



**Pearson**  
**Edexcel**

**New  
innovations  
and support**

See inside!

# International AS/A Levels

Business, Economics, Accounting & Law



 SCAN ME

Business and Economics first teaching September 2018  
Accounting and Law first teaching September 2015

# Choosing Pearson Edexcel as your school's International AS/A Level (IAL®) partner

Equipping your students to reach the world's best universities and compete for global employment opportunities will happen throughout their school life, but is even more key when it comes to choosing their International A Levels. We want to reassure you that with Pearson as your qualifications partner, you can be certain both you and your students are setting yourselves up for future success.

In this guide, you'll learn more about who we are, the recognition and progression our Pearson Edexcel international qualifications enjoy, and we'll take a closer look at International A Level Business, Economics, Accounting & Law.

We wish you the best of success for your International Advanced Level journey!

IAS = International Advanced Subsidiary.  
IAL® = International Advanced Level.  
IAL is a registered trademark of Pearson Education Ltd in the UK and other countries.

Pearson Edexcel IAL® qualifications are available to students attending International Schools (outside the UK) and any students attending Online Schools. They are not available to schools in the UK, the Channel Islands, the Isle of Man or in British Armed Forces schools overseas.



## Inside this guide

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## Key International Advanced Level Business, Economics, Accounting & Law highlights



### Onscreen assessment

Technology is advancing, and so is assessment. We are working towards onscreen exams for Pearson Edexcel International A Level Business and Economics.

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### Modular approach

Learn about the popular modular approach to Pearson Edexcel International A Levels, which gives students the flexibility to sit examinations when they feel fully prepared and ready.

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**"It's been my dream to attend a world-renowned university. Pearson Edexcel IALs have given me a solid academic foundation for further studies."**

Fei Xue, University College London

# Welcome to Pearson

## We're pleased to meet you!

Pearson is the world's leading learning company. We provide world class qualifications, assessments, digital content and learning experiences to international schools all over the world to enable more effective teaching and learning and to help learners increase their skills and global employability prospects.

We partner with more than 6,500 schools, universities, and employers worldwide:

- **at school level**, to offer Pearson Edexcel International and UK qualifications to over 3.5 million students annually;
- **at university level**, to ensure Pearson Edexcel qualifications are recognised and accepted by universities all over the world;
- **and with employers**, by building 21st century skills into our qualifications at the outset, to ensure learners have transferable skills alongside the knowledge they need to progress into the careers of their choice.

## Our qualifications heritage stretches back over 150 years

Pearson's qualifications heritage stretches back over 150 years, our qualifications are offered in 80 countries worldwide and we mark over 10 million exam scripts per year on behalf of the UK Department for Education.

Pearson Edexcel is regulated by Ofqual, ensuring our curricula meet the highest standards and our exams follow carefully controlled procedures at every stage of their development, delivery, marking and reporting.

As the largest exam board in the UK, Pearson Edexcel regularly achieves the highest marking accuracy of all UK boards.

## What this means for you

You can trust Pearson Edexcel International Advanced Level qualifications. Thousands of students around the world take these same qualifications every year, progressing from our popular International GCSEs and on to the world's most respected universities.

**"Cambridge Colleges welcome applications from those taking International A Levels... and these are recognised as equivalent to UK Board AS and A Levels."**

The University of Cambridge



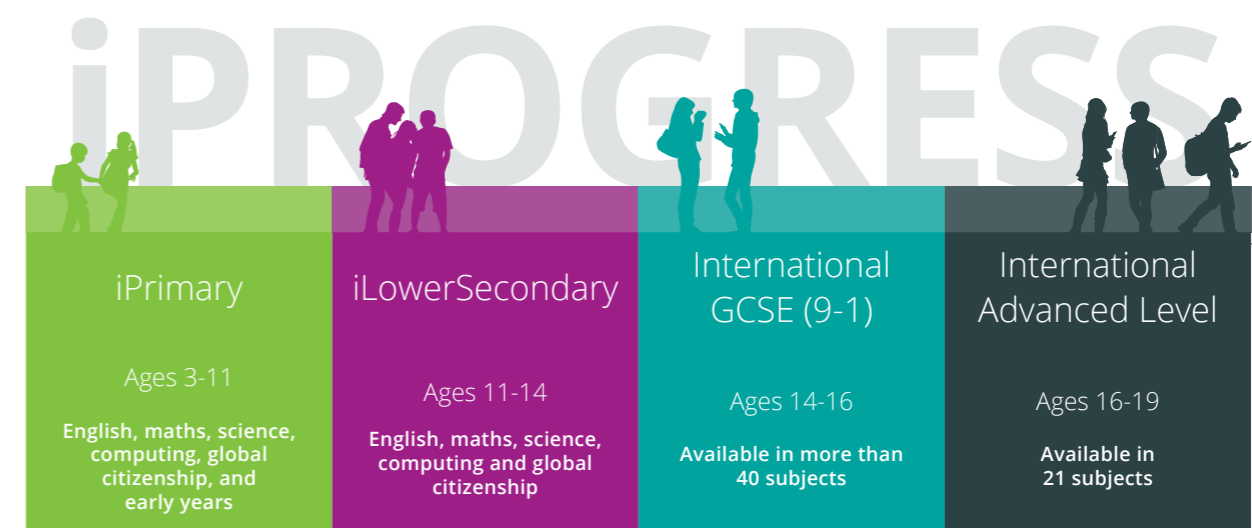
## Modern, progressive International A Level qualifications

### For globally minded learners aged 16 - 19

Renowned across the world for academic excellence, Pearson Edexcel International Advanced Levels provide learners with the skills and knowledge they need to progress onto the most prestigious universities across the world.

Pearson Edexcel International Advanced Levels are part of iProgress, our complete series of academic qualifications for 3 to 19 year-old learners at international schools following a UK curriculum.

At every stage, our iProgress continuum delivers a consistent learning journey with world class support, assessments and teaching and learning resources for students and teachers, everywhere in the world.



# Qualifications for globally minded learners

## Introducing Pearson Edexcel International AS/A Levels

Pearson Edexcel International AS/A Levels, also known as Advanced Subsidiary Level/Advanced Levels, have been developed in consultation with the international school community specifically for international learners.

They take the popular and flexible modular approach\* where exams are taken at the end of each unit of study, throughout the programme of study when a student feels prepared and ready, or all together at the end of the course. This flexibility, together with exam series in January, June and October, for most subjects, means that students have more opportunities to get feedback to improve their performance and get the grade they need to progress.

Available in 21 popular subjects, they offer progression from International GCSEs, and are comparable to the linear UK A Level, equipping students for progression to university and employment.

