

# Advance information June 2022

## AS Business (7131)

### Version 1.0

Because of the ongoing impacts of the Coronavirus (COVID-19) pandemic, we are providing advance information on the focus of June 2022 exams to help students revise.

This is the advance information for AS Business (7131).

## Information

- This advance information covers all examined components.
- For each paper the list shows the major focus of the content of the exam.
- Topics not explicitly given in the list may appear via synoptic questions or in case study material. Synoptic questions are those that bring together knowledge, skills and understanding from across the specification.
- It is **not** permitted to take this advance information into the exam.

## Advice

- Students and teachers should consider how to focus their revision of other non-listed parts of the specification, for example to review whether other topics may provide knowledge which helps understanding in relation to the areas being tested in 2022.
- Students will be credited for using any relevant knowledge from any non-listed topic areas when answering questions.
- Students' responses to individual questions may draw upon other areas of specification content where relevant, and credit will be given for this where appropriate.
- Students will still be expected to apply their knowledge to unfamiliar contexts.
- Students will be expected to draw on knowledge, skills and understanding from across the specification when responding to synoptic questions.

## Focus of the June 2022 exam

### AS Business Paper 1 (7131/1)

- 3.1.1 Understanding the nature and purpose of business
- 3.1.2 Understanding different business forms
- 3.2.1 Understanding management, leadership and decision making
- 3.2.2 Understanding management decision making
- 3.2.3 Understanding the role and importance of stakeholders
- 3.3.1 Setting marketing objectives
- 3.3.2 Understanding markets and customers
- 3.3.3 Making marketing decisions: segmentation, targeting, positioning

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- 3.3.4 Making marketing decisions: using the marketing mix
  - 3.4.3 Making operational decisions to improve performance: increasing efficiency and productivity
  - 3.4.5 Making operational decisions to improve performance: managing inventory and supply chains
  - 3.5.2 Analysing financial performance
  - 3.5.3 Making financial decisions: sources of finance
  - 3.6.2 Analysing human resource performance
  - 3.6.3 Making human resource decisions: improving organisational design and managing the human resource flow
  - 3.6.4 Making human resource decisions: improving motivation and engagement
  - 3.6.5 Making human resource decisions: improving employer-employee relations

### Quantitative Skills

- Calculate, use and understand percentages and percentage changes
- Calculate cost, revenue, profit and break-even
- Interpret values of price and income elasticity of demand
- Use and interpret quantitative and non-quantitative information in order to make decisions
- Interpret, apply and analyse information in written, graphical and numerical forms

## AS Business Paper 2 (7131/2)

- 3.1.3 Understanding that businesses operate within an external environment
- 3.3.2 Understanding markets and customers
- 3.3.3 Making marketing decisions: segmentation, targeting and positioning
- 3.4.4 Making operational decisions to improve performance: improving quality
- 3.5.1 Setting financial objectives
- 3.5.2 Analysing financial performance
- 3.6.3 Making human resource decisions: improving organisational design and managing the human resource flow

### Quantitative Skills

- Calculate cost, revenue, profit and break-even
- Use and interpret quantitative and non-quantitative information in order to make decisions
- Interpret, apply and analyse information in written, graphical and numerical forms

END OF ADVANCE INFORMATION