# Mapping from OCR GCSE Applied Business (J213/226) to OCR GCSE (9-1) Business (J204)

## Introduction

We are really excited about our GCSE (9-1) Business qualification. This is a dynamic, contemporary and exciting course to help students engage with today’s world of business.

Why choose OCR GCSE (9-1) Business?

* The topics are selected and structured to underpin the knowledge and understanding needed for the next generation of Business people.
* Business is enjoyable to teach and learn giving students the essentials for related higher education courses as well as many transferable, marketable skills.
* The qualification has been designed by working closely with teachers to design a specification and exams that provide clear structure and fair assessment for all.
* The topics are presented in a clear and logical linear order.
* The examinations include real business contexts to assess student understanding of business concepts and how they can be applied in real life.
* The qualification offers an ideal foundation to gain insight into future career paths in business. It can provide a useful stepping stone to many further education qualifications including Cambridge Technicals and A Level Business.

We offer:

* Our GCSE Business team, Deborah and Elisabeth, are passionate about business and education. With teaching and industry experience, they are fully committed to supporting centres’ delivery of Business.
* We will be producing a wide range of [teaching and learning materials](http://www.ocr.org.uk/qualifications/gcse-business-j204-from-2017/) from teacher guides to delivery guides, lesson elements, practical activities, candidate exemplars and more.
* Join our conversation on the [OCR Community](http://social.ocr.org.uk/) and @BusEcon to talk about and share good practice.

[#GCSEBusiness](https://twitter.com/hashtag/GCSEBusiness)

## Key differences:

| **OCR GCSE (9-1) Business (J204)** | **OCR GCSE Applied Business (J213/J226)** |
| --- | --- |
| Two examined components of equal weight and NO controlled assessment. | One examined unit and one unit of controlled assessment (60% of the marks). This format then repeated for the double award. |
| Single award only. | Single and double award available. |
| 15 multiple choice questions and 65 marks of short, medium and extended response style questions in each component to allow breadth of coverage and consistency of format. | No multiple choice questions. |
| Explicit application and assessment of quantitative skills (minimum of 10% of marks) at the level of at least Key Stage 3 Maths. | Some questions contained quantitative skills. |
| A careful balance between understanding business concepts and applying them to real life business examples. | A significant part of the course and assessment focuses on the practical tasks in business. |

## Content

| **OCR GCSE (9-1) Business** | **OCR GCSE Applied Business (J213/J226)** |
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| 1. **Business Activity**    1. The role of business enterprise & the entrepreneurship    2. Business planning    3. Business ownership    4. Business aims & objectives    5. Stakeholders in business    6. Business growth | **2.1.2.** Why a business starts  **2.1.6.** Operating in an enterprising way  **2.1.1.** Different forms of ownership  **2.1.4.** Aims & objectives of a business  **2.1.8.** Uncertainty, risk & reward, change.  **2.1.5.** Differing stakeholder interests |
| 1. **Marketing**    1. The role of marketing    2. Market research    3. Market segmentation   **2.4.** The marketing mix | **2.1.3.** Understand the functional areas  **2.2.2. & 2.3.5.** Market research  **2.2.3.** Market segments  **2.2.3.** Factors important to customers when making a purchase, monitoring & responding to competitors.  **2.2.5.** The marketing mix  **2.3.5.** Analysing promotional data |

