

<b>Exam Board:</b>	<i>Edexcel</i>
<b>Qualification:</b>	<i>601/7159/5</i>
<b>Assessment Information:</b>	<i>Unit 1 Coursework (Internal) / Unit 3 Exam (External)</i>

[Link to official specification](#)

**Department Information:**

*The BTEC Business Level 3 Certificate (Edexcel) is designed to equip students with a comprehensive understanding of business concepts and practices. Offered by Edexcel, a leading exam board, this qualification focuses on practical and theoretical aspects of business. Assessment is carried out through a combination of coursework and examinations, providing a balanced evaluation of students' skills and knowledge.*

*The course includes several key units:*

- **Unit 1: Exploring Business** (Year 12) – This unit delves into the purpose and structure of businesses, examining factors influencing business activities.
- **Unit 3: Personal and Business Finance** (Year 12) – Focuses on financial planning and management for both individuals and businesses.
- **Unit 2: Developing a Marketing Campaign** (Year 13) – Students learn about creating effective marketing strategies and campaigns.
- **Unit 8: Recruitment and Selection** (Year 13) – Covers the processes involved in hiring staff and the associated legal and ethical considerations.

*Upon completion, students can progress to higher education, such as university degrees in business-related fields, or enter the workforce with practical business skills.*

**ACHIEVE in the curriculum:**

- **Ambitious:** The course challenges students with real-world business problems and encourages them to set and achieve high standards in assignments and projects.
- **Collaborative:** Group projects and team-based tasks foster teamwork and communication skills, essential for working effectively with others.
- **Happy:** The engaging, practical nature of the coursework, including case studies and simulations, often keeps students motivated and invested in their learning.
- **Integrity:** Emphasis on ethical business practices and professionalism helps students understand and apply integrity in their business decisions and interactions.
- **Endurance:** The program's varied assessments and deadlines teach students to manage their time effectively and persist through challenges, building resilience.
- **Versatility:** Exposure to different areas of business, such as marketing, finance, and management, equips students with a broad range of skills applicable in various contexts.
- **Excellence:** The focus on high-quality work and critical analysis encourages students to strive for excellence in their academic and practical tasks.

**Curriculum Aims & Intent:**

*The BTEC Business Certificate, offered by the Edexcel exam board, is designed to provide students with a **comprehensive understanding** of the **business world** through a practical and applied approach. The curriculum aims to equip learners with the **knowledge, skills, and behaviours** necessary to succeed in various business environments, preparing them for both further **education** and **employment**.*

**Resources:**

- BTEC Nationals Business Student Book 1. **ISBN-13978-1292126241**
- Pearson REVISE BTEC National Business Revision Guide. **ISBN-13978-1292230566**

The primary intent of the BTEC Business Certificate curriculum is to foster a deep understanding of business operations and management. It covers key areas such as marketing, finance, human resources, and entrepreneurship, enabling students to grasp how businesses are structured and operate in different contexts. By engaging in real-world scenarios and case studies, students develop **critical thinking and problem-solving skills**, which are essential for navigating the complexities of the business world.

A significant focus is placed on practical application, with learners undertaking assignments that mirror the tasks they would encounter in a professional setting. This hands-on approach ensures that students can apply theoretical knowledge to practical situations, enhancing their **employability** and readiness for the business sector.

Additionally, the curriculum aims to build essential soft **skills** such as **communication, teamwork, and leadership**. These skills are nurtured through **collaborative projects** and **presentations**, preparing students to effectively **interact and collaborate** in a **professional environment**.

Ultimately, the BTEC Business Extended Certificate aims to create **well-rounded** individuals who are not only knowledgeable about business concepts but are also capable of **applying this knowledge** effectively. The intent is to produce graduates who are confident, capable, and ready to contribute meaningfully to the business world, whether they choose to continue their studies or enter the workforce directly.

