

**ECAD 6008 – Professional and
Pedagogic Studies: Leading the
Learning: what, how and why am I
teaching?**

Wednesday 11/10/2023

GCSE Business



PGCE Business

Link to pedagogical principles:

1. Good teaching and learning maintains a consistent focus on the overall purposes of the curriculum
9. Good teaching and learning regularly reinforces Cross-curriculum Responsibilities, including literacy, numeracy and digital competence, and provides opportunities to practise them

Session aims

- To begin to use Pedagogical Content Knowledge (PCK) to explore GCSE questions
- To use the information presented to enhance planning in ECAD6008 and PTE1/2



Odd one out



Clue: Methods of production



Fixed
costs

Variable
costs

Cash
Flow

Total
Revenue

Clue: Break Even



Bank
Loan

Leasing

Hire
Purchase

Overdraft

Clue: Sources of finance



Cost
Plus

Broker

Penetration

Discrimination

Skimming

Loss Leader

Clue: Pricing strategies

Odd one out



Clue: Currencies

Suzie Thomas works on the production line for a leading car manufacturer. She is paid £14 per hour for a 39 hour week. She pays statutory deductions of £110 in Income Tax and £42 National Insurance contributions.

(a) What is meant by the term '*statutory deduction*'?

[1]

(b) Below is part of Suzie's weekly pay slip. Using the information above, complete this pay slip in the boxes provided.

[3]

GROSS PAY	TOTAL DEDUCTIONS	NET PAY
(i)	(ii)	(iii)

Suzie Thomas works on the production line for a leading car manufacturer. She is paid £14 per hour for a 39 hour week. She pays statutory deductions of £110 in Income Tax and £42 National Insurance contributions.

(a) What is meant by the term '*statutory deduction*'? [1]

Payments required by law/payments that have to be taken from wages

(b) Below is part of Suzie's weekly pay slip. Using the information above, complete this pay slip in the boxes provided. [3]

GROSS PAY	TOTAL DEDUCTIONS	NET PAY
(i) 546	(ii) 152	(iii) 394

Timberskills Ltd is a DIY store that sells a range of goods such as home furnishings, decorating products, gardening equipment and garden furniture such as; barbeques, deck chairs and sun loungers. Below is an extract from the company's profit and loss account.

PROFIT AND LOSS ACCOUNT FOR TIMBERSKILLS LTD 2016

Sales	£500 000
Cost of Sales	£300 000
Gross Profit	
Expenses	£150 000
Net Profit	

(a) Calculate the gross profit and net profit for 2016.

[2]

(i) **Gross profit 2016**

.....

.....

(ii) **Net profit 2016**

.....

.....

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(a) Calculate the gross profit and net profit for 2016.

[2]

(i) **Gross profit 2016**

$$£500,000 - 300,000 = £200,000$$

(ii) **Net profit 2016**

$$£200,000 - 150,000 = £50,000$$

10. Gavin and Anita Johnson always enjoyed woodcraft, particularly making wooden furniture. They have decided to use the skills gained from their hobby to set up a small business producing wooden mirrors, picture frames, small tables and stools.

GAVIN AND ANITA'S CASH FLOW FORECAST JUNE TO DECEMBER 2017

	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
Receipts	£	£	£	£	£	£	£
Turnover	3 000	3 200	3 500	3 100	2 800	2 600	2 300
Payments							
Materials	500	540	550	?	535	550	450
Salary/Wages	1 200	1 200	1 200	1 200	1 200	1 200	1 200
Rent	400	400	400	400	400	400	400
Gas			180			180	
Electricity		160			160		
Insurance	100	100	100	100	100	100	100
Other Costs	500	200	50	150	250	300	275
Total Payments	2 700	2 600	2 480	2 395	2 645	2 730	2 425
Net Cash flow	300	600	1 020	705	155	-130	-125
Opening Bank Balance	1 000	1 300	1 900	2 920	3 625	3 780	3 650
Closing Bank Balance	1 300	1 900	2 920	3 625	3 780	3 650	?

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Home Retail Group plc is the UK's leading retailer of products for the home. This plc owns well known retailers such as Argos and Homebase.

Today, Home Retail Group plc has 1057 stores across the UK. It employs over 47,000 people and sells over 80,000 different products, including electrical goods, home furniture and children's toys.

Extracts from the balance sheet for the business as at 1 March 2014 and 2013 are shown below. Study the balance sheet and answer the questions that follow.

