



BTEC Business

Exam Board: BTEC Pearson

Why study BTEC Business?

BTEC Business is a vocational course designed to provide specialist work-related qualification. This will give you the knowledge, understanding and skills you need to prepare for employment. The content is similar to A Level Business, it is just more applied rather than theoretical. With BTEC courses the assessment is modular and will occur through individual assignments and exams which are completed each term. With the examined units there is also an opportunity to retake to improve your grades.

The BTEC Business Extended Certificate is equivalent to one A Level. Over the two-year course students will study four units of work (2 externally assessed / 2 internally assessed)

Course Outline

YEAR 12

Unit 1 Exploring Business – (Internally assignment)

This will encompass research on two contrasting businesses. Understanding different types of business, how they are set up, their purpose and customers completing independent coursework.

Unit 3 Personal & Business Finance – (EXAM)*

This will encompass research on two contrasting businesses. Understanding the role of money, savings accounts, insurance for an individual. Understanding the role of finance for businesses – cash flow, revenue, costs and profit.

YEAR 13

Unit 8 Recruitment & Selection (Internally Assignment)

This will encompass research on a business understanding their recruitment process including production of HR documentation Job description, person specification, job advertisements, CV and mock interviews.

Unit 2 Developing a Marketing Campaign (EXAM)

This will encompass a release of a business topic that students can research and then complete a typed marketing report under controlled conditions.

** Can retake in Year 13*



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Assessment:

- Unit 3 Exam (2 hours) (January of Year 12)
- Unit 2 Set Task (3 hours) January of Year 13

Grades: BTEC Grades / UCAS Points

BTEC Grade	A Level Equivalent	UCAS Points
Distinction *	A*	56
Distinction	A	48
Merit	C	32
Pass	E	16

Resources and revision guides:

- BTEC Business Revision Resources – Tutor2U
- BTEC Business Pearson Revision Guides – Amazon

Entry requirements:

- 4/5+ in English and Maths GCSE
- There is no requirement to have studied Business at GCSE

Who is the course for?

- Students who are self motivated and organised enjoy research and preparing coursework
- Students who enjoy a practical and applied approach to business topics
- Students who prefer a modular assessment approach rather than exams at end of the course
- Students who want to enter the workplace post-18 and who need some knowledge of businesses and how they operate.

Career pathways:

- Possible career choices with BTEC business studies include management, marketing, finance, accounting, banking, retailing, manufacturing and local government.
- Many universities will accept BTEC Business when applying for degree / HND courses.
- It is also a popular subject for degree apprenticeships.