

**Your guide to Pearson Edexcel
International GCSE (9–1)**

**Accounting, Business, Commerce
and Economics**



First teaching
September 2017

Welcome

Our new suite of Pearson Edexcel International GCSE (9–1) qualifications has been refreshed to meet the needs of you and your students, to keep the content up-to-date and relevant. Designed to understand today’s global learner, respect local contexts and ensure a global standard, the suite has been developed to align with UK government intentions to raise standards.

This guide has been designed to provide you with information about the key features of our new Pearson Edexcel International GCSEs (9–1) in Accounting, Business, Commerce and Economics.

Before we go into detail about these subjects, we wanted to give you an overview of some of the key changes we have made to all of our Pearson Edexcel International GCSE (9–1) qualifications.



Why choose Pearson Edexcel International GCSE (9–1)?

With over 3.4 million students, in 97 countries, studying Pearson qualifications worldwide, we offer internationally recognised qualifications to schools, colleges and employers globally. We are also the UK's largest academic and vocational Awarding Organisation.

Our new suite of International GCSE (9–1) qualifications is designed to:



Be more relevant for international students

With more international content, including the addition of further international content topics and the use of local contexts where possible.



Reward outstanding academic achievement

By introducing a new 9–1 grading scale, with the new grade 9 representing a new level of attainment, you can differentiate your top performing students. There's also greater differentiation in the middle of the scale, with three grades (6, 5, and 4) rather than two grades (B and C).



Contain embedded transferable skills

Developing skills such as problem-solving and verbal reasoning, skills that are valued by universities and employers, supporting students to seamlessly progress to higher-level study.



Provide detailed exam analysis with ResultsPlus

ResultsPlus is a service unique to Pearson that provides free online in-depth mock and actual exam performance analysis, supporting teachers to plan improvements in teaching and learning, driving attainment.



Offer a wider range of teaching and learning materials, resources and training

This support includes schemes of work, Getting Started guides, exemplar materials, ExamWizard, comprehensive textbooks and interactive resources, digital services and tailored teacher training.



Support progression to further study

Developed with the help of teachers and higher-education representatives, they provide seamless progression to further study, including A levels and beyond.



Why choose Pearson Edexcel International GCSE (9–1) Accounting, Business, Commerce and Economics?

We listened to feedback from all parts of the international school community, including a large number of teachers and universities. The changes we've made will engage students and equip them with the knowledge and skills they need to progress onto the further study of Accounting, Business, Commerce, Economics and other subjects.



Clear and straightforward question papers

Our question papers are clear and provide sufficient challenge and support for students of all ability ranges. Our mark schemes are straightforward so that the assessment requirements are clear.



Reward outstanding academic achievement

To ensure that we fully align with UK government intentions to raise standards, and that international students have the same opportunity to be rewarded for outstanding academic achievement, our new qualifications use a new 9–1 grading scale, instead of the A*–G grading scale that you are used to.

- The new grade 9 represents a new level of attainment and has been introduced to differentiate your top performing students.
- The bottom of the grade 7 broadly aligns with the bottom of the grade A.
- There is also greater differentiation in the middle of the scale with three new grades (6, 5 and 4) rather than two grades (B and C).
- The bottom of the grade 4 broadly aligns with the bottom of the grade C.
- The bottom of the grade 1 broadly aligns with the bottom of the grade G.



Comparable to GCSE

We have designed our Pearson Edexcel International GCSE (9–1) Accounting, Business, Commerce and Economics qualifications to be of a broadly equivalent standard to our Pearson Edexcel GCSE qualifications. This ensures that Pearson Edexcel International GCSEs (9–1) continue to be recognised globally and provide students with the same progression routes.



Support progression to A Level

Our Pearson Edexcel International GCSE (9–1) Accounting, Business, Commerce and Economics qualifications enable successful progression to A Level and beyond. Through our world-class qualification development process, we have consulted with International Advanced Level (IAL) and GCE A Level teachers and university professors, to validate the appropriateness of these qualifications including the content, skills and assessment structure.

At Pearson Edexcel, we provide Accounting, Business, Commerce and Economics International GCSE (9–1) qualifications to offer teachers the choice and flexibility to select a specification that best meets the needs of their students.