BALANCE SHEET FOR HOME RETAIL GROUP PLC 2014 and 2013

	2014 £m	2013 £m
Fixed Assets	750	685
Current Assets		
Stocks	65	50
Debtors	17	20
Cash	13	10
Total Current Assets	95	80
Total Assets	?	765
Current Liabilities	110	125
Long Term Liabilities	145	150
Total Liabilities	255	275
Total Net Assets	590	?
Total Capital Employed	590	490

Adapted from Home Retail Group plc Annual Report 2014

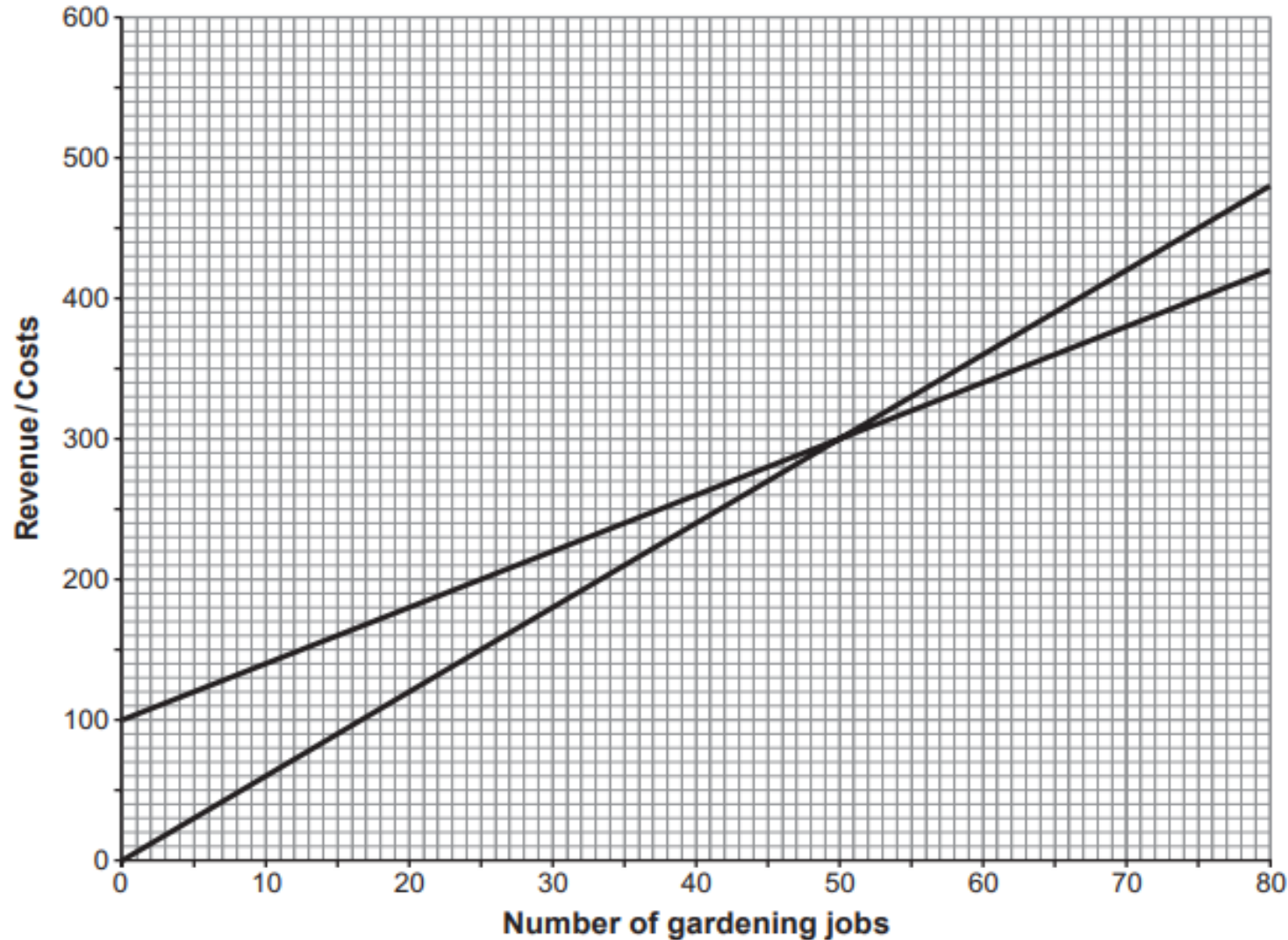
(a) Calculate the Total Assets for 2014 and the Total Net Assets for 2013. [2]

(i) **Total Assets 2014**

(ii) **Total Net Assets 2013**

Dion and Jedd can do a maximum of 80 gardening jobs a month. Below is a break even chart for Dion and Jedd's Gardening Services.

