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|-----------------------------------------|-------------------------------------------------|------------------------------------------------|
| <div>T1</div> <div>in-class test</div>  | <div>T1</div> <div>business research task</div> | <div>T1</div> <div>report</div>                |
| <div>T1</div> <div>coursework</div>     | <div>T1</div> <div>business</div>               | <div>T1</div> <div>Factors of production</div> |
| <div>T1</div> <div>primary sector</div> | <div>T1</div> <div>secondary sector</div>       | <div>T1</div> <div>tertiary sector</div>       |

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|--------------------------------------------|--------------------------------------------------|------------------------------------------|
| <div>T1</div> <div>bào gào</div>           | <div>T1</div> <div>shāng yè yán jiū rén wù</div> | <div>T1</div> <div>kè táng cè yàn</div>  |
| <div>T1</div> <div>shēng chǎn yào sù</div> | <div>T1</div> <div>qǐ yè</div>                   | <div>T1</div> <div>píng shí zuò yè</div> |
| <div>T1</div> <div>dì sān chǎn yè</div>    | <div>T1</div> <div>dì èr chǎn yè</div>           | <div>T1</div> <div>dì yī chǎn yè</div>   |

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|---------------------------------------|----------------------------------------|------------------------------------------|
| <div>T1</div> <div>sole trader</div>  | <div>T1</div> <div>partnership</div>   | <div>T1</div> <div>limited company</div> |
| <div>T1</div> <div>Stakeholders</div> | <div>T1</div> <div>PEST analysis</div> | <div>T1</div> <div>SWOT analysis</div>   |
| <div>T1</div> <div>Demand</div>       | <div>T1</div> <div>supply</div>        | <div>T1</div> <div>equilibrium</div>     |

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|------------------------------------------------------|------------------------------------------------------|-----------------------------------------------|
| <div>T1</div> <div>yǒu xiàn gōng sī</div>            | <div>T1</div> <div>hé huǒ qǐ yè</div>                | <div>T1</div> <div>gè tǐ jīng yíng</div>      |
| <div>T1</div> <div>SWOT</div> <div>SWOT fēn xī</div> | <div>T1</div> <div>PEST</div> <div>PEST fēn xī</div> | <div>T1</div> <div>lì yì xiāng guān zhě</div> |
| <div>T1</div> <div>jūn héng</div>                    | <div>T1</div> <div>gōng jǐ</div>                     | <div>T1</div> <div>xū qiú</div>               |

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|-------------------------------------|--------------------------------|-------------------------------|
| <p>T1</p> <p>Elasticity</p>         | <p>T1</p> <p>inelastic</p>     | <p>T1</p> <p>Competition</p>  |
| <p>T1</p> <p>monopoly</p>           | <p>T1</p> <p>business plan</p> | <p>T1</p> <p>Objectives</p>   |
| <p>T1</p> <p>cash flow forecast</p> | <p>T1</p> <p>Break-even</p>    | <p>T1</p> <p>contribution</p> |

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|--------------------------------------------|----------------------------------------------|---------------------------------------------|
| <div>T1</div> <div>jìng zhēng</div>        | <div>T1</div> <div>quē fá tán xìng</div>     | <div>T1</div> <div>tán xìng</div>           |
| <div>T1</div> <div>mù biāo</div>           | <div>T1</div> <div>shāng yè jì huà shū</div> | <div>T1</div> <div>lǒng duàn</div>          |
| <div>T1</div> <div>biān jì gòng xiàn</div> | <div>T1</div> <div>yíng kuī píng héng</div>  | <div>T1</div> <div>xiàn jīn liú yù cè</div> |

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|-------------------------------------------------------|--------------------------------------|-------------------------------------|
| <div>T1</div> <div>Management</div>                   | <div>T1</div> <div>Motivation</div>  | <div>T1</div> <div>Delegation</div> |
| <div>T1</div> <div>organisational<br/>structure</div> | <div>T1</div> <div>flat</div>        | <div>T1</div> <div>tall</div>       |
| <div>T1</div> <div>contract of<br/>employment</div>   | <div>T1</div> <div>Recruitment</div> | <div>T1</div> <div>training</div>   |