Why choose Pearson Edexcel International GCSE (9–1) Accounting?

- **A new, two-paper model:** Designed to provide students with greater opportunities to demonstrate their skills and knowledge of Accounting. We will test knowledge, understanding and application in *Paper 1: Introduction to Bookkeeping and Accounting*, and focus the assessment on two practical case studies allowing students to prepare full accounts in *Paper 2: Financial Statements*.
- **Practical application:** In Paper 2, students apply their knowledge with case studies to produce and correct financial statements.
- **Engaging and accessible content:** The specification and question papers have been redesigned to ensure they are engaging and accessible for students. The material is appropriate and relevant for progression, building a solid foundation in Accounting.
- **Broad and deep development of students' skills:** The design of the new qualification aims to extend students' knowledge by broadening and deepening their skills. For example, students will:
 - analyse, evaluate and present information in appropriate accounting formats
 - respond appropriately to a range of question types, including multiple choice, short answers, extended responses and questions requiring completion of accounts
 - develop an understanding of International Accounting Standards (IAS) terminology – using International Financial Reporting Standards (IFRS) principles, procedures and techniques.

At a glance: New Pearson Edexcel International GCSE (9–1) in Accounting

Paper	Weighting	Marks	Time	Students will be assessed on:
Paper 1: Introduction to Bookkeeping and Accounting	66.6%	100 marks	120 minutes	Topic 1: The accounting environment Topic 2: Introduction to bookkeeping Topic 3: Introduction to control processes
Paper 2: Financial Statements	33.3%	50 marks	75 minutes	Topic 4: The preparation of financial statements Topic 5: Accounting for end of period adjustments

Feedback from teachers on the Accounting specification

“The content is consistent with similar modules offered by UK institutions at similar or higher level. Topics are up to date and appropriate for the qualification. Happy to see the ‘Professional Ethics’ topic.”

Elisabetta Barone, Senior Lecturer Accounting,
Brunel University, UK

“We as Facilitators and Consultants wanted a change in the International GCSE papers to suit the requirements of the new IAL specification. The new specification (International GCSE) meets the requirements.”

Lashanthi Ediriwickrama,
Gateway College, Sri Lanka

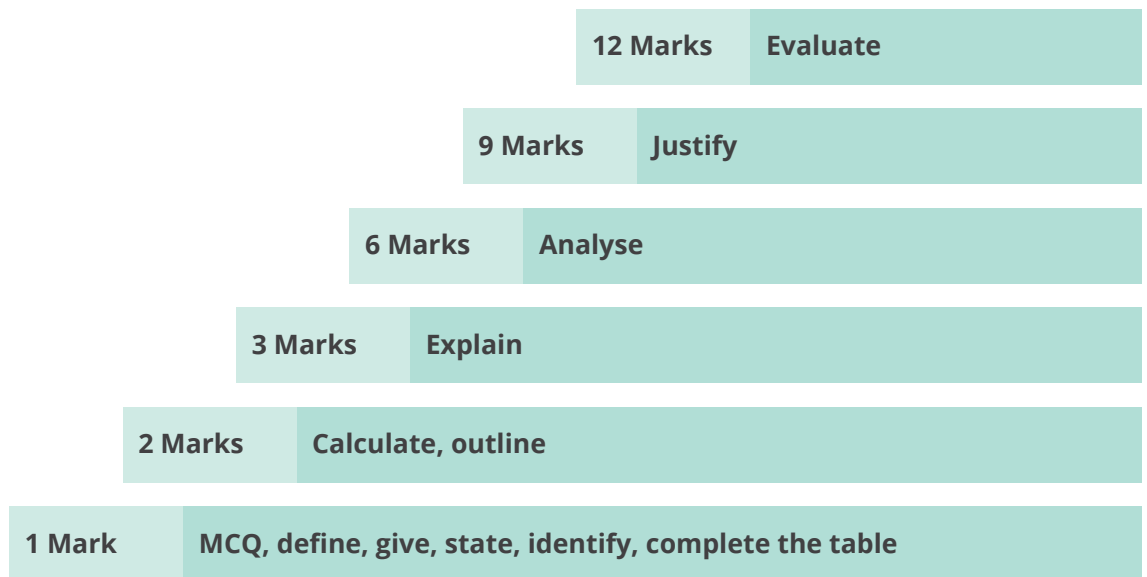
“The new specification will provide greater opportunity for international students to learn Accounting in a dynamic way. The subject content and the examination systems in two different papers will enhance students’ knowledge. The specification and sample assessment materials are designed in a way to provide a clear guide so students can reach the next level (IAL) of learning accountancy.”

