



## A Level Business

### Post 16 Learning Pack Challenges

*Please find attached a pack of work to help prepare you for Sixth Form.*

*I am delighted that you have shown an interest in Business Studies. In order to get you thinking about the subject, I have drawn up a **challenge pack** to help you prepare for studies in the 6<sup>th</sup> form such as business research activities, books to read, films to watch on a rainy afternoon, useful websites to browse when Snapchat, Instagram gets dull.*

**For a look at the syllabus:**

- A Level Business Studies Specification  
<https://qualifications.pearson.com/en/qualifications/edexcel-a-levels/business-2015.html>

**Useful websites/apps- register now:**

- Register with <http://www.tutor2u.net>, a Business Studies blog especially written for students. A daily blog will be sent to you with interesting news articles that tie into the syllabus, comments from examiners and (later) tips and support for exam modules
- For (business) news stories use the BBC website <http://news.bbc.co.uk>

*Please email us if you have any queries or questions.*

*In the meantime, I want to say a big thank you for your hard work at Trinity and I am so very sorry you have lost your opportunity to complete the exams. During these unprecedented times it's important to keep going and know we will be back to normal soon.*

*Kind regards*

Business Department  
**Heles School**

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### **1. Home Learning Activities Challenges**

- A week in business
- Brands
- Entrepreneurs
- Research

### **2. Reading**



- Text Books
- Business Reading Books
- Newspapers and magazines
- Websites

### **3. Films**

### **4. TV Programmes**










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## Home Activities

<b>"A week in Business".</b>   	
1	Select 7 pictures, one for each day to represent a <b>business</b> news story. ( see if there is something different happening not just Coronavirus)
2	For each story, write a commentary/explanation: <ul style="list-style-type: none"> <li>• What is happening</li> <li>• What has it got to do with business</li> <li>• Why is it important?</li> </ul>
3	Select the story that you found most interesting. Why was this?
4	Create a poster showing your pictures

## Choose a Company/brand and research it!

Find out the following – Ownership type, Revenue, Profit, Number of employees, size and scale, name of leader (CEO)

**Entrepreneurs and Leaders*****Research these business people***

	<b>ENTREPRENEURS</b>		
			
Denise Coates	Bill Gates	Evan Spiegel	Jeff Bezos
			
Elon Musk	Oprah Winfrey	Larry Page	Simon Nixon
			
Kylie Jenner	John Paul DeJoria	Sergey Brin	Susan Wojcicki

**Research these different entrepreneurs and find out the following: -**

1. What have they done?
2. Why are they an entrepreneur?
3. How did they do it?
4. What is their net worth?

## **Research Activity**

*Present your information as a report, PowerPoint presentation or poster.*

### **1. Select a company**

*(picking a Public Limited Company (PLC) will make it easier to find information on the internet).*

### **2. Research some basic facts:**

- *Research the term "Annual Accounts for your chosen .PLC"*
- *Download the PDF*
- *Read the chairman's and CEO message at front of the pack*
- *Look through the pack to find the financial information (Income statement) this will show the revenue and profit.*

*Explain the following*

- *What does the business do?*
- *How large is it?*
- *Where is it based?*
- *What are its key objectives? (Hint: look in the Chairman's statement in the annual report)*

### **3. How successful is it?**

*Give evidence (Think about numbers: sales revenue, profit, market share etc. and get facts and figures).*

### **4. Has it become more or less successful over the last few years?**

*(again, get evidence from annual report, compare finance for a few years)*

### **5. What do you think are the key factors that affect its success and why?**

*(Think about competitors, Government regulation, the economy, its financial situation etc.)*

