

3.2 Influences on business

1. I understand the impact of the changing use of ICT and how it influences business activity.

Explain how improvements in ICT are influencing business activity (3)

2. I can explain how a business might use e-commerce to access wider markets.

Explain how a business might use e-commerce to access wider markets. (3 marks)

3. I know how digital communication has changed the way that businesses communicate with the different stakeholder groups and can explain these changes.

Activity. See worksheet

3.2.2. Ethical and environmental considerations

4. I understand the term sustainability

Define the term sustainability

5. I know the different ways that business can cause damage to the environment including:

- traffic congestion



- waste disposal
- pollution

The long term problems caused by these, such as

- global warming
- Depletion of scarce resources.

6. I understand the methods a business can use to reduce their impact on the environment.

Explain one way that a business can reduce its impact on the environment (3)

7. I can explain the costs and benefits to a business behaving of behaving in an ethical manner. (profit V ethics)

Explain one benefit to a business of behaving in an ethical manner. (2)

Explain one cost to a business of behaving in an ethical manner. (2)



3.2.3 The economic climate on business

8. I can define the term “interest rates”

Define the term interest rate (2)

9. I can explain the impact that changes in the interest rates will have on

a. Businesses with debts, (overdrafts / loans)

b. The level of demand from customers

c. The extent to which businesses will be happy to invest on expansion.

10. I can define the term “levels of employment”

Define the term “levels of employment”

11. I can discuss how levels of employment in a country will impact businesses.

a. Explain one impact that high levels of employment will have on UK businesses (3)



b. Explain one impact that low levels of employment will have on a business (3)

12. I can define the term “consumer spending”

Define the term “consumer spending” (2)

13. I can discuss how and why demand for products and services will change with fluctuating income

High income will mean that

Lower income means that

3.2.4 Globalisation

14.I Can define the term “globalisation”



15. I understand the benefits and drawbacks of globalisation to UK businesses.

Explain one advantage and one drawback to businesses operating in the UK of increased globalisation. (4)

16. I can explain how our businesses can compete internationally through

- a. Better designed products.
- b. By providing higher quality products
- c. By charging lower prices.

17. I can define the term “exchange rates”

Define the term exchange rate (2)

18. I understand the impact that a changing exchange rate can affect the levels of sales and amount of profit made by our UK businesses which export or import (SPICED)

A Strong pound will be good for some UK businesses but not others...explain why.

3.2.5 Legislation

19. I can explain how businesses are affected by changes in the law, in terms of costs, training needs and recruitment.



The impact on training needs will be

The impact on recruitment will be

20. I can explain what can happen if a business does not follow legislation.

Explain one consequence for a business which does not follow legislation. (2 marks)

21. I can explain the term “employment law”

Define the term “employment law” (2 marks)

22. I understand the impact that the national minimum wage and living wage have on business.

Explain one difference between the national minimum wage and the living wage. (2 marks)

23. I understand the impact that the Equality act of 2010 has on businesses.

Explain one way that the equality act 2010 impacts businesses. (3 marks)



24. I can explain the term “Health and Safety law”
Explain one reason why H and S legislation
25. I understand the impact that the Health and Safety at Work Act (1974) has on businesses
Explain one feature of H and S legislation which businesses must take into consideration. (3 marks)
Explain one consequence to a business of not following H and S legislation. (3)
26. I can explain the term “Consumer Law”
Define the term “consumer law” (3 marks)
27. I understand the impact that consumer law has on businesses, especially regarding trade descriptions
Explain one consequence to a business of not ensuring that all products are described accurately. (3 marks)



3.2.6 The Competitive Environment
28. I can define the term “market”
Define the term “market” 2 marks
29. I can define the term “competition”
Define the term “competition”
30. I can suggest businesses which operate in highly competitive markets
31. I can explain the impact on a business of operating in a market where there is a lot of competition.
Explain one consequence to a business of operating in a competitive market. (3)
32. I can suggest businesses which operate in markets where there is very little or no competition.

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