- Revise BTEC National Business: Revision Workbook. **ISBN-13978-1292150116**

#### How we keep parents informed:

Year 12 - Progress reports are published 4 times per year, in October, January, March and July, with a face-to-face parents' evening in November.

#### How parents can help their child:

- Support to ensure that coursework/research is continued at home (learning).
- Support with organisation and interim deadlines for unit 1 coursework.
- Use 'course content' sheet to encourage application of key words and relevant businesses.
- Encourage in-depth analysis and evaluation of work.
  
- Unit 3 - support with RE-CALL of key words and points via student revision notes or revision guide
- Encourage and support with timed practice questions at home

**What we study and when:**

Term	<p align="center"><b>Unit, Topic / Knowledge, Understanding &amp; Skills Developed</b>  <b>ACHIEVE / Personal Development Focus</b>  <b>How The Work Is Assessed</b></p>	Careers Links
1	<p><b>Unit 1: A Explore the Features of Different Businesses and Analyse What Makes Them Successful:</b>            Students will learn about various types of businesses, including sole traders, partnerships, and corporations, and different sectors such as retail, manufacturing, and service industries. They will explore how these businesses operate and what strategies contribute to their success.  <b>Skills Gained:</b> Students develop the ability to identify key characteristics of different business models and sectors, analyse success factors such as competitive advantage and market positioning, and assess the effectiveness of different business strategies.</p> <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> Students develop a drive to understand what makes businesses successful, encouraging them to set high goals for their learning and future careers. By analysing successful businesses, students aspire to apply similar principles in their own lives and potential business ventures.</li> <li>• <b>Collaborative:</b> Understanding various businesses involves group discussions, projects, and presentations, fostering teamwork and collaboration among students as they share insights and learn from each other.</li> <li>• <b>Happy:</b> Exploring a range of businesses allows students to discover industries that align with their passions and interests, leading to a more engaging and enjoyable learning experience.</li> <li>• <b>Integrity:</b> Analysing businesses includes looking at ethical practices, helping students appreciate the importance of integrity in achieving long-term success.</li> <li>• <b>Endurance:</b> Students learn that business success often requires persistence and the ability to overcome challenges, teaching them the value of endurance in their studies and future careers.</li> <li>• <b>Versatility:</b> By studying different business models and industries, students learn to adapt their thinking and approaches, reflecting versatility in problem-solving.</li> <li>• <b>Excellence:</b> Encouraged to analyse what makes businesses excel, students aim for excellence in their own work, striving for thorough research, critical thinking, and high-quality outputs.</li> </ul> <p><b>How The Work Is Assessed:</b> coursework assessment criteria</p> <p><b>Unit 3: A Understand the Importance of Managing Personal Finance</b>            This unit focuses on the critical aspects of personal finance management. Students learn about different types of personal income and expenditure, budgeting, and the significance of maintaining good credit. The unit also covers the risks and benefits of borrowing, saving, and investing, along with how to protect oneself from financial fraud.  <b>Skills Gained:</b></p> <ul style="list-style-type: none"> <li>✓ <b>Budgeting Skills:</b> Ability to create and manage a personal budget effectively.</li> <li>✓ <b>Financial Planning:</b> Skills in setting financial goals and developing strategies to achieve them.</li> <li>✓ <b>Risk Management:</b> Understanding of financial risks and how to mitigate them.</li> </ul>	<p><b>Business Analyst:</b> Analyses the features of businesses to identify areas for improvement and to understand what makes certain businesses successful.</p> <p><b>Management Consultant:</b> Advises businesses on improving performance by analysing company features and success factors.</p> <p><b>Entrepreneur:</b> Uses knowledge of successful business features to establish and grow a new business.</p> <p><b>Summary:</b> This unit helps you understand the key characteristics that contribute to the success of different types of businesses, providing the analytical skills necessary to assess and improve business performance.</p> <p><b>Financial Advisor:</b> Helps individuals manage their personal finances, including budgeting, saving, and investing, to ensure financial stability and growth.</p> <p><b>Credit Analyst:</b> Assesses an individual's or company's creditworthiness, which involves understanding personal finance management to determine the risk level of lending money.</p>

