

Business



BTEC Level 3 National Extended Certificate in Business

"I never dreamed about success. I worked for it."
Estée Lauder

Why Business?

The course aims to provide students with an in depth understanding of the operations and structures of businesses and also to equip students with the skills required to succeed in employment or at university. The course will involve businesses in the public, private and voluntary sectors.

There are many different **career paths** for those who wish to work within the business sector. These include **management**, **HR**, **finance**, **marketing** and **business information management**, with the opportunity to work both in the UK and internationally.



Course Outline:

360 GLH

Equivalent in size to one A Level.

4 units of which 3 are mandatory and 2 are external.

Mandatory content (83%)

External assessment (58%)

Mandatory Units:

Unit 1: Exploring Business

Unit 2: Developing a Marketing Campaign

Unit 3: Personal and Business Finance (exam)



Optional Units:

Unit 8: Recruitment and Selection Process



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Entry Requirements and Assessment

Entry Requirements

4 GCSEs at Level 5 and above including Maths and English (Business is desirable but not essential).

Assessment

Year 12

Unit 1: Exploring Business **Assignment** (coursework)

Unit 2: Developing a Marketing Campaign **Synoptic Assessment** (timed coursework)

Year 13

Unit 3: Personal and Business Finance **Written Exam**

Unit 8: Recruitment and Selection Process **Assignment** (coursework)

Assignment (coursework) is set and marked by your teacher

Synoptic Assessment is set and marked by Pearson under supervised conditions. Learners will be given a context two weeks before a supervised assessment period in order to carry out research.

Written examination is set and marked by Pearson.

Units are assessed using a grading scale of:

Distinction (D), Merit (M), Pass (P), Near Pass (N) and Unclassified (U).

Extended Certificate	
360 GLH	
Grade	Points threshold
U	0
P	36
M	52
D	74
D*	90

Progression into Higher Education, Employment and Apprenticeships

What could this qualification lead to?

The qualification carries UCAS points and is recognised by **higher education** providers as contributing to meeting admission requirements for many courses if taken alongside other qualifications as part of a two year programme of learning.

How does the qualification provide transferable knowledge and skills for higher education?

Transferable skills that universities value include:

- the ability to learn **independently**
- the ability to **research** actively and methodically
- being able to give **presentations** and being active group members.
- effective **writing**
- **analytical** skills
- **creative** development preparation for **assessment methods** used in degrees.

The qualification can also support progression to **employment** directly, or via an **Apprenticeship**.

How does the qualification provide employability skills?

In the BTEC units there are opportunities to develop employability skills:

- **cognitive** and **problem-solving skills**: use critical thinking, approach non-routine problems applying expert and creative solutions, use systems and technology
- **intrapersonal skills**: communicating, working collaboratively, negotiating and influencing, self-presentation
- **interpersonal skills**: self-management, adaptability and resilience, self-monitoring and development.