\*for all subjects except Law

## World class assessment design for international students

Pearson Edexcel qualifications go through a rigorous world class assessment design process, which ensures that the content is relevant for international learners, and that there is a clear and consistent relationship between command words, marks and skills. With logical progression of difficulty throughout and consistency in template and design, our question papers are clear and provide suitable challenge and support for students of all abilities.

**“I wanted to study subjects that were relevant to a future career. Pearson Edexcel iAL provides learners with a firm knowledge base.”**

Nasim Mirzajani, now studying Chemical Engineering at Yale University, USA



# Recognised worldwide for academic excellence

## Opening doors to the world's best universities

Pearson Edexcel sets the standard for worldwide recognised qualifications aligned to the British educational system. Accepted by over 650 higher education institutions across the world – including top universities such as Oxford, Cambridge, Columbia University and Yale University – and with 21st century skills embedded in the curriculum, you can be confident students will have qualifications, skills and knowledge that admissions teams and employers are looking for.

Read about some of our IAL learner journeys with Pearson Edexcel [here](#).

Learn more at [qualifications.pearson.com/progress-to-uni](https://qualifications.pearson.com/progress-to-uni)

## Comparability with GCE AS/A Level

International A Levels (IAL®) are comparable to the UK A Level, as confirmed by NARIC, the national agency responsible for providing information and expert opinion on qualifications and skills worldwide. See the table below for a comparison. The same rigorous standards are applied to all Pearson Edexcel qualifications.

	Pearson Edexcel GCE AS Level (UK AS Level)	Pearson Edexcel International AS Level (IAS)	Pearson Edexcel GCE A Level (UK A Level)	Pearson Edexcel International A Level (IAL®)
Structure	Linear (all exams taken at the end of a one year programme) Standalone qualification and no longer contributes to GCE A Level grades	Modular and flexible structure with all units examined Contributes 50% to the IAL grade or can be a standalone qualification	Linear (all exams taken at the end of a 2 year programme)	Modular and flexible structure with all units examined Typically studied over a 2 year period
Assessment	Mainly examination based* May/June examinations only	100% examination based Examinations in January, May/June and October	Mainly examination based* May/June examinations only	100% examination based Examinations in January, May/June and October
Grading	A – E		A* – E	
Regulator	Regulated by Ofqual	Regulated by Pearson and confirmed by UK NARIC to be comparable to UK AS standard	Regulated by Ofqual	Regulated by Pearson and confirmed by UK NARIC to be comparable to UK A Level standard

\*Other types of assessment used only where needed to test essential skills.

# Pearson Edexcel International A Level Business, Economics, Accounting & Law Qualifications

## Clear and straightforward modern qualifications

### Clear and straightforward structure

Our qualification model delivers familiarity and simplicity, ensuring a more streamlined approach. Our question papers are clear and accessible for students of all ability ranges. Our mark schemes are straightforward so that the assessment requirements are clear.

### Engaging content

The content is engaging and relevant to international learners, focusing on contemporary issues to prepare them for their next steps in today's global world.

### Broad and deep development of learners' skills

We designed the International Advanced Level qualifications to extend learners' knowledge by broadening and deepening skills. Depending on the qualification, that can mean learners develop higher order thinking skills, inter-personal skills, numeracy skills, and/or the ability to make ethical decisions.

## Seamless progression from International GCSE

Pearson Edexcel International A Level is the next step in the iProgress learning journey after International GCSE, continuing a consistent path for students and teachers, everywhere in the world.

## Progression to further study or employment

International Advanced Level qualifications enable successful progression to undergraduate studies, further education or employment. Through our world-class qualification development process we consulted with higher education, teachers and professional bodies to validate the appropriateness of these qualifications, including content, skills and assessment structure.



# Business: a closer look

## Developing a holistic understanding of modern business

Our International Advanced Subsidiary and Advanced Level Business has been developed to be engaging for international learners and to give them the necessary skills to support progression to higher education or further study in Business, as well as to a wide range of other subjects. The IAL qualification is designed to be studied over two years, with the option of a one-year IAS level course. Results of the IAS qualification can contribute to the overall IAL grade.

100%  
externally  
assessed

### Aims of the qualifications

The aims and objectives of this qualification are to enable students to:

- develop an enthusiasm for studying business.
- gain an holistic understanding of business in a range of contexts.
- develop a critical understanding of organisations and their ability to meet society's needs/wants.
- understand that business behaviour can be studied from a range of perspectives.
- generate enterprising and creative approaches to business opportunities, problems and issues.
- be aware of the ethical dilemmas and responsibilities faced by organisations and individuals.
- acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis.
- apply numerical skills in a range of business contexts.

### Key qualification features

- **Reflects today's global world:** students develop an understanding of current global issues that impact on business, preparing them for their next steps in today's global world.
- **Development of quantitative skills:** students develop these skills throughout the content of the course and are required to apply these skills to relevant business contexts within the assessment.
- **Helps develop a holistic understanding of business:** the assessment culminates with a final paper that draws on the knowledge and skills students developed from Units 1, 2 and 3.
- **Provides a real business focus:** the content encourages students to contextualise the theory and respond to real-life international business case studies and evidence in the assessments.

## Economics: a closer look

### Clear, modern and engaging with embedded quantitative skills

Our International Advanced Subsidiary and Advanced Level Economics has been developed to be engaging for international learners and to give them the necessary skills to support progression to higher education or further study in Economics, as well as to a wide range of other subjects. The IAL qualification is designed to be studied over two years, with the option of a one-year IAS level course. Results of the IAS qualification can contribute to the overall IAL grade.

100%  
externally  
assessed

**Unit 1** and **Unit 2** have the same exam structure across both papers, with a duration of 2 hours, worth 80 marks each. **Unit 3** and **Unit 4** have the same exam structure across both papers, with a duration of 2 hours, worth 80 marks each.

### IAS Business exam structure and content summary

IAS Unit 1: Marketing and people	WBS11/01	80 marks	50% of IAS	25% of IAL	Duration: 2hrs
<b>Content includes:</b> Meeting customer needs; The market; Marketing mix and strategy; Managing people; Entrepreneurs and leaders.					
There are three sections:					
<b>Section A:</b> Short- and extended-response questions based on sources (30 marks).					
<b>Section B:</b> Same format as Section A, based on different sources (30 marks).					
<b>Section C:</b> One 20-mark essay question, based on one or more sources (20 marks).					

IAS Unit 2: Managing business activities	WBS12/01	80 marks	50% of IAS	25% of IAL	Duration: 2hrs
<b>Content includes:</b> Planning a business and raising finance; Financial planning; Managing finance; Resource management; External influences.					
There are three sections:					
<b>Section A:</b> Short- and extended-response questions based on sources (30 marks).					
<b>Section B:</b> Same format as Section A, based on different sources (30 marks).					
<b>Section C:</b> One 20-mark essay question, based on one or more sources (20 marks).					