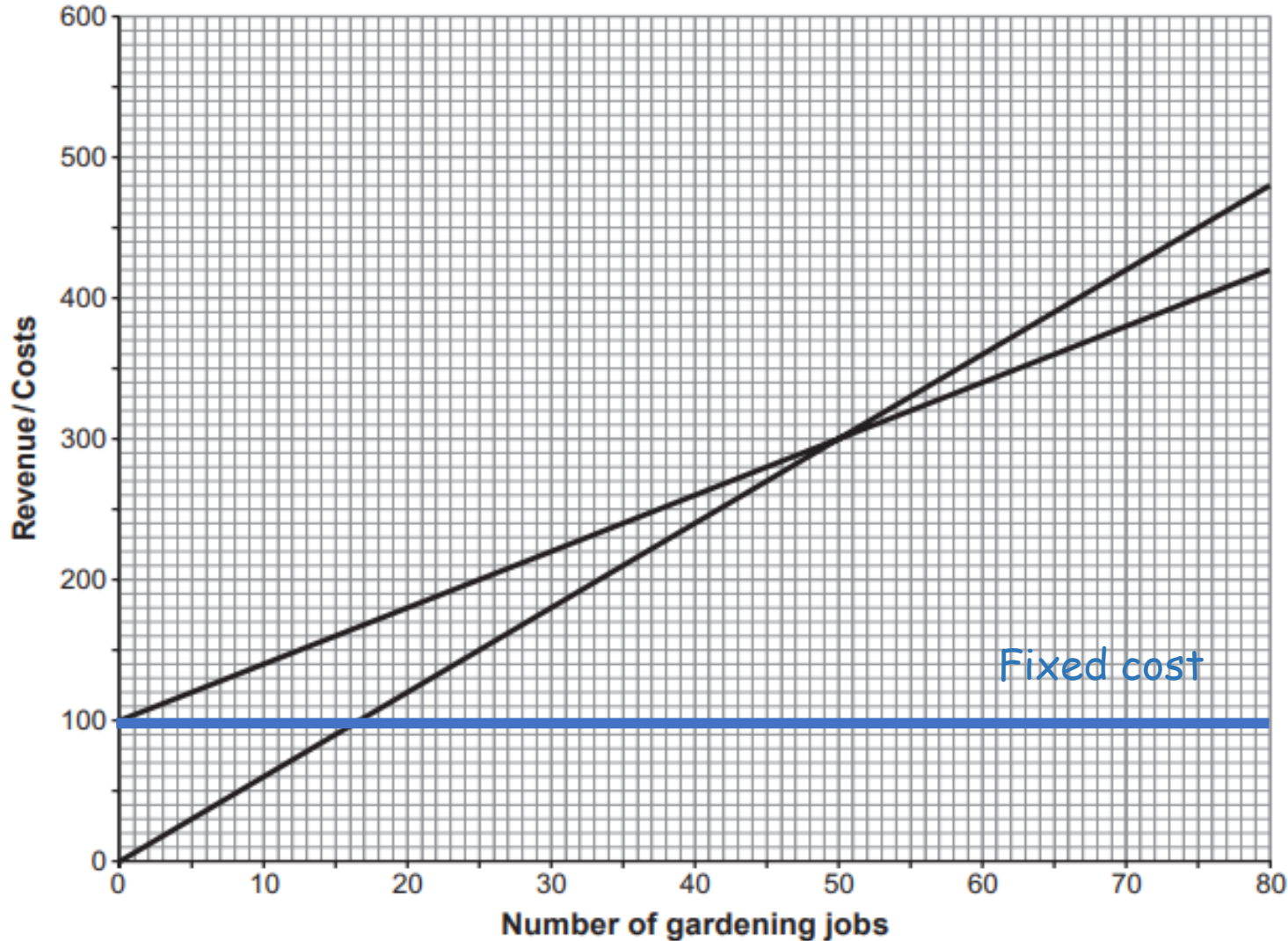
Break even chart for Dion and Jedd's Gardening Services



1. On the chart, draw and label the fixed cost line (1 mark)
2. What is meant by the term break even?
3. Using the break even chart, calculate how much profit Dion and Jedd make when they have 80 gardening jobs (1 mark)

Dion and Jedd can do a maximum of 80 gardening jobs a month. Below is a break even chart for Dion and Jedd's Gardening Services.

