

Pearson Edexcel International GCSE

May–June 2022 Assessment Window

Syllabus
reference

4CM1

Commerce Advance Information

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 12 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. 4CM1/02R 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 Commerce, 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.

Specification reference	Detail
1.1	Production
1.1.2	Factors of production
1.1.3	Industrial sectors and commerce
1.2	Buying and selling
1.2.1	Sources of buying in commerce
1.2.3	Costs associated with selling
1.3	Commercial enterprises
1.3.1	Types of commercial enterprise
1.4	Retail
1.4.2	Types of retailer
1.4.4	Techniques in retail
1.5	Wholesale
1.5.2	Functions of wholesalers, including services provided
1.7	International trade
1.7.2	International trade
1.7.6	Multinationals
2.1	Insurance
2.1.2	Insurance principles
2.1.3	Insurance business risks
2.1.4	Effecting insurance cover and renewal
2.2	Consumer protection legislation
2.2.2	Action buyers and sellers might take
2.3	Trade

Specification reference	Detail
2.3.2	Exchange rates
2.4	Bad debts
2.4.1	Bad debts

Appendix 6: Quantitative skills

Calculation

Calculations in a commercial context, including:

- percentages and percentage changes
- averages
- revenue, costs and profit
- gross profit margin and profit for the year (net profit) margin ratios
- exchange rates
- interest
- balance of trade
- numeric values within the business documents

Interpretation

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

- information from graphs, charts and texts
- profitability ratios (gross profit margin and profit for the year (net profit) margin)
- financial data, including profit and loss, exchange rates, interest rates
- market data, including market share, changes in costs and changes in prices.

Specification reference	Detail
1.1	Production
1.1.3	Industrial sectors and commerce
1.2	Buying and selling
1.2.1	Sources of buying in commerce
1.3	Commercial enterprises
1.3.1	Types of commercial enterprise
1.4	Retail
1.4.1	Functions of retailers, including services provided
1.4.2	Types of retailer
1.4.4	Techniques in retail
1.4.5	Developments in retailing
1.5	Wholesale
1.5.1	Wholesalers' role in the chain of distribution
1.5.2	Functions of wholesalers, including services provided
1.5.3	Types of wholesaler
1.6	Ecommerce
1.6.1	Characteristics of ecommerce
2.1	Insurance
2.1.1	Purposes of insurance
2.1.2	Insurance principles
2.1.3	Insurance business risks
2.1.5	Effecting a claim
2.2	Consumer protection legislation

Specification reference	Detail
2.2.1	Consumer protection
2.2.2	Actions buyers and sellers might take
2.3	Trade
2.3.1	Trade protection
2.3.2	Exchange rates

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Specification reference	Detail
3.1	Financial institutions to support commerce
3.1.2	Banking services
3.1.3	Trends in banking
3.2	Sources of finance
3.2.2	Long-term finance
3.2.3	The process of issuing shares and debt
3.3	Methods of payment
3.3.1	Methods of payment
3.4	Commercial calculations
3.4.1	The concept and calculation of
3.6	Improving commercial performance
3.6.1	Methods to improve commercial performance
4.1	Communications
4.1.2	Types of communication
4.1.3	Methods of oral communication
4.2	Transport
4.2.3	Different modes of transport used for different forms
4.2.5	The efficiency of different forms of transport
4.4	Promotion
4.4.2	Main methods of advertising and promotion, appropriate to different purposes and contexts
4.4.3	Approaches to advertising
4.4.6	The impact of technology on the advertising and the promotion
4.5	Trading documents

Specification reference	Detail
4.5.1	The purpose and the appropriate use of different trade documents used by wholesalers in the purchase and sale of goods in home trade
4.5.2	Complete different trade documents
4.6	Types of consumer credit
4.6.1	Different types of credit available to consumers
4.7	Aids to exports
4.7.1	Sources of support when exporting

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Specification reference	Detail
3.1	Financial institutions to support commerce
3.1.2	Banking services
3.1.3	Trends in banking
3.2	Sources of finance
3.2.1	Short-term finance
3.2.2	Long-term finance
3.2.3	The process of issuing shares and debt
3.3	Methods of payment
3.3.1	Methods of payment
3.6	Improving commercial performance
3.6.1	Methods to improve commercial performance
4.1	Communications
4.1.4	Methods of written communication
4.2	Transport
4.2.3	Different modes of transport used for different forms
4.2.5	The efficiency of different forms of transport
4.3	Warehousing
4.3.1	The role of warehousing
4.3.2	The types and functions of different types of warehouse
4.4	Promotion
4.4.2	Main methods of advertising and promotion, appropriate to different purposes and contexts
4.4.3	Approaches to advertising
4.4.5	The impact of changing consumer preferences on advertising

Specification reference	Detail
4.4.6	The impact of technology on the advertising and the promotion
4.5	Trading documents
4.5.1	The purpose and the appropriate use of different trade documents used by wholesalers in the purchase and sale of goods in home trade
4.5.2	Complete different trade documents
4.6	Types of consumer credit
4.6.1	Different types of credit available to consumers
4.6.3	Calculations of cost associated with different forms of credit – interest
4.7	Aids to exports
4.7.1	Sources of support when exporting

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END OF ADVANCE INFORMATION