BUSINESS

It's easy to join us

Moving to Cambridge OCR Level 3 Advanced GCE in Business from Pearson (Edexcel)

Are you currently teaching Pearson (Edexcel) A Level in Business?

This guide will take a look at our redesigned A Level in Business, show you how it compares to the Pearson (Edexcel) A Level Business and how you can switch.

A Level Business is about preparing students to start, own, manage and develop a business in today's world.

Business is a dynamic and attractive subject for students to choose. The redeveloped Cambridge OCR A Level Business provides an exciting canvas upon which students can learn, develop and use their decision making skills.

We focus on these decision making skills in real world contexts. Candidates do not just remember facts, theories and models of business, but actually have the opportunity to showcase their skills and be rewarded for their decision making abilities.

Developed with the support of teachers and stakeholders our redeveloped A Level Business has a number of key benefits for teachers and students.

Our specification:

- focusses on contemporary content such as sustainability, the customer journey, digital developments in business, including AI, and employee wellbeing, including work life balance
- prepares students to work in a dynamic, modern business environment
- Is logically organised with streamlined content
- gives teachers opportunities to use examples and case studies of real-world enterprises to bring your teaching to life in the classroom
- progresses well from our GCSE Business and is also suitable for those who have not studied Business previously.

We have designed our new specification to help students build real and relevant skills for the future:

- developing a business vocabulary that reflects what is used in the real business world
- emphasising the practical nature of business
- putting students into business contexts that allow a range of different responses
- improving decision making by analysing how decisions affect a business and its stakeholders from different angles and perspectives
- rewarding students who are willing to come to a judgement and understand the consequences of their decisions.



Follow us on Twitter: Cambridge OCR BusEcon

About our A Level in Business

We believe in developing specifications that are engaging and contemporary, equipping students with the knowledge and skills they need to succeed in their studies and beyond.

Informed by research and extensive engagement with the teaching community, we've created specifications that aim to enthuse and inspire students of all backgrounds and abilities, helping you to help them achieve their full potential.

We plan to offer a range of support services to help you at every stage, from preparation to delivery:

- expert Subject Advisors who are part of their subject communities and here to support you with advice, updates on resources, and information about training opportunities
- free detailed assessment resources including practice materials and examiners' reports to help you navigate the specification and its content
- free comprehensive curriculum planners and schemes of work to support with planning
- an endorsed textbook by leading publisher,
 Cambridge University Press and Assessment

- ExamBuilder: our free question-building platform that helps you to build your own tests using Cambridge OCR exam questions as our bank of past live-series grows
- Active Results: our free results analysis service to help you review the performance of individual students or whole school
- an extensive range of both live and on-demand professional development courses, covering everything from 'Starting to Teach' and 'Exploring the Exam', through to 'Enhancing your teaching' and 'Exam Review'.

To find out more about all of our support services, please visit <u>Teach Cambridge</u>.

At a glance specification comparison

Pearson (Edexcel) A Level in

Cambridge OCR Level 3 Advanced

	GCE in Business	Business	
Structure	There are three components which are all externally assessed via examination. All components have equal weighting. Different content is assessed on each component (paper).	There are three components which are all externally assessed via examination. The first two papers are weighted 35% each. The final paper has a weighting of 30%. Different content is assessed on each of the first two components. Any content ca be assessed on the third component.	
Grading	The qualification is graded on the scale: A*, A, B, C, D, E, where A* is the highest. Students who fail to reach the minimum standard for E will be Unclassified.	The qualification is graded on the scale: A*, A, B, C, D, E, where A* is the highest. Students who fail to reach the minimum standard for E will be Unclassified.	
Assessment	Paper 1: Business activity, marketing and people (H436/01) 2 hours 90 marks 33.3% of A Level	Paper 1: Marketing, people and global business (9BSO/01) 2 hours 100 marks 35% of A Level	
	Paper 2: Operations, finance and external influences (H436/02) 2 hours 90 marks 33.3% of A Level	Paper 2: Business activities, decisions and strategy (9BSO/02) 2 hours 100 marks 35% of A Level	
	Paper 3: Strategy, risk and managing change (H436/03) 2 hours 90 marks 33.3% of A Level	Paper 3: Investigating business in a competitive environment (9BS0/03) 2 hours 100 marks 30% of A Level	

Comparing assessment models

Cambridge OCR Level 3 Advanced GCE in Business

Paper 1: Business activity, marketing and people

Externally assessed

90 marks

Cambridge OCR set and marked

2 hour written examination paper

This paper assesses business activity, marketing, people. Questions can be drawn from local, national and global contexts.

