

Title of course: Higher Business Management



Award Received

The grade awarded for Higher Business Management is based on the total marks achieved across all course assessment components.

Entry Level: What do I need to do it?

Students should have achieved National 5 Business Management. Alternatively, a grade A or B pass at National 5 English or Higher English grade A-C will satisfy entry requirements.

Course Content: What will I learn?

The purpose of the Course is to highlight the ways in which large organisations operate and the steps they take to achieve their strategic goals. This purpose will be achieved by combining theoretical and practical aspects of learning through the use of real-life business contexts. The skills, knowledge and understanding will be embedded in current business theory and practice and reflect the integrated nature of large organisations, their functions and their decision-making processes.

A main feature of this Course is the development of enterprising and employability skills. Learners will be able to understand and make use of business information to interpret and report on overall business performance in a range of contexts. The Course therefore includes the study of large organisations in the private, public and third sectors. The Course explores the important impact businesses have on everyday life, thereby giving learners experiences which are topical. It develops skills for learning, life and work that will be of instant use in the workplace. It supports personal financial awareness through developing learners' knowledge of financial management in a business context.

Course Structure

- **Understanding Business**

Learners will extend their understanding of the ways in which large organisations in the private, public and third sectors operate. This Unit also allows learners to analyse the impact that the internal and the external environment has on an organisation's activity, and to consider the implications of these factors.

- **Management of Marketing and Operations**

Learners will carry out activities that will extend their knowledge 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 understanding of the importance of satisfying both internal and external customers' needs.

- **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 and analyse relevant business information, in each of these contexts.

Teaching Methods: What will I do?

Teaching methods will consist of theory lessons with some IT integrated into teaching and learning. A wide range of teaching approaches will be used including whole class teaching, group discussion, paired work and individual work. Throughout the year, we also aim to give pupils the opportunity to explore career pathways through close partnerships with local and national employers and pathway providers.

Assessment: How will I be assessed?

Component 1 – Question Paper (worth 75% of overall mark)

The external question paper will require demonstration of a breadth of knowledge, understanding and skills accumulated from across the Course. It is worth 90 marks overall.

- **Section 1** will consist of a number of extended response questions in response to stimulus material
- **Section 2** will consist of extended response questions.

Component 2 – Assignment (worth 25% of overall mark)

The assignment is completed internally and marked externally and is worth 30 marks overall. The business-related assignment will extend the learners' business management knowledge and/or skills and will be sufficiently open and flexible to allow for personalisation and choice.

Homework.

Homework consists of extended response assignments to help consolidate exam techniques and revision/preparation for internal assessments.

Progression in the Senior Phase.

Successful completion of this Course opens up a range of vertical and lateral progression routes for learners. These include National Qualifications, National Certificates, Higher National Certificates, Higher National Diplomas and degrees in business-related subjects. It may also lead to employment and/or training in various industries.