

**BUSINESS**: ***Creating informed, discerning employees, consumers and future leaders***

**Topic 1.3.2a Revenue, Costs and Profit**

**Key Vocabulary**

**Revenue –** Also called **Turnover**, **Income** and **Sales**. This is the money generated from selling your products

**Demand** – a business term for the quantity of products sold

**Fixed costs –** costs that do not change as the level of production changes. They must be paid even if output/sales are zero, e.g. rent, rates

**Variable costs –** costs that change in direct relation to the amount sold or produced by a business, e.g. raw materials, packaging

**Total costs –** All costs added together

**Profit** – when revenue is greater than costs

**Loss** – when revenue is lower than costs

**Interest** – a percentage charge on borrowed money / percentage reward for saving money

**Don’t be a “man on the street”**

* Interest is not about how much people like your product!
* Revenue and profit are VERY different
* Loans are not paid at the end of the term – they are paid in instalments each month
* Borrowing money is debt. Debt is *not* a bad thing unless, the business can not pay it back

**Core Knowledge**

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| --- | --- |
| **Fixed costs** | **Variable costs** |
| RentRatesElectricity / heating / phone billsSalaries | Raw materialsPackagingDelivery costs |

**Revenue** = Number of items sold x Selling price per unit

**Total Variable cost** = variable cost per item x number sold

**Total costs** = Total variable cost + fixed costs

**Interest charged** = amount borrowed x (interest rate ÷ 100)

**Total amount repaid** = amount borrowed + interest charged

**Monthly payments** = Total amount repaid ÷ (years of loan x 12)

**% interest charged** = (total repayment – borrowed amount) ÷ borrowed amount x 100

**Wider Business World**

**Amazon –** has no high street retailers so has fixed costs than a lot of other businesses

**Bank of England** – sets the base rate for interest that other lenders then use

**Synoptic Links**

**External factors** – changing interest rates can have an impact on consumer spending

**Breakeven** – when total costs are exactly the same as total revenue

**Cash flow** – unpredictable or inconstant revenue can impact on cash flow

**Sources of finance** – interest is charged on borrowing