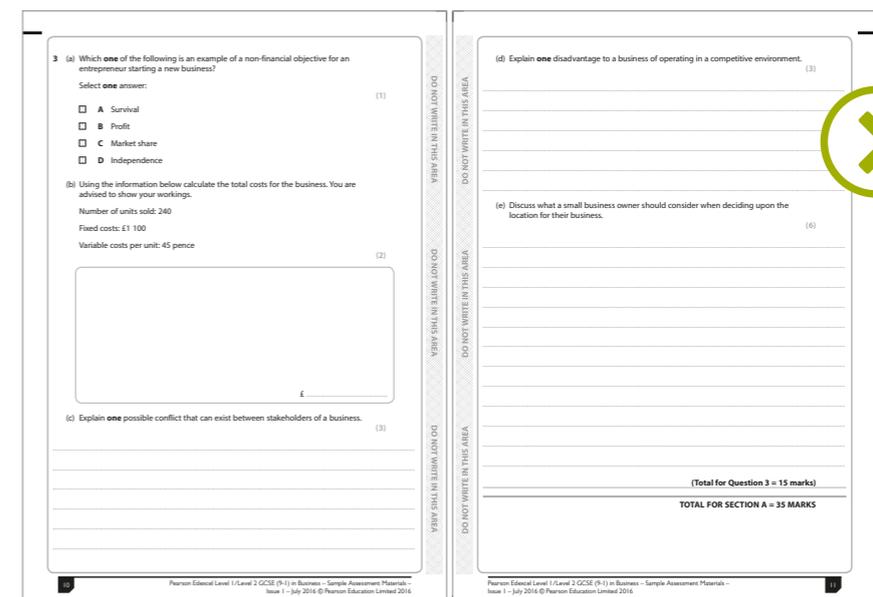
[Our assessments](#)



Clear and straightforward assessments

- Straightforward and clear question papers and mark schemes.
- Clearly defined command word taxonomy with a consistent mark tariff.
- Identical structure on both exam papers.
- Ramped questions within each section of the exam papers to build confidence and challenge students.

Help when you need it



The image shows two pages from an exam paper and its corresponding mark scheme. The left page contains three questions: (a) a multiple-choice question about non-financial objectives, (b) a calculation question about total costs, and (c) a short-answer question about stakeholder conflicts. The right page shows the mark scheme for these questions, with question (d) also included. A green arrow icon is overlaid on the right page.

3 (a) Which **one** of the following is an example of a non-financial objective for an entrepreneur starting a new business?
Select **one** answer: (1)

A Survival
 B Profit
 C Market share
 D Independence

(b) Using the information below calculate the total costs for the business. You are advised to show your workings.
Number of units sold: 240
Fixed costs: £1 100
Variable costs per unit: 45 pence (2)

£ _____

(c) Explain **one** possible conflict that can exist between stakeholders of a business. (3)

(d) Explain **one** disadvantage to a business of operating in a competitive environment. (3)

(e) Discuss what a small business owner should consider when deciding upon the location for their business. (6)

(Total for Question 3 = 15 marks)
TOTAL FOR SECTION A = 35 MARKS



Comprehensive assessment support

- Two sets of specimen papers in addition to the **sample assessment materials**, giving you THREE sets of papers for students to practise.
- Coming soon: marked student responses with examiner commentaries to help you understand the standard.
- **Mocks marking training events** to help you apply the mark scheme.
- ExamWizard, a free exam preparation tool that allows teachers to build their own exam papers.
- ResultsPlus, a free online service to analyse students' exam performance.

Help when you need it 



Discover the support

Expert subject advice from Colin Leith

Colin, your dedicated subject advisor, is on hand to answer any questions you have and will help make your switch as easy as possible.



You can sign up for his regular updates at
TeachingBusiness@pearson.com

call him on **020 7010 2182** and follow him on Twitter
@PearsonEconBus

Course essentials 



Course essentials

Get to know the course at a glance

The **‘qualification at a glance’** section within our Specification and our **Getting Started Guide** give you a quick overview of our specification and its requirements:

