Post 16 GCSE **Finance** -Sources of finance -Cash flow Business -Terms & calculations -Analysing financial performance Marketing -Identifying & understanding customers -Purpose & methods of market re-Year 11 **Business operations** -Production processes -Procurement -Concept of quality -Customer service **Human Resources** -Organisational structures -Recruitment & employment -Motivating employees -Training Influences on Business -Technology -Ethical -Environmental Business in the real World -Purpose & Nature of Business -Business ownership Year 10