

# An Introduction to Business

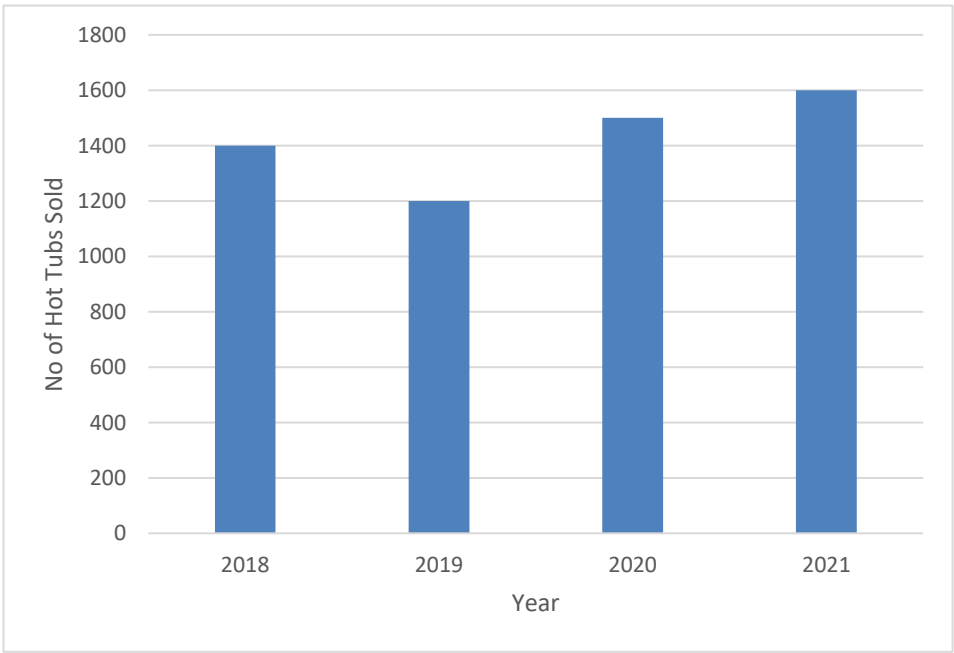


Robert Smyth Academy  
Respect, Succeed, Aspire

**VIP**  
Values in Practice

## Task 1: Business Numeracy Skills

Complete the calculations below.