Mizanur Rahman, Accounting Teacher,
Bangladesh International Tutorial, Bangladesh

Why choose Pearson Edexcel International GCSE (9–1) Business?

- **Familiar, flexible course structure:** We have worked hard to develop a Business qualification that you will recognise. We have retained the structure of our current specification, offering teachers flexibility in the order they choose to teach the content.
- **Clear and simple specification, exam papers and mark schemes:** Based on your feedback we have taken the opportunity to make some improvements to the clarity of our new specification and exam papers. We have also improved our mark schemes to make it even clearer to understand the assessment standard.
- **Engaging, contemporary contexts designed for international students:** We have used practical and engaging case studies in our assessment to ensure they are relevant to students. Within *Paper 2: Investigating Large Businesses* we use globally recognised brands, ensuring students benefit from being able to apply their knowledge in a relevant context.
- **Broad and deep development of students' skills:** The design of the new Edexcel International GCSE (9–1) Business qualification aims to extend students' knowledge by broadening and deepening skills. For example, students will:
 - read sources to interpret and evaluate business information
 - write extended responses
 - respond appropriately to a range of question types, including multiple-choice, short-answer, data-response and extended writing questions.
- **Accessible assessment for all abilities:** To ensure all students are able to 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.
- **A new, two-paper model:** The qualification is now assessed across two exam papers, this allows students sufficient opportunity to demonstrate their knowledge and skills and prepares them for A level. Each exam paper has been structured in exactly the same way.

The command words used in Pearson Edexcel International GCSE (9–1) Business



Consistent command words and mark tariff: A taxonomy of command words has been carefully defined and is used in the assessment. Assessment objectives and the number of marks allocated for each command word are applied consistently across both papers.

At a glance: New Pearson Edexcel International GCSE (9–1) in Business

Paper	Weighting	Marks	Time	Students will be assessed on:
Paper 1: Investigating small businesses (up to 50 employees)	50%	80 marks 4 questions	90 minutes	1. Business Activity and Influences on Business 2. People in Business 3. Business Finance 4. Marketing 5. Business Operations
Paper 2: Investigating large businesses (more than 250 employees)	50%	80 marks 4 questions	90 minutes	

- The sub-questions are a mixture of multiple-choice, short-answer, data-response and extended writing questions.
- Calculators may be used in the examination.

Feedback from teachers on the Business specification

“Clear traditional business content and straight-forward assessment model.”

Head of Economics, Business, Politics and Accounting, Queen's College, UK

“...greater integration of the Assessment Objectives across the whole paper and opportunity to build skills in each part is a move forward. Subject content is updated in line with other relevant qualifications. New specification topic content is clearer... relevant real business examples. Structure of the qualification assessment and consistency for each paper will support learners in preparing for the assessment.”

Yvonne Cashmore, Senior Lecturer in Secondary Education: Business and Economics, University of Worcester, UK



Why choose Pearson Edexcel International GCSE (9–1) Commerce?

- **Engaging and accessible content:** The content in *Paper 1: Commercial operations and associated risks*, and in *Paper 2: Facilitating commercial operations*, is engaging and accessible. The content allows progression as it builds understanding and awareness of commercial concepts, and applies them to real-life scenarios.
- **Clear and simple specification, exam papers and mark schemes:** Based on your feedback we have taken the opportunity to make some improvements to the clarity of our new specification and exam papers. We have also improved our mark schemes to make it even clearer to understand the assessment standard.
- **Broad and deep development of students' skills:** The design of the new Pearson Edexcel International GCSE (9–1) Commerce qualification aims to extend students' knowledge by broadening and deepening skills. For example, students will:
 - read sources to interpret and evaluate business information
 - write extended responses
 - respond appropriately to a range of question types, including multiple-choice, short-answer and longer-answer questions
 - develop an understanding of commercial concepts and apply these concepts to real-life situations.
- **Accessible assessment for all abilities:** To ensure all students are able to 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.
- **A new, two-paper model:** The qualification is now assessed across two exam papers, this allows students sufficient opportunity to demonstrate their knowledge and skills and prepares them for A level. Each exam paper has been structured in exactly the same way.