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| <div>T1</div> <div>shòu quán</div>   | <div>T1</div> <div>jī lì</div>     | <div>T1</div> <div>guǎn lǐ</div>          |
| <div>T1</div> <div>céng jí duō</div> | <div>T1</div> <div>biǎn píng</div> | <div>T1</div> <div>zǔ zhī jié gòu</div>   |
| <div>T1</div> <div>péi xùn</div>     | <div>T1</div> <div>zhāo pìn</div>  | <div>T1</div> <div>láo dòng hé tóng</div> |

|                                          |                                               |                                              |
|------------------------------------------|-----------------------------------------------|----------------------------------------------|
| <div>T1</div> <div>appraisal</div>       | <div>T1</div> <div>Industrial relations</div> | <div>T1</div> <div>Employment law</div>      |
| <div>T1</div> <div>Marketing</div>       | <div>T1</div> <div>marketing mix</div>        | <div>T1</div> <div>Market segmentation</div> |
| <div>T1</div> <div>Market research</div> | <div>T1</div> <div>primary</div>              | <div>T1</div> <div>secondary</div>           |

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|-------------------------------------------|------------------------------------------|----------------------------------------------|
| <div>T1</div> <div>láo dòng fǎ</div>      | <div>T1</div> <div>láo zī guān xì</div>  | <div>T1</div> <div>jì xiào píng gū</div>     |
| <div>T1</div> <div>shì chǎng xì fēn</div> | <div>T1</div> <div>yíng xiāo zǔ hé</div> | <div>T1</div> <div>shì chǎng yíng xiāo</div> |
| <div>T1</div> <div>èr shǒu</div>          | <div>T1</div> <div>yī shǒu</div>         | <div>T1</div> <div>shì chǎng diào yán</div>  |

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|------------------------------------------------------|--------------------------------------|----------------------------------------------------|
| <div>T2</div> <div>personal budget</div>             | <div>T2</div> <div>budget</div>      | <div>T2</div> <div>Fixed costs</div>               |
| <div>T2</div> <div>variable costs</div>              | <div>T2</div> <div>insurance</div>   | <div>T2</div> <div>visa and travel</div>           |
| <div>T2</div> <div>textbooks and<br/>equipment</div> | <div>T2</div> <div>contingency</div> | <div>T2</div> <div>decision-making<br/>model</div> |

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|-----------------------------------------------|------------------------------------------|----------------------------------------------|
| <div>T2</div> <div>gù dìng chéng běn</div>    | <div>T2</div> <div>yù suàn</div>         | <div>T2</div> <div>gè rén yù suàn</div>      |
| <div>T2</div> <div>qiān zhèng yǔ chà lǚ</div> | <div>T2</div> <div>bǎo xiǎn</div>        | <div>T2</div> <div>kě biàn chéng běn</div>   |
| <div>T2</div> <div>jué cè mó xíng</div>       | <div>T2</div> <div>yìng jí chǔ bèi</div> | <div>T2</div> <div>jiào cái yǔ shè bèi</div> |

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|--------------------------------------------|----------------------------------------|-----------------------------------------|
| <div>T2</div> <div>Opportunity cost</div>  | <div>T2</div> <div>Credit</div>        | <div>T2</div> <div>Investing</div>      |
| <div>T2</div> <div>risk</div>              | <div>T2</div> <div>entrepreneur</div>  | <div>T2</div> <div>business model</div> |
| <div>T2</div> <div>value proposition</div> | <div>T2</div> <div>target market</div> | <div>T2</div> <div>Pricing</div>        |

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|------------------------------------------|--------------------------------------------|--------------------------------------------|
| <div>T2</div> <div>tóu zī</div>          | <div>T2</div> <div>xìn dài</div>           | <div>T2</div> <div>jī huì chéng běn</div>  |
| <div>T2</div> <div>shāng yè mó shì</div> | <div>T2</div> <div>chuàng yè zhě</div>     | <div>T2</div> <div>fēng xiǎn</div>         |
| <div>T2</div> <div>dìng jià</div>        | <div>T2</div> <div>mù biāo shì chǎng</div> | <div>T2</div> <div>jià zhí zhǔ zhāng</div> |