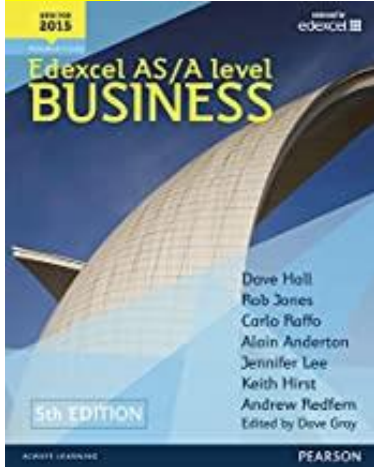
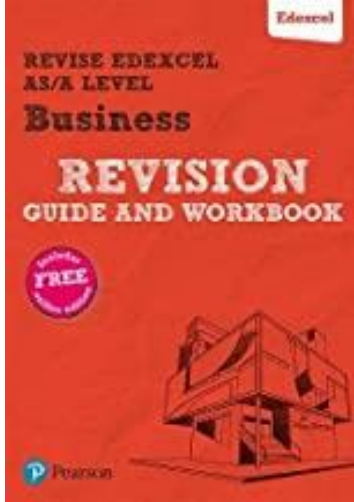
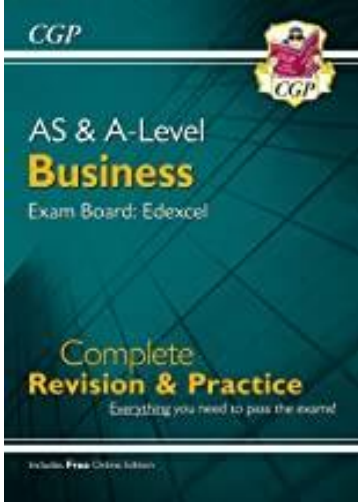
### **6. Evaluate what impact the coronavirus has on this business?**

Please use this pack if you are planning on studying Business at A Level

## **READING**

### **Business Text Books**

Once the term starts, we recommend that you have access to your own copy of the recommended textbook or e-book for your chosen course. Other book, revision guides are available, but make sure that they are **Edexcel approved** and cover the specification for first teaching in 2015.

<p><b>Main Text Book</b> <b>Essential!</b></p>  <p>ISBN-13: 978-1447983545</p>	<p>Revision Guide</p>  <p>ISBN-13: 978-1292213217</p>	<p>Revision Guide</p>  <p>ISBN-13: 978-1789082425</p>
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**Other recommended reads** - Quality newspapers/magazines such as *The Times*, *Guardian*, *Telegraph*, *Independent*, journals such as *The Economist* (N.B there are reduced rates for students on some of these, for example, students were able to buy *The Economist* for 6p per copy instead of the standard £2!) Also, you can sign up online and receive free articles.

 <p><a href="http://www.thetimes.co.uk">www.thetimes.co.uk</a></p>	 <p><a href="http://www.independent.co.uk">www.independent.co.uk</a></p>	 <p><a href="http://www.economist.com">www.economist.com</a></p>	 <p><a href="https://www.hoddereducation.co.uk/magazines/magazines-extras/business-review-extras">https://www.hoddereducation.co.uk/magazines/magazines-extras/business-review-extras</a></p>
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## Business Books

### Grinding It Out: The Making Of McDonald's

by Ray Kroc | 5 Mar 2012

★★★★☆ ~ 403

**Mass Market Paperback**

£6<sup>34</sup> £7.99

✓prime Get it Wednesday, Apr 1

Eligible for FREE UK Delivery

More buying choices

£1.44 (19 used & new offers)

Business, Finance & Law > Careers > Entrepreneurship

### How I Made It: 40 Successful Entrepreneurs Reveal How They Made Millions: 40 Successful Entrepreneurs Reveal All

Hardcover – 3 Nov 2004

by Rachel Bridge (Author)

★★★★☆ ~ 45 ratings

See all 8 formats and editions

Kindle Edition £11.39	Hardcover from £0.01	Paperback £11.99
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Read with Our Free App

29 Used from £0.01 15 Used from £0.85  
1 New from £23.99 15 New from £3.64

There is a newer edition of this item:

How I Made It: 40 Successful Entrepreneurs Reveal How They Made Millions  
Currently unavailable.

An essential read for anyone that is thinking about starting their own business. Successful Entrepreneurs are interviewed about how they spotted a gap in a market, and developed a USP.

