

# **Business**

## **About the course**

Are you the next Sir Alan Sugar? Can you see yourself setting up and running your own business? Or can you see yourself working for a successful multinational company? Whatever your ambition this course can help you achieve it.

The Business BTEC Award is a stimulating and engaging coursework-based business qualification in which you will learn about business in the real world. Completion of four units of work gives you **1 GCSE** and only 25% of the course is examination based. The remainder of the course is internally assessed through coursework.

At the end of the course you will have achieved a Pass, Merit or Distinction grade.

Units of study include:

**Business Finance** - Learn how to generate and calculate sales revenue and profit by controlling costs and budgets.

**Business Environment** - Investigate the local business environment and create your own business plan for your own new business set-up idea.

**Customer Services** - Learn how to look after your customers to make sure you benefit from repeat business and high sales.

**Recruitment and Selection** - Learn how to hire, train and look after your staff via effective recruitment methods, training and motivational strategies to get the best out of them.



***A satisfied customer  
is the best business  
strategy of all***

***Michael LeBoeuf  
Professor of Business***

## **How it will be assessed**

The Finance unit will be examined via an online, on demand examination which can be re-taken several times throughout the year. All other units are assessed via internal assignments.

## **What it prepares you for**

This Business course is the exact equivalent of **one GCSE** and therefore enables you to follow the same path as with other GCSE courses. You might want to choose to continue with Business and progress on to the BTEC Level 3 course. In the longer term, many universities offer business-related courses. The skills you will learn in this course are highly valued by employers. You could work in a large corporation or a management consultancy or even set up your own business.

