

# Pearson Edexcel International GCSE

**May–June 2022 Assessment Window**

Syllabus  
reference

**4BS1**

## **Business**

### **Advance Information Version 2**

**You are not permitted to take this notice into the examination.**  
This document is valid if downloaded from the [Pearson Qualifications website](https://www.pearsonqualifications.com).

### **Instructions**

- Please ensure that you have read this notice before the examination.

### **Information**

- This notice covers all examined components.
- The format/structure of the assessments remains unchanged.
- This advance information notice details the focus of the content of the exams in the May–June 2022 assessments.
- There are no restrictions on who can use this notice.
- This notice is meant to help students to focus their revision time.
- Students and teachers can discuss the advance information.
- This document has 11 pages.

There are two option codes for this qualification. Some centres will enter for option “R”, depending on their location – if you’re unsure if your centre uses option “R” papers you should contact your centre who can confirm and check the [Information Manual](#). Please ensure you consult the advance information relevant to the option code used within your centre. Information related to the “R” option is indicated by an “R” after the paper number, e.g. 4BS1/02R or Paper 02R.

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## General advice

- In addition to covering the content outlined in the advance information, students and teachers should consider how to:
  - manage their revision of parts of the specification which may be assessed in areas not covered by the advance information
  - manage their revision of other parts of the specification which may provide knowledge that helps with understanding the areas being tested in 2022.
- For specifications with synoptic questions, topics not explicitly given in the advance information may appear, e.g. where students are asked to bring together knowledge, skills and understanding from across the specification.

A link to the Joint Council for Qualifications guidance document on advance information can be found on the Joint Council for Qualifications website or [here](#).

## **Advance Information**

### **Subject specific section**

- For our Pearson Edexcel International GCSE Business, for component 01, component 01R, component 02 and component 02R examination papers, questions within these papers will sample content only from the areas specified in this notice.
- Teachers may choose to focus their teaching and revision on the content set out in this document, but should aim where possible to do so only once the full content of the course has been delivered.
- The specification content is presented in numerical order as set out in the specification, and not reflecting the question order of the examination papers.
- Some questions may be answerable using more than one area of specified content.

**Paper – 4BS1/01**

<b>Subject content</b>	<b>What students need to learn</b>
1.1 Business objectives	1.1.1 Businesses can have several objectives
1.2 Types of organisations	1.2.1 The main types of business ownerships
1.3 Classification of businesses	1.3.1 Primary, secondary and tertiary activities
1.5 Business and the international economy	1.5.3 Exchange rate calculation
1.7 External factors	1.7.1 The external factors affecting business decisions
1.8 What makes a business successful?	1.8.1 Measuring success in business
2.1 Internal and external communication	2.1.1 Importance of good communication and the problems of ineffective communication
2.4 Motivation and rewards	2.4.1 The importance of motivation in the workplace
2.5 Organisation structure and employees	2.5.1 Organisational charts for different types of business 2.5.3 The different functional areas within a business
3.1 Business finance – sources	3.1.2 Internal sources of finance 3.1.3 External sources of finance
3.3 Costs and break-even analysis	3.3.1 The concept and calculation of
3.4 Financial documents	3.4.1 The purpose of statements of comprehensive income 3.4.2 The purpose of statements of financial position
3.5 Accounts analysis	3.5.1 Calculation and analysing accounting ratios
4.1 Market research	4.1.2 Methods of market research
4.2 The market	4.2.1 Importance of marketing 4.2.2 Responding to changes in the market 4.2.3 How businesses use market segmentation to target customers
4.3 The marketing mix	4.3.1 Product 4.3.4 Promotion
5.1 Economies and diseconomies of scale	5.1.2 Diseconomies of scale

## **Appendix 3: Quantitative skills**

### **Calculation**

Calculations in a business context, including:

- percentages and percentage changes
- averages
- revenue, costs and profit
- gross profit margin and net profit margin ratios
- average rate of return
- cash-flow forecasts, including total costs, total revenue and net cash flow.

### **Interpretation**

Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including:

- information from graphs and charts
- profitability ratios (gross profit margin and net profit margin)
- financial data, including profit and loss, average rate of return and cash-flow forecasts
- marketing data, including market research data
- market data, including market share, changes in costs and changes in prices.

