

### **Level 3 Cambridge Technical in Business (Extended Certificate)**

#### **Curriculum content**

	<b>Year 12</b>	<b>Year 13</b>
<b>Summer 2 (roll over)</b>		<b>Unit 5 Marketing and Market Research – Internally Assessed Coursework</b> 60 GLH  <b>Unit 17 Responsible Business Practices – Internally Assessed Coursework (LO1 only)</b> 60 GLH
<b>Autumn 1</b>	<b>Unit 1 The Business Environment – Externally Assessed Examination</b> 120 GLH	<b>Unit 2 Working in Business – Externally Assessed Examination</b> 60 GLH (January Exam)  <b>Unit 5 Marketing and Market Research – Internally Assessed Coursework</b> 60 GLH
<b>Autumn 2</b>	<b>Unit 4 Customers and Communication - Internally Assessed Coursework</b> 60 GLH	
<b>Spring 1</b>	<b>Unit 1 The Business Environment – Externally Assessed Examination</b>  <b>Unit 4 Customers and Communication - Internally Assessed Coursework</b> 60 GLH	<b>Unit 5 Marketing and Market Research – Internally Assessed Coursework</b> 60 GLH  <b>Unit 17 Responsible Business Practices – Internally Assessed Coursework (LO2, LO3 and LO4)</b> 60 GLH
<b>Spring 2</b>	<b>Unit 1 The Business Environment – Externally Assessed Examination (June exam)</b>	<b>Unit 2 Responsible Business Practices – Internally Assessed Coursework (LO2, LO3 and LO4)</b> 60 GLH

	<b>Unit 4 Customers and Communication - Internally Assessed Coursework</b> 60 GLH	<b>Unit 2 Working in Business- Preparation for resit examination</b> <b>May/June</b>
<b>Summer 1</b>		
<b>Summer 2</b>		<b>Study Leave</b>

## **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 5 units to be studied across the two years. 3 of which are Mandatory (Unit 1 The Business Environment (Externally Assessed), Unit 2 Working in Business (Externally Assessed) and Unit 4 Customers and Communication (Internally Assessed) and 3 Optional Units. 2 Units are Externally Assessed Examinations and 3 Units are Internally assessed coursework.

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

Further details about the course can be found at: <https://www.ocr.org.uk/qualifications/cambridge-technical/business/#level-3>

## **Sequence and Rationale**

- Bridging Course- Taster for students who may or may not have studied business previously to assess all starting points of students.

## **Year 12**

### **Unit 1 The Business Environment 120 GLH -January Exam**

- Introduction unit covers all aspects of Business which prepares students for all units which follow. It also allows for any student who has not previously studied Business at KS4 to learn all key terms and requirements to get them to the same knowledge point as their peers who may have studied Business or Enterprise and Marketing at KS4.
- For students who have previously studied Business or Enterprise and Marketing at KS4 it allows for memory and recall for content previously taught as well as building on the new content to allow them to make progress and achieve.
- The Unit is a mandatory unit which must be completed in Year 12 to allow for any students completing the 1 Year Certificate course to complete
- Students sit the exam in January this allows students the opportunity to take advantage of a resit in June to improve upon their grade.
- This Unit also builds skills of application to case studies which is relied upon in the coursework-based units.
- Unit is split LO1- LO4 and LO5- LO8 in parallel to allow all content to be covered between two teachers in preparation for the January exam.

### **Unit 4 – Customers and Communication 60 GLH – Internally Assessed Coursework**

- Mandatory coursework unit which must be completed in Year 12 to allow for student on the 1 Year Certificate to complete the course.
- The unit is split in to two assignments as guided by OCR – Assignment has been adapted to suit a local scenario to make the case study more relevant to the students.
- OCR guided assignment. Teacher 1 – Assignment 1 Learning outcome 1,2 ,5 and Teacher 2 – Assignment 2 Learning outcome 3 and 4. This groups the more practical elements of the course together in Assignment 2, allowing each assignment to be standalone allowing for a two-teacher delivery.

## **Year 13**

### **Unit 2 Working in Business 60 GLH- January Exam**

- Mandatory exam unit for extended certificate
- Students sit the exam in January this allows students the opportunity to take advantage of a resit in June to improve upon their grade.
- Unit is 60GLH and therefore delivered by 1 Teacher and Unit 5 is taught in parallel due to the size of the Unit's studies in Year 13.
- Not started in the summer term at rollover due to potential disruption of term with Open Days, Review Days, Work Experience, Progression. This allows for a focused term to complete this unit.

#### **Unit 5 Marketing and Market Research 60 GLH- Internally Assessed Coursework**

- Optional unit chosen to provide progression from Enterprise and Marketing course at KS4.
- The unit is accessible and builds upon learning from KS4 and Unit 1 The Business Environment.
- The unit delivered by 1 Teacher and Unit 2 is taught in parallel due to the size of the unit's studies in Year 13.
- The unit is split into 3 assignments as guided by the OCR assignment. This follows a scenario, and each assignment builds on the previous assignment. The first assignment allows students to Explain and Describe which build to assignment 2 where students must conduct and carry out an activity. The final assignment students analyse, present and recommend. This format suits a 1 teacher delivery approach.

#### **Unit 17 Responsible Business Practices- 60GLH - Internally Assessed Coursework**

- LO1 is started in the summer term as it can be a disruptive term and coursework allows students to complete work and catch up more easily from any time missed due to progression events. This is a better use of time over beginning U2.
- This unit is delivered last as it is a stand-alone unit but builds on some more complex topics, incorporating stakeholder involvement.
- As the LO do not all build on from each other, it can be team taught between two teachers which makes it ideal at this point of the year.