### IA2 Business exam structure and content summary

IA2 Unit 3: Business decisions and strategy	WBS13/01	80 marks	50% of IA2	25% of IAL	Duration: 2hrs
<b>Content includes:</b> Business objectives and strategy; Business growth; Decision-making techniques; Influences on business decisions; Assessing competitiveness; Managing change.					
There are three sections:					
<b>Section A:</b> Short- and extended-response questions based on sources (40 marks).					
<b>Section B:</b> One essay question, based on one or more sources (20 marks).					
<b>Section C:</b> One essay question, based on one or more sources (20 marks).					

IA2 Unit 4: Global business	WBS14/01	80 marks	50% of IA2	25% of IAL	Duration: 2hrs
<b>Content includes:</b> Globalisation; Global markets and business expansion; Global marketing; Global industries and companies (multinational corporations).					
There are three sections:					
<b>Section A:</b> Short- and extended-response questions based on sources (40 marks).					
<b>Section B:</b> One essay question, based on one or more sources (20 marks).					
<b>Section C:</b> One essay question, based on one or more sources (20 marks).					

#### Aims of the qualifications

The aims and objectives of this qualification are to enable students to:

- develop an interest in, and enthusiasm for studying Economics.
- appreciate the contribution of economics to the understanding of the wider economic and social environment.
- develop an understanding of a range of concepts and an ability to use those concepts in a variety of different contexts.
- use an enquiring, critical and thoughtful approach to the study of economics and develop an ability to think as an economist.
- understand that economic behaviour can be studied from a range of perspectives.
- develop analytical and quantitative skills, together with qualities and attitudes that will equip them for the challenges, opportunities and responsibilities of adult and working life.

#### Key qualification features

- **Engaging content:** allows students to develop an awareness of trends in the global economy, researching developed and developing economics, including a focus on contemporary issues.
- **Development of quantitative skills:** students develop these skills throughout the content of the course and are required to apply these skills to relevant economic contexts within the assessment.
- **Consistent command word taxonomy:** we have reduced the number of command words used in the assessment and applied a consistent mark tariff.
- **Accessible assessment:** to ensure all students can access the whole exam paper we have introduced ramping within each question. Questions start with a low mark tariff and become more challenging as students work their way through the paper, helping to build confidence.

# Accounting: a closer look

**Unit 1** and **Unit 2** have the same exam structure across both papers, with a duration of 1 hour and 45 minutes, worth 80 marks each. **Unit 3** and **Unit 4** have the same exam structure across both papers, with a duration of 2 hours, worth 80 marks each.

## IAS Economics exam structure and content summary

<b>IAS Unit 1: Markets in action</b>	<b>WEC11/01</b>	<b>80 marks</b>	<b>50% of IAS</b>	<b>25% of IAL</b>	<b>Duration: 1hr 45mins</b>
<p><b>Content includes:</b> Introductory concepts; Consumer behaviour and demand; Supply; Price determination; Market failure; Government intervention in markets.</p> <p>There are four sections:</p> <p><b>Section A:</b> Six multiple-choice questions (6 marks).</p> <p><b>Section B:</b> Five short-answer questions (20 marks).</p> <p><b>Section C:</b> A five-part question, based on data provided in a source booklet (34 marks).</p> <p><b>Section D:</b> One 20-mark essay question from a choice of two (20 marks).</p>					

<b>IAS Unit 2: Macroeconomic performance and policy</b>	<b>WEC12/01</b>	<b>80 marks</b>	<b>50% of IAS</b>	<b>25% of IAL</b>	<b>Duration: 1hr 45mins</b>
<p><b>Content includes:</b> Measures of economic performance; Aggregate demand (AD); Aggregate supply (AS); National income; Economic growth; Macroeconomic objectives and policies.</p> <p>There are four sections:</p> <p><b>Section A:</b> Six multiple-choice questions (6 marks).</p> <p><b>Section B:</b> Five short-answer questions (20 marks).</p> <p><b>Section C:</b> A five-part question, based on data provided in a source booklet (34 marks).</p> <p><b>Section D:</b> One 20-mark essay question from a choice of two (20 marks).</p>					

## IA2 Economics exam structure and content summary

<b>IA2 Unit 3: Business behaviour</b>	<b>WEC13/01</b>	<b>80 marks</b>	<b>50% of IA2</b>	<b>25% of IAL</b>	<b>Duration: 2hrs</b>
<p><b>Content includes:</b> Types and sizes of businesses; Revenue, costs and profits; Market structures and contestability; Labour markets; Government intervention.</p> <p>There are three sections:</p> <p><b>Section A:</b> Six multiple-choice questions (6 marks).</p> <p><b>Section B:</b> A five-part question, based on data provided in a source booklet (34 marks).</p> <p><b>Section C:</b> Two 20-mark essay questions from a choice of three (40 marks).</p>					

<b>IA2 Unit 4: Developments in the global economy</b>	<b>WBS14/01</b>	<b>80 marks</b>	<b>50% of IA2</b>	<b>25% of IAL</b>	<b>Duration: 2hrs</b>
<p><b>Content includes:</b> Causes and effects of globalisation; Trade and the global economy; Balance of payments, exchange rates and international competitiveness; Poverty and inequality; The role of the state in the macroeconomy; Growth and development in developing, emerging and developed economies.</p> <p>There are three sections:</p> <p><b>Section A:</b> Six multiple-choice questions (6 marks).</p> <p><b>Section B:</b> A five-part question, based on data provided in a source booklet (34 marks).</p> <p><b>Section C:</b> Two 20-mark essay questions from a choice of three (40 marks).</p>					

For further information and to download the specification, visit [qualifications.pearson.com/ialeconomics2018](http://qualifications.pearson.com/ialeconomics2018)

## Focusing on decision-making, ethics, and inter-personal skills

Our International Advanced Subsidiary and Advanced Level Accounting has been developed to be engaging for international learners and to give them the necessary skills to support progression to higher education or further study in Accounting, as well as to a wide range of other subjects. The IAL qualification is designed to be studied over two years, with the option of a one-year IAS level course. Results of the IAS qualification can contribute to the overall IAL grade.

100%  
externally  
assessed

### Aims of the qualifications

The aims and objectives of this qualification are to enable students to develop:

- an understanding of the importance of effective accounting information systems and an awareness of their limitations through a critical consideration of current financial issues and modern business practices.
- an understanding of the purposes, principles, concepts and techniques of accounting.
- transferable skills of numeracy, communication, ICT, application, presentation, interpretation, analysis and evaluation in an accounting context.
- an appreciation of the effects of economic, legal, ethical, social, environmental and technological influences on accounting decisions.
- methodical and critical thought which would serve as an end in itself, as well as a basis for further study of accounting and other subjects.