**Paper – 4BS1/01R**

<b>Subject content</b>	<b>What students need to learn</b>
1.5 Business and the international economy	1.5.3 Exchange rate calculation
2.1 Internal and external communication	2.1.2 Barriers to communication
2.2 Recruitment and selection process	2.2.1 Types of employment 2.2.4 Legal controls over employment and their effects
2.4 Motivation and rewards	2.4.1 The importance of motivation in the workplace
2.5 Organisation structure and employees	2.5.3 The different functional areas within a business
3.1 Business finance – sources	3.1.2 Internal sources of finance 3.1.3 External sources of finance
3.2 Cash flow forecasting	3.2.1 The importance of cash to a business 3.2.2 Calculation and interpretation of cash-flow forecasts
3.3 Costs and break-even analysis	3.3.1 The concept and calculation of 3.3.2 The concept of break-even and calculation of break-even (from formula or diagram)
3.4 Financial documents	3.4.2 The purpose of statements of financial position
3.5 Accounts analysis	3.5.1 Calculation and analysing accounting ratios
4.1 Market research	4.1.2 Methods of market research 4.1.3 The use of data in market research
4.2 The market	4.2.1 Importance of marketing 4.2.2 Responding to changes in the market
4.3 The marketing mix	4.3.1 Product 4.3.4 Promotion
5.1 Economies and diseconomies of scale	5.1.2 Diseconomies of scale
5.2 Production	5.2.1 Production processes 5.2.3 Impact of technology in production

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- cash-flow forecasts, including total costs, total revenue and net cash flow.

### **Interpretation**

Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including:

- information from graphs and charts
- profitability ratios (gross profit margin and net profit margin)
- financial data, including profit and loss, average rate of return and cash-flow forecasts
- marketing data, including market research data
- market data, including market share, changes in costs and changes in prices.

<b>Subject content</b>	<b>What students need to learn</b>
1.1 Business objectives	1.1.1 Businesses can have several objectives
1.2 Types of organisations	1.2.1 The main types of business ownerships 1.2.3 Different forms of business organisation
1.5 Business and the international economy	1.5.2 The importance and growth of multinationals
1.8 What makes a business successful?	1.8.1 Measuring success in business
2.2 Recruitment and selection process	2.2.1 Types of employment 2.2.2 Recruitment documents 2.2.4 Legal controls over employment and their effects
2.3 Training	2.3.1 Importance of training to a business and workers
2.5 Organisation structure and employees	2.5.2 Roles and responsibilities of employees in terms of compliance and accountability 2.5.3 The different functional areas within a business
3.2 Cash flow forecasting	3.2.2 Calculation and interpretation of cash-flow forecasts
3.3 Costs and break-even analysis	3.3.1 The concept and calculation of 3.3.2 The concept of break-even and calculation of breakeven from formula or diagram
3.4 Financial documents	3.4.2 The purpose of statements of financial position
3.5 Accounts analysis	3.5.1 Calculation and analysing accounting ratios
4.1 Market research	4.1.2 Methods of market research
4.3 The marketing mix	4.3.2 Price 4.3.4 Promotion
5.2 Production	5.2.3 Impact of technology in production
5.4 Quality	5.4.1 The concept of quality and its importance



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- information from graphs and charts
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- marketing data, including market research data
- market data, including market share, changes in costs and changes in prices.

**Paper – 4BS1/02R**

<b>Subject content</b>	<b>What students need to learn</b>
1.2 Types of organisations	1.2.1 The main types of business ownerships
1.4 Decisions on location	1.4.1 The main factors influencing location decisions and relocation of a business
1.5 Business and the international economy	1.5.3 Exchange rate calculation
1.6 Government objectives and policies	1.6.1 Government spending 1.6.2 How governments can affect business activity 1.6.3 The effect of interest rates
1.7 External factors	1.7.1 The external factors affecting business decisions
2.2 Recruitment and selection process	2.2.1 Types of employment 2.2.2 Recruitment documents 2.2.3 Internal and external recruitment 2.2.4 Legal controls over employment and their effects
2.3 Training	2.3.1 Importance of training to a business and workers
2.4 Motivation and rewards	2.4.1 The importance of motivation in the workplace
2.5 Organisation structure and employees	2.5.3 The different functional areas within a business
3.1 Business finance – sources	3.1.2 Internal sources of finance 3.1.3 External sources of finance
3.2 Cash flow forecasting	3.2.2 Calculation and interpretation of cash-flow forecasts
3.5 Accounts analysis	3.5.1 Calculation and analysing accounting ratios
4.1 Market research	4.1.2 Methods of market research
4.2 The market	4.2.1 Importance of marketing
4.3 The marketing mix	4.3.4 Promotion
5.2 Production	5.2.1 Production processes 5.2.2 Principles of lean production

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### **Calculation**

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- marketing data, including market research data
- market data, including market share, changes in costs and changes in prices.

### **END OF ADVANCE INFORMATION**