



BUS8 Making operational decisions

Personal learning checklist | 1 of 2

GCSE Edexcel Business 1BS0 | Theme 2 / Paper 2

Name _____ Class _____ Date _____

Tick one box for each statement. Red: need help. Amber: partly confident.
Green: can do independently.

I can	Red	Amber	Green
Production and productivity			
Explain how operations produce goods or provide services while balancing costs, quality and customer needs.	☐	☐	☐
Compare job, batch and flow production using demand, customisation, cost and flexibility.	☐	☐	☐
Calculate labour productivity and percentage changes and distinguish productivity from total output.	☐	☐	☐
Evaluate technology's effects on productivity, quality, flexibility, costs and reliability.	☐	☐	☐
Suppliers and stock			
Justify supplier choices using quality, price, delivery, availability and trust.	☐	☐	☐
Explain stock-holding benefits and costs and interpret bar gate stock graphs.	☐	☐	☐
Calculate lead time and reorder levels using stock use and buffer stock.	☐	☐	☐
Evaluate just-in-time stock control and explain logistics effects on costs, reputation and customer satisfaction.	☐	☐	☐

My next revision priority _____



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I can	Red	Amber	Green
Managing quality			
Compare quality control and quality assurance and explain how they work together.	☐	☐	☐
Explain poor-quality costs and calculate waste or rework costs.	☐	☐	☐
Evaluate quality management using customer expectations, obligations and competitive advantage.	☐	☐	☐
The sales process			
Explain how product knowledge, speed, efficiency and customer engagement improve the sales process.	☐	☐	☐
Explain how feedback and post-sales support affect satisfaction, reputation and repeat purchases.	☐	☐	☐
Justify service improvements by identifying causes and weighing training costs against longer-term benefits.	☐	☐	☐

My next revision priority _____