

SUBJECT NAME BUSINESS MANAGEMENT

AWARDS RECEIVED NATIONAL 5 BUSINESS MANAGEMENT



Business Management involves finding out how profit making and not-for-profit organisations are managed and about factors that influence their success or failure.

ENTRY LEVEL – What do I need to do it?

You may have been working at CfE level 4 in Business & Computing Technologies in S2-3. You may have completed the N4 Business course or an N5 course in Admin & IT or Computer Science in S4 or S5. Students not meeting these entry requirements should *preferably* have studied another Social Subject at N4/N5 in S4 or S5.

COURSE CONTENT – What will I learn?

You will learn about the role which different types of business organisations can play in society. You will learn about the objectives of different organisations and of the importance of developing entrepreneurial skills and qualities. You will come to understand how the actions of employees and managers, and the uses of technology can influence business success. You will appreciate how factors out with the immediate control of an organisation can influence decision-making eg action by government, changes in the economy, environmental and social factors and actions by competitors.



You will learn about how marketing activities in relation to product development, pricing, promotional activity and product placement can lead to success. You will appreciate the importance of market research and how this can be carried out effectively. You will learn the importance of stock management and choice of supplier and appreciate different methods of managing production of goods and services. You will learn how an organisation can maintain the highest standards of quality in all aspects of its work.

You will learn of the importance of human resources (employees) to business success and how to get the best out of the workforce. You will recognise how government laws affect the way a business deals with its employees. You will learn how business start-up is financed and about the financial decisions managers must make in order ensure business survival eg in relation to costing and budgeting. You will learn how managers can use financial statements in order to make better business decisions.



TEACHING METHODS – What will I do?



You will have regular access to ICT software and hardware to support your learning. You will use ICT both to research and to present your work. You will have the chance to work on individual, paired and group activities eg presentations and discussions. You will use paper, electronic and Internet-based course materials. You will be encouraged to self-evaluate and make personal action plans to take your learning forward.

ASSESSMENT OF LEARNING

You will complete the following units of study:

- Understanding Business
- Management of Marketing and Operations
- Management of People and Finance



At the end of each unit outcome you will complete a topic assessment which will inform your next steps for learning. You will also complete an externally assessed Course Assignment where you will research and report on an aspect of a business of your choice. This will make up 30% of your final grade. You will also be assessed through an externally marked question paper which will explore your knowledge, understanding and application of course content. This will take the form of case studies and question sets and will make up 70% of your award.

HOMEWORK



The business environment is all around us and so you will be continually learning through day-to-day experiences and exposure to business news on TV, the web, radio and newspapers. You will be expected to undertake research activities in relation to local businesses and to prepare written, verbal and visual responses to what you learn. You will also be expected to consolidate your knowledge and understanding of course content through further reading and review of work that has taken place in class.

PROGRESSION IN THE SENIOR PHASE

You may progress to Higher Grade Business Management in S5-6, or you can move sideways to a National 5 course in Admin & IT and/or N5 Computing Science in S5, with a view to progressing to Higher Grade courses in these disciplines in S6.

COSTS

You will be issued with printed and electronic resources for use in homework and revision. You will incur a replacement cost if you lose these resources.