

## Curriculum Information for Parents

### Key Stage 5 Business Studies: Applied General Business Studies

<b>Learning Leader Contact Information</b>		Phone: 01604 862125	Email: <a href="mailto:thomas.waugh@ewsacademy.org.uk">thomas.waugh@ewsacademy.org.uk</a>
<b>Examination Board</b>	AQA	<b>Specification Code</b>	Year 12 (Certificate) 601/7145/5 Year 13 (Ext Certificate) 601/7146/7

#### Subject Content

#### **Level 3 Certificate in Applied Business (Year 12)**

Focus is on four themes: people, markets, finance and operational delivery. The qualification is split into units to address these themes so that content is coherent and joined up.

##### Unit 1: Financial planning and analysis

Financial issues enterprises need to consider. Learners explore ways enterprises can be owned and financed. Learners will need to understand the issues that enterprises face concerning cash-flow and be able to calculate profit, break-even and cash-flow. They will use this information along with final accounts and market information to make business decisions.

External examination

##### Unit 2: Business dynamics

Human, physical and financial resources are essential for the success of business organisations. Learners will investigate factors contributing to the success of businesses, focussing on the role of managers, supervisors and employees. They will consider how businesses organise themselves and will develop the ability to analyse and evaluate the effectiveness of organisational structures.

Internally centre assessed

##### Unit: 3 Entrepreneurial opportunities

Learners develop an understanding of entrepreneurial opportunities and investigate how individuals can exploit these through personal enterprise, eg offering a service. They will consider opportunities for their own personal enterprise, a given context and propose marketing and operations activities to take advantage of the entrepreneurial opportunity.

External assignment

#### **Level 3 Extended Certificate in Applied Business (Year 13)**

Learners gain a broad understanding of business topics and consider how to plan and deliver a product or a service.

##### Unit 4: Managing and leading people

Learners explore how organisation operate in a changing environment and use managers and employees to achieve objectives. They study the importance of leadership, how employees and managers interact in the workplace and the impact of different organisational structures on managers and employees.

External examination

##### Unit 5: Developing a business proposal

Learners investigate the processes required to develop, present and evaluate a business proposal. The business proposal will require human resources beyond those provided by the learner. Learners will develop a concise proposal and present this to funding providers.

Internally centre assessed

##### Unit 8: Marketing communications

Learners investigate the use of marketing communications by small businesses, develop a marketing communications mix for the business proposal and recommend a marketing communications schedule.

Internally centre assessed

## Curriculum Information for Parents

### Additional Equipment Needed (Ingredients, headphones, PE kit, etc.)

- Access to a computer as course resources will be available online through the school email and google drive
- Folder for notes
- Assignment briefs will be issued for each internally assessed component

### Assessment Details:

#### All units are equally weighted.

- Units 2, 5 and 8 are internally assessed
- Units 1 and 4 are external examinations
- Unit 3 is a controlled assessment

### What can I do to support my child at home?

- Support by motivating students in meeting deadlines for assessments
- Follow the deadlines set on Go4Schools
- Ask your son/ daughter to view their tracking sheet
- Students will need access to IT resources at home to complete their coursework
- To support revision for examination units by encouraging good study habits and providing an area conducive to study at home

### Recommended resources for the course:

**Websites:** [www.mrmartin.moonfruit.com](http://www.mrmartin.moonfruit.com) username: elizabeth, password: Woodville

**Books:** Whilst there is no set text book for this course the following would be helpful, extracts are used in the classroom <https://www.amazon.co.uk/Collins-Applied-Business-Students-Book/dp/0007201400> and <https://www.amazon.co.uk/Collins-Applied-Business-Students-Book/dp/0007201427>

### Teaching Staff Contact Details

Name	Role	Email	Tel
Mrs Tom Waugh	Vocational Learning Leader	<a href="mailto:Thomas.waugh@ewsacademy.org.uk">Thomas.waugh@ewsacademy.org.uk</a>	01908 563468 or 01604 862125
Mr Gavin Martin	Teacher	<a href="mailto:gavin.martin@ewsacademy.org.uk">gavin.martin@ewsacademy.org.uk</a>	01604 862125
Mr Adam Finn	Teacher	<a href="mailto:Adam.finn-scinaldi@ewsacademy.org.uk">Adam.finn-scinaldi@ewsacademy.org.uk</a>	01908 563468

#### Additional Information:

Applied General regulations

- The learner is permitted one re-sit/re-take in relation to each unit of the qualification. Where a unit is examined/externally assessed, this means one re-sit. Where a unit is internally assessed and externally quality assured, this means one re-take.
- Re-sits, re-submissions and re-takes are each permitted where learners have both failed the requirements of the unit and where the learner wishes to improve on a grade received.
- Any re-submission of an assignment must be undertaken without further guidance from the tutor and must be completed within a defined and reasonable period of time following the learner receiving their initial result of the assessment.

For certification purposes, AQA will recognise the best achievement by the learner in their last two attempts. Hence, the same learner who takes a Unit 1 exam again in January of the following academic year to improve on their Pass grade (achieved after two attempts towards the Certificate qualification), who then achieves a Merit, will have this Merit achievement recognised towards their Extended Certificate qualification. Alternatively, should this learner in their January attempt then Fail the unit, their last attempt (ie the re-sit Pass) in June will count towards their Extended Certificate achievement.

Further information can be found on: <https://filestore.aqa.org.uk/resources/business/specifications/AQA-1830-SP-2016.PDF>

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