### Shoe Dog: A Memoir by the Creator of NIKE

by Phil Knight

★★★★★ ~ 4,921

**Kindle Edition**

£6<sup>99</sup> £9.99

**Audible Audiobooks**

£0<sup>00</sup> £27.09

Free with Audible trial

**Hardcover**

### The Tipping Point: How Little Things Can Make a Big Difference

Paperback – 14 Feb 2002

by Malcolm Gladwell (Author)

★★★★☆ ~ 1,950 ratings

See all 48 formats and editions

Audiobook £0.00	Hardcover from £4.58	Paperback £5.47	Audio CD £39.79
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Free with your Audible trial

7 Used from £4.58 35 Used from £0.00 1 Used from £20.26  
4 New from £15.95 30 New from £3.48 2 New from £39.79  
1 Collectible from £24.95

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Note: This item is eligible for click and collect. Details

A wonderful page-turner about a fascinating idea that should affect the way every thinking person thinks about the world around him! Michael Lewis

A very readable and fascinating book, which looks into the reasons products become market leaders.

### The Google Story

by David A. Vise | 7 Nov 2008

★★★★☆ ~ 87

**Paperback**

More buying choices

£0.06 (33 used & new offers)

**Kindle Edition**

£4<sup>99</sup> £12.99

An interesting investigation into the culture at Google, includes insights into the four-day working week and soft management styles. The questions are; are these the things that made Google the world's number one search engine?

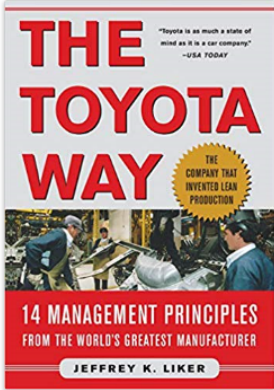
An essential read for anyone that is thinking about starting their own business. Successful Entrepreneurs are interviewed about how they spotted a gap in a market, and developed a USP.

A very readable and fascinating book, which looks into the reasons products become market leaders.

An interesting investigation into the culture at Google, includes insights into the four-day working week and soft management styles. The questions are; are these the things that made Google the world's number one search engine?



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Look inside ↴

**THE TOYOTA WAY**

"Toyota is as much a state of mind as it is a car company"  
—USA TODAY

THE COMPANY THAT INVENTED LEAN PRODUCTION

**14 MANAGEMENT PRINCIPLES FROM THE WORLD'S GREATEST MANUFACTURER**

JEFFREY K. LIKER

Listen

### The Toyota Way: 14 Management Principles from the World's Greatest Manufacturer

2004

by [Jeffrey Liker](#) (Author)

★★★★☆ 542 ratings

> See all 10 formats and editions

Kindle Edition £15.19	Audiobook £0.00	<b>Hardcover</b> £17.69	Paperback from £19.54	MP3 CD £8.19
Read with Our <b>Free App</b>	Free with your Audible trial	23 Used from £2.76 15 New from £11.99 2 Collectible from £19.99	3 Used from £21.18 7 New from £19.54	1 Used from £64.95 2 New from £8.19

Get it Wed, 1 Apr. with FREE delivery.

Get it Wed, 25 Mar. if you order within 8 hrs 55 mins and choose faster delivery at checkout. [Details](#)

**Note:** This item is eligible for **click and collect**. [Details](#)

*How to speed up business processes, improve quality, and cut costs in any industry*

In factories around the world, Toyota consistently makes the highest-quality cars with the fewest defects

[Back to results](#)



Look inside ↴

JR MACGREGOR

**JEFF BEZOS**

THE FORCE BEHIND THE BRAND

Insight and Analysis into the Life and Accomplishments of the Richest Man on the Planet

### Jeff Bezos: The Force Behind the Brand: Insight and Analysis into the Life and Accomplishments of the Richest Man on the Planet (Billionaire Visionaries Book 1)

Kindle Edition

by [JR MacGregor](#) (Author)