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|-----------------------------------------|----------------------------------------|------------------------------------------|
| <div>T2</div> <div>Operations</div>     | <div>T2</div> <div>Personnel</div>     | <div>T2</div> <div>Suppliers</div>       |
| <div>T2</div> <div>Start-up costs</div> | <div>T2</div> <div>running costs</div> | <div>T2</div> <div>profit and loss</div> |
| <div>T2</div> <div>balance sheet</div>  | <div>T3</div> <div>research task</div> | <div>T3</div> <div>tariff</div>          |

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|------------------------------------------|---------------------------------------------|-----------------------------------------------|
| <div>T2</div> <div>gōng yìng shāng</div> | <div>T2</div> <div>rén yuán</div>           | <div>T2</div> <div>yùn yíng</div>             |
| <div>T2</div> <div>sǔn yì</div>          | <div>T2</div> <div>yùn yíng chéng běn</div> | <div>T2</div> <div>qǐ dòng chéng běn</div>    |
| <div>T3</div> <div>guān shuì</div>       | <div>T3</div> <div>yán jiū rén wù</div>     | <div>T2</div> <div>zī chǎn fù zhài biǎo</div> |

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|----------------------------------------|------------------------------------|-------------------------------------------------|
| <div>T3</div> <div>exchange rate</div> | <div>T3</div> <div>venture</div>   | <div>T3</div> <div>International business</div> |
| <div>T3</div> <div>globalisation</div> | <div>T3</div> <div>markets</div>   | <div>T3</div> <div>costs</div>                  |
| <div>T3</div> <div>resources</div>     | <div>T3</div> <div>Exporting</div> | <div>T3</div> <div>licensing</div>              |

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|------------------------------------------|--------------------------------------|---------------------------------------|
| <div>T3</div> <div>guó jì shāng wù</div> | <div>T3</div> <div>hé zī qǐ yè</div> | <div>T3</div> <div>huì lǚ</div>       |
| <div>T3</div> <div>chéng běn</div>       | <div>T3</div> <div>shì chǎng</div>   | <div>T3</div> <div>quán qiú huà</div> |
| <div>T3</div> <div>xǔ kě jīng yíng</div> | <div>T3</div> <div>chū kǒu</div>     | <div>T3</div> <div>zī yuán</div>      |

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|----------------------------------------|------------------------------------------------|-----------------------------------------|
| <div>T3</div> <div>franchising</div>   | <div>T3</div> <div>subsidiary</div>            | <div>T3</div> <div>quota</div>          |
| <div>T3</div> <div>trade bloc</div>    | <div>T3</div> <div>balance of trade</div>      | <div>T3</div> <div>Political risk</div> |
| <div>T3</div> <div>Legal systems</div> | <div>T3</div> <div>intellectual property</div> | <div>T3</div> <div>Ethics</div>         |

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|----------------------------------------------|--------------------------------------------|------------------------------------------|
| <div>T3</div> <div>pèi é</div>               | <div>T3</div> <div>zì gōng sī</div>        | <div>T3</div> <div>tè xǔ jīng yíng</div> |
| <div>T3</div> <div>zhèng zhì fēng xiǎn</div> | <div>T3</div> <div>mào yì chā é</div>      | <div>T3</div> <div>mào yì jí tuán</div>  |
| <div>T3</div> <div>shāng yè lún lǐ</div>     | <div>T3</div> <div>zhī shí chǎn quán</div> | <div>T3</div> <div>fǎ lǜ tǐ xì</div>     |

|                                                          |                                       |                                          |
|----------------------------------------------------------|---------------------------------------|------------------------------------------|
| <div>T3</div> <div>Corporate social responsibility</div> | <div>T3</div> <div>Staffing</div>     | <div>T3</div> <div>Standardisation</div> |
| <div>T3</div> <div>adaptation</div>                      | <div>T3</div> <div>Supply chain</div> | <div>T3</div> <div>Brand</div>           |
|                                                          |                                       |                                          |

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|----------------------------------------|-------------------------------------------|-----------------------------------------------|
| <div>T3</div> <div>biāo zhǔn huà</div> | <div>T3</div> <div>rén yuán pèi zhì</div> | <div>T3</div> <div>qǐ yè shè huì zé rèn</div> |
| <div>T3</div> <div>pǐn pái</div>       | <div>T3</div> <div>gōng yìng liàn</div>   | <div>T3</div> <div>běn dì huà</div>           |
|                                        |                                           |                                               |