

GCSE (9-1) Business Exam Technique Mat **Keep looking back at the question when answering**		Calculate 2 marks <ul style="list-style-type: none"> • No marks are awarded for stating the formula. • Show your workings • If students provide multiple answers, the only answer that counts is the one written on the line provided • Where applicable, give answers to two decimal places (2 d.p.) • You don't need to worry about the units • If calculating exchange rates, to convert sterling (£) into foreign currency you multiply by the exchange rate, to convert from a foreign currency into sterling (£) you divide by the exchange rate 	Outline 2 marks <ul style="list-style-type: none"> • Will only appear in sections B and C • State one benefit/drawback/impact/method etc. and provide one strand of development • Answer using the context provided in the case study 	Explain 3 marks <ul style="list-style-type: none"> • Will only appear in section A • Always start with 'Explain one...' • Six Explain questions in each paper • 1 mark awarded for identification of an advantage/disadvantage/benefit/drawback/method/reason/possible conflict/impact • A further 2 marks awarded for explanation – 1 mark for each strand. <p><u>Note:</u> A list of points with no development will only score 1 mark</p>
Define/Give/Identify/State 1 mark <ul style="list-style-type: none"> • You will gain 1 mark for each different point you make • You do not need to write a lengthy sentence for each point you make 	Complete the table 1 mark <ul style="list-style-type: none"> • You will gain 1 mark for each different point bit of data you put into the table 	Justify 9 marks <ul style="list-style-type: none"> • Will only appear in sections B and C • Two Discuss questions in each paper – one in section B and one in section C • Always a choice between two options • There is no requirement to consider both options • Write at least five linked strands of explanation. • Answer using the context provided in the case study • Answer the question by offering balance and/or attaching value to the points you are making, which show your ability weigh up an issue and make a judgement about how important or significant it is. You can do this by explaining why one option might be more or less important or by including a judgement as to which of the two options is the most important and why. Consider what this depends on. 		
Discuss 6 marks <ul style="list-style-type: none"> • Will only appear in section A • One Discuss questions in each paper • Provide either one or two impacts/benefits/drawbacks etc. • Write at least five linked strands of explanation. 	Analyse 6 marks <ul style="list-style-type: none"> • Will only appear in section B • Two Analyse questions in each paper • Provide either one or two impacts/benefits/drawbacks etc. • Write at least five linked strands of explanation. • Answer using the context provided in the case study 	To put an answer into context , think about the kind of product the business sells and the competition in the market.	Evaluate 12 marks <ul style="list-style-type: none"> • Will only appear in section C • Always start with 'Evaluate whether...' • One Evaluate question in each paper • Write at least five linked strands of explanation. • Answer using the context provided in the case study • Give four reasons to answers the question • Give balance and/or attach value to the points you are making, which show your ability weigh up reasons and make a judgement about how important or likely it is. You can do this by explaining why one option might be more or less important or by including a judgement as to which of the two options is the most important and why. Consider what this depends on. • Include a conclusion 	