### Key qualification features

- **Decision-making:** students must have been able to carry out problem solving, analysis and interpretation.
- **Ethics:** the whole of accounting involves presenting a true and fair representation of information.
- **Inter-personal skills:** required to obtain data, work within a team, discuss outcomes and make recommendations.
- **Develops knowledge and understanding:** learners will understand the principles, concepts and techniques of accounting. The content lays a secure foundation for the future study of accounting or related subjects.

Unit 1 and Unit 2 have the same exam structure across both papers, with a duration of 3 hours, worth 200 marks each. Both units have the same assessment model and contain two sections.

## IAS Accounting exam structure and content summary

### IAS Unit 1 - The Accounting System and Costing

Unit code: WAC11/01	100% of the total IAS	50% of the total IAL
Written examination: 3 hours	200 marks	Availability: January, June and October

Content overview	Assessment overview
<p>Students will be assessed on their knowledge, understanding and skills of accounting systems and costing.</p> <p>This unit is divided into six topics:</p> <ol style="list-style-type: none"> <li>1. Principles of accounting and double entry bookkeeping</li> <li>2. Control procedures</li> <li>3. Financial statements of organisations</li> <li>4. Introduction to costing</li> <li>5. Analysis of accounting statements</li> <li>6. Social and ethical accounting.</li> </ol>	<p>The paper is split into two sections. Students must complete:</p> <p><b>Section A</b> – Two compulsory 55-mark, multi-part questions based on given data.</p> <p><b>Section B</b> – Three optional 30-mark, multi-part questions from a choice of four.</p> <p>There will be a resource booklet that accompanies the examination paper.</p>

## IA2 Accounting exam structure and content summary

### IA2 Unit 2 - Corporate and Management Accounting

Unit code: WAC12/01	100% of the total IA2	50% of the total IAL
Written examination: 3 hours	200 marks	Availability: January, June and October

Content overview	Assessment overview
<p>Students will be assessed on their knowledge and understanding of and skills in corporate and management accounting.</p> <p>This unit is divided into nine topics:</p> <ol style="list-style-type: none"> <li>1. Limited companies</li> <li>2. Investment ratios</li> <li>3. Statement of cash flows</li> <li>4. Budgeting</li> <li>5. Standard costing</li> <li>6. Project appraisal</li> <li>7. Break-even analysis</li> <li>8. Marginal costing and absorption costing</li> <li>9. Information and communication technology (ICT) in accounting.</li> </ol>	<p>The paper is split into two sections. Students must complete:</p> <p><b>Section A</b> – Two compulsory 55-mark, multi-part questions based on given data.</p> <p><b>Section B</b> – Three optional 30-mark, multi-part questions from a choice of four.</p> <p>There will be a resource booklet that accompanies the examination paper.</p>

## Law: a closer look

### Engaging and relevant

The Pearson Edexcel International Advanced Level in Law is a linear qualification, consisting of two compulsory externally-examined papers. The content is updated, engaging and relevant to international customers using English law terminology.

100%  
externally  
assessed

#### Aims of the qualifications

The aims and objectives of this qualification are to enable students to:

- develop a sound understanding of the nature of law and appreciate the role of law in society.
- understand the importance of legal institutions and their relationship to other institutions in society.
- understand the various branches of law in order to give a fuller picture of the role of law.
- develop knowledge of the sources of law, in particular statutes and cases, and of how these are applied to the determination of disputes.
- develop an analytical and critical approach to the application of legal principles.
- understand the appropriateness of dealing with certain aspects of behaviour within the law.

Students must complete both assessments in the same examination series.

### Paper 1: Underlying principles of Law and the English Legal System

YLA1/01	100 marks	50% of IAL	Duration: 3hrs
<b>Content includes:</b> The nature and purpose of law; Legal theories are introduced which help develop an understanding of the role, function and benefits of law in society; Concepts of justice and morality are compared with law both in England and elsewhere; Parliamentary and judicial law making; How legal disputes are resolved by a range of people involved in that process; The effectiveness, impact and costs of the law.			

### Paper 2: The Law in Action

YLA1/02	100 marks	50% of IAL	Duration: 3hrs
<b>Content includes:</b> The overlap between civil and criminal outcomes from the same event; Separate legal consequences of activities; The application of legal principles; Outcomes in dispute resolution in decided cases and statutes; The contrast in the use of law is explored through different contexts.			



# Modular assessment

## Why is the modular approach so popular?

The modular assessment structure offers students the flexibility to sit examinations when they feel fully prepared and ready. Once they have sat a unit exam and received a unit grade, that result is banked until they have completed all units. Students then 'cash-in' the completed unit exam results to receive an overall qualification grade.

The structure of Pearson Edexcel IAL qualifications allows teachers to construct a course of study that can be taught and assessed as either distinct modular units or a linear course assessed in its entirety at the end.

All Pearson Edexcel IALs have a modular structure, apart from Law, which is linear only.



## How the modular approach works

### Bank robust and ongoing evidence of performance

This 'building blocks' approach means that students can 'bank' their unit exam results throughout their period of study. This provides robust evidence of their studies and performance, providing more options to obtain the grade they need to progress.

### Multiple exam opportunities throughout the year

Students can take and re-sit individual unit assessments in any series, with examination opportunities in January, June and October in most subjects. This means students have more opportunities to get feedback to improve their performance and get the grades they need to progress.

### Students 'cash in' unit results when ready

Once a student has all their unit results for the qualification they are taking, they exchange those for a grade – this is called 'cashing in'. To cash in, all units must have been entered. International AS qualifications can be taken as a separate, standalone qualification, as well as contributing to an Advanced Level qualification.

## The benefits of a modular route

A modular approach allows students to take their exams when they feel ready and prepared. They benefit from more exam practice and familiarity. Unit exam results provide formal feedback earlier on in their studies, so students understand the standard required to reach the final level of achievement they are aiming for. This understanding motivates them to improve and builds a sense of ownership through bite-size, short-term goals.

The modular approach can help reduce the mental load and stress at exam time by allowing learners to focus on one year of curriculum content at a time and spread out their high stakes exams over two years and multiple exam series. Learners can also take advantage of multiple re-sit opportunities if needed.

A modular route provides teachers with rich mid-cycle data on learner performance. It offers international schools greater flexibility for exam administration across the school year. And where parents pay exam fees, it helps with budgeting by enabling families to spread their child's exam fees over two years.

## The benefits of a linear route

Whilst the modular approach works well for students who want to spread the exam load and bank their performance throughout their studies, doing the exam all in one go at the end of the period of study suits others better.

This approach means assessments for all units are taken together in one exam series so students study all the content and then prepare for all the assessments at the end of their period of study, rather than a more continuous pattern of study and assessment.



