

Faculty of BEICT & Enterprise

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.

Understanding business	Management of marketing	Management of operations
Role of business organisations Impact of internal and external environments Business objectives Stakeholders Customer satisfaction	Marketing mix (product, price, place and promotion) Market segmentation Market research	Suppliers Inventory management Methods of production Quality Ethical and environmental practices
Management of people	Management of finance	
Recruitment and selection Training Motivating and retaining Legislation	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/>