Break even chart for Dion and Jedd's Gardening Services



1. On the chart, draw and label the fixed cost line (1 mark)

2. What is meant by the term break even?

When total costs (TC) = total revenue (TR). In other words, when the business is not making a profit or a loss

3. Using the break even chart, calculate how much profit Dion and Jedd make when they have 80 gardening jobs (1 mark)

£60

- The Crazy Cow is a small business in Swansea, selling luxurious milkshakes to the public. The Crazy Cow makes all its milkshakes in-store, to ensure the customers get the freshest possible products. The business is particularly popular amongst children, teens and young adults who enjoy the taste and presentation of the milkshakes. The owners of The Crazy Cow are keen to be successful and grow the business across South Wales.

(a) Apart from growth, state a business aim that The Crazy Cow may have. [1]

(b) Suggest an example of a variable cost that The Crazy Cow may have. [1]

The Crazy Cow is trying to calculate how many milkshakes it will need to sell in order to break even this year. It has the following information.

Fixed costs per year	£6 000
Variable cost per milkshake	£2
Selling price	£3.50

(c) State the formula for calculating break even. Using the formula, calculate how many milkshakes The Crazy Cow needs to sell to break even. [3]

Formula

Workings

- The Crazy Cow is a small business in Swansea, selling luxurious milkshakes to the public. The Crazy Cow makes all its milkshakes in-store, to ensure the customers get the freshest possible products. The business is particularly popular amongst children, teens and young adults who enjoy the taste and presentation of the milkshakes. The owners of The Crazy Cow are keen to be successful and grow the business across South Wales.

(a) Apart from growth, state a business aim that The Crazy Cow may have. [1]

Survival, earn profit, reduce costs, growth, etc.

(b) Suggest an example of a variable cost that The Crazy Cow may have. [1]

Stock, ingredients, wages, etc.

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Selling price	£3.50

(c) State the formula for calculating break even. Using the formula, calculate how many milkshakes The Crazy Cow needs to sell to break even. [3]

Formula $\text{Fixed costs} / \text{contribution OR}$
 $\text{Fixed costs} / \text{selling price} - \text{variable costs}$

Workings $\text{£6,000} / (\text{£3.50} - \text{£2})$
 $\text{£6,000} / \text{£1.50}$
4,000 milkshakes



Information

GCSE Business - Knowledge Organisers

Business
KS4 >

A bank of sample knowledge organisers to support the learning of GCSE Business.

These could be used for revision or as a starting point for creating your own knowledge organisers.

CLICK



Information

Published: 17 January 2018

GCSE Business Glossary

Business
KS4 >

Glossary to support the GCSE Business qualification.

Glossary

Files

 [GCSE Business Glossary \(pdf version\)](#)

 [GCSE Business Glossary \(Word version\)](#)

CLICK



GCSE case studies

Business
KS4 >

GCSE case studies – styled on similar format as the second examination paper, to help candidates improve their use of extended data with accompanying questions.

CLICK



Considering the following questions in the 2022 Unit 1 GCSE past paper:

Question 6

Question 7

Question 8

Question 9

- What pedagogical choices would you make to go through these concepts with your Year 11 GCSE class? (Refer to Rosenshine's principles/Great Teaching Toolkit/Successful Futures)
- How would you check for understanding? (What questions would you ask? Would you employ any other AfL techniques?)
- Present your ideas to the class, as if we were Year 11 learners.

The mark scheme can be found here...

Surname	Centre Number	Candidate Number
First name(s)		0

wjec
cbac

GCSE
3510U10-1

FRIDAY, 20 MAY 2022 – AFTERNOON

BUSINESS
Unit 1: Business World
2 hours

CLICK

For Examiner's use only		
Question	Maximum Mark	Mark Awarded
1.	2	
2.	2	
3.	4	
4.	8	
5.	4	
6.	20	
7.	20	
8.	20	
9.	20	
Total	100	

ADDITIONAL MATERIALS
A calculator.

INSTRUCTIONS TO CANDIDATES
Use black ink or black ball-point pen.
Do not use gel pen or correction fluid. You may use a pencil for graphs and diagrams only.
Answer **all** questions.
Write your name, centre number and candidate number in the spaces at the top of this page.
Write your answers in the spaces provided in this booklet.
If you run out of space, use the additional page(s) at the back of the booklet, taking care to number the question(s) correctly.

INFORMATION FOR CANDIDATES
The number of marks is given in brackets at the end of each question or part-question. You are advised to divide your time accordingly.
The total number of marks available is 100.
You are reminded of the need for good English and orderly, clear presentation in your answers.

JUN223510U10101

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EXIT TICKET

Name _____

Summarise: write one sentence summing up what you have learnt today

Wonder: what questions do you still have?

Reflect: what helped you understand the lesson today?



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