## What this means for you

Pearson Edexcel were the first awarding organisation to introduce the modular International AS/A Levels, so can offer a wealth of experience and support for international schools – we also offer the most subject options. The modular approach is so popular with schools, teachers, parents, and students, that we now offer a modular approach for International GCSE which is great preparation for Pearson Edexcel International AS/A Level.

**The choice is yours though! The structure of the Pearson Edexcel International A Level qualifications means you can choose the right assessment approach to benefit students and help create a compelling competitive advantage for your school.**

**"I like the modular nature of IAL, the fact that I can choose whichever core units I want to do, whichever applied units I want to do. It's very comprehensive. It opens up many doors to many international universities."**

Wang, Pearson Edexcel International Advanced Level student from Sri Lanka, studying Chemistry, Biology, Physics, and Mathematics.

# Onscreen or paper-based assessments **New**

## The first awarding organisation to offer onscreen exams

Pearson is proud to be leading the way in onscreen assessment for International GCSE and International A Level exams alongside traditional paper-based exams.

## The natural choice for students

Onscreen assessment is the natural evolution in a world where so much teaching and learning is onscreen. Students love sitting their exams in a format that is familiar to them. Offering students the choice to sit either onscreen or paper exams ensures the best possible outcomes, preparing them for the workplace and further education.

### Students love it

90% of students who sat their exams onscreen in 2022 said they wanted their school to offer more onscreen exams in the future.

- "I had more time to plan"
- "I could write more"
- "I felt more confident in the exam"

### Teachers love it

100% of teachers who registered students for onscreen exams in 2022 registered students for the 2023 onscreen exam series too.

- Easy to organise and manage
- Boosts student confidence
- Excellent support from Pearson

**"The overwhelming response from students is that they really enjoyed taking their exams onscreen."**

Samantha Roden, Head of English, Qatar International School



## Deliver with confidence

The technology, processes, and tools used stem from the successful worldwide delivery of millions of onscreen assessments in the last 10 years, in more than 115 countries. We have been delivering onscreen assessment for UK curriculum qualifications since 2022.

So far in 2024 we have seen the number of schools offering exams onscreen triple. This has led to a five-fold increase in students choosing to take onscreen assessment for their International GCSE and International A Level exams across 7 different subjects.

## What this means for you

We have a wealth of experience of developing and delivering onscreen high stakes assessments at scale in a range of educational settings, from our International GCSE and International A Level qualifications, the Pearson Test of English – a certification of language proficiency – and our partnership with the Egyptian Ministry of Education which sees us delivering more than 14 million assessments to over 1.6 million students each year. This means our onscreen platform is tried and tested. It's a platform you can trust.

We are working towards making onscreen assessment available for International A Level Business and Economics.

# Building transferable skills

## The most in demand skills are human skills

In recent years, higher education institutions and employers have consistently flagged the need for students to develop a range of transferable skills to enable them to respond with confidence to the demands of undergraduate study and the world of work.

Education systems around the world also refer to transferable skills as:

Core Competencies

Generic skills

Critical skills

Higher order thinking skills

21st century skills

Creativity and innovation

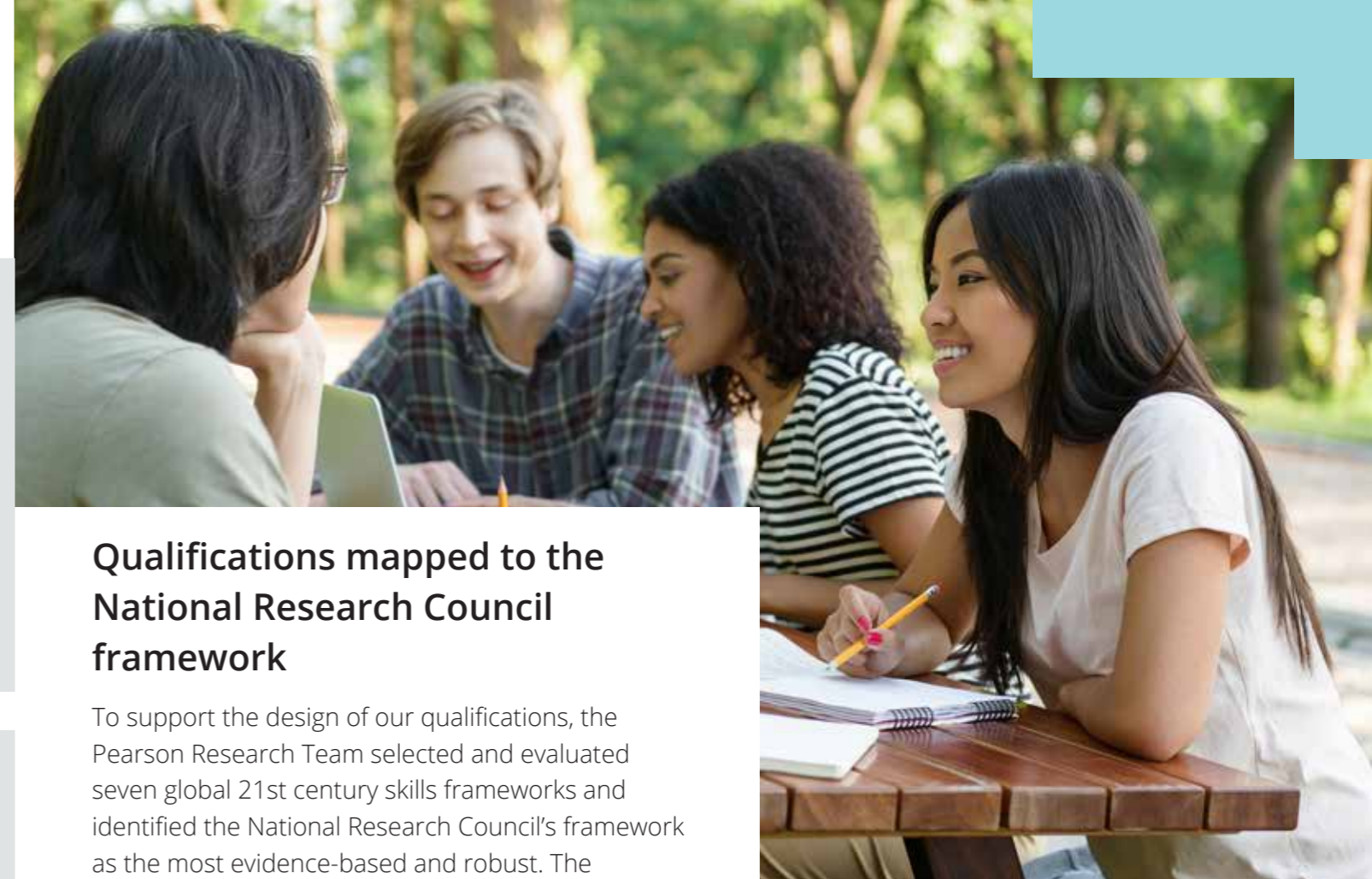
Conceptual learning

Problem solving

The Organisation for Economic Co-operation and Development (OECD) defines skills, or competencies, as **“the bundle of knowledge, attributes and capacities that can be learned and that enable individuals to successfully and consistently perform an activity or task and can be built upon and extended through learning.”**

