

Business Management - Higher

WHY BUSINESS MANAGEMENT?

The importance of business and enterprise cannot be over-emphasised in the fast-changing modern world in which we live. This course offers you the opportunity to acquire skills and knowledge which will give you an understanding of, and, allow you to participate in the complex world of business. Whether or not you intend to have a career in business, the course will enable you to enhance your individual effectiveness and understanding of business in contemporary society and explain why businesses make the decisions they do and how business affects each and every one of us.

COURSE OUTLINE

The course consists of 3 units:

Understanding Business

Learners will extend their understanding of the ways in which organisations in the private, public and third sectors operate. They will carry out activities that highlight the opportunities and constraints on these organisations in the pursuit of their strategic goals. This Unit also allows learners to analyse and evaluate the impact that the external environment has on an organisation's activity, and to consider the implications of a range of external factors that affect an organisation's decision making.

Management of People and Finance

Learners will develop skills and knowledge regarding the issues facing organisations in the management of people and finance. This Unit will allow learners to carry out activities that will extend their grasp of relevant theories, concepts and procedures used in planning for an organisation's success, including leadership, motivation and finance. It also allows learners to explain, analyse and evaluate relevant business information, in each of these contexts, relating to business structure and activity.

Management of Marketing and Finance

Learners will extend their knowledge on the importance to organisations of having effective marketing and operations systems. The Unit will allow learners to carry out activities that will extend their grasp of relevant theories, concepts and procedures used by organisations in order to improve and/or maintain quality and competitiveness. It will provide learners with a firm grasp of the importance of satisfying both internal and external customers' needs, along with a critical awareness of the issues facing organisations in relation to marketing and operations.

CORE SKILLS

Pupils will gain knowledge in the way that a business operates as well as developing critical thinking skills, and using these to plan, organise, review and evaluate current business examples. Pupils will develop skills for learning, skills for life and skills for work throughout the

course and will also have the opportunity to learn the IT skills required to present their findings to both peers and teachers.

ENTRY TO THE COURSE

This course has always been popular as an S6 'Crash' with a significant success rate for those who attempt it. Otherwise, you would normally be expected to have attained:

- National 5 Business Management

Due to the nature of the course, there is an expectation of a high standard of written English, therefore you should have obtained Higher English or are studying towards this.

ASSESSMENT

Learners will be assessed through a combination of a Business Management question paper and a business-related assignment. The question paper will require demonstration of a depth of knowledge, understanding and skills accumulated from across the Course. The business-related assignment will extend learners' Business Management knowledge and/or skills, and will be sufficiently open and flexible to allow for personalisation and choice.

Question Paper: 70%
Assignment: 30%

PROGRESSION

Successful completion of this course may lead to:

Advanced Higher in

- Business Management

A Scottish Group Award at Higher in

- Business
- Business & Retail Distribution

Further Education; Employment in

- Administration & Management
- Computing & ICT
- Hospitality, Catering & Tourism
- Transport & Distribution

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