

# 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.

<b>Understanding Business</b>  Role of Business Organisations Impact of Internal and External Environments Business Objectives Stakeholders Customer Satisfaction	<b>Management of Marketing</b>  Marketing Mix (product, price, place and promotion) Market Segmentation Market Research	<b>Management of Operations</b>  Suppliers Inventory Management Methods of Production Quality Ethical and Environmental Practices
<b>Management of People</b>  Recruitment and Selection Training Motivating and Retaining Legislation	<b>Management of Finance</b>  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.