



## LRN INTERNATIONAL GCSE **COMMERCE** (7160)

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## BACKGROUND TO LRN

Learning Resource Network (LRN) is a recognised Awarding Organisation that offers a range of qualifications to candidates, educational institutes, training providers, schools and employers.

LRN is recognised for its high quality qualifications that enable candidates to progress to other areas of study and employment in their designated fields.

In producing its qualifications, LRN uses the experience and expertise of academics, professionals working in the pertinent industries and assessment practitioners with a wealth of best practice and knowledge of validation, verification, delivery and assessment.

## ACCOLADES

### Queen's Award

In April 2020, LRN received the Queen's Award for Enterprise for International Trade. LRN is one of 220 organisations in the UK to be recognised with this prestigious accolade. This was in recognition of the expansion LRN brought to the overseas qualification market.

## MANAGEMENT SYSTEMS

LRN has been awarded international accreditation as part of its quality controls, policies, systems and overall approach to its management systems. These awards are externally validated by the British Assessment Bureau. LRN has achieved accreditation in the form of ISO 9001: Quality Management Systems, ISO 14001: Environment Management Systems and ISO 27001: Information Security Management Systems.

## CUSTOMER SERVICE EXCELLENCE

LRN has achieved the prestigious award of Customer Service Excellence. This is in recognition of its customer service practices, approach to managing and dealing with UK and Overseas customer needs, including the diverse needs of its centres.

LRN was the first UK Awarding Organisation to achieve Customer Service Excellence. Following reaccreditation in 2019, LRN received an award for Customer Service Excellence: Compliance Plus, demonstrating that LRN went above and beyond the delivery of its customer service principles.



## INTRODUCTION

This specification provides an overview to the LRN International GCSE Commerce. This document is suitable for various users, including candidates, centres, administrators, employers, parents/guardians, teachers (and other related staff) and examiners. The specification outlines the key features and administrative procedures required for this international qualification.

## OBJECTIVE

LRN International GCSE Commerce is designed to provide international students with a comprehensive understanding of commerce, covering essential topics such as Foundations of Commerce, Commercial Operations, Commercial Practices and Techniques, Globalisation and International Trade, Commercial Documents and Communication, Financial Aspects of Commerce, Logistics in Commerce, and Ethics in Commerce.

## MODE OF DELIVERY

This qualification has been constructed to be delivered within centres. Centres will need to demonstrate to LRN, through the centre recognition processes, that they have the resources, facilities and competence to deliver. However, centres must be able to demonstrate, in line with LRN's criteria, that they have the means, capability, capacity and resources (including suitably qualified centre staff) to deliver by the method chosen by the centre.

## PROGRESSION

LRN International GCSE Commerce has been designed to reflect the wide variation in candidates' origins, levels of education and career aims. Progression opportunities may, therefore, take a variety of paths. Depending on the level of qualification achieved, it may be appropriate for the candidate to progress to:

1. a similar level 2 qualification in Commerce;
2. LRN Level 2 Certificate or Diploma in Pre A Foundation Studies;
3. a higher level of any qualification – e.g. A-Level, Diploma
4. National or Vocationally Related Qualifications

## QUALIFICATION OVERVIEW

Number	Subject Content	AO	Exam
1	Foundations of Commerce	1	Combination of written exam papers (externally set and marked by LRN)  <b>Paper 1:</b> Multiple Choice Questions  Duration: 1 hour  <b>Paper 2:</b> Structured Questions  Duration: 1 hour 45 minutes
2	Commercial Operations	1 and 2	
3	Commercial Practices and Techniques	1 and 2	
4	Globalisation and International Trade	1 and 3	
5	Commercial Documents and Communication	1 and 2	
6	Financial Aspects of Commerce	1 and 4	
7	Logistics in Commerce	1 and 2	
8	Ethics in Commerce	1 and 3	

## BREAKDOWN OF ASSESSMENT OBJECTIVES

### AO1 – Knowledge and Understanding

- Demonstrate knowledge and understanding of foundational concepts, terms, and principles of commerce, including commercial operations, practices, and financial aspects.
- Recall key commercial documents, communication methods, and processes used in domestic and international trade.
- Show an understanding of globalization, logistics, and ethical considerations in commerce.

