

03	Applying material from Item A , analyse two ways in which marketisation policies have led to schools being run like businesses.	10
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Item A

Businesses compete with each other to attract customers. Another route to success for businesses is to provide unique products for their customers.

The introduction of marketisation policies into the state education system means that schools are run like businesses.

Marks	Level descriptors
8–10	<p>Answers in this band will show good knowledge and understanding of relevant material on two ways in which marketisation policies have led to schools being run more like businesses.</p> <p>There will be two developed applications of material from the Item, eg schools compete with each other to attract pupils by ensuring that they have a high position in the school league tables; schools may offer a unique specialism or faith based curriculum which allows school choice based on parental preference.</p> <p>There will be appropriate analysis / evaluation of the two ways, eg the supply and demand for school places reflects the New Right view that successful schools should expand; lack of demand for places leads to less revenue for schools lower in the league tables.</p>
4–7	<p>Answers in this band will show a basic to reasonable knowledge and understanding of one or two ways in which marketisation policies have led to schools being run more like businesses.</p> <p>There will be some successful application of material from the Item, eg competition between schools means that they must spend a larger proportion of their budget on marketing activities.</p> <p>There will be some analysis / evaluation.</p>
1–3	<p>Answers in this band will show limited knowledge and understanding of one or two ways in which marketisation policies have led to schools being run more like businesses.</p> <p>There will be limited application of material from the Item. Some material may be at a tangent to the question, eg on educational achievement.</p> <p>There will be limited or no analysis/evaluation.</p>
0	No relevant points.

Sources may include the following or other relevant ones:

Ball; Bartlett and Le Grand; Chubb and Moe; David; Gewirtz; Hall; Molnar; Whitty.

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Zhe Xu



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