Questions

Three compulsory sections:

- Section A 10 multiple choice questions worth 10 marks.
- Section B a case study (either from a real business or a fictitious one) with a range from short answer to extended response questions.
- Section C a case study (either from a real business or a fictitious one) with a range from short answer to extended response questions
- Highest question tariff is 14 marks.

Paper 2: Operations, finance and external influences

Externally assessed

90 marks

Cambridge OCR set and marked

2 hour written examination paper

This paper assesses operations, finance and external influences. Questions can be drawn from local, national and global contexts.

Questions

Three compulsory sections:

- Section A 10 multiple choice questions worth 10 marks.
- Section B a case study (either from a real business or a fictitious one) with a range from short answer to extended response questions.
- Section C a case study (either from a real business or a fictitious one) with a range from short answer to extended response questions.
- Highest question tariff is 14 marks.

Pearson (Edexcel) Business

Paper 1: Marketing, people and global business

Externally assessed

100 marks

Pearson (Edexcel) set and marked

2 hour written examination paper

This paper assesses marketing, people and global businesses (Themes 1 and 4). Questions can be drawn from local, national and global contexts.

Questions

Two sections:

- Section A one compulsory data response question, broken down into a number of parts, including one extended open-response question.
- Section B one compulsory data response question, broken down into a number of parts, including one extended open-response question.
- Highest question tariff is 20 marks.

Paper 2: Business activities, decisions and strategy

Externally assessed

100 marks

Pearson (Edexcel) set and marked

2 hour written examination paper

This paper assesses business finance and operations, business decisions and strategy (Themes 2 and 3). Questions can be drawn from local, national and global contexts.

Questions

Two sections:

- Section A one compulsory data response question, broken down into a number of parts, including one extended open-response question.
- Section B one compulsory data response question, broken down into a number of parts, including one extended open-response question.
- Highest question tariff is 20 marks.

Cambridge OCR Level 3 Advanced GCE in Business

Paper 3: Strategy, risk and managing change

Externally assessed

90 marks

Cambridge OCR set and marked

2 hour written examination paper

This paper assesses strategy, risk and managing change. There will be a final synoptic question where students can use knowledge and understanding from across their course of study to support their answer. Questions can be drawn from local, national and global contexts.

Questions

Three compulsory sections:

- Section A 10 multiple choice questions worth 10 marks.
- Section B a case study (either from a real business or a fictitious one) with a range from short answer to extended response questions.
- Section C a case study (either from a real business or a fictitious one) with a range from short answer to extended response questions.
- Highest question tariff is 14 marks.

Pearson (Edexcel) Business

Paper 3: Investigating business in a competitive environment

Externally assessed

100 marks

Pearson (Edexcel) set and marked

2 hour written examination paper

This paper assesses content across all of the four themes. Questions are based on a pre-released context document previously issued on Pearson (Edexcel)'s website. Questions can be drawn from local, national and global contexts.

Questions

Two sections:

- Section A one compulsory data response question, broken down into a number of parts, including one extended open-response question.
- Section B one compulsory data response question, broken down into a number of parts, including one extended open-response question.
- Highest question tariff is 20 marks.

It's easy to switch

- If you're a Cambridge OCR-approved centre, all you need to do is download the specification and start teaching.
- Sign up for our <u>Choosing Cambridge OCR webinar</u> exclusively for centres who are thinking of moving to or are new to Cambridge OCR.
- Be kept up-to-date with the latest news including professional development and Teacher Networks.