### AO2 – Application

- Apply their knowledge of commerce concepts and principles to real-world situations, including practical scenarios involving commercial practices, logistics, and financial activities.
- Interpret and use commercial documents and communication effectively within practical examples.
- Analyse case studies to identify commercial strategies and their implications in both local and global markets.

### AO3 – Analysis and Evaluation

- Analyse commercial practices, financial aspects, and logistics to determine their effectiveness and identify areas for improvement.
- Evaluate the impact of globalisation and international trade on businesses, economies, and societies.

- Assess ethical issues in commerce, discussing their effects on business practices, stakeholders, and sustainability.
- Develop reasoned conclusions and make informed judgments based on evidence and case studies.

#### AO4 – Commercial Calculations and Techniques

- Demonstrate the ability to perform accurate financial and commercial calculations, such as profit and loss, percentages, exchange rates, discounts, and costings.
- Use appropriate techniques to solve practical problems related to commerce and business operations.
- Interpret numerical and graphical data to support decision-making and analysis.

## ASSESSMENT

The assessment for this qualification consists of written exam papers, set and marked by LRN

Assessment objectives (AOs)	Weighting	
	paper 1	paper 2
AO1	40%	35%
AO2	25%	30%
AO3	20%	20%
AO4	15%	15%



## GUIDED LEARNING HOURS

The guided learning hours (GLH) for this qualification are 130. Please note the hours stated are indicative.

## ENTRIES CODES

One entry per qualification is sufficient and will cover all the question papers including certification.

## PRIVATE CANDIDATES

Centres are advised that private candidates are only to be enrolled with prior agreement and confirmation from LRN.

## GRADING

Results are reported, as 9 to 1.

## RESULTS

Exam series are in:

- January (results released in March)
- June (results released in August)
- November (results released in January)

## RE-TAKES

Whereas candidates can re-take the whole qualification as often as they wish, individual components cannot be re-taken as it is a traditional linear specification.

Please remember, one entry per qualification is sufficient and will cover all the question papers including certification.

## CUSTOMER SERVICE STATEMENT

Learning Resource Network (LRN) is committed to ensuring all customers are dealt with promptly and in a professional and helpful manner. In order to guarantee this, we commit to ensuring the following in our day to day interactions with candidates, assessment centres and our stakeholder network:

- All customers will be treated equally and with respect;
- All customer information will only be used in a way which has been agreed in advance, unless we are informed of something that places them or others at risk of harm;
- All customers will be treated by staff in a professional manner.

LRN has arrangements in place to provide a telephone and e-mail helpdesk which will be staffed from 09:00 to 17:00 from Monday to Friday. Furthermore, it will respond to each e-mail, letter or telephone message it receives regarding feedback on its qualifications, centre approvals process or other matters relating to its products and/or services. The timetable for responding is as follows:

- E-mail: 5 working days
- Letter: 5 working days
- Telephone message: 5 working days

## DIVERSITY AND EQUALITY

Learning Resource Network (LRN) is committed to ensuring fair and equal access to its qualifications, examinations and support materials. Our Diversity and Equality policy seeks to eliminate unjustifiable discrimination, harassment and/or victimisation and to advance equality of opportunity, thereby ensuring all candidates are treated fairly, in accordance with the protected characteristics of the Equality Act 2010. Specifically, we comply fully with the requirements laid out in the Equality Act 2010. In addition, and within the constraints of this policy, LRN will have due regard for the General data Protection Regulations (GDPR) in the retention of information which is unnecessary.



1	Foundations of Commerce		
Aim			
This unit introduces learners to foundational concepts in commerce, including the roles of trade, aids to trade, and the logistics that enable commerce. Learners will examine the evolution of commerce and how production, trade, and specialisation interact within various sectors.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the basic concepts in commerce.	1.1	<b>Define</b> the following:  (i) trade and (ii) commerce.
		1.2	<b>Differentiate</b> between local and international trade.
		1.3	<b>Compare</b> the following types of trade:  (i) imports, (ii) exports, (iii) retails, (iv) wholesale.
		1.4	<b>Define</b> the term “aids to trade”.
		1.5	<b>Identify</b> aids to trade such as:  (i) communication, (ii) transport, (iii) warehousing, (iv) advertising, and (v) banking.
		1.6	<b>Explain</b> logistics and supply chain, with key components including:  (i) warehousing, (ii) freight forwarding, and (iii) transportation.
		1.7	<b>Explore</b> the interrelationship between production, trade, and commerce support.
2	Understand the types of commerce.	2.1	<b>Describe</b> traditional commerce.
		2.2	<b>Examine</b> the physical setting of traditional commerce.
		2.3	<b>Define</b> digital commerce.
		2.4	<b>Summarise</b> digital commerce types, including:  (i) e-commerce, (ii) mobile commerce, and (iii) social commerce.
3	Understand the structure of production in commerce.	3.1	<b>Identify</b> and compare the following sectors of production:

