

# AQA – BUSS3

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<b>Functional Objectives and Strategies</b>	
This section introduces candidates to functional objectives and strategies, and explains their application in the context of corporate objectives.	
<b>Specification</b>	<b>Amplification</b>
Using Objectives and Strategies <ul style="list-style-type: none"><li>Functional objectives and their relationship with corporate objectives</li><li>The relationship between functional objectives and strategies</li></ul>	Candidates should understand a range of functional objectives that businesses might pursue (e.g. marketing, costs, selling, product, research) and how these contribute to the achievement of corporate objectives.
<b>Financial Strategies and Accounts</b>	
This section examines the financial objectives of large businesses, the ways in which financial performance might be measured and the strategies they may employ.	
<b>Specification</b>	<b>Amplification</b>
Understanding Financial Objectives <ul style="list-style-type: none"><li>Financial objectives</li><li>Assessing internal and external influences on financial objectives</li></ul>	Financial objectives should include such things as profitability, ROCE targets and shareholder returns.
Using Financial Data to Measure and Assess Performance <ul style="list-style-type: none"><li>Analysing balance sheets</li><li>Analysing income statements</li><li>Using financial data for comparison, trend analysis and problem solving</li><li>Assessing strengths and weaknesses of financial data in judging performance</li></ul>	Analysing financial data should focus on assessing performance and potential. Candidates should understand the importance of <b>current assets, receivables, profit, liabilities</b> and <b>profit equity</b> .
Interpreting Published Accounts <ul style="list-style-type: none"><li>Understanding <b>ratio analysis</b>: the ratios, calculation and interpretation of ratios to assess financial performance</li><li>Assessing the value and limitations of <b>ratio analysis</b> in measuring a business's performance</li></ul>	Candidates should understand that following ratios: <b>liquidity, turnover and cost ratios, profitability (ROCE), financial efficiency ratios, turnover, receivables, inventories, payables, dividend and shareholder returns, dividend yield and shareholder return, dividend cover and dividend yield</b> and <b>dividend cover</b> .
Formulating Financial Strategies <ul style="list-style-type: none"><li><b>Leasing, Renting</b></li><li>Implementing <b>profit centres</b></li><li><b>Cost Accounting</b></li><li>Allocating <b>capital expenditure</b></li></ul>	Candidates should understand how these strategies contribute with other factors and be able to assess their value in given circumstances.
Making Investment Decisions <ul style="list-style-type: none"><li>Comparing <b>short-term, long-term</b> selection of</li></ul>	Candidates should understand the reasons why businesses invest and the ways in which

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**Lauren Gardner**



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