The command words used in Pearson Edexcel International GCSE (9–1) Commerce

12 Marks	Evaluate
9 Marks	Justify
6 Marks	Analyse
3 Marks	Explain
2 Marks	Calculate, outline
1 Mark	MCQ, define, give, state, identify, complete the table

Consistent command words and mark tariff: A taxonomy of command words has been carefully defined and is used in the assessment. Assessment objectives and the number of marks allocated for each command word are applied consistently across both papers.

Feedback from teachers on the Commerce specification

“The strength of this qualification is that it covers most of the recent concepts and techniques in retail, effects of e-commerce, trends in banking, role of social media in marketing etc... this qualification provides a holistic approach for the students in gaining advanced knowledge. Undoubtedly this qualification stands out from other Exam boards.

Pradeep Gangadharan, IAL Business Teacher, Maldives

“The curriculum content of this qualification provides a suitable level of knowledge of commerce. The assessment structure will elicit level of knowledge gained in a graduated manner. The qualification will enable clear advancement for further study. It could also be suitable qualification for entry level employment opportunities in general business management area.

Prakesh Singh, University of Melbourne, Australia

At a glance: New Pearson Edexcel International GCSE (9–1) in Commerce

Paper	Weighting	Marks	Time	Students will be assessed on:
Paper 1: Commercial Operations and associated risks	50%	80 marks	90 minutes	<p>Theme 1 – Commercial Operations</p> <ul style="list-style-type: none"> ● Production ● Buying and selling ● Commercial enterprises ● Retail ● Wholesale ● Ecommerce ● International trade <p>Theme 2 – Commercial Risk</p> <ul style="list-style-type: none"> ● Insurance ● Consumer protection legislation ● Trade ● Bad debts
Paper 2: Facilitating commercial operations	50%	80 marks	90 minutes	<p>Theme 3 – Finance for Commerce</p> <ul style="list-style-type: none"> ● Financial institutions to support commerce ● Sources of finance ● Methods of payment ● Commercial calculations ● Measuring commercial performance ● Improving commercial performance <p>Theme 4 – Aids for Commerce</p> <ul style="list-style-type: none"> ● Communications ● Transport ● Warehousing ● Promotion ● Trading documents ● Types of consumer credit ● Aids to export

“The syllabus is appropriate for both use in the workplace and as a pathway to further study.”

James Hyatt, Lecturer, University of Lincoln

Why choose Pearson Edexcel International GCSE (9–1) Economics?

- **Clear and simple specification, exam papers and mark schemes:** Based on your feedback we have taken the opportunity to make some improvements to the clarity and structure of our new specification and exam papers. We have also improved our mark schemes to make it even clearer to understand the required standard.
- **Relevant and up-to-date content:** We have revised the content to bring it up-to-date and introduced some basic behavioural economics. The content remains largely the same with traditional topics such as multinational corporations (MNC), foreign direct investment (FDI) and trading blocs still included.
- **Fully prepares students for progression on to further study:** We have reduced the gap between International GCSE and IAL/A Level by ensuring similar topics are taught across both qualification levels. We have also introduced a 12-mark 'Evaluate' question that introduces an extended writing opportunity to make the transition to Level 3 assessment easier for students.
- **Broad and deep development of students' skills:** The design of the new Pearson Edexcel International GCSE (9–1) Economics qualification aims to extend students' knowledge by broadening and deepening their skills. For example, students will:
 - read sources to interpret and evaluate economic information
 - write extended responses
 - respond appropriately to a range of question types, including multiple-choice, short-answer, data response and extended writing questions
 - develop an understanding of economic concepts and apply these concepts to real-life situations.
- **Accessible assessment for all abilities:** To ensure all students are able to 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.
- **A new, two paper model:** To ensure the assessment meets the standard required for the new International GCSEs, we have split the assessment into two papers. The two papers are identical in structure and provide more opportunity for students to demonstrate their knowledge, understanding, analysis and evaluation skills. It mirrors the Pearson Edexcel IAL and A level Economics assessment.