			(i) primary, (ii) secondary, (iii) tertiary, (iv) quaternary activities.
		3.2	<b>Define</b> “specialisation”.
		3.3	<b>Describe</b> the characteristics of specialisation for following: (i) an individual, (ii) country, (iii) factory.
		3.4	<b>Differentiate</b> between in- house and outsourced production.
		3.5	<b>Define</b> the following supply chains: (i) global, (ii) domestic.
		3.6	<b>Explore</b> the impact of technological advancement on production.
		3.7	<b>Identify</b> various types of costs involved in commerce such as: (i) labour, (ii) warehousing, (iii) utilities, (iv) packaging, (v) advertising, (vi) commission, (vii) inventory.

2	Commercial Operations		
<b>Aim</b>  This unit explores the types of commercial enterprises and their structures, including the distinctions between public and private sectors, and the role of multinational companies. Learners will also understand the factors affecting physical and digital business locations and along the implications of franchising as a strategy.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the nature of private and public sector enterprises.	1.1	<b>Differentiate</b> between private and public enterprises.
		1.2	<b>Identify</b> and compare private enterprises such as:  (i) sole trader, (ii) cooperative, (iii) partnership,(iv) private and (v) public limited companies.
		1.3	<b>Outline</b> the purpose of public corporations.
		1.4	<b>Explore</b> physical ecommerce location factors such as:  (i) logistics, (ii) wifi, (iii) warehousing, (iv) competition, (v) suppliers, (vi) power.
2	Understand the role of MNCs.	2.1	<b>Describe</b> and identify multinational companies (MNCs).
		2.2	<b>Summarise</b> the key MNC characteristics.
		2.3	<b>Explore</b> the impact of MNCs on host and home countries.
		2.4	<b>Summarise</b> the advantages and disadvantages of MNCs.
3	Understand franchising as a commercial strategy.	3.1	<b>Define</b> franchising.
		3.2	<b>Outline</b> the potential pros and cons for franchisees and franchisors.

3	Commercial Practices and Techniques		
<b>Aim</b>  Learners will examine the methods and practices utilised by retail and wholesale businesses, including modern retail trends, and the use of technology to enhance commerce. The unit also covers the roles of wholesalers and the expansion of outsourcing in commerce.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the nature of retail businesses.	1.1	<b>Compare</b> and identify small-scale and large-scale retailers such as:  (i) independent stores, (ii) markets, and (iii) large supermarkets.
		1.2	<b>Explain</b> digital trends in retail such as:  (i) online shopping, (ii) omnichannel retailing, and (iii) cashless transactions.
		1.3	<b>Summarise</b> wholesaler roles.
		1.4	<b>Explain</b> selling techniques in retail such as:  (i) packaging, (ii) barcoding, and (iii) cash on delivery, (iv) informal credit, (v) direct mail.
		1.5	<b>Examine</b> the significance of wholesalers in the supply chain between manufacturers and retailers.
2	Understand the purpose of outsourcing.	2.1	<b>Explore</b> the growth of outsourcing considering logistics and contract manufacturing.

4	Globalisation and International Trade		
<b>Aim</b>  This unit introduces learners to the dynamics of international trade, examining its benefits and challenges as well as various trade policies and restrictions. Learners will also study the global supply chain, identifying key risks and the importance of risk management in international commerce.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the purpose of international trade.	1.1	<b>Describe</b> advantages of international trade for countries, including: (i) wider product variety, (ii) cost benefits, and (iii) job creation.
		1.2	<b>Explain</b> challenges in international trade like: (i) language barriers, (ii) payment methods, and (iii) currency exchange issues.
		1.3	<b>Define</b> the following: (i) tariffs, (ii) quotas, and (iii) embargoes.
		1.4	<b>Explain</b> the impact of following on trade: (i) tariffs, (ii) quotas, and (iii) embargoes.
		1.5	<b>Differentiate</b> between balance of trades and balance of payments.
		1.6	<b>Describe</b> the features of following: (i) free trade, (ii) trading bloc, (iii) major sources of support for exporters.
2	Understand the nature of Global supply chain.	2.1	<b>Differentiate</b> between complex and simple supply chains.
		2.2	<b>Explore</b> major features of global supply chain management such as: (i) enterprise, (ii) downstream, (iii) upstream.
		2.3	<b>Describe</b> the role of suppliers.
		2.4	<b>Summarise</b> the types of challenges presented to global supply chains such as:

			(i) political, (ii) environmental, (iii) financial, (iv) ethical.
		2.5	<b>Explain</b> the significance of risk management in global supply chain.

