

## Revision Timetable RO64

				Thursday 17	Friday 18	Saturday 19	Sunday 20
9 – 10 am				LO1 revision  Market Segmentation (types, needs and benefits)	LO2 revision  What is Break-even?	LO3 revision  What the main ways to differentiate?	LO4 revision  State and explain the 4 pricing strategies
10 – 11am					Can you label the BE graph?	Can you label the PLC and explain each section?	What is customer service?
11.20 – 12.20pm				Customer Feedback techniques – what are they?	Can you calculate BE?	How can a business extend the life of their product?	State and explain the 3 elements of good customer service
12.20 – 1.20pm					Can you calculate sales revenue?	What uses does the PLC have?	What are the main advertising methods?
2pm – 3pm				Market Research – primary and secondary. What are they, can you name a pro and con of each?	Can you calculate profit/loss?	Review LO2 assessment	State and explain 1 pro and 1 con of each.

	Monday 21	Tuesday 22	Wednesday 23	Thursday 24	Friday 25	Saturday 26	Sunday 27
9 – 10 am	LO4 revision  What are the main sales promotion techniques	Rest day	Rest day	Rest day	LO5 revision  What are the main types of business ownership, summarise them.	LO5 revision  What are the main functional areas of a business?	LO5 revision  Sources of finance – main all 7.
10 – 11am	State and explain a pro and a con for each.				State 2 pros and 2 cons of each type		What are the pros and cons of each?
11.20 – 12.20pm							
12.20 – 1.20pm	Review LO4 assessment				What is unlimited and limited liability?	What does each area do?	Match sources of finance with ownership types, which is the most suitable?
2pm – 3pm					Review LO5 assessment		

	Monday 28	Tuesday 29	Wednesday 30	Thursday 31	Friday 1	Saturday 2	Sunday 3
9 – 10 am	LO6 What is a business plan?	Rest day	Rest day	LO1 – LO6 revision  What is a boom?	LO1 – LO6 revision  What is copyright?	LO1 – LO6 revision  What is a recession?	LO1 – LO6 revision  Final exam pack – 3 mock papers to be completed by 9 <sup>th</sup> Jan.
10 – 11am				Market Research – primary and secondary. What are they, can you name a pro and con of each?	External factors - what are they?	How can changes in technology impact a business?	
11.20 – 12.20pm	Who uses a business plan?						
12.20 – 1.20pm				Can you calculate profit/loss?	What does a trade market protect?	Final exam pack – 3 mock papers to be completed by 9 <sup>th</sup> Jan.	
2pm – 3pm	What is included in a business plan?				What is a patent?		