**“It’s really the more fundamental skills like teamwork and communication that seem to matter the most, that employers demand the most.”**

Guy Berger, Chief Economist at LinkedIn

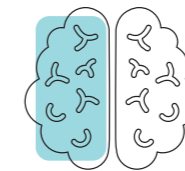


## Qualifications mapped to the National Research Council framework

To support the design of our qualifications, the Pearson Research Team selected and evaluated seven global 21st century skills frameworks and identified the National Research Council’s framework as the most evidence-based and robust. The framework includes cognitive, intrapersonal and interpersonal skills.

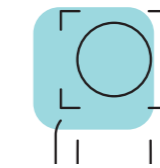
### Cognitive Skills

Core skills that your brain uses to think, learn and reason – used to carry out any task.



### Intrapersonal skills

This is emotional intelligence, the ability to know, understand and manage your own emotions and learning.



### Interpersonal Skills

The life skills we use every day to communicate and interact with other people, both individually and in groups.

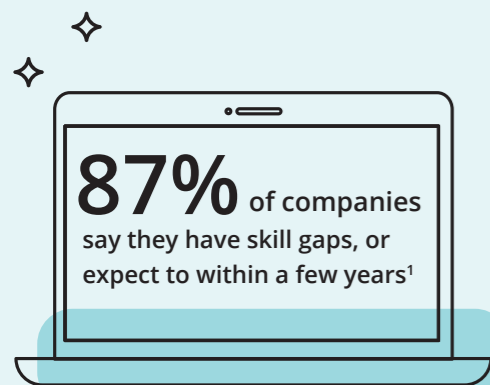
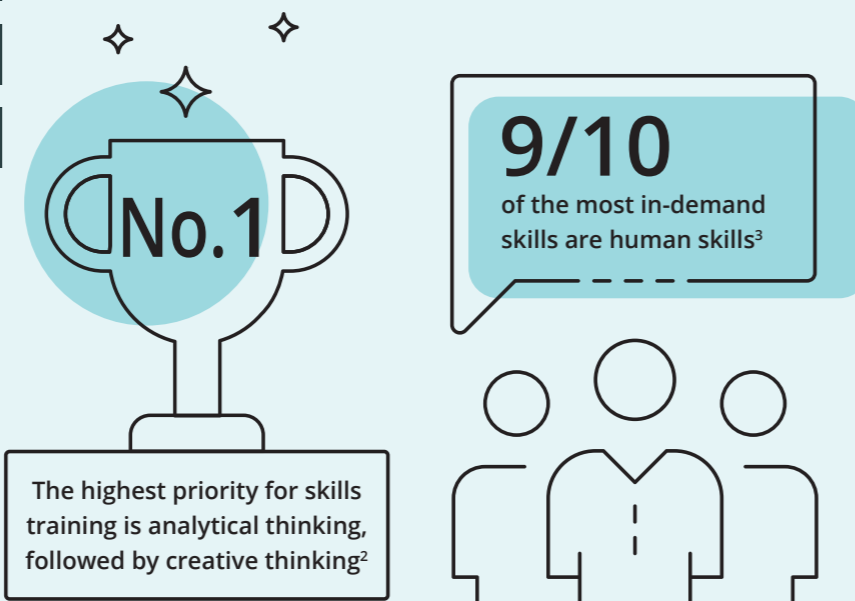


## What this means for you

If you follow Pearson Edexcel International Advanced Level specifications, or your students are using our International Advanced Level textbooks, you’ve already started integrating transferable skills into your teaching.

That’s because they are embedded and signposted in the specifications and schemes of work, with accompanying skills mapping and transferable skills definitions for every subject.

Transferable skills are also developed as part of activities in the Student Books. These are clearly labelled, so you and your learners can easily identify the skills they are building.



<sup>1</sup> McKinsey & Company (2020) Available from: [www.mckinsey.com/capabilities/people-and-organizational-performance/our-insights/beyond-hiring-how-companies-are-reskilling-to-address-talent-gaps](http://www.mckinsey.com/capabilities/people-and-organizational-performance/our-insights/beyond-hiring-how-companies-are-reskilling-to-address-talent-gaps)

<sup>2</sup> World Economic Forum (2023) Future of Jobs Report [online]. Available from: [www3.weforum.org/docs/WEF\\_Future\\_of\\_Jobs\\_2023.pdf](http://www3.weforum.org/docs/WEF_Future_of_Jobs_2023.pdf)

<sup>3</sup> Pearson (2022) Pearson Skills Outlook: Power Skills [online]. Available from: [plc.pearson.com/en-GB/news-and-insights/pearson-skills-outlook-powerskills](http://plc.pearson.com/en-GB/news-and-insights/pearson-skills-outlook-powerskills)

# Supporting you at every stage

We provide an unparalleled level of support services, tools, resources and training alongside our qualifications, making teachers and students lives easier at every stage.

## At a glance: support for you at every stage

FREE resources and support	Planning, teaching & learning	Exam preparation and assessment	Results support
Getting started guide	✓	✓	
Training (face-to-face, online & downloadable content)	✓	✓	
Subject advisor support	✓	✓	✓
Ask the expert	✓	✓	✓
Community forums	✓	✓	✓
Sample assessment materials	✓	✓	
Examiner reports		✓	✓
Exemplar marked responses		✓	
Past papers		✓	
examWizard		✓	
Mark schemes		✓	
ResultsPlus mock exam analysis		✓	
ResultsPlus		✓	✓
FREE Access to Scripts service (ATS)			✓

Additional paid for resources	Planning, teaching & learning	Exam preparation and assessment	Results support
Printed Student Books and digital ActiveBooks*	✓	✓	
Online Teacher Resource Packs	✓	✓	

\*Pearson do not publish Student resources for IAL Law; Online Teacher Resource Pack only



## Pre and post exam support for your educators

### Supporting you every step of the way - for free

As a Pearson Edexcel centre, you will have free access to a full range of integrated support services, tools and resources to support the delivery of your International A Levels. Unlike some awarding bodies, with Pearson Edexcel there are no additional costs for the following support:

#### Easy, all year-round access

Our specifications, sample assessment materials and teaching resources are easily available online.