| **OCR GCSE (9-1) Business** | **OCR GCSE Applied Business (J213/J226)** |
| --- | --- |
| 1. **People**    1. The role of human resources    2. Organisational structures & different ways of working    3. Communication in business    4. Recruitment & selection    5. Motivation & retention    6. Training & development   **3.7.** Employment law | **2.1.3.** Understand the functional areas  **2.3.1.** Organisational structure  **2.1.6.** What employers & employees expect from each other, developing a good working relationship.  **2.3.3.** Forms of communication  **2.4.1.** Employing staff  **2.4.2.** Recruitment  **2.4.3.** Selection  **2.4.1.** Training  **2.4.5.** Induction  **2.1.6.** Employment Rights Act & Equality Act  **2.4.4.** Human resources legislation |
| 1. **Operations**    1. Production processes    2. Quality of goods and services    3. The sales process & customer service    4. Consumer law    5. Business location    6. Working with suppliers | **2.1.3.** Understand the functional areas  **2.1.7.** Different uses of ICT in business  **2.3.8.** Methods of production & impact of technology  **2.3.7.** Improving customer service  **2.2.3.** Consumer protection legislation  **2.3.5.** Trade Descriptions Act |
| 1. **Finance**    1. The role of the finance function    2. Sources of finance    3. Revenue, costs, profit and loss    4. Break-even    5. Cash and cash flow | **2.1.3.** Understand the functional areas  **2.2.6.** Types of costs  **2.3.4.** Break-even  **2.3.4.** Cash flow forecasts |
| 1. **Influences on business**    1. Ethical & environmental considerations    2. The economic climate    3. Globalisation | **2.1.9.** Ethical behaviour & sustainability  **2.1.2**. Changes in the external environment |
| 1. **The interdependent nature of business**   Students need to be able to draw together knowledge, skills and understanding from different parts of the course and apply it to decision-making within a business context. |  |

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| **Appendix 5c. Quantitative skills requirement**  At least 10% of the total marks for the qualification will reward the use of quantitative skills (calculation and interpretation) at a level of demand which is not lower than that which is expected of learners at Key Stage 3. | Quantitative skills were assessed in some areas of the specification although there was no minimum requirement. |

## Assessment

| **OCR GCSE (9-1) Business (J204)** | **OCR GCSE Applied Business (J213/J226)** |
| --- | --- |
| **Component 1**  **Business 1: Business activity, marketing & people**  50% of the GCSE  1 hour 30 minutes written paper  80 marks  Section A – multiple choice questions, 15 marks.  Section B – short, medium and extended response questions (typically 1 to 9 marks) based on stimulus material, 65 marks. | **Unit 1: Business in action**  40% of the GCSE (Single award)  1 hour 30 minutes written paper  80 marks  Short, medium and extended response questions (typically 1 to 10 marks). |
| **Component 2**  **Business 2: Operations, finance & influences on business**  50% of the GCSE  1 hour 30 minutes written paper  80 marks  Section A – multiple choice questions, 15 marks.  Section B – short, medium and extended response questions (typically 1 to 9 marks) based on stimulus material, 65 marks. There will be a minimum of 2 questions that require synoptic assessment i.e. learners are required to draw on content from across the specification. | **Unit 2: Making your mark in business**  60% of the GCSE (Single award)  Controlled Assessment (approximately 45 hours)  60 marks |

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|  | **Unit 3: Working in business**  20% of the GCSE (Double award)  1 hour 30 minutes written paper  80 marks  Short, medium and extended response questions (typically 1 to 10 marks). |
|  | **Unit 4: Business and you**  30% of the GCSE (Double award)  Controlled Assessment (approximately 45 hours)  60 marks |

## Next steps

Familiarise yourself with the specification, sample assessment materials and teaching resources on the [OCR GCSE 9-1 Business qualification page](http://www.ocr.org.uk/qualifications/gcse-business-j204-from-2017/) of the OCR website.

1. Browse the curriculum planners, for either a 2-year or 3-year course, and other teaching and learning resources for teaching ideas.
2. Get a login for our secure extranet, Interchange – allows you to access the latest past/practice papers and use our results analysis service, Active Results.
3. Sign up to receive for [subject updates](http://www.ocr.org.uk/i-want-to/email-updates/) by email.
4. Join our [social community](http://www.ocr.org.uk/community/) where you can collaborate with your colleagues and discuss education and assessments.
5. Sign up to attend a [training event](https://www.cpdhub.ocr.org.uk/DesktopDefault.aspx?e=fjefcbdbhgnidcpoonie&CATN_ID=1) or download the training materials from past events.

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