Qualification at a glance
<p>Content and assessment overview</p> <p>The Pearson Edexcel Level 1/Level 2 GCSE (9-1) in Business consists of two externally-examined papers.</p> <p>Students must complete all assessment in May/June in any single year.</p>
<p>Theme 1: Investigating small business (*Paper code: 1850/01)</p> <p>Written examination: 1 hour and 30 minutes</p> <p>50% of the qualification</p> <p>90 marks</p> <p>Content overview</p> <ul style="list-style-type: none"> • Topic 1.1 Enterprise and entrepreneurship • Topic 1.2 Spotting a business opportunity • Topic 1.3 Putting a business idea into practice • Topic 1.4 Making the business effective • Topic 1.5 Understanding external influences on business <p>Assessment overview</p> <p>The paper is divided into three sections:</p> <p>Section A: 35 marks</p> <p>Section B: 30 marks</p> <p>Section C: 25 marks.</p> <p>The paper will consist of calculations, multiple-choice, short-answer and extended-writing questions.</p> <p>Questions in Sections B and C will be based on business contexts given in the paper.</p> <p>Calculators may be used in the examination. Information on the use of calculators during the examinations for this qualification can be found in Appendix 4: Calculators.</p> <p><small>*See Appendix 7: Codes for a description of this code and all other codes relevant to this qualification.</small></p>

Theme 2: Building a business (Paper code: 1850/02)
<p>Written examination: 1 hour and 30 minutes</p> <p>50% of the qualification</p> <p>90 marks</p> <p>Content overview</p> <ul style="list-style-type: none"> • Topic 2.1 Growing the business • Topic 2.2 Making marketing decisions • Topic 2.3 Making operational decisions • Topic 2.4 Making financial decisions • Topic 2.5 Making human resource decisions <p>Assessment overview</p> <p>The paper is divided into three sections:</p> <p>Section A: 35 marks</p> <p>Section B: 30 marks</p> <p>Section C: 25 marks.</p> <p>The paper will consist of calculations, multiple-choice, short-answer and extended-writing questions.</p> <p>Questions in Sections B and C will be based on business contexts given in the paper.</p> <p>Calculators may be used in the examination. Information on the use of calculators during the examinations for this qualification can be found in Appendix 4: Calculators.</p>



Getting Started: GCSE (9-1) in Business 2017	
Contents	
1. Introduction	
2. What's changed?	
2.1 What are the changes to the GCSE qualification?	2
Changes to GCSE Business content requirements	4
Changes to GCSE Business assessment requirements	4
Changes to Assessment Objectives	4
2.2 What are the impacts of these changes on the GCSE (9-1) in Business qualification?	4
2.3 Changes to our specification	5
Specification overview	5
Theme 1	5
Theme 2	6
Constructing a coherent course	6
Changes to specification content	6
Changes to assessment	9
2.4 Changes to other business qualifications	10
GCSEs	10
BTEC	10
3. Planning	11
3.1 Planning and delivering a linear course	11
Building interest	11
Skills development	11
Revision	11
Resits	11
3.2 Delivery models	12
Structuring topics	12
Teaching over two or three years	13
3.3 Suggested resources	13
Support materials	13
Published resources	13
4. Content guidance	14
Theme 1: Investigating small business	14
1.1 Enterprise and entrepreneurship	14
1.1.1 The dynamic nature of business	14
1.1.2 Risk and reward	15
1.1.3 The role of business and enterprise	15



Editable Schemes of Work 



Editable Schemes of Work

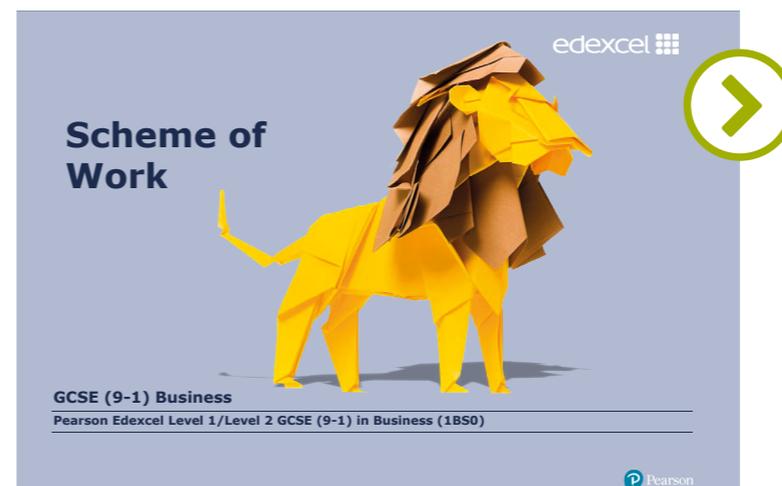
Transitioning from your current exam board

Our 2-year and 3-year editable **Schemes of Work** provide activities and resource ideas for every unit in the specification.

