

OCR Enterprise & Marketing J837



January Yr 10 written examination for Unit R067 (written examination)

R067: Enterprise and marketing concepts

Topic area 1: Characteristics, risk and reward for enterprise

- 1.1 Characteristics of a successful entrepreneur
- 1.2 Potential rewards for risk taking
- 1.3 Potential drawbacks for risk taking

Topic area 2: Market research to target a specific customer

- 2.1 The purpose of market research (RUPA)
- 2.2 Primary market research methods
- 2.3 Secondary market research methods
- 2.4 Types of data (quantitative and qualitative)
- 2.5 Types of market segmentation (age, gender etc)
- 2.6 The benefits of market segmentation to a business

Please use the following to aid revision:

- 1) OCR Sample Paper tinyurl.com/57e3hzhf
- 2) Notes from lessons.

Revision should include:

- Condensing notes using Mindmaps and record cards (to self-test).
- Practicing past paper exam questions from the Sample paper.
- Low stakes quizzes to test memory recall, using quizizz.com (links below)

TA1 Quizzes: tinyurl.com/48b8ez3a
tinyurl.com/3z7yz3c8

TA2 Quizzes: tinyurl.com/puhfn986
tinyurl.com/uddezs5d
tinyurl.com/mtar4n4u