



SESSION 29

29. Exam preparation & tips .
ABQ analysis

SESSION 1-4

1. Unit 1 / Stakeholders / Law of contract
2. Consumer Conflict / Sale of Goods and Supply of Services Act 1980
3. Consumer Conflict Exam questions / Industrial relations
4. Unit 2 / Enterprise / Skills and Characteristics / Entrepreneurship

SESSION 5 - 9

5. Unit 3 / Managing / Management Skills / Leading and Motivating
6. Management Skills / Leading and Motivating / Communications / ICT / GDPR
7. Management skills / Communication / Planning
8. Management Activities / Organising / Controlling
9. ABQ on Management Skills and Activities / Unit 4 / HR Management - Planning, Recruitment, Performance

SESSION 24-28

24. Business Organisations
25. Categories of Industry/ Economic Variables
26. Community Development, Social Responsibility, Ethics and Environmental Responsibility
27. International Trade
28. EU Institutions and EU Decision making. Global Business



SESSION 15 -18

15. Insurance / Taxation / Calculating take home pay
16. Finance / Cash Flows
17. Finance / Factors to consider when choosing
18. Unit 5 / Identifying Opportunities / Development process of a new product / Sole traders/Partnerships/ Private limited companies

SESSION 10 - 14

10. Human Resource Management - Rewards, Teamwork, Employer/Employee relationships
11. Managing Change / Technology / Strategies for Change / Accounting - Profitability Ratios
12. Accounting - Liquidity, Debt/Equity
13. Accounting Exam Questions
14. Insurance / Taxation

SESSION 19-23

19. Production Options / Business Plan
20. Market Research / Target Markets / Niche Markets / Market Segmentation / Marketing Plan
21. Marketing Mix - Price, Break-Even Charts, Promotion, Sales Promotion, PR
22. Marketing Mix / Place / Channels of Distribution
23. Expansion