★★★★☆ 38 ratings

Book 1 of 4 in [Billionaire Visionaries \(4 Book Series\)](#)

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NEW YORK TIMES BESTSELLER

**ELON MUSK**

HOW THE BILLIONAIRE CEO OF SPACEX AND TESLA IS SHAPING OUR FUTURE

ASHLEE VANCE

### Elon Musk: How the Billionaire CEO of SpaceX and Tesla is Shaping our Future

by [Ashlee Vance](#) | 10 Mar 2016

★★★★☆ 5,417

**Paperback**

More buying choices  
£1.54 (56 used & new offers)

**Kindle Edition**








£5.49 ~~£9.99~~

**Audible Audiobooks**



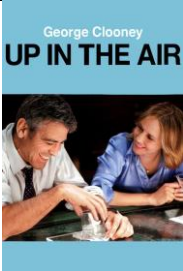

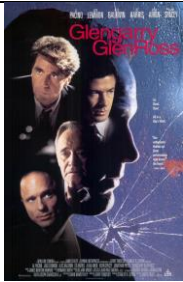

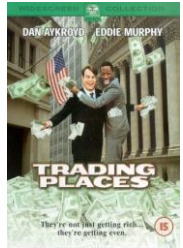
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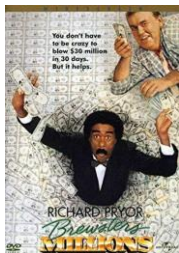
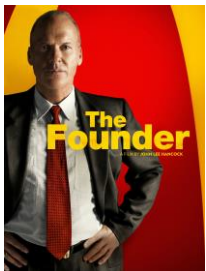

**Recommended websites/follow on Twitter/ Apps on your mobile**

 <p><a href="http://www.tutor2u.net">www.tutor2u.net</a></p> <p>Excellent business website with everything you need to learn for Business A Level, presentations, videos, revision quizzes.</p>	 <p><a href="http://www.bbc.co.uk">www.bbc.co.uk</a></p> <p>Excellent news website with everything you need to learn about what is going on in the world today</p>	 <p>London Stock Exchange</p> <p><a href="http://www.londonstockexchange.com">www.londonstockexchange.com</a></p> <p>Excellent website with everything you need to learn about share prices and market capitalization.</p>
 <p>Companies House</p> <p><a href="https://beta.companieshouse.gov.uk/">https://beta.companieshouse.gov.uk/</a></p> <p>Excellent website which allows you to research any registered Private Limited Company LTD in the UK.</p>	 <p>FINANCIAL TIMES</p> <p><a href="https://iq.ft.com/sites/numbers/economies/uk/">https://iq.ft.com/sites/numbers/economies/uk/</a></p> <p>Excellent website for researching the UK economy at a glance. The FT's one-stop overview of key economic data, including GDP, inflation, unemployment, the major business surveys, the public finances and house prices</p>	  <p>TakingTheBiz 15,575 subscribers</p> <p>Really useful YouTube channel with wide range of revision videos on all business a level topics</p>

## FILMS

Watch something about business on Netflix\*










	<p>1. <b><u>Up In The Air with George Clooney (2010):</u></b>  <i>Up in the Air</i> is a 2009 American comedy-drama film directed by Jason Reitman and written by Reitman and Sheldon Turner, based on the career of J Weller. The story is centered on corporate "downsizer" Ryan Bingham (George Clooney) and his travels.</p> <p><b>Business reference: Human Resources, retrenchment</b></p>
	<p>2. <b><u>Enron: The Smartest Guys in the Room (2005):</u></b>  The film examines the 2001 collapse of the Enron Corporation which resulted in criminal trials for several of the company's top executives during the ensuing Enron scandal it also shows the involvement of the Enron traders in the California electricity crisis.</p> <p><b>Business reference: Profit, Public Limited Companies, Stock market, insider trading</b></p>
	<p><b><u>Glengarry Glen Ross" (1992)</u></b>  This film follows the lives of four unethical Chicago real estate agents who are prepared to go to any lengths (legal or illegal) to unload undesirable real estate on unwilling prospective buyers.</p> <p><b>Business reference: Profit</b></p>
	<p>5. <b><u>Working Girl (1988)</u></b>  This film showed the world that a woman could be just as successful and smart as any man in business. Today that seems like a given, but in 1988 it seems like it was still pretty revolutionary.</p> <p><b>Business reference: Human Resources, Motivation, Entrepreneur</b></p>
	<p>6. <b><u>Trading Places (1983):</u></b>  <i>Trading Places</i> is a 1983 American comedy film directed by John Landis and starring Dan Aykroyd and Eddie Murphy. It tells the story of an upper-class commodities broker and a homeless street hustler whose lives cross paths when they are unknowingly made part of an elaborate bet.</p> <p><b>Business reference: profit, stock market</b></p>