	<p>✓ <b>Decision-Making:</b> Improved decision-making regarding borrowing, saving, and investing.</p> <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> Students set high aspirations for their financial future by understanding how to manage their personal finances effectively, aiming for financial independence and security.</li> <li>• <b>Collaborative:</b> Through group discussions and activities, students learn from each other’s financial experiences and strategies.</li> <li>• <b>Happy:</b> Financial literacy provides students with the confidence to make informed financial decisions, contributing to overall happiness and well-being.</li> <li>• <b>Integrity:</b> Managing personal finance teaches students the importance of honesty in financial dealings, such as being truthful in budgeting and managing debts.</li> <li>• <b>Endurance:</b> Students learn to persist in saving and budgeting, understanding that long-term financial health requires ongoing effort and discipline.</li> <li>• <b>Versatility:</b> The ability to adapt to different financial situations, such as changes in income or unexpected expenses, is a key learning outcome.</li> <li>• <b>Excellence:</b> Students aim to excel in managing their finances by creating detailed and effective financial plans that reflect careful consideration and planning.</li> </ul> <p><b>How The Work Is Assessed:</b> Unit assessments/ timed exam questions in lesson followed by reflection lessons on assessments.</p>	<p><b>Personal Banker:</b> Provides clients with personalized advice on managing their finances, including savings, loans, and investments, often based on a deep understanding of personal finance management.</p>
2	<p><b>Unit 1: B Investigate How Businesses Are Organised:</b> This section covers the organizational structures of businesses, including hierarchical, flat, matrix, and divisional structures. Students will examine how roles and responsibilities are distributed within an organization and the impact of organizational structure on business operations.</p> <p><b>Skills Gained:</b> Students gain skills in understanding and evaluating different organizational structures, analysing how these structures affect communication and efficiency, and assessing the suitability of different structures for various business types.</p> <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> Students are motivated to learn about complex organizational structures and how they contribute to the efficiency and success of a business, driving them to seek understanding beyond the basics.</li> <li>• <b>Collaborative:</b> Investigating business organization often involves group work, where students must collaborate to piece together how different departments and functions interrelate.</li> <li>• <b>Happy:</b> Gaining insights into how businesses operate internally can spark interest in various career paths, leading to a more fulfilling learning experience.</li> <li>• <b>Integrity:</b> Understanding business organization includes learning about transparent and ethical management practices, fostering a sense of integrity in students’ own approaches.</li> <li>• <b>Endurance:</b> The complexity of business structures can be challenging, requiring students to persist through difficult concepts and scenarios.</li> <li>• <b>Versatility:</b> Students learn about different organizational models and adapt their thinking to understand each one, enhancing their versatility in learning and applying new concepts.</li> </ul>	<p><b>Operations Manager:</b> Oversees the day-to-day operations of a business, ensuring it is organized efficiently.</p> <p><b>Human Resources Manager:</b> Manages how a business organizes its workforce, ensuring roles are clearly defined and staff are effectively utilized.</p> <p><b>Corporate Strategist:</b> Designs and implements organizational structures that align with business goals.</p> <p><b>Summary:</b> This unit explores the organizational structures and hierarchies within businesses, giving insight into how companies are managed and how efficient organization contributes to success.</p>

