

# 6<sup>th</sup> Business (BTEC Diploma)

## Course Level

BTEC Level 3

## Awarding Body

Edexcel

## Entry Requirements

TPS 36

## Assessment

Assessment is criterion referenced, based on the achievement of specified learning outcomes. Each unit has specified criteria which are used for grading. A summative unit grade can be awarded at pass, merit or distinction, distinction star.

The Diploma is equivalent to 2 A Levels.

## Course Description

The Edexcel Level 3 BTEC National Diploma in Business consists of six mandatory units, plus a selection of two additional optional units to be completed over two years.

### The mandatory units are

Unit 1: Exploring Business  
Unit 2: Developing a Marketing Campaign  
Unit 3: Personal and Business Finance

Unit 4: Managing an Event  
Unit 5: Internal Business  
Unit 6: Principles of Management

There are a wide range of optional units, of which eight have to be completed to gain the diploma. These are related to Accounting, Marketing, Human Resources, Management, Law, Administration, Retail, Logistics and there is also a range of general units, actual optional units to be studied will be chosen according to the needs and abilities of the students.

Assignment	Task	Written Exam
Selected mandatory and all optional units.  Programme team creates assignment brief and students carry out set tasks, creating evidence to support a work-related scenario.	<p><b>Unit 2: Developing a Marketing Campaign</b> Pre-released material includes information about a business for research. Learners will need to apply their knowledge, ideas and skills to plan a marketing campaign, linking its success to the impact on the business.</p>	<p><b>Unit 3: Personal and Business Finance</b> The written test will cover the purpose and importance of personal and business finance, including the skills and knowledge needed to understand, analyse and prepare financial information.</p>
	<p><b>Unit 6: Principles of Management</b> Pre-released task-based assessment.  Students must synthesise and evaluate information from a business scenario and relate it to how management and leadership practices can create a more effective business and workforce.</p>	
	<p><b>Unit 7: Business Decision Making</b> Unseen case study or business scenario.  Learners will draw from learning from previous mandatory units to an unseen case study scenario using a range of given information to create a business plan.</p>	

### Special Requirements

Appropriate work experience, while not a requirement of the course, does enable the learning to be as active, practical and work-related as possible.

### Career and Progression Opportunities

The BTEC Nationals in Business have been developed in the business sector and is appropriate for career qualifications in these employment areas. It gives students the opportunity to gain a nationally recognised vocational specific qualification to enter employment in the business sectors or to progress to higher education vocational qualifications such as the Edexcel Levels 4 - 7 BTEC Higher National in Business.