

# Key Stage 5 - Level 3 BTEC Business & Finance

## Year 1

### Exam Information

Exam Board and Specification Number:

Edexcel Pearson (720 GLH) 601/7157/1

Click [here](#) for the link to the exam board specification website.

### How is the Subject Assessed?

These are the Unit Codes and their percentage weighting at AS Level:

<b>Unit 1: 27.5%</b>	<b><i>Assessed internally and sampled by the exam board.</i></b>
<b>Unit 2: 22.5%</b>	<b><i>Assessed by a 2 hour written examination in the Summer Term.</i></b>
<b>Unit 3: 22.5%</b>	<b><i>Assessed by 3 hour computer-based examination in the Summer Term.</i></b>
<b>Unit 4: 27.5%</b>	<b><i>Assessed internally and sampled by the exam board.</i></b>

### Year 1

These are the Units of Work / Modules we study in Year 1:

**Unit 1: Exploring Business:** Learners study the purposes of different businesses, their structure, the effect of external environments, and how they need to be dynamic and innovative to survive.

**Unit 2: Developing a Marketing Campaign:** Learners will gain skills relating to and an understanding of how a marketing campaign is developed.

**Unit 3: Personal and Business Finance:** Learners study the purpose and importance of finance and develop the skills and knowledge needed to prepare financial information.

**Unit 4: Managing an Event:** Learners work in groups to plan and run a real event, requiring them to apply their knowledge of business and finance in order to achieve defined objectives.

### Entry Requirements

Students must complete the Year 12 Summer Preparation Task before beginning the course

The minimum entry requirement will be 5 GCSE qualifications at Grade 4 - 9 including English Language and Mathematics. In addition to this students will be expected to achieve a grade M2-D2 in Business Studies or a related subject.

### Useful Resources for this subject

Links to useful resources to prepare you for this subject:

[Glossary of Technical Terminology & Recommended Texts](#)

[Past Exam Papers](#)

[Business Related Articles](#)

[Business VIP Zone](#)

### Progression

Progression Route, Higher Education & Career opportunities:

Students will progress into Year 2 during which you have the opportunity to gain an A Level qualification in this subject. Level 3 qualifications in BTEC Business Diploma will enable students to enter degree & degree level courses that lead to research & client centered professions, including finance, marketing and business.

[Click here for information on Careers in Business](#)

# Key Stage 5 - Level 3 BTEC Business & Finance

## Year 2:

### Exam Information

Exam Board and Specification Number:

Edexcel Pearson: (720 GLH) 601/7157/1

Click [here](#) for the link to the exam board specification website.

### How is the Subject Assessed?

These are the Unit Codes and their percentage weighting at A Level

<b>Unit 6: 25%</b>	<b><i>Assessed by 3 hour computer-based examination in the Summer Term.</i></b>
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<b>Unit 5: 25%</b>	<b><i>Assessed internally and sampled by exam board.</i></b>
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<b>Unit 8: 25%</b>	<b><i>Assessed internally and sampled by exam board.</i></b>
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<b>Unit 14: 25%</b>	<b><i>Assessed internally and sampled by exam board.</i></b>
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### Year 2

These are the Units of Work / Modules we study in Year 2

**Unit 5: International Business:** Learners will investigate strategic and operational approaches to business on a global basis. Learners will use their understanding to apply their knowledge.

**Unit 6: Principles of Management:** This unit enables learners to understand how the role of management and leadership in the workplace contributes towards business success.

**Unit 8: Recruitment and Selection Process:** Learners explore how the recruitment process is carried out in a business and gives learners the opportunity to participate in selection interviews.

**Unit 14: Investigating Customer Service:** Learners will study how excellent customer service contributes to business success and develop their customer service skills.

### Entry Requirements

The minimum recommended entry requirement is a Merit at AS level [Year 1].

### Useful Resources for this subject

Links to useful resources to prepare you for this subject:

[Glossary of Technical Terminology](#)

[Recommended Texts](#)

[Past Exam Papers](#)

[Business Related Articles](#)

[Business VIP Zone](#)

### Progression

Progression Route, Higher Education & Career opportunities:

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