

Business Studies Key Stage 5 Curriculum

At Key Stage 5 Students will study the new AQA Business Applied General which comprises of both exams and controlled assessments over a two-year period. This is accredited with either a pass, merit or distinction.

The AQA Level 3 Certificate in Applied Business is aimed at 16 – 18 learners who are in full-time Level 3 education and who wish to progress to higher education and/or pursue a career in business and/or business-related subjects (e.g. management, finance, entrepreneurship). There are no formal entry requirements for this qualification, but, ideally, a learner will typically have four GCSEs at grade C or above including maths and English.

This qualification provides a broad understanding of business knowledge and skills to support progress to higher education and is suitable for learning alongside other Level 3 qualifications, e.g. A-levels and/or other Level 3 vocational qualifications. This qualification can also prepare students to take up employment in business and entrepreneurship, either directly after achieving the qualification or via higher education at university or college.

Studying this qualification will enable students to develop the fundamental knowledge and skills recognised as most important by higher education and employers. The qualification also offers learners an opportunity to develop transferable skills, such as teamwork, research and communication as part of their applied learning.

The AQA Level 3 Certificate in Applied Business will give learners the opportunity to learn and understand the fundamental business and entrepreneurial knowledge and skills associated with working within a business enterprise.

The learner will understand the way in which any venture in business (big or small) is a function of the relationship between its people, its marketing, its finance and its ability to deliver operationally upon its commitments.

What does this qualification cover?

Five of the six units making up this qualification are mandatory. Learners must choose one optional unit from a range of three to complete the six units required for the qualification.

Three out of the six units making up this qualification comprise the AQA Level 3 Certificate in Applied Business.

Whilst studying the qualification, the students will cover topics such as:

- The role of finance in planning an enterprise, analysing and making financial decisions
- How business organisations use the human, physical and financial resources at their disposal to achieve their dynamic goals
- The nature of enterprising behaviour and how this can be personally utilised to best exploit entrepreneurial opportunities within specific market conditions
- How managers organise, motivate and lead employees through change to achieve business objectives
- The skills and processes required to develop, present and evaluate a business proposal
- The skills and processes required to develop an e-business proposal for a new business
- The planning, coordination and management of a one-off event to support a business proposal
- The development of a marketing communications mix for a business proposal and a schedule of marketing communications.

Each unit is based on four key business themes: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the

qualification's units' address aspects of these key themes to ensure that learning content is coherent and joined up.