The command words used in Pearson Edexcel International GCSE (9–1) Economics

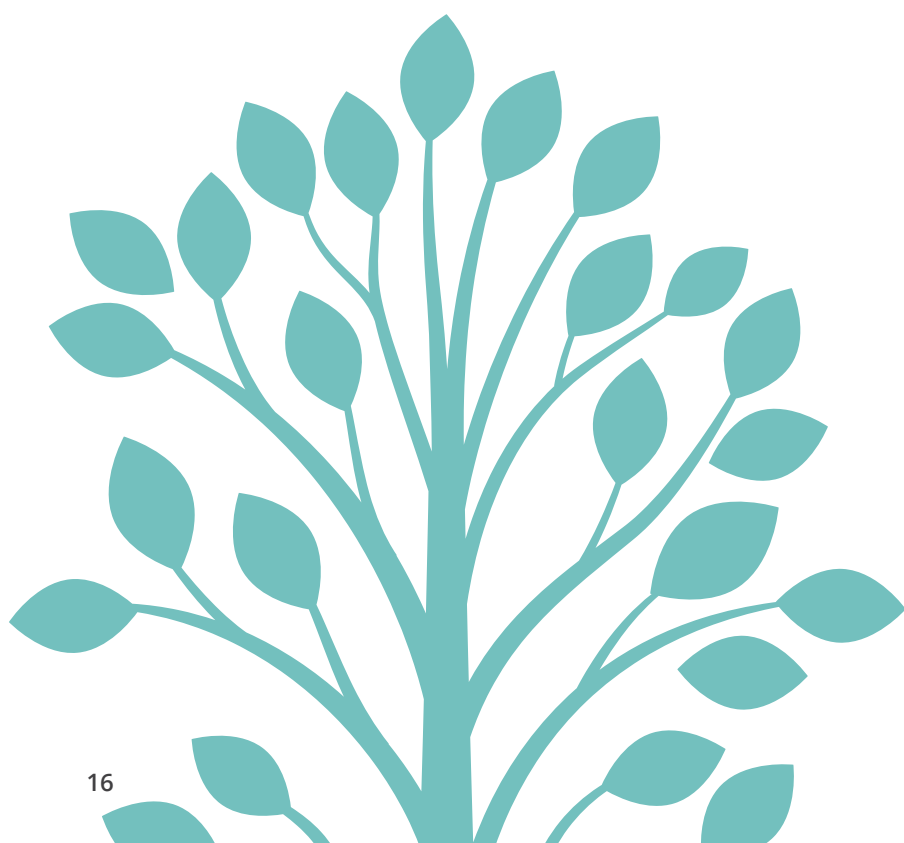
12 Marks	Evaluate
9 Marks	Assess
6 Marks	Analyse
3 Marks	Explain, draw
2 Marks	Calculate, describe, what is meant by
1 Mark	MCQ, define, state

Consistent command words and mark tariff: A taxonomy of command words has been carefully defined and is used in the assessment. Assessment objectives and number of marks allocated for each command word are applied consistently across both papers.



At a glance: New Pearson Edexcel International GCSE (9–1) in Economics

Paper	Weighting	Marks	Time	Students will be assessed on:
Paper 1: Microeconomics and Business Economics	50%	80 marks	90 minutes	<p>The market system</p> <ul style="list-style-type: none"> • The economic problem • Economic assumptions • Demand, supply and market equilibrium • Elasticity • The mixed economy • Externalities <p>Business Economics</p> <ul style="list-style-type: none"> • Production • Productivity and division of labour • Business costs, revenues and profit • Business competition • The labour market • Government intervention
Paper 2: Macroeconomics and the Global Economy	50%	80 marks	90 minutes	<p>Government and the economy</p> <ul style="list-style-type: none"> • Macroeconomic objectives • Government policies • Relationships between objectives and policies <p>The Global Economy</p> <ul style="list-style-type: none"> • Globalisation • International trade • Exchange rates



Your guide to assessment timelines

The table below shows each assessment opportunity for Pearson Edexcel International GCSE (9–1) Accounting, Business, Commerce and Economics*.

