

# BUSINESS

**It's easy to join us**

## Moving to OCR's A Level 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 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.

# 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 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 [Teach Cambridge](#).**

# At a glance specification comparison

	OCR A Level in Business	Pearson (Edexcel) A Level in Business
<b>Structure</b>	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 can be assessed on the third component.
<b>Grading</b>	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.
<b>Assessment</b>	<p><b>Paper 1: Business activity, marketing and people (H436/01)</b> 2 hours 90 marks 33.3% of A Level</p> <p><b>Paper 2: Operations, finance and external influences (H436/02)</b> 2 hours 90 marks 33.3% of A Level</p> <p><b>Paper 3: Strategy, risk and managing change (H436/03)</b> 2 hours 90 marks 33.3% of A Level</p>	<p><b>Paper 1: Marketing, people and global business (9BS0/01)</b> 2 hours 100 marks 35% of A Level</p> <p><b>Paper 2: Business activities, decisions and strategy (9BS0/02)</b> 2 hours 100 marks 35% of A Level</p> <p><b>Paper 3: Investigating business in a competitive environment (9BS0/03)</b> 2 hours 100 marks 30% of A Level</p>

# Comparing assessment models

## OCR A Level in Business

### Paper 1: Business activity, marketing and people

Externally assessed

90 marks

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

OCR set and marked

2 hour written examination paper

This paper assesses operations management, 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.

## OCR A Level in Business

### Paper 3: Strategy, risk and managing change

Externally assessed

90 marks

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 an OCR-approved centre, all you need to do is download the specification and start teaching.
- Sign up for our [Choosing OCR webinar](#) exclusively for centres who are thinking of moving to or are new to OCR.
- [Be kept up-to-date](#) with the latest news including professional development and Teacher Networks.

# Detailed comparison of papers

OCR A Level in Business			Pearson (Edexcel) A Level in Business			
<b>Component 01: Business activity, marketing and people</b> <b>Unit code: H436/01</b> <b>Assessment model: Externally assessed</b> <b>GLH: 120</b> <b>Marks: 90</b> <b>Length of exam: 2 hours</b>			<b>Specification content</b>			
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
Business activity	1.1	What is business activity?	X			
	1.2	Business structure	X			
	1.3	Stakeholders			X	
	1.4	Business size and growth			X	
	1.5	Scale of operations			X	
	1.6	Customer journey	n/a			
Marketing	2.1	What is marketing?	X			
	2.2	Identifying and anticipating customer needs	X			
	2.3	Targeting customers	X			
	2.4	The marketing mix	X			
	2.5	Sales forecasting		X	X	
	2.6	Technology in marketing	X			
	2.7	Measuring marketing performance	X			
People	3.1	What is human resource management (HRM)?	X			
	3.2	Organisational design	X			
	3.3	Motivation	X			
	3.4	Leadership	X			
	3.5	Employer/employee relations	X			
	3.6	Recruitment and selection	X			
	3.7	Training and development	X			
	3.8	Measuring human resource performance			X	

## OCR A Level 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
Operations	4.1	What is operations?		X		
	4.2	Productivity		X		
	4.3	Quality		X		
	4.4	Capacity		X		
	4.5	Inventory		X		
	4.6	Supply chain management and logistics				X
	4.7	Measuring operational performance		X		
Finance	5.1	What is finance?		X		
	5.2	Costs, revenue, profit and loss		X		
	5.3	Budgeting		X		
	5.4	Cash flow forecasting and liquidity		X		
	5.5	Sources of finance		X		
	5.6	Financial statements			X	
	5.7	Measuring financial performance		X	X	
External influences	6.1	What is the market?	X			
	6.2	The global market				X
	6.3	Political, social economic and technological influences		X		

## OCR A Level 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

### 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
Strategy, risk and managing change	7.1	Business planning		X		
	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	









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