

BTEC Business

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Course Aims:

The BTEC Level 3 National Extended Certificate broadens knowledge focus from the BTEC Enterprise Level 2 qualification. There is potential for the qualification to prepare learners for employment in the appropriate vocational sector and it is suitable for those who have decided that they wish to enter a particular area of work. It is broadly equivalent to one A Level.

Qualifications and Qualities Needed

All students must achieve a grade 4 in GCSE English and GCSE Maths. It is not necessary to have studied Business before, but if a student has done so, they must achieve a 'Merit' grade in BTEC Level 2 Enterprise or a grade 4 in GCSE Business. They must be an independent learner and able to meet deadlines.

Course Structure

Edexcel www.edexcel.com

Students will study the Extended Certificate course at Sandringham which is the equivalent of one A-level. Units are assessed both externally and internally. The assignments will use a variety of assessment methods, such as writing reports, delivering presentations, or demonstrating skills within a group. Students will now only be given one opportunity to achieve the Pass, Merit or Distinction criteria, so they must complete their work on time, to a high standard.



Mandatory Units:

- 1. Exploring a business** - This unit examines the role of business in the economic environment, and how businesses grow.
- 2. Developing a marketing campaign** - This unit allows students to study successful marketing campaigns and create their own.
- 3. Personal and Business finance** - In this unit students will study personal finance and business accountancy.
- 14. Investigating Customer service** - This unit requires students to investigate the quality of customer service offered by organisations and demonstrate effective customer service skills.

Unit 2 is externally assessed.

Unit 3 is an external examination.

Unit 1 and unit 14 are internally assessed.

Future Pathways:

Students go on to study such a wide variety of related subjects such as: Accountancy, International Business, Retail Management and Marketing. Hopefully some students will become the successful entrepreneurs of the future!