	<ul style="list-style-type: none"> <li>• <b>Excellence:</b> Through detailed investigation and analysis, students are encouraged to produce work that reflects a deep understanding of business organization, aiming for excellence in their assignments.</li> </ul> <p><b>How The Work Is Assessed:</b> coursework assessment criteria</p> <p><b>Unit 3: B Explore the Personal Finance Sector</b></p> <p>This unit introduces students to the personal finance sector, including various financial institutions, products, and services available to consumers. It explores how financial organizations operate and the regulatory environment that governs them. Students also learn about consumer rights and responsibilities.</p> <p><b>Skills Gained:</b></p> <ul style="list-style-type: none"> <li>✓ <b>Industry Knowledge:</b> Understanding of the personal finance industry, including key players and regulations.</li> <li>✓ <b>Analytical Skills:</b> Ability to compare and contrast financial products and services.</li> <li>✓ <b>Consumer Awareness:</b> Improved awareness of consumer rights and responsibilities within the financial sector.</li> <li>✓ <b>Critical Thinking:</b> Critical evaluation of the effectiveness of financial products in meeting consumer needs. <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> Students are encouraged to explore career opportunities in the personal finance sector, with the ambition of contributing to or leading in this field.</li> <li>• <b>Collaborative:</b> Exploring the sector may involve teamwork, such as researching companies or trends, which fosters collaborative learning.</li> <li>• <b>Happy:</b> Understanding the sector helps students feel more confident about their career choices, contributing to their happiness and satisfaction.</li> <li>• <b>Integrity:</b> Students learn the importance of ethical practices in finance, such as fair lending and responsible investment.</li> <li>• <b>Endurance:</b> Understanding the sector requires persistence in researching and staying updated with financial trends and regulations.</li> <li>• <b>Versatility:</b> Students develop the ability to adapt to the fast-paced changes in the finance sector, ensuring they remain informed and relevant.</li> <li>• <b>Excellence:</b> Striving for excellence by critically analysing the sector and understanding its impact on the economy and society.</li> </ul> </li> </ul> <p><b>How The Work Is Assessed:</b> Unit assessments/ timed exam questions in lesson followed by reflection lessons on assessments</p>	<p><b>Mortgage Advisor:</b> Specializes in helping individuals navigate the mortgage process, requiring knowledge of the personal finance sector to match clients with suitable mortgage products.</p> <p><b>Insurance Broker:</b> Advises clients on the best insurance products for their personal and financial situation, relying on an understanding of the personal finance sector to assess risks and benefits.</p> <p><b>Investment Consultant:</b> Offers advice on investment opportunities tailored to an individual's financial goals and risk tolerance, necessitating a strong grasp of the personal finance sector.</p>
3	<p><b>Unit 1: C Examine the Environment in Which Businesses Operate:</b></p> <p>Students will study the external environment affecting businesses, including economic, legal, technological, and social factors. This includes examining PESTLE (Political, Economic, Social, Technological, Legal, and Environmental) analysis to understand how external factors influence business decisions and performance.</p> <p><b>Skills Gained:</b> Students develop the ability to analyse how external factors impact businesses, apply PESTLE analysis to real-world scenarios, and anticipate potential challenges and opportunities arising from environmental changes.</p> <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> By studying the external environment (economic, social, legal, etc.), students are driven to understand broader influences on business success and aspire to influence these factors in their future careers.</li> </ul>	<p><b>Business Development Manager:</b> Identifies and capitalizes on opportunities within the business environment.</p> <p><b>Economist:</b> Studies the external business environment to forecast economic trends and their impact on businesses.</p>

- **Collaborative:** This area often requires students to work together to analyse how different environmental factors affect businesses, fostering teamwork and shared learning experiences.
- **Happy:** Understanding the business environment can lead to a greater appreciation of how businesses contribute to society, enhancing students' engagement and satisfaction with the subject.
- **Integrity:** Examining ethical and legal environments encourages students to consider the role of integrity in business decisions and operations.
- **Endurance:** The complexity of the business environment, with its constantly changing factors, teaches students the importance of perseverance in staying informed and adaptable.
- **Versatility:** Students must adapt their understanding to a variety of external factors, reflecting versatility in their approach to problem-solving and analysis.
- **Excellence:** Analysing the business environment requires a high level of critical thinking and research, pushing students to strive for excellence in their evaluations and reports

**How The Work Is Assessed:** coursework assessment criteria

### Unit 3: C Understand the Purpose of Accounting

This unit provides an overview of the role of accounting in business. It explains fundamental accounