

## **BUSINESS MANAGEMENT: ADVANCED HIGHER**

### **Why Advanced Higher Business Management?**

The purpose of this Course is to prepare learners to play an active part in this culture by equipping them with an understanding of the national and global nature of business. This will include the challenges posed by globalisation and the effect it has on Scotland's businesses and environment, business and management theories, and principles of effective management used in different organisations. Learners will develop analytical and research skills by investigating real organisations in a range of contexts.

The Course aims to enable learners to:

- enhance the skills of independent learning, research, critical analysis and problem solving in a business context
- apply business and management concepts and theories to draw conclusions
- assess the social, ethical and global factors that affect local, national and multinational organisations
- analyse and evaluate leadership, management and motivation theories
- investigate a range of research and analysis models used to assist in managing change
- critically assess a range of management techniques used to assist in effective planning and decision making at a strategic level

### **Entry to the Course**

You would be expected to have attained an A or B grade in Higher Business Management and have a high standard of written English.

### **Course Outline**

The course consists of 4 units.

#### **Unit 1: The External Business Environment**

In this Unit, learners will develop investigative and analytical skills and a detailed knowledge and in-depth understanding of the effect of external influences on organisations at a multinational and global level. The Unit provides learners with the opportunities to investigate how an organisation is affected by external factors and to gain an in-depth understanding of the responsibilities of managers in an economic, social and environmental context. Learners will analyse and evaluate the impact of such external factors and consider the implications of various courses of action.

#### **Unit 2: The Internal Business Environment**

In this Unit, learners will gain a thorough grounding in the discipline that forms the basis of management practice. The Unit allows learners to carry out activities that will expand their knowledge of both traditional and contemporary management and motivational theories used by organisations to maximise their efficiency. It also allows learners to analyse and evaluate theories relating to internal factors that influence the success of individuals and teams.

#### **Unit 3: Evaluating Business Information**

In this Unit, learners will develop research, investigative and decision-making skills. This will help learners to become competent and confident in the analysis of business data and will prepare them to carry out an investigation into an organisation.

#### **Unit 4: The Business Project**

The purpose of this project is to address challenge and application. The project will provide learners with the opportunity to apply and extend research, analytical, evaluative and decision making skills within the context of a business topic or issue. Learners should use a wide range of business sources relevant to the context of the project, and present their findings in a business report.

The project will have 40 marks.

This project will give learners an opportunity to demonstrate their ability to:

- select an appropriate business topic or issue
- evaluate business information and decisions using a variety of research and analytical techniques
- make decisions by applying relevant business concepts and theories to the context of the project
- solve problems by applying complex business ideas and concepts relevant to the context of the project
- draw conclusions from business data, concepts and evidence from a range of sources
- communicate business reasoning and conclusions with clarity and logic

#### **Core Skills**

- **Problem Solving** (Critical Thinking, Planning and Organising, Reviewing, Analysing and Evaluating)

#### **Assessment**

There are 3 internal assessments covering units 1-3 detailed above. The project which is externally marked and a final external examination.

#### **Progression**

This Course or its Units may provide progression to:

- degrees in Business Studies and other business-related disciplines
- Higher National Diplomas in Business Studies and other business-related disciplines
- careers in a wide range of management functions within the private, public and third sectors

**Further advice and information on these options is available from your Subject Teacher, Home Area Principal Teacher and Careers Adviser.**