#### Training for international centres

We offer a range of face-to-face and online training events around the world for teachers, exams officers and other centre staff. Teacher training in-person and online includes 'Welcome to Pearson' sessions to help your educators make the most of our qualifications.

### Free, expert subject support

Our subject advisors are on hand to help with any subject-specific queries you may have and are available to support your educators throughout the year. They provide fast, reliable help and aim to answer all emailed questions within 48 hours and resolve 90% of issues phoned in on the first call. Available for Business and Economics.

To contact your subject advisor, visit:

<https://qualifications.pearson.com/subjectadvisors>

Accounting teachers can email [teachers@pearson.com](mailto:teachers@pearson.com)

#### examWizard

A huge online bank of past papers and mark schemes to create topic tests and revision activities in minutes. You can:

- use existing mark schemes for accurate marking
- use existing examiner reports for insight
- use the results to understand where students need more support, informing teaching strategies.

Unlike other similar question banks, examWizard is:

- available free to all Pearson Edexcel centres
- updated with the latest questions faster, following the exam series
- a one stop shop for assessment material with access to whole past papers and examiner reports as well as the ability to easily construct bespoke ones with content tagged to specific attributes.

## ResultsPlus

Our popular online results analysis tool, also includes an insightful group analysis service. Unlike similar tools available from other awarding organisations, ResultsPlus:

- analysis is available from results day
- tracks performance over time with historical records
- allows you to view reports for individual, cohort or teacher created groups
- benchmarks performance against other Pearson Edexcel schools in their country
- provides student access to results using Results Plus direct.

## Local, experienced Pearson Regional Development Managers

There to support you every step of the way.

## Access to Scripts

Our service allows you to view your candidates' marked exam papers for free online or as downloaded PDFs, providing a rich source of information to inform future teaching plans and approaches. Access to Scripts gives you:

- greater visibility and transparency of marking
- a better understanding of marking before requests for enquiries about results are made
- support for teaching and preparing other cohorts for examinations by helping you to evaluate a student's performance on particular questions in relation to what they have been taught.

Available instantly from results day for all our examination series, during a defined window, you can view and download scripts which have been marked online free of charge from our self-service portal.

## Additional paid for support

### Mocks Service

We provide exam papers for your students to sit in mock examinations. Marked by Pearson examiners, results are uploaded to ResultsPlus for item level analysis.

## A valued support partner

**“One of the good features of ResultsPlus is that it provides the top ten questions that students scored poorly in, so we as the lecturers can actually identify the topics that students found difficult and can incorporate a different approach when teaching our current students.”**

Dr Khong Yoke Kum, A Levels Department, HELP Academy, Malaysia

**“Because of ResultsPlus, students can learn about their mistakes and rectify.”**

Kanagambigai, Chief Counsellor, A levels Department, HELP Academy, Malaysia commenting on the ResultsPlus mocks service.

**“I used the website with its course outlines, past papers, summaries of key points, revision notes and mark schemes... they provide great tips about possible exam questions and how you could answer them.”**

Alexia Kattavenos, student, The Nicosia Grammar School, Cyprus



## What this means for you

We will support you to deliver an outstanding teaching and learning experience for every student taking Pearson Edexcel International A Levels.

With examWizard, they will be able to prepare topic tests and revision activities based on past exam questions to help prepare students for their final assessments, and using ResultsPlus, they will be able to analyse their mock results to pinpoint where they may need further support and can then tailor their teaching to support them.

Post-exams, our Access to Scripts service will allow your educators to review students' exam papers for free, providing greater visibility and a deeper understanding of individual students' exam performance and helping them identify skills gaps to tailor teaching plans for future cohorts.



# A wide range of teaching and learning resources

## Written specifically to support our qualifications

Developed for Business, Economics and Accounting, our Student Books have a strong focus on progression, recognition and transferable skills. Appropriate international content learning in a real-world context, making it engaging and relevant for all learners.

Online Teacher Resource Packs – also available for Law – provide a range of curriculum-matched planning, teaching and assessment resources, to save you valuable time.

### Student Books

- Topics, examples, photos and currencies use a range of international contexts, making content more relevant and engaging for all learners.
- Each Student Book includes 3-year access to an online ActiveBook.
- Varied activities to embed understanding and Checkpoint questions to facilitate revision.
- Exam-style questions align with the wording and mark allocations in the specifications, offering the best possible exam preparation.

### Online Teacher Resource Packs

- Practice exam papers with mark schemes.
- Model exam answers with commentary and activities for further practice.
- Framework for essay-style questions.
- Exam Practice PowerPoints for Business, Economics and Law.

Title	ISBN
<b>Accounting</b>	
Pearson Edexcel International IAS Accounting Student Book	9781292274614
Pearson Edexcel International IAL Accounting Student Book	9781292274591
Pearson Edexcel International IAS Accounting Online Teacher Resource Pack	9781292274621
Pearson Edexcel International IAL Accounting Online Teacher Resource Pack	9781292274607
<b>Business</b>	
Pearson Edexcel International IAS Business Student Book	9781292239170
Pearson Edexcel International IAL Business Student Book	9781292239163
Pearson Edexcel International IAS Business Online Teacher Resource Pack	9781292239231
Pearson Edexcel International IAL Business Online Teacher Resource Pack	9781292239217
<b>Economics</b>	
Pearson Edexcel International IAS Economics Student Book	9781292239194
Pearson Edexcel International IAL Economics Student Book	9781292239187
Pearson Edexcel International IAS Economicst Online Teacher Resource Pack	9781292239248
Pearson Edexcel International IAL Economics Online Teacher Resource Pack	9781292239224
<b>Law</b>	
Pearson Edexcel International IAS & IAL Law Online Teacher Resource Pack	9781292277639

Thinking Like an Economist explores aspects of economics in more detail to deepen understanding.

6 1 ECONOMICS AS A SOCIAL SCIENCE SPECIFICATION 1.3.1

**THINKING LIKE AN ECONOMIST**

**INCOME INEQUALITY** Whether income inequality, the relative gap between the rich and poor in an economy is important or not, is dependent on one's personal opinion. Some economic journalists have said that income inequality is not a problem while others assert that it is. The question of what level of income inequality is acceptable is a difficult one to answer, because it can be seen from a normative or positive perspective.

In economics, a normative statement is one that is subjective and value based, while a positive statement is one that is objective and based on facts. From a normative perspective, the numbers are arbitrary (random). Looking at the economic data from a positive perspective, the conclusions are clearer.

From a positive perspective, there are some answers as to what is not an acceptable level of inequality, and there are non-partisan, economic implications of today's level of income inequality. Recent studies by the International Monetary Fund (IMF) suggest that income inequality can affect economic growth as measured by percentage change in gross domestic product (GDP).