	<p>7. <b><u>How to Succeed in Business Without Really Trying (1967).</u></b>  <i>Pierpont Finch (Robert Morse) is a lowly window cleaner with dreams of making it big in the business world. After finding a copy of the book "How to Succeed in Business Without Really Trying," Finch decides to apply the tactics in the book to his own life.</i></p> <p><b>Business reference: entrepreneurial characteristics profit,</b></p>
	<p>5. <b><u>Brewster's Millions</u></b>  <i>After losing his position as a minor-league pitcher, Montgomery Brewster (Richard Pryor) learns his great-uncle has left him \$300 million. To inherit it, Brewster must spend \$30 million in 30 days under a complicated set of rules that forbid him from donating too much to charity or retaining any new assets when the period is up. Unable to share details about the will's odd conditions with anyone,</i></p> <p><b>Business reference: money, assets</b></p>
	<p>6. <b><u>The Founder</u></b>  <i>The true story of how Ray Kroc (Michael Keaton), a struggling salesman from Illinois, met Mac (John Carroll Lynch) and Dick McDonald (Nick Offerman), who were running a burger operation in 1950s Southern California. Kroc was impressed by the brothers' speedy system of making the food and saw franchise potential. Kroc soon maneuvers himself into a position to be able to pull the company from the brothers and create a multi-billion dollar empire.</i></p> <p><b>Business reference : Franchising</b></p>
	<p>7. <b><u>Pursuit of Happyness</u></b>  <i>The Pursuit of Happyness is a 2006 American biographical drama film based on entrepreneur Chris Gardner's nearly one-year struggle being homeless. Directed by Gabriele Muccino, the film features Will Smith as Gardner, a homeless salesman.</i></p> <p><b>Business reference : Entrepreneurial spirit, sales, finance</b></p>

\*Some of these films may include mature themes so please check the ratings before watching.

**TV**

The following television programmes are recommended for background business knowledge.

 <p><b><u>BBC News</u></b> Last news from around the world.</p>	 <p><b><u>BBC Panorama</u></b> British current affairs documentary programme</p>	 <p><b><u>BBC newnight</u></b> Key national and international news stories</p>
 <p><b><u>Dragons Den</u></b> Programme about entrepreneurs presenting their business ideas to gain funding from the Dragons. (Venture Capitalists)</p>	 <p><b><u>The Apprentice</u></b> Programme about entrepreneurs working in teams and being interviewed so they can gain backing of Sir Alan Sugar for their business idea.</p>	 <p><b><u>Question Time</u></b> Topical debate in which guests from the worlds of politics and the media answer questions posed by members of the public.</p>
 <p><b><u>Undercover Boss</u></b> A CEO goes undercover to find out how a large firm is running. There are both UK and USA versions. Check catchup TV or YouTube</p>	 <p><b><u>Inside the Factory</u></b> A fun insight into foods we eat and how they are made. Shows student the different production methods used.</p>	 <p><b><u>Only Fools and Horses</u></b> Bit of comedy. The original sole trader "Del Boy". Show goes through the trials and tribulations of Trotters Independent Traders!</p>