National 5 Business Management (also offered at National 3/4 levels)

SCQF – Level 5 – 24 Credit Points

Course outline

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

Course Units

*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 for learning, skills for life and skills for work

***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)

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.

For ideas; *www.myworldofwork.co.uk*

Progression

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

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

*Link for further information:* https://www.npfs.org.uk/downloads/category/in-a-nutshell-series/nationals-in-a-nutshell-series/