	May/June 2018	Jan 2019	May/June 2019	Jan 2020	May/June 2020
Legacy Accounting: 4AC0	✓	Final assessment			
New Accounting 9–1: 4AC1			First assessment	✓	✓
Legacy Business Studies: 4BS0	Final assessment				
New Business 9–1: 4BS1			First assessment	✗	✓
Legacy Commerce: 4CM0	✓	Final assessment			
New Commerce 9–1: 4CM1			First assessment	✓	✓
Legacy Economics: 4EC0	✓	Final assessment			
New Economics 9–1: 4EC1			First assessment	✓	✓

*Timelines may vary for UK centres.

Developing transferable skills valued by universities and employers

In recent years, universities and employers have highlighted the need for students and graduates to develop a range of transferable skills, often referred to as 'soft skills', to enable them to better meet the demands of undergraduate study and the world of work.

In fact, universities and employers consider transferable skills to be the largest skills gap overall.



1 in 6

employers have difficulty finding candidates with the skills they require¹



54%

of companies say that skills shortages impact their ability to serve their customers²



1 in 3

skills in a job posting is a "soft skill"¹



87%

of university professors do not think students have the research skills needed for degree-level study³

Redeveloping our International GCSEs has ensured we meet the needs of today's learners to support their progression to universities and employment worldwide. We've embedded transferable skills in the qualifications and resources. This means teachers help students develop these skills while they teach, rather than having to add something additional to their lessons, and students are aware of the skills they're developing. These skills are highly valued by universities and employers.

¹ *Employability - Personal & Social Capability Framework report from Pearson, 2016.*

² *Employability report from PSB for Pearson, 2016.*

³ *Bridging the Gap: Understanding the Differing Research Expectations of First-Year Students and Professors, Meg Raven, Mount Saint Vincent University, 2016.*

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 events (face-to-face and online)*	✓		
Subject advisor support	✓	✓	✓
Community forums	✓	✓	✓
Schemes of work	✓		
Sample assessment materials	✓	✓	
Skills mapping	✓		
Past papers		✓	
examWizard		✓	
Mark schemes		✓	
ResultsPlus mock exam analysis		✓	
ResultsPlus		✓	✓
Access to Scripts service (ATS)			✓
Additional online teacher materials	✓	✓	
Additional paid for resources			
Curriculum-matched Student Books with ActiveBooks*	✓	✓	
Online Teacher Resource Pack*	✓	✓	

*Not available for Pearson Edexcel International GCSE (9–1) Commerce

Your free subject support

- **Our subject advisors** provide fast, reliable, expert help and aim to answer all emailed questions within 48 hours and resolve 90% of issues phoned in on the first call.

For business, email TeachingBusiness@pearson.com or call + 44 (0)20 7010 2182.

For economics and commerce, email TeachingEconomics@pearson.com or call + 44 (0)20 7010 2182.

For accounting, email TeachingAccounting@pearson.com or call + 44 (0)20 7010 2138.
- **Connect with other educators around the world**, share ideas and resources and stay up to date with the latest subject developments by joining our international schools community at community.pearsoninternationalschools.com

Offering more advanced support services and tools

Our technology capability also allows us to provide the following unique services and tools to teachers and students:



ResultsPlus provides detailed information on exam performance and a platform to view and compare student results – as individuals or as groups – across the world. It helps with planning improvements in teaching and learning. ResultsPlus Direct is a free online service that gives students a detailed breakdown and comparison of their performance in Pearson Edexcel exams, globally, to help them identify areas of improvement.



examWizard is our free exam preparation tool containing a bank of past Pearson Edexcel exam questions, mark schemes and examiners' reports for a range of subjects. It saves you time by enabling you to create your own mock exams, topic tests, homework or revision activities in minutes and links directly to associated examiner reports and mark schemes!



