

## BTEC QCF Level 3 Sub Diploma BTEC Business

### Curriculum content

	Year 12	Year 13
Summer 2 (roll over)		<b>Unit 3 Introduction to Marketing ( Teacher 1)</b> <b>Unit 13 Recruitment and Selection ( Teacher 2)</b>  <b>Both units are taught in parallel</b>
Autumn 1	<b>Unit 2 Business Resources ( Teacher 1)</b> <b>Unit 4 Business Communication ( Teacher 2)</b> <b>Both units are taught in parallel</b>	<b>Unit 3 Introduction to Marketing ( Teacher 1)</b> <b>Unit 13 Recruitment and Selection ( Teacher 2)</b>  <b>Both units are taught in parallel</b>
Autumn 2	<b>Unit 2 Business Resources ( Teacher 1)</b> <b>Unit 4 Business Communication ( Teacher 2)</b> <b>Both units are taught in parallel</b>	<b>Unit 3 Introduction to Marketing ( Teacher 1)</b> <b>Unit 13 Recruitment and Selection ( Teacher 2)</b>  <b>Both units are taught in parallel</b>
Spring 1	<b>Unit 2 Business Resources ( Teacher 1)</b> <b>Unit 4 Business Communication ( Teacher 2)</b> <b>Both units are taught in parallel</b>	<b>Unit 3 Introduction to Marketing ( Teacher 1)</b> <b>Unit 13 Recruitment and Selection ( Teacher 2)</b>  <b>Both units are taught in parallel</b>
Spring 2	<b>Unit 1 The Business Environment</b> (Shared unit between two teachers)	<b>Unit 10 Market Research</b> (Shared unit between two teachers)
Summer 1	<b>Unit 1 The Business Environment</b> (Shared unit between two teachers)	<b>Unit 10 Market Research</b> (Shared unit between two teachers)
Summer 2		Study Leave

## **Skills**

The skills developed throughout the course include:

- Recalling detailed information accurately
- Applying knowledge to case studies
- Analysing and evaluating given scenarios using research to support conclusions
- Making justified judgements with supported reasoning
- To be able to create logical and well-structured extended pieces of writing
- Independent research skills and the ability to use any findings to substantiate judgements made in the coursework
- Communication and customer awareness skills – the ability to effectively identify and meet differing customer needs

## **Assessment**

There are 6 units of coursework studied across the two years. 3 of which are Mandatory (Unit 1 The Business Environment, Unit 2 Business Resources and Unit 3 Introduction to Marketing) and 3 Optional Units. All units are coursework based. There is no examination unit.

The grading for the course is Pass, Merit, Distinction and Distinction \*.

Further details about the course can be found at <https://qualifications.pearson.com/en/qualifications/btec-nationals/business-2010.html>