**BUSINESS STUDIES KEY LANGUAGE**

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| **Year 7** | **Year 8** | **Year 9** | **Year 10/11** | **Post-16** |
|  |  |  | Assets  Average Costs  Average Rate of Return  Balance Sheet  Boston Matrix  Break-even  Buffer Stock  Cash Flow Forecast  Centralisation  Chain of command  Competitive Pricing  Corporate Social Responsibility  Cost-plus  Costs (total, variable and fixed)  Decentralisation  Delayering  Delegation  Digital Communication  Diseconomies of scale  Dividends  E-Commerce  Economies of scale  Enterprise  Entrepreneurship  Exchange Rates  Factors of production  Franchise  Fringe Benefits  Globalisation  Gross Profit Margin  Imports/Exports  Income Statement  Interest Rates  Job and Flow Production  Job description  Just-in-time  Lean production  Legal Structures; Sole trader, partnership, Private Limited Company, Public Limited Company  Legislation  Liabilities  Limited Liability  Loss leader  M-Commerce  Margin of Safety  Market Research  Market Share  Marketing Mix  Motivation  Net Profit Margin  Organic growth  Organisational Structure  Overdraft  Person Specification  Price Penetration  Price Skimming  Primary, secondary, tertiary and quaternary sectors of industry  Product Life Cycle  Profit  Qualitative Data  Quality Assurance  Quality Control  Quantitative Data  Recruitment  Remuneration  Revenue  Segmentation  Share Issue  Span of control  Stakeholders  Stock Control  Supply Chain  Total Quality Management  Unemployment  Unique Selling Point  Unit cost  Unlimited liability | Added Value  Adverse Variance  Ansoff’s Matrix  Bartlett and Ghoshal’s strategies  Behavioural segmentation  Benchmarking  Blake Mouton grid  Bowman’s Strategic Clock  Capacity Utilisation  Capital Intensive  Capital Structure  Carroll’s Corporate Social Responsibility pyramid  Commission  Confidence intervals  Conglomerate  Contingency planning  Contribution  Core competences  Corporate governance  Correlation  Critical Path  Debt  Decision Tree  Demographic factors  Depreciation  Diversification  Efficiency ratios  Elkington’s Triple Bottom Line  Emergent strategy  Emerging Markets  Experience Curve  Extrapolation  Favourable variance  Fiscal and Monetary Policy  Float time  GDP  Gearing  Hackman and Oldham’s Job Design  Handy’s Culture  Hofstede’s national cultures  Horizontal Integration  Human Resource Management  Income Elasticity of Demand  Inflation  Innovation  Intellectual property  Intrapreneruship  Inventory control  Investment  Kaizen  Kaplan and Norton’s Balanced Scorecard  Kotter and Schlesinger’s resistance to change  Labour Intensive  Labour Productivity  Labour turnover  Lead time  Lewin’s Force Field Analysis  Liquidity Ratios  Market Capitalisation  Market growth  Market mapping  Market share  Market size  Mass Customisation  Mass marketing  Mergers  Migration  Mission statement  Motivational Theory (Maslow, Taylor and Herzberg)  Net present value  Network Analysis  Niche marketing  Objectives  Offshoring  Operating Profit  Opportunity cost  Ordinary Share Capital  Outsourcing  Payables  Payback period  PESTLE analysis  Piece rate  Porter’s 5 Forces  Porter’s Generic Strategies  Price Elasticity of Demand  Protectionism  Receivables  Redeployment  Redundancy  Reshoring  Retention  Return on Capital Employed  Sensitivity Analysis  Social Enterprise  Stakeholder mapping  SWOT analysis  Synergy  Takeovers  Tannenbaum Schmidt Continuum  Trade unions  Urbanization  Variance Analysis  Venture Capital  Vertical intergration (backwards and forwards) |