Year 1 (2-year Scheme of Work)

Week	Content coverage	Learning outcomes	Exemplar activities	Exemplar materials and resources
1	Course introduction	<ul style="list-style-type: none"> Introduction and overview to small businesses. How and why are small businesses created? Overview of key features of small businesses and recognition that small businesses operate in all economic and geographical areas. Overview of assessment structure of the course. 	<ul style="list-style-type: none"> Students debate and discuss issues involved in spotting a business opportunity. Students use different resources, including internet research, to look at what businesses do. For example, they discuss what different businesses produce using photographs. Students investigate a local small business. Produce a report explaining the nature of business, its resources, its customers, and evaluating why it might be successful. Collate class results and create a display of the local business environment. 	<ul style="list-style-type: none"> See the Edexcel GCSE Business Studies Student Book Introduction to Small Business, Chapter 1. 'Introduction to Business Activity' - local study of businesses within one mile radius of school. Create a display and categorise the results.
2	Topic 1.1 Enterprise and entrepreneurship 1.1.1 The dynamic nature of business	<ul style="list-style-type: none"> Why new business ideas come about: Changes in technology. Changes in what consumers want. Products and services becoming obsolete. How new business ideas come about: <ul style="list-style-type: none"> Original ideas Adopting existing products/services/ideas 	<ul style="list-style-type: none"> Teacher distinguishes between 'why' and 'how' new business ideas come about. Teacher provides students with different examples of small businesses. Why - student groups research local high street/own centre and collate types of businesses that exist. With the full list examples can be considered of new business ideas being created due to: (i) changes in technology; (ii) changes in what consumers want; (iii) products and services becoming obsolete. How - examples of products that are original and those that are adopted from existing. 	<ul style="list-style-type: none"> How - use Cambridge Satchel Company video (https://www.youtube.com/watch?v=0M644u3A22E) as stimulus for a new business idea. Review the Swon Editions case study, available on the Pearson GCSE (9-1) Business webpage
3	1.1.2 Risk and reward	<ul style="list-style-type: none"> The impact of risk and reward on business activity: Risk: business failure, financial loss, lack of security Reward: business success, profit, independence 	<ul style="list-style-type: none"> Introduce the idea of risk in a general sense - what does it mean for young people? Consider 'risks' they may face on a typical day... Use a business example to introduce an entrepreneur - Cambridge Satchel Company. What risks does the owner of this business face? Encourage students to elicit the risks listed in the specification - business failure, financial loss, lack of security. 	<ul style="list-style-type: none"> See the Edexcel GCSE Business Studies Student Book Introduction to Small Business, Chapter 11 (p52). Review the Swon Editions case study, available on the Pearson GCSE (9-1) Business webpage.

© Pearson Education Ltd 2016



Look out for free **mapped schemes of work** coming soon, to help transform your current schemes of work into Pearson ones.

Specification and SAMs



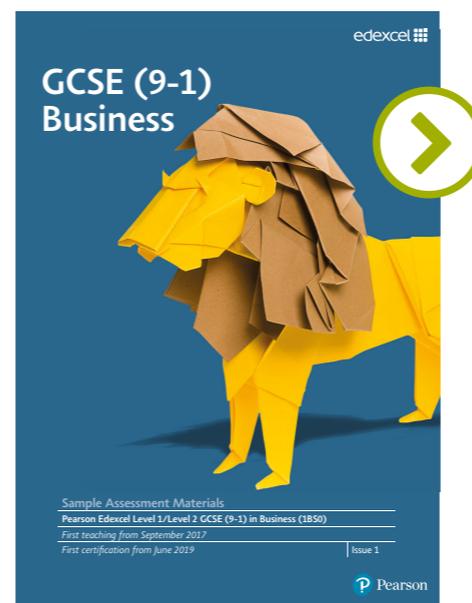
Specifications and SAMs

Delve deeper into the detail

Download digital copies of our full specification and sample assessment materials.



Specification



Sample Assessment Material

Unparalleled support 





Discover the support

Unparalleled support

Discover our wide range of free and paid-for resources for GCSE (9–1) Business

Free support



Pearson published resources



Get in touch



Help with resourcing

We're here to help make sure that cost isn't a barrier to you switching to us, so [get in touch >](#) to discuss the offers and packages open to you.



Get in touch

Our experts are on hand to answer any questions you may have about switching to our course and how it could work for you and your students.

Give us a call to discuss switching to us

 **0161 855 7561**

Stay updated about our Business qualifications

 Sign up to our subject advisor updates at
TeachingBusiness@pearson.com

What next? 



What next?

To ensure you have everything you need to make your switching decision, we'll be in touch by email to highlight our range of support and how we can help you make the transition.

However, if you've already made up your mind and definitely want to make the transition to Pearson Edexcel qualifications, [let us know >](#) so we can make sure you can get your hands on to the full range of support our centres enjoy.



If there's anything else we can do to help you in making your decision to switch to Pearson, please don't hesitate to let us know.

Many thanks,

The Pearson Edexcel Business Qualifications Team

