



Course Outline

Pupils are required to successfully complete 3 units of work as follows:

- **Understanding Business** – in this unit, young people will develop their understanding of how large organisations in the private, public and third sectors operate, make decisions and pursue their strategic goals.
- **Management of Marketing and Operations** – in this unit young people will develop their understanding of the importance of effective marketing systems to large organisations. They also learn about procedures used by organisations to improve and/or maintain quality, and the importance of satisfying customer needs.
- **Finance and Human Resources** – in this unit young people will develop their understanding of the issues that large organisations face when managing people. They will also develop their understanding of the issues that large organisations face when managing finance.

External assessment consists of:

SQA examination paper – 75%
SQA externally marked assignment – 25%

To improve on his/her current performance with **Higher Business Management** your child could use some of the following strategies:-

Strategy	✓
Produce a study planner to ensure regular study each week	
Revise course notes regularly to keep on top of content	
Make use of spider diagrams, cue cards or other study aids to help organise key pieces of information	
Complete all homework tasks set and return to their teacher on time for marking	
Attend supported study classes on offer after school	
Attempt SQA past examination questions under timed conditions	
Ensure deadlines are met for SQA assignments and projects	
Identify command words at the start of questions to ensure questions are answered properly	
Apply more effort in class to ensure all work is complete	
Make use of relevant textbooks to enhance your knowledge and understanding of key topics	
Make use of on-line learning resources such as Scholar and Tutor 2U	
Engage more with classroom discussions and focus on activities to develop knowledge and understanding	
Extend the level of detail and exemplification in written work	
Prepare thoroughly for class assessments and act on any feedback provided by class teachers	
Work to the best of your ability and take a more serious attitude to their studies	
Improve attendance and catch up on any work missed.	
Spend time preparing for the assignment given it's worth 25% of the overall course mark	
Use feedback from the prelim /class assessments to inform revision planning and to identify areas for improvement	

Websites –

www.sqa.org.uk www.tutor2u.net www.brightredbooks.net

Point of contact – Mr Reynolds