If the share of income earned by the top 20 per cent increases, then GDP growth actually declines. In contrast, when the share of income of the bottom 20 per cent increases, there is higher GDP growth. The analysis from the IMF reveals that significant levels of income inequality cause GDP growth to decline.

The normative statement that rising income inequality is bad for the economy becomes a positive statement when reinforced by analysis of data. Thus government actions such as cutting taxes would be counterintuitive to economic growth if it does nothing to address income inequality.

**CHECKOUT**

1. What is the scientific method?
2. Why do economists use models?
3. Why do some people argue that economics is not a science?
4. What does ceteris paribus mean?
5. Why do economists use ceteris paribus?
6. What is the difference between a normative and a positive economic statement?

**SUBJECT VOCABULARY**

ceteris paribus – all things being equal; the assumption that, while the effects of a change in one variable are being investigated, all other variables are kept constant.

law – a theory or model which has been verified by empirical evidence.

normative economics – the study and presentation of policy prescriptions involving value judgements about the way in which scarce resources are allocated.

normative statement – a statement which cannot be supported or refuted because it is a value judgement.

positive economics – the scientific or objective study of the allocation of resources.

positive statement – a statement which can be supported or refuted by evidence.

scientific method – a method which subjects theories or hypotheses to being disproved by empirical evidence.

social science – the study of societies and human behaviour using a variety of methods, including the scientific method.

theory or model – a hypothesis which is capable of refutation by empirical evidence.

disposable income – the amount of money you have left to spend after you have paid your taxes, bills etc.

empirical – based on scientific testing or practical experience, not on ideas.

good – a thing that is produced in order to be sold.

hypothesis (plural: hypotheses) – an idea that is suggested as an explanation for something, but that has not yet been proved to be true.

inequality – an unfair situation, in which some groups in society have more money, opportunities, or power than others.

production possibility Frontier – shows how much an economy can produce given existing resources.

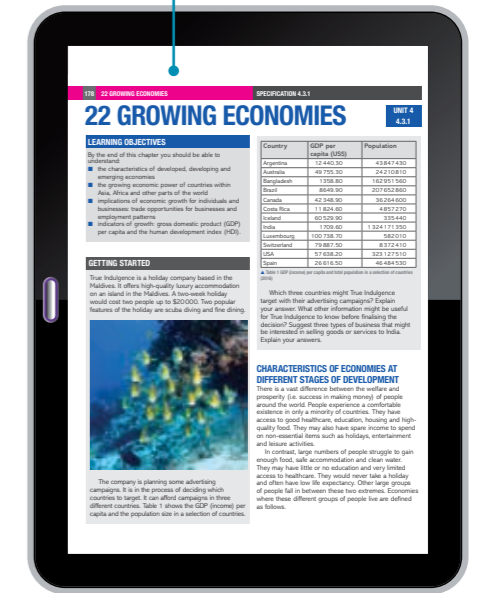
Sample from Pearson Edexcel International IAS Economics Student Book

Subject vocabulary is highlighted on first mention in the text and at the end of each section. Definitions have been reviewed by an EAL specialist.

Key assessment objectives are listed at the start of each chapter.

Getting started activities stimulate discussion and activate prior knowledge.

Each Student Book comes with 3-year access to an ActiveBook, a digital version of the Student Book, which can be accessed online, anytime, anywhere, supporting learning beyond the classroom.



The Student Books provide full coverage of the specification. The specification reference is given at the beginning of each chapter.

178 22 GROWING ECONOMIES SPECIFICATION 4.3.1 UNIT 4 4.3.1

**22 GROWING ECONOMIES**

**LEARNING OBJECTIVES**

By the end of this chapter you should be able to understand:

- the characteristics of developed, developing and emerging economies
- the growing economic power of countries within Asia, Africa and other parts of the world
- implications of economic growth for individuals and businesses: trade opportunities for businesses and employment patterns
- indicators of growth: gross domestic product (GDP) per capita and the human development index (HDI).

**GETTING STARTED**

True Indulgence is a holiday company based in the Maldives. It offers high-quality luxury accommodation on an island in the Maldives. A two-week holiday would cost two people up to \$20 000. Two popular features of the holiday are scuba diving and fine dining.

Which three countries might True Indulgence target with their advertising campaigns? Explain your answer. What other information might be useful for True Indulgence to know before finalising the decision? Suggest three types of business that might be interested in selling goods or services to India. Explain your answers.

**CHARACTERISTICS OF ECONOMIES AT DIFFERENT STAGES OF DEVELOPMENT**

There is a vast difference between the welfare and prosperity (i.e. success in making money) of people around the world. People experience a comfortable existence in only a minority of countries. They have access to good healthcare, education, housing and high-quality food. They may also have spare income to spend on non-essential items such as holidays, entertainment and leisure activities.

In contrast, large numbers of people struggle to gain enough food, safe accommodation and clean water. They may have little or no education and very limited access to healthcare. They would never take a holiday and often have low life expectancy. Other large groups of people fall in between these two extremes. Economies where these different groups of people live are defined as follows.

Country	GDP per capita (US\$)	Population
Argentina	12 440.30	43 847 430
Australia	49 755.30	24 210 810
Bangladesh	1 358.80	162 951 560
Brazil	8 649.90	207 652 860
Canada	42 348.90	36 264 600
Costa Rica	1 1824.60	4 857 270
Iceland	60 529.90	335 440
India	1 709.60	1 324 171 350
Luxembourg	100 738.70	582 010
Switzerland	79 887.50	8 372 410
USA	57 638.20	323 127 510
Spain	26 616.50	46 484 530

Table 1 GDP (income) per capita and total population in a selection of countries (2016)

The company is planning some advertising campaigns. It is in the process of deciding which countries to target. It can afford campaigns in three different countries. Table 1 shows the GDP (income) per capita and the population size in a selection of countries.

Sample from Pearson Edexcel International IAL Business Student Book



## About Pearson

Pearson's qualifications heritage stretches back over 150 years and our qualifications are offered in more than 110 countries worldwide. We also mark over 10 million exam scripts per year on behalf of the UK Department for Education. Pearson Edexcel is regulated by Ofqual, the UK's qualifications regulator, ensuring our curricula meet the highest standards and our exams follow carefully controlled procedures at every stage of their development, delivery, marking and reporting. As the largest awarding organisation in the UK, Pearson Edexcel regularly achieves the highest marking accuracy of all UK boards.

Learn more about our qualifications at [quals.pearson.com](https://quals.pearson.com)

## Pearson International Schools

Whether you're a teacher inspiring achievement in the classroom, a parent supporting your child's learning journey, or a school owner seeking the best outcomes for your students, we can support you with our inspiring and proven international curriculum, qualifications and published resources.

Learn more about how we support international schools at [pearson.com/international-schools](https://pearson.com/international-schools)

