<table>
<thead>
<tr>
<th>Criteria</th>
<th>Range</th>
<th>Resource identified</th>
</tr>
</thead>
</table>
| 13.1 Principles of commercial operations and markets | Principles – Commercial priorities (profit, addressing stakeholder needs), efficiency, value added, non-value added, competition, supply and demand | [https://courses.lumenlearning.com/boundless-management/chapter/business-stakeholders/](https://courses.lumenlearning.com/boundless-management/chapter/business-stakeholders/)  
| Markets – Customers, local, national, international | [https://marketbusinessnews.com/financial-glossary/marketing-principles/](https://marketbusinessnews.com/financial-glossary/marketing-principles/)  
[https://www.proofhub.com/articles/traditional-vs-agile-project-management](https://www.proofhub.com/articles/traditional-vs-agile-project-management)  
[https://www.convergepoint.com/policy-management-software/policy-procedure-best-practices/10-policies-all-companies-should-have/](https://www.convergepoint.com/policy-management-software/policy-procedure-best-practices/10-policies-all-companies-should-have/) |
| 13.3 Financial and economic concepts | Concepts – Financial responsibility, recording financial transactions, sources of finance (loans, shares, capital), budgets, transactions, costs (direct, indirect, overheads), payment terms, revenue, creditors and debtors, cash flow, profit and loss, break even, assets (depreciation), liabilities, solvency, taxes, rates. | [https://www.economist.com/economics-a-to-z/b](https://www.economist.com/economics-a-to-z/b)  