



Introduction

With its strong focus on practical skills and real-world application, the BTEC National prepares you for direct entry into the workforce, including roles in sales, HR, customer service, or business operations. Whether you choose to continue studying or move straight into employment, this qualification equips you with the knowledge, confidence, and transferable skills to succeed in the modern business world.

The Pearson Edexcel Business Extended Certificate is a dynamic and practical qualification designed to give you a solid foundation in the world of business.

Equivalent to one A Level, this course introduces you to key principles of how businesses start, operate, grow, and adapt in a constantly evolving environment.

Through a mix of internally assessed coursework and externally assessed exams, you'll explore real business scenarios and develop skills in areas such as marketing, finance, event planning, and business decision-making. The course places a strong emphasis on applying theory to practice, helping you build transferable skills such as problem-solving, communication, and project management. Whether you're aiming for university, an apprenticeship, or a career in business, this qualification provides a valuable stepping stone into the professional world.

What will I learn?

In the Edexcel BTEC Business Extended Certificate, you will learn how businesses operate in the real world and how key functions—such as marketing, finance, operations, and management—work together to achieve success. The course focuses on practical, work-related learning, giving you the opportunity to apply knowledge to real business situations.

You'll explore topics like how to develop marketing campaigns, understand financial documents, and plan and manage events.

Throughout the course, you'll gain essential skills in research, communication, teamwork, and decision-making—skills that are highly valued in both higher education and the workplace.

How will I be assessed?

Component	Type
Developing a Marketing Campaign	Controlled Assessment
Personal and Business Finance	Exam
Exploring Business	NEA - Internally Assessed
Recruitment and Selection	NEA - Internally Assessed

You'll complete a series of assignments based on real business scenarios, which are assessed by your teachers and externally moderated. You'll take externally set tasks and written exams that test your ability to apply what you've learned to timed, real-world situations. This mix allows you to demonstrate your understanding through research, presentations, reports, and problem-solving activities.

Opportunities

Focus on Applied IT: This BTEC directly focuses on practical, vocational IT skills. This means students are already building a relevant skillset for university IT courses (e.g., Cyber Security, Web Development, Network Engineering) or entry-level IT roles.

Specialised UCAS Points: The qualification's UCAS points are specifically recognised by universities for IT-related degree programmes, giving students a clear pathway into these fields without needing a broader mix of subjects.

Other subjects?

There are several combinations that work well. There is BTEC Business and A Level Maths; Also Media Studies, Physics, BTEC Science and Economics.

Future Careers

This course will lead you to seek careers in web development, technical support, database development, cybersecurity expert or IT Security roles.

Course Information

Course Code - 601/7159/5

Examination Board - Pearson Edexcel