



Bideford College Business Studies Faculty: Key Stage 4 Progress Matrix

In order to get a G at GCSE you must be able to	In order to get a F at GCSE you must be able to	In order to get an E at GCSE you must be able to	In order to get a D at GCSE you must be able to	In order to get a C at GCSE you must be able to	In order to get a B at GCSE you must be able to	In order to get an A at GCSE you must be able to	In order to get a A* at GCSE you must be able to
BS1.1: demonstrate a basic understanding of the role of an entrepreneur.	BS2.1: describe the role of an entrepreneur in setting up a business. Make simple conclusions.		BS3.1: describe the activities of entrepreneurs. Use evidence to support your answer & make a conclusion.	BS4.1: explain the activities of entrepreneurs and reach conclusions supported by some evidence.	BS5.1: analyse the reasons why entrepreneurs start their own businesses and reach supported conclusions.		BS7.1: analyse the reasons why entrepreneurs start their own businesses, making justified conclusions.
BS1.2: demonstrate a basic understanding of some of the different ways a business can be organised.	BS2.2: describe the ways that a business can be structured, using some evidence. Make simple conclusions.		BS3.2: describe a number of different ways that a business can be structured using evidence.	BS4.2: explain all of the ways a business can be structured, reaching conclusions supported by evidence.	BS5.2: analyse a number of ways that a business can be structured and reach supported conclusions.		BS7.2: analyse the different ownership types making fully justified recommendations on the most suitable.
BS1.3: demonstrate a basic understanding of collecting market research.	BS2.3: demonstrate knowledge of the methods of market research & the 4Ps. Make simple conclusions.		BS3.3: describe different market research methods and some of the 4Ps, using evidence in your answer.	BS4.3: explain the 4Ps and how the elements interact. Using some evidence is in conclusions.	BS5.3: analyse suitable market research methods and develop a marketing mix reaching supported conclusions.		BS7.3: analyse the different elements of the marketing mix, justifying conclusions.
B1.4: identify some sources of finance that a business can use.	BS2.4: describe some sources of finance, which are suitable for any business. Make simple conclusions.		BS3.4: describe a number of sources of finance that are suitable for a given business using evidence.	BS4.4: explain a range of sources of finance and why they are suitable using evidence in conclusions.	BS5.4: analyse suitable sources of finance for a given business, making supported conclusions.		BS7.4: analyse suitable sources of finance and make fully justified conclusions on the most suitable.
B1.5: identify some sources of revenue and costs.	BS2.5: describe some of different sources of revenue and costs for any business. Make simple conclusions.		BS3.5: describe a number of sources of revenue & costs for a given business using evidence in your answer.	BS4.5: explain how a business is impacted by changes in costs & revenue. Use some evidence in conclusions.	BS5.5: analyse the actions taken in changes to costs and revenue, making supported conclusions.		BS7.5: analyse the actions taken in response to changes in revenue & costs, reaching justified conclusions.
B1.6: identify ways of recruiting and motivating employees.	BS2.6: describe ways of recruiting and motivating employees. Simple conclusions made.		BS3.6: describe how a given business can recruit and motivate employees. You use evidence in your answers.	BS4.6: explain how a business can recruit and motivate employees. Some evidence is used in conclusions.	BS5.6: analyse appropriate methods of recruitment and motivation, making supported conclusions.		BS7.6: analyse appropriate methods of recruitment and motivation, reaching fully justified conclusions.
B1.7: identify the different production methods.	BS2.7: describe the features of the different production methods. Simple conclusions made.		BS3.7: describe the production methods of a given business using evidence in your answer.	BS4.7: explain the different production methods for a given business. Use some evidence in conclusions.	BS5.7: analyse suitable production methods for a business, making supported conclusions on the best method.		BS7.7: analyse suitable production methods, reaching fully justified conclusions on the best method.
B1.8: use unrelated examples in support of your answer.	BS2.8: refer to the case study business in your answer	BS3.8: use some information from the case study in your answer		BS4.8: select some relevant information from the case study to use in support of your answer.	BS5.8: use the case study confidently, picking out relevant pieces of information to support your answer.	BS6.1: apply your answer to the case study business thoroughly.	BS7.8: fully apply your answer to the business, consistently using evidence throughout the answer.
B1.9: spell simple words and some business related words correctly some of the time.	BS2.9: spell simple words & some business words correctly. You begin to use punctuation within sentences.	BS3.9: develop answers using key words that are spelt correctly with accurate grammar.		BS4.9: produce answers in which spelling and grammar is generally accurate and there is use of key terms.	BS5.9: spell most words correctly, including key terms which are used throughout.	BS6.2: spell nearly all words correctly and use business specific terms throughout.	BS7.9: spell flawlessly & consistently use key terms throughout your work. Paragraphs are well constructed.