



Studying Business at Thomas Telford School

Congratulations on choosing to study one of our Business courses within the Business Academy. This Transition work is designed to help you to bridge the gap between your GCSE studies and KS5 Business learning.

This work is for all students studying either A-Level or BTEC subjects

Why do transition work?

Preparation is crucial for studying at the next level.

6th form study requires you to be an independent learner. Although you have fewer subjects, 6th form requires different study skills and the volume of work is greater due to the increased demand of depth and detail.

It may be necessary to complete some of the tasks within the transition work on separate sheets of paper.

You have the choice of either typing or handwriting your responses.

Is transition work assessed?

Yes. In September, your subject teacher will ask you for your transition work and it will be assessed.

Teachers will be able to diagnose your strengths and weaknesses and begin to support and challenge you in a more targeted way.

You must bring all the work with you to your first Year 12 Business lesson in September.

Whatever you choose to do in the future, whether it's an apprenticeship, university or even your own business, you'll find that the knowledge and skills you gain on this course will help you achieve your goals.

Should you require any help or if you have any questions then please contact:

smellam@ttsonline.net – KS5 BTEC Lead

aejones@ttsonline.net – Assistant Head – Director of Business



Recommended Reading

It is recommended that all students follow the business news to gain an awareness of topical issues affecting national and multinational businesses.

We recommend all students read the following websites at *least* on a weekly basis:

- <https://www.tutor2u.net/business/blog> - Free online resources, theory and articles on Business Studies. Have a go at the weekly bizquiz too!
- <https://blog.businesscasestudies.co.uk/> - Real life case studies. It includes business activities and theory notes.
- <https://www.bbc.co.uk/news/business> - current business news stories and articles You should be regularly watching the news to keep you up to date with what is happening in business. You will be really surprised how many of the news bulletins relate to what you are studying.

We also recommend watching business documentaries. Some good ones are listed below:

- [Inside the Factory](#) - BBC (many different businesses) Good for capital/ labour intensive, business sectors, added value
- [Inside Programmes on Channel 5](#) - (Covers Hamley's, Harrods, Nando's & Rolls Royce amongst others)
- Inside the Supermarket – an excellent series about Sainsbury's. Lots of useful content.
- Dragon's Den – BBC
- [My5](#) – excellent choice of documentaries including:- Aldi vs Lidl: Supermarket Wars, Aldi: Secrets of the Billion Dollar Discounter, British Airways: 100 years in the sky, Chocolate Dreams – Inside Hotel Chocolat (this company was used in a previous exam paper), Henry Ford, Inside series (includes Aldi, Lidl, Sainsbury's Tesco, Waitrose, Legoland, Iceland, Harrods, DHL)

You should be watching these regularly, at least once a week. These will allow you to build your knowledge of businesses to add context to your work.



The External Environment

Task 1:

Research a business of your choice.

Analyse their external environment using PESTLE analysis.

You will need to look at the environment in which the business operates.

You need to show how your chosen business has responded to **past changes**, and evaluate **how it may react to future changes**.

Your research should include:

- **Political** -
 - government support
 - Membership of trading communities such as the European Union.
 - **Economic** –
 - Fiscal
 - monetary
 - other government policies
 - supply side policy
 - economic growth
 - exchange rates.
 - **Social** - attitudes to:
 - Saving
 - spending and debt
 - social responsibility requirements
 - change
 - to demographic trends
 - consumers' tastes/preferences.
 - **Technological** - change, e.g. automation, improved communications
 - **Environmental** - factors and ethical trends, e.g. carbon emissions, waste, recycling, pollution.
 - **Legal environment**,
 - Partnership Act 1890
 - Companies Act 2006
 - Charities Act 2011
 - Competition Act 1998
 - UK Corporate Governance Code
 - financial services regulation
 - industry regulators
 - government departments
- How has the business responded to past changes?
- How has it adapted its business?



Pick at least three activities that have been adapted because of the **political, legal and social** aspects of the business environment

- How has it really affected them?
- Did they have to change a lot? If so how?
- How can the business react to future changes?
- If it does not react, how will this affect the business?

Management and leadership

[VIDEO 1](#)

[VIDEO 2](#)

Task 1:

Watch the two videos and consider the reasons why it is so important to have effective leadership and management in a business.

Task 2:

What do you think are the characteristics of a successful leader?

Consider people you know either famous or personally.

“Leaders inspire people, build relationships, take risks and have followers, whereas managers enact the plan, use their authority and have subordinates.”

What do you think the above statement means?

The Amazon search for “leadership” produces over 100,000 results.

Can you learn to be a leader?

To what extent do you think a leader is born rather than made?