

# Department of Business Studies and Computing Science



## Higher Business Management

Week Beginning	Planned Learning
<b>1 March</b> (6 periods)	<u>Unit 1 – Understanding Business</u> Revision of sectors of industry, sectors of the economy, types of business organisations (public sector organisations, private limited companies, franchising, multinationals, third sector organisations), objectives of organisations and methods of growth. SQA past examination practice.
<b>8 March</b> (6 periods)	<u>Unit 1 – Understanding Business</u> Revision of external factors (PESTEC – political, economic, social, technological, environmental and competitive), internal factors (culture, finance, technology and staffing), stakeholders, organisational structures and decision making. SQA past examination practice.
<b>15 March</b> (6 periods)  Possible return of pupils to classroom teaching.	<u>Unit 2 – Marketing and Operations</u> Revision of market research, marketing mix (product, price, place, promotion, people, process, physical evidence and technology used in marketing. Inventory management, methods of production, quality, ethical and environmental issues and technology used in operations. SQA past examination practice.
<b>22 March</b> (6 periods)	<u>Unit 3 – Finance and Human Resources</u> Sources of finance, cash budgeting, financial statements (Income Statements and Statements of Financial Position), ratios and technology used in finance. Workforce planning, training and development, motivation and leadership, employee relationships, legislation and technology used in HR. SQA past examination practice.
<b>29 March</b> (4 periods)	(Revision of key areas of course content requested by pupils).  Practice of SQA past case studies.  <b>Spring Assessment 1</b> – pupils may have the opportunity to undertake assessment and receive feedback to support moving learning forward.
<b>5 April</b>	Easter Holidays
<b>12 April</b>	Easter Holidays – Easter Supported Study
<b>19 April</b> (6 periods)	SQA – past paper examination practice.
<b>26 April</b> (6 periods)	SQA – past paper examination practice.
<b>3 May</b> (6 periods)	SQA – past paper examination practice.
<b>10 May</b> (6 periods)	<b>Spring Assessment 2</b> – pupils will undertake a final examination in late April or early May 2021. The examination will last 2 hours and 45 minutes and will assess all 3 units of the Higher course.

**WORK TOGETHER**

**LEARN TOGETHER**

**ACHIEVE TOGETHER**