5	Commercial Documents and Communication		
<b>Aim</b> Learners will develop an understanding of key commercial documents and effective communication methods used in trade. Topics include both traditional and digital document processing and the impact of communication choices on trade efficiency.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the nature of documentation in trade.	1.1	<b>Identify</b> and describe documents used in domestic and international trade such as:  (i) invoices, (ii) statements, (iii) bills of lading, (iv) letters of credit, (v) quotations.
		1.2	<b>Define</b> the significance of following:  (i) online ordering, (ii) e-receipts, and (iii) digital record-keeping.
		1.3	<b>Examine</b> the key steps in following:  (i) online ordering, (ii) e-receipts, and (iii) digital record-keeping.
2	Understand the scopes of communication in commerce.	2.1	<b>Identify</b> and compare different communication methods, such as:  (i) face-to-face, (ii) email, and (iii) social media.
		2.2	<b>Differentiate</b> between following types of communication such as:  (i) oral, (ii) written, (iii) visual, (iv) electronic.
		2.3	<b>Describe</b> the major factors that impact communication.



6	Financial Aspects of Commerce		
<b>Aim</b>  This unit equips learners with the fundamentals of commercial finance, including different sources of funding, basic calculations of profit and revenue, and the role of insurance in business risk management.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the fundamentals of finance in commerce.	1.1	<b>Differentiate</b> between short-term and long-term financing.
		1.2	<b>Describe</b> short-term and long-term financing options including:  (i) loans, (ii) trade credit, and (iii) crowdfunding.
		1.3	<b>Calculate</b> the following:  (i) sales revenue, (ii) gross and (iii) net profit, and (iv) other financial metrics relevant to business performance.
		1.4	<b>Explain</b> major types of insurance and their benefits for businesses.

7	Logistics in Commerce		
<b>Aim</b> Learners will examine the core functions of logistics in commerce, focusing on transportation and warehousing as critical components of the supply chain. The unit will introduce learners to advertising methods that support commerce activities and identify the factors influencing transportation choices.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the role of transport in commerce.	1.1	<b>Identify</b> three functions of transport such as: (i) quantity, (ii) place, and (iii) time.
		1.2	<b>Explore</b> the types of transport utilised in commerce such as: (i) sea, (ii) air, (iii) rail, (iv) road.
		1.3	<b>Describe</b> the characteristics of containerisation.
2	Understand the nature of warehousing in commerce.	2.1	<b>Examine</b> key functions of warehousing.
		2.2	<b>Define</b> various types of warehouse such as: (i) cold storage, (ii) bondage, (iii) cash and carry.
3	Understand the purpose of advertising.	3.1	<b>Define</b> the purpose of advertising.
		3.2	<b>Examine</b> the key types of advertising such as: (i) collective, (ii) persuasive, (iii) competitive, (iv) informative.

8	Ethics in Commerce		
<b>Aim</b>  This unit introduces learners to ethical considerations and sustainable practices in commerce, emphasising their importance in today's global market. Learners will understand the role of sustainable practices and ethical consumer protection in maintaining trust and responsibility in commercial operations.			
Learning Outcomes - The learner will		Assessment Criteria - The learner can	
1	Understand the concept of sustainability.	1.1	<b>Identify</b> sustainable practices such as:  (i) environmental-friendly packaging, (ii) reduced waste, and (iii) digital invoicing.
		1.2	<b>Explain</b> the significance of sustainable practices in commerce.
2	Understand the role of ethics in commerce.	2.1	<b>Examine</b> key ethical concerns in commerce like:  (i) fair trade, (ii) consumer protection.
		2.2	<b>Explore</b> the impact of misleading advertisements.
		2.3	<b>Outline</b> the actions businesses take to protect consumers' rights and enhance customer satisfaction.