Q1	<p>Balti Towers is an Indian takeaway that also offer a delivery service. Last year, the business delivered 1,400 curries. This year, the owner estimates that they will deliver 1,512 curries.</p> <p>Calculate the estimated percentage increase curry deliveries.</p>										
Q2	<p>Floral and Hardy is a florist located in County Durham that sells £5 bouquets of flowers. The total cost of running the business last year was £75,000.</p> <p>Calculate how many bouquets the business needed to sell last year to cover the total costs.</p>										
Q3	<p>School of Choc is a confectionary manufacturer located in County Durham. The business employs 120 staff. The ratio of male to female staff is 2:3.</p> <p>Calculate how many female staff School of Choc employs.</p>										
Q4	<p>Jimmy Chews is a sweet shop located in Wetherby. This year, the owner estimates that the business, which also sells soft drinks, will sell 3,360 cans of coca cola, 5% more than last year.</p> <p>Calculate how many cans of coca cola Jimmy Chews sold last year.</p>										
Q5	<p>Bubblicious is a hot tub manufacturer located in Chester. Their hot tubs retail for £4,500. The manufacturing cost per hot tub is <math>\frac{2}{5}</math> of the selling price.</p> <p>Calculate the cost of manufacturing one hot tub.</p>										
Q6	<p>The chart below shows the number of hot tubs Bubblicious sold between 2018 and 2021. The owner estimates that in 2022, hot tub sales will be 5% lower than in 2021.</p> <p>Calculate the average annual sales of hot tubs between 2018 and 2022.</p>  <table border="1"><thead><tr><th>Year</th><th>No of Hot Tubs Sold</th></tr></thead><tbody><tr><td>2018</td><td>1400</td></tr><tr><td>2019</td><td>1200</td></tr><tr><td>2020</td><td>1500</td></tr><tr><td>2021</td><td>1600</td></tr></tbody></table>	Year	No of Hot Tubs Sold	2018	1400	2019	1200	2020	1500	2021	1600
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Q7	<p>Melchester Rovers Football Club can seat 42,000 spectators. Last week, when they played Harrogate Town, there were 36,960 spectators.</p> <p>Calculate the percentage of empty seats.</p>										
Q8	<p>Cast Your Mind Back is a manufacturer of fishing equipment located in Sunderland. The unit cost of manufacturing their fishing rods is £25. Cast Your Mind Back sells its fishing rods to retailers for 45% more than the unit cost.</p> <p>Calculate the selling price of a fishing rod.</p>										
Q9	<p>A family of four, on holiday in the UK from Spain, visited the 'Whale of a Time' sea life centre in London. The total entrance cost for the family was £90.</p> <p>Assuming an exchange rate of £1: €1.08, calculate the total entrance cost in Euros.</p>										
Q10	<p>Loft in Space, a manufacturer of loft insulation, took 80 of its employees on a two-day team building trip to an outdoor activity centre in the Lake District. The total cost of the trip was £9,600. The accommodation cost per employee was <math>\frac{3}{5}</math> of the total cost per employee.</p> <p>Calculate the accommodation cost per employee.</p>										
Q11	<p>Tea-Total is a café in Cumbria. Below is a pie chart showing the percentage of drinks purchased for a group of 200 customers.</p> <div data-bbox="335 1142 1323 1792" data-label="Figure"> <table border="1"> <caption>Tea-Total Drink Purchase Data</caption> <thead> <tr> <th>Drink</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>Tea</td> <td>15%</td> </tr> <tr> <td>Coffee</td> <td>45%</td> </tr> <tr> <td>Cappuccino</td> <td>30%</td> </tr> <tr> <td>Latte</td> <td>10%</td> </tr> </tbody> </table> </div> <p>(A) Calculate how many customers purchased a coffee</p> <p>(B) Calculate how many customers did not purchase a tea</p> <p>(C) Calculate the fraction of customers that purchased a Latte</p>	Drink	Percentage	Tea	15%	Coffee	45%	Cappuccino	30%	Latte	10%
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Q12	<p>Graham Riley is an employee of Father Treads, a business that specialises in car tyres. Graham attends a meeting at Head Office, travelling 60 kilometres each way. Graham is entitled to claim travel expenses at 45p per mile.</p> <p>Based on the assumption that 10 kilometres is equivalent to 6 miles (approximately), calculate how much Graham is entitled to claim.</p>				
Q13	<p>Car-tastrophe is a car showroom based in Stanhope. The business consists of one manager and 3 salesman, Jim, Jon and Joseph. Each month, a sum of money is paid as a bonus and is divided in the ratio of the number of cars each salesman has sold. Jim sold 7 cars, Jon sold 8 cars and Joseph sold 9 cars. Joseph received £1,125</p> <p>Calculate how much money Jim and Jon received.</p>				
Q14	<p>Barber Streisand is a hair dressing salon located in Sunderland. The owner Barbara, recently introduced a new system of rewarding her staff. At the end of the week, Barbara puts the following in a bag:</p> <p>5 x £10 notes 4 x £20 notes 3 x £50 notes</p> <p>At the end of the week, the hairdresser who has provided the best service can select a note from the bag as a reward.</p> <p>Calculate the probability of not selecting a £10 note.</p>				
Q15	<p>Frame, Set and Match is a picture framing business with several shops across the North East of England. The business has a total of 90 employees, of which 54 are female.</p> <p>Calculate, in the lowest possible terms, what fraction of the total employees are male.</p>				
Q16	<p>Wooden it be Lovely is a small manufacturer of wooden children's toys. Last week, the business produced 32,000 toys, of which 40% were checked for quality. Of the 40% checked, <math>\frac{1}{5}</math> had a defect.</p> <p>Calculate how many wooden toys were found to not have a defect.</p>				
Q17	<p>The table below shows the budgeted sales revenue last year for Gate Expectations, a manufacturer of garden gates.</p> <table border="1"> <tr> <td></td><td>Budget for last year</td></tr> <tr> <td>Sales Revenue</td><td>£3,000,000</td></tr> </table> <p>At the end of the year, actual sales revenue was 8% lower than the budgeted figure.</p> <p>Calculate the actual monthly sales revenue of Gate Expectations last year.</p>		Budget for last year	Sales Revenue	£3,000,000
	Budget for last year				
Sales Revenue	£3,000,000				

Q18	<p>Sparked Out is a retailer of electrical products located in County Durham. The owner, Joseph Sparks, is analysing the sales figures of two product lines, the Lavazza coffee machine and the Breville toaster.</p> <p>In 2021, the total value of Lavazza coffee machine sales was £12,100 whilst the total value of Breville toaster sales was £5,292. Joseph noticed that the sales of Lavazza coffee machines have been increasing by 10% per year, whilst sales of Breville toasters have been increasing by 5% per year, over the last two years.</p> <p>Calculate the total sales value of Lavazza coffee machine sales and Breville toasters in 2019.</p>
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### **Task 2: An Introduction to Edexcel A Level Business**

Complete the online course by Tutor2u. Should take you 1 – 2 hours.

[Introduction to Edexcel A-Level Business Getting Started | tutor2u](#)

### **Task 3: An Introduction to Edexcel A Level Business**

Select two businesses:

1. One business that has excelled in the past 5 years.
2. One business that has failed in the last 5 years.

Analyse the causes of the success/failure of the different businesses. Below are some questions to help you in your analysis.

- What industry do they operate in? Are they a local, national or global business?
- Who are/were their biggest competitors?
- What was the reason for them actually closing?
- What may have led to the situation above?
- Are there any external events that may have helped/caused success/failure?
- Are these the most significant factors? Is there anything else that may have had a greater impact?

### **Task 4: 5 Learning Challenges**

Select and complete **two** of the options below:

1. Pick an entrepreneur you admire and research their background and top tips for success
2. Research how Brexit is affecting a business of your choice
3. How does a business ensure that they are always meeting the needs of their customers? Is that the most important thing in business?
4. Watch an episode of Inside the Factory – compare how the modern day production techniques to the more classical approach. Do hand made products have a place in modern day society?
5. Visit a supermarket and analyse the store layout. What methods do they use to try and attract your attention and encourage you to spend more money? What do you notice whilst walking round?