Access to Scripts Service (ATS) is an online service which allows access to view electronically marked exam papers, free of charge, providing enhanced transparency and support for teachers to evaluate a student's performance on particular questions in relation to what they have been taught.



Awarding reliability. We use ePEN, our unique, image-based marking system ensuring real time monitoring, quality control and reporting to ensure the highest quality marking and provision of data for tools such as ResultsPlus. Pearson Edexcel exam marking processes have been proven to produce the most reliable results. This demonstrates that our qualifications maintain the highest standards and can be relied upon to deliver to expectation.

Stay Informed

Sign up for regular eNews updates for the latest news and information on your subject quals.pearson.com/edexcel-internationalgcseenquiry

Feedback from teachers on our qualifications support

“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, Chemistry Lecturer,
A levels Department, HELP Academy, Malaysia.

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

Kanagambigai, Chief Counsellor,
Chemistry Lecturer, 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

Published resources

Developed for the new Pearson Edexcel International GCSE (9–1) Accounting, Business and Economics specifications, these completely new resources have progression, international relevance and support at their core.



Specifically developed for international learners, with appropriate international content.

The **new 9–1 grading scale** ensures a consistent international standard of qualification, allowing learners to progress further and achieve their full potential.

Each Student Book will provide access to an **ActiveBook**, a digital version of the Student Book, which can be accessed online, anytime, anywhere, ideal for learning beyond the classroom, revision and exam practice.

Transferable skills, needed for **progression** into higher education and employment, are embedded throughout and explicitly signposted, allowing students to understand, and engage with, the skills they're gaining.

English language focused content, checked by an EAL (English as an Additional Language) specialist, addresses the needs of EAL students with carefully graded writing to B2/C1 level (CEFR) and a glossary provided of specialist vocabulary and English terminology.

Chapters are mapped closely to the specification to provide comprehensive coverage and are enhanced by targeted reading and writing skills sections. **Chapter summaries** state the most important points in each chapter and aid revision.

Exam Practice tests and exam-style questions cover the whole chapter and provide quick, effective feedback on students' progress and gets them accustomed to what they'll see in the exam.

Accompanying teacher support materials are available online.

You do not have to purchase our published resources, or endorsed resources from any other publisher, to deliver our qualifications. For details of all available published resources, please visit [qualifications.pearson.com](https://www.pearson.com/qualifications)

Pearson Edexcel International GCSE (9–1) Accounting, Business and Economics

Title	ISBN
Accounting Student Book and ActiveBook	978 0 435189 65 5
Accounting Online Teacher Resource Pack	978 0 435191 20 7
Business Student Book and ActiveBook	978 0 435188 63 4
Business Online Teacher Resource Pack	978 0 435191 35 1
Economics Student Book and ActiveBook	978 0 435188 64 1
Economics Online Teacher Resource Pack	978 0 435191 34 4

Learn more at www.pearsonglobalschools.com



“I decided to take Edexcel International GCSEs as they are accepted by institutions around the world for higher studies. The course is modern, well structured & examinations based. Thanks to my ever supporting parents, school, teachers and Edexcel for helping me to gain a world-class qualification.”

Ashfaq Faiz, Riyadh, Saudi Arabia

About Pearson Edexcel

At the core of everything we do at Pearson is the desire to make a measurable impact on improving people's lives through learning. From primary school to secondary school, through to professional certification; our qualifications help educate millions of people worldwide.

Foundations for success

Pearson Edexcel International GCSE (9–1) is part of the iProgress family for ages 5 to 19, which also includes iPrimary, iLowerSecondary and International A Level (IAL). We offer more than just a qualification. With professional development training that keeps teachers up-to-date with the latest educational practices, supporting materials that make planning and teaching lessons easier, and student textbooks and online resources, you'll have more time to focus on the individual development of your students' progress.

Progress to further study and beyond

Developed with the help of teachers and higher-education representatives, they provide seamless progression to further study, including A Levels and beyond.



Find out more

To find out more about our Pearson Edexcel International GCSE (9–1) qualifications, visit our website,

quals.pearson.com/edexcel-internationalgcse

Or complete our online form to request a local consultant to contact you,

quals.pearson.com/edexcel-internationalgcseenquiry