

BTEC Level 3 - Business Curriculum Guide

Year 12

What will my son learn?		
Autumn term Unit 1 - The Business Environment. On completion of this unit students will: 1 Know the range of different businesses and their ownership 2 Understand how businesses are organised to achieve their purposes 3 Know the impact of the economic environment on businesses 4 Know how political, legal and social factors impact on business.	Spring Term Unit 2 - Business Resources. On completion of this unit students will: 1 Know how human resources are managed 2 Know the purpose of managing physical and technological resources 3 Know how to access sources of finance 4 Be able to interpret financial statements.	Summer Term Unit 3 - Introduction to Marketing. On completion of this unit students will: 1 Know the role of marketing in organisations Be able to use marketing research and marketing planning 3 Understand how and why customer groups are marketed 4 Be able to develop a coherent marketing mix.

How will my son be assessed?

The mandatory units which will be covered include:

Unit 1 - The Business Environment

Unit 2 - Business Resources

Unit 3 - Introduction to Marketing

The exam board is Edexcel and the course is 100% Coursework. All assessment for BTEC Nationals is criterion referenced, based on the achievement of specified learning outcomes. Each unit has specified criteria which are to be used for grading.

A summative unit grade can be awarded at pass, merit or distinction: to achieve a 'pass' a learner must have satisfied all the pass criteria to achieve a 'merit' a learner must additionally have satisfied all the merit criteria to achieve a 'distinction' a learner must additionally have satisfied all the distinction criteria.

How can I support my son with Business?

- Encourage student to complete all assignments on time.
- Encourage student to use websites such as tutor2u, beebusinessbee and BBC bitesize.
- Encourage student to use course books for further background reading of content.
- Encourage students to watch the news and read business sections in newspapers, on order to be aware of current events.
- Check of Altracker what work has been completed by student and what work needs to be completed.

