**BUSINESS STUDIES KEY LANGUAGE**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Year 7** | **Year 8** | **Year 9** | **Year 10/11** | **Post-16** |
|  |  |  | Assets Average CostsAverage Rate of ReturnBalance SheetBoston MatrixBreak-evenBuffer StockCash Flow ForecastCentralisationChain of commandCompetitive PricingCorporate Social ResponsibilityCost-plusCosts (total, variable and fixed)DecentralisationDelayeringDelegationDigital CommunicationDiseconomies of scaleDividendsE-CommerceEconomies of scaleEnterpriseEntrepreneurshipExchange RatesFactors of productionFranchiseFringe BenefitsGlobalisationGross Profit MarginImports/ExportsIncome StatementInterest RatesJob and Flow ProductionJob descriptionJust-in-timeLean production Legal Structures; Sole trader, partnership, Private Limited Company, Public Limited CompanyLegislationLiabilitiesLimited Liability Loss leaderM-CommerceMargin of SafetyMarket ResearchMarket ShareMarketing MixMotivationNet Profit MarginOrganic growthOrganisational StructureOverdraftPerson SpecificationPrice PenetrationPrice SkimmingPrimary, secondary, tertiary and quaternary sectors of industryProduct Life CycleProfitQualitative DataQuality AssuranceQuality ControlQuantitative DataRecruitmentRemunerationRevenueSegmentationShare IssueSpan of controlStakeholdersStock ControlSupply ChainTotal Quality ManagementUnemploymentUnique Selling PointUnit costUnlimited liability | Added ValueAdverse VarianceAnsoff’s MatrixBartlett and Ghoshal’s strategiesBehavioural segmentationBenchmarkingBlake Mouton gridBowman’s Strategic ClockCapacity UtilisationCapital IntensiveCapital StructureCarroll’s Corporate Social Responsibility pyramidCommissionConfidence intervalsConglomerateContingency planning ContributionCore competencesCorporate governanceCorrelationCritical PathDebtDecision TreeDemographic factorsDepreciationDiversificationEfficiency ratiosElkington’s Triple Bottom LineEmergent strategyEmerging MarketsExperience CurveExtrapolationFavourable varianceFiscal and Monetary PolicyFloat timeGDPGearingHackman and Oldham’s Job DesignHandy’s CultureHofstede’s national culturesHorizontal IntegrationHuman Resource ManagementIncome Elasticity of DemandInflationInnovationIntellectual propertyIntraprenerushipInventory controlInvestmentKaizenKaplan and Norton’s Balanced ScorecardKotter and Schlesinger’s resistance to changeLabour IntensiveLabour ProductivityLabour turnoverLead timeLewin’s Force Field AnalysisLiquidity RatiosMarket CapitalisationMarket growthMarket mappingMarket shareMarket sizeMass CustomisationMass marketingMergersMigrationMission statementMotivational Theory (Maslow, Taylor and Herzberg)Net present valueNetwork AnalysisNiche marketingObjectivesOffshoringOperating ProfitOpportunity costOrdinary Share CapitalOutsourcing PayablesPayback periodPESTLE analysisPiece ratePorter’s 5 ForcesPorter’s Generic StrategiesPrice Elasticity of DemandProtectionismReceivablesRedeploymentRedundancyReshoringRetentionReturn on Capital EmployedSensitivity AnalysisSocial EnterpriseStakeholder mappingSWOT analysisSynergyTakeoversTannenbaum Schmidt ContinuumTrade unionsUrbanizationVariance AnalysisVenture CapitalVertical intergration (backwards and forwards) |