Detailed comparison of papers

Cambridge OCR Level 3 Advanced GCE in Business

Pearson (Edexcel) A Level in Business

Component 01: Business activity, marketing and people

Unit code: H436/01

Assessment model: Externally assessed

GLH: 120 Marks: 90

Length of exam: 2 hours

Specification content	Spe	cifica	ation	conten	t
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Topic Area	Spec code	Content title	Theme 1: Marketing and people	Theme 2: Managing business activities	Theme 3: Business decisions and strategy	Theme 4: Global business
	1.1	What is business activity?	X			
	1.2	Business structure	X			
Business	1.3	Stakeholders			X	
activity	1.4	Business size and growth			X	
	1.5	Scale of operations			X	
	1.6	Customer journey		n	/a	
	2.1	What is marketing?	Х			
	2.2	Identifying and anticipating customer needs	X			
	2.3	Targeting customers	Х			
Marketing	2.4	The marketing mix	Х			
	2.5	Sales forecasting		Х	X	
	2.6	Technology in marketing	X			
	2.7	Measuring marketing performance	X			
	3.1	What is human resource management (HRM)?	X			
	3.2	Organisational design	X			
	3.3	Motivation	Х			
People	3.4	Leadership	Х			
	3.5	Employer/employee relations	X			
	3.6	Recruitment and selection	Х			
	3.7	Training and development	Х			
	3.8	Measuring human resource performance			Х	

Cambridge OCR Level 3 Advanced GCE in Business

Pearson (Edexcel) A Level in Business

Component 02: Operations, finance and external influences

Unit code: H436/02

Assessment model: Externally assessed

GLH: 120 Marks: 90

Length of exam: 2 hours

Specification content

Topic Area	Spec code	Content title	Theme 1: Marketing and people	Theme 2: Managing business activities	Theme 3: Business decisions and strategy	Theme 4: Global business
	4.1	What is operations?		Χ		
	4.2	Productivity		X		
	4.3	Quality		Χ		
	4.4	Managing capacity		Χ		
0	4.5	Inventory		Χ		
Operations	4.6	Supply chain management and logistics				Х
	4.7	Measuring operational performance		X		
	5.1	What is finance?		Х		
	5.2	Costs, revenue, profit and loss		Х		
	5.3	Budgeting		Χ		
Finance	5.4	Cash flow forecasting and liquidity		Х		
	5.5	Sources of finance		Х		
	5.6	Financial statements			Х	
	5.7	Measuring financial performance		Х	Х	
External influences	6.1	What is the market?	Х			
	6.2	The global market				Х
	6.3	Political, social economic and technological influences		X		

Cambridge OCR Level 3 Advanced GCE in Business

Pearson (Edexcel) A Level in Business

Component 03: Strategy, risk and managing change

Unit code: H436/03

Assessment model: Externally assessed

GLH: 120 Marks: 90

Length of exam: 2 hours

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Topic Area	Spec code	Content title	Theme 1: Marketing and people	Theme 2: Managing business activities	Theme 3: Business decisions and strategy	Theme 4: Global business
	7.1	Business planning		X		
Strategy, risk and managing change	7.2	Business strategy			X	
	7.3	Strategic decision making and implementation			X	
	7.4	Investment decisions			X	
	7.5	Managing risk			X	
	7.6	Change management			X	
	7.7	Ethical, legal, environmental and sustainability issues		X	X	

About our new name

As of September 2025, our name is Cambridge OCR.

Students who sat an exam **in summer 2025** will receive a Cambridge OCR branded exam certificate (our new brand), which will be the same for all future exam series.

You'll continue to see the OCR or Oxford Cambridge and RSA Examinations name while we work to update our material to our new name, Cambridge OCR. This will take some time, and you can still access all up-to-date qualification resources and materials via Teach Cambridge.

Important: We'll keep the OCR/Oxford Cambridge and RSA name on existing teaching resources while the content of these remains applicable to the specification being taught. **New and refreshed** resources will be produced using the Cambridge OCR name/logo.

Document Versions

This table outlines updates made in various versions of this resource. For the latest version of our resources, please visit <u>Teach Cambridge</u>.

Date	Version	Change
11/2024	1.0	Original content
08/2025	1.1	A couple of minor changes in the wording under the Cambridge OCR Level 3 Advanced GCE in Business.

Tell us what you think

Your feedback plays an important role in how we develop, market, support and resource qualifications now and into the future. We want you and your students to enjoy and get the best out of our qualifications and resources, but to do that we need your honest opinions to tell us whether we're on the right track or not.

You can email your thoughts to <u>resources.feedback@ocr.org.uk</u> or visit our <u>feedback page</u> to learn more about how you can help us improve our resources.



Designing and testing in collaboration with teachers and students



Helping young people develop an ethical view of the world



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When we update our specifications, you'll see a new version number and a summary of the changes. While we do our best to reflect these changes in all associated resources on <u>Teach Cambridge</u>, if you notice any discrepancies, please refer to the latest specification on our website and <u>let us know</u>

Our resources do not represent any teaching method we expect you to use. We cannot be held responsible for any errors or omissions in our resources.