

# BTEC Extended Diploma Business

(3 A level equivalent course)

## Why study BTEC Business?

- The BTEC Extended Diploma specification 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 at BTEC learners and can 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.

### Case Study

Among the recent successful learners to have taken this course is **Nathaniel Gardiner**. He came to the College from Arden Academy to study a BTEC.

On the Business Extended Diploma course, he achieved D\*D\*D and wants to become an entrepreneur. He plans to open up his own eco-friendly camping business.



*“The best part of being at the College was the independence I got and the practical learning I undertook, which not only helped me at College, but in real life. The teachers cared for and supported me and pushed me to greater heights.”*

*- student Nathaniel Gardiner*



## Course Outline

This is a sample of the units to be delivered.

### Year 12:

#### MANDATORY Units

- Unit 1: Exploring Business
- Unit 2: Developing a marketing campaign CONTROLLED ASSESSMENT – January
- Unit 3: Personal and Business Finance EXAM - May
- Unit 4: Managing an event

## OPTIONAL

- Unit 8: Recruitment and selection process
- Unit 9: Team building in Business
- Unit 23: The English legal system

Year 13:

### MANDATORY units

- Unit 5: International Business
- Unit 6: Principles of Management – CONTROLLED ASSESSMENT - January
- Unit 7: Business decision making – CONTROLLED ASSESSMENT - May

### OPTIONAL

- Unit 9: Team building in business
- Unit 19: Pitching for a new business
- Unit 22: Market Research
- Unit 21: Training and Development

## Assessment

External Assessment (42%) will consist of THREE 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 (58%) 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

Standard BTEC Extended Diploma entry requirements apply - see [www.solihullsfc.ac.uk/courses/entry-requirements](http://www.solihullsfc.ac.uk/courses/entry-requirements). A clear DBS 'Disclosure and Barring Service' may be needed depending on the nature of any work 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 include sponsored places at university.

## Work Placement

On this course you will be expected to undertake a work experience placement in both the first and the second year, 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:

Year	Pass Rate %	Merit and above%
2022	95%	92%
2023	100%	96%

### Contact

Address: Solihull Sixth Form College  
Widney Manor Road, Solihull  
West Midlands B91 3WR

Tel: 0121 704 2581  
Email: [admissions@solihullsfc.ac.uk](mailto:admissions@solihullsfc.ac.uk)  
Web: [www.solihullsfc.ac.uk](http://www.solihullsfc.ac.uk)