

# BTEC National Diploma in Business

(2 A level equivalent course)

## Why study BTEC Business?

- The BTEC National Diploma in Business uses a combination of assessment styles to give learners confidence they can apply their knowledge to succeed in the workplace – and have the study skills to continue learning on higher education courses and throughout their career.
- This range of vocational assessments – both practical and written – mean learners can showcase their learning and achievements to best effect when they take their next step, whether that's supporting applications to higher education courses or potential employers.



## Why study BTEC Business at Solihull Sixth Form College?

- Learners have the opportunity to visit global brands and franchise exhibitions, whilst local entrepreneurs who have succeeded at a national level deliver talks to students to give them key business insights into how they have grown their businesses. Many units are linked to businesses where efforts are made for external visitors to enhance the learning of the students.
- We have links with the University of Birmingham who deliver masterclasses targeted specifically for BTEC learners and also provide academic mentors for our learners.
- Sainsbury, Coventry Building Society and HSBC regularly come into College and enhance learning.
- Varied teaching methods are used throughout the course - e.g. group work, role play, presentations, independent study, videos and teacher-led activities - and assessment is based upon authentic business situations, with an emphasis on developing skills relevant to the workplace.
- Studying for the Diploma allows you to choose **one** of a wide range of A level subjects alongside to support your interests and career ambitions.

### Case Study

Among the recent successful learners to have taken this course is **Gracie Turton**.



She came to the College from Lode Heath School to study BTEC National Diploma in Business and Criminology. At the end of the course, she achieved D\*D\* in Business and an A grade in Criminology.

*"The best thing about my studies at this College was gaining independence. I found the workload manageable, as long as I stayed organised and that helped me to achieve the results I did."*

**Student Gracie Turton**



## Course Outline

This is a sample of the units to be delivered. The course comprises of 8 units, as follows:

### Year 12:

- **Unit 1: Exploring Business**
- **Unit 2: Developing a marketing campaign – CONTROLLED ASSESSMENT – January**
- **Unit 3: Personal and Business Finance – EXAM - May**
- **Unit 8: Recruitment and selection process**

## Year 13:

- **Unit 4: Managing an event**
- **Unit 5: International Business**
- **Unit 6: Principles of Management – CONTROLLED ASSESSMENT - May**
- **Unit 14: Investigating Customer Service**

## Assessment

External Assessment (45%) will consist of TWO controlled assessments in the form of a case study and completed under supervised conditions where a task will be set and marked by Pearson and ONE written exam under exam conditions.

Internal Assessment (55%) will take the form of written assignments of at least two assignments per unit written in a business context by the teachers.

Examining Board – Pearson

## Special Entry Requirements

Students must have achieved at least two GCSEs at grade 6 or Merits on equivalent courses, as well as a further three GCSEs at grade 4 or passes on equivalent courses. This must include at least a grade 4 in both GCSE English Language and GCSE Mathematics. All learners are encouraged to undertake vocational work experience. A clear DBS 'Disclosure and Barring Service' may be needed depending on the nature of the placement. The cost of the DBS is approximately £68.00 and if it is needed then you are responsible for this payment (details of how to pay will be provided).

## Prohibited Options

None.

## What do our learners go on to do?

The majority of learners on this course progress to university. Past learners have gone onto courses like Business Management, Human Resources, Law and Accountancy or courses with another related subject e.g. Business and IT. Sponsored degree programmes and Higher Apprenticeships are also an option and are highly valued by employers. These include places on the prestigious KPMG 360 Accounting programme and the PwC Flying Start programme, both of which provide sponsored places at university.

## Work Placement

On this course you will be encouraged to undertake a work experience placement, the purpose of which is to gather information and insights about the workplace, which can be included in your College assignments. Work placements also help develop your employability skills.

## Cost Implications

Some trips or visits arranged will need to be paid for.

## Examination Results

In the past two years, this course has seen high levels of achievement:

<b>Year</b>	<b>Pass Rate %</b>	<b>Merit and above%</b>
2024	100%	79%
2025	100%	99%

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