National 5 Business Management

# Course Rationale

Pupils should have an interest in finding out about the different types of business and how they operate.

# Course Content

**The course comprises five areas of study. The following gives information on curriculum content for each unit.**

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| **Understanding Business**  Role of Business Organisations  Impact of Internal and External Environments  Business Objectives  Stakeholders  Customer Satisfaction | **Management of Marketing**  Marketing Mix (product, price, place and promotion)  Market Segmentation  Market Research | **Management of Operations**  Suppliers  Inventory Management  Methods of Production  Quality  Ethical and Environmental Practices |
| **Management of People**  Recruitment and Selection  Training  Motivating and Retaining  Legislation | **Management of Finance**  Sources of Finance  Break-even Analysis  Cash Budgeting  Profit Statements  Technology across all the Functional Areas |  |

# Skills

***The following summarise the ‘main’ skills being developed throughout this course***

* enterprise and employability skills – working with others
* decision-making to solve straightforward business-related problems
* entrepreneurial attributes
* use of technologies in business
* communicating information
* Numeracy-Information handling
* Thinking skills – Remembering, Understanding and Applying

# Course Assessment

Question Paper – 75% (sat at the exam diet in May)

Assignment – 25% (carried out in class, in March and sent to the SQA to be marked)

# Progression

Successful candidates at National 4 level can progress to National 5 level.

Successful candidates at National 5 level can progress to Higher level.

# Career Pathways

Management is required in many industries across all sectors (eg; Finance, Banking, Hospitality, Charities) and this course helps to develop an understanding of what would be involved in any managerial position.