

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 students 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 students 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?

- Students 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 students and can also provide academic mentors for our students.
- Sainsbury, Coventry Building Society, Paragon Finance and HSBC regularly come into College and enhance learning. Key Construction also provides a monetary prize to the winners of a Dragons' Den competition.
- 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 students to have taken this course is **Liam Taylor**. He came to the College from John Henry Newman Catholic College and achieved outstanding results in his BTEC Business course, getting the top grade of Triple Distinction*. He has progressed to the University of the West of England to study Business management and has ambitions to become a successful entrepreneur.



"I think that the range of skills I gained by taking BTEC Business - such as communication, leadership and research skills - has helped me to achieve my grades. In addition, I think the topics I went through in my Business course have prepared me for life outside the college and in further education.."
- student Liam Taylor



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 – May
- 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 - May
- 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 24: Employment Law

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.solihullsf.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 £60.00 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 students go on to do?

The majority of students on this course progress to university. Past students 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. By the end of the course, you will have gained relevant skills and have a CV with cover letter along with a LinkedIn account. Joining LinkedIn will offer you career opportunities now and will assist your long-term career aspirations, as your profile will be accessible by thousands of prospective employers. Throughout your time at college, you will use the LinkedIn account to record all of your activities including work experience and any part-time paid employment.

Cost Implications

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

Examination Results

In the past three years, there has been great success for students on this course, including Distinction* grades when the grade was introduced in 2012. The full breakdown of results is as follows:

Year	Entry	Distinction*	Distinction	Merit	Pass	Fail	Pass %
2019	52	23	24	5	0	0	100.0%
2020	49	36	9	4	0	0	100.0%
2021	91	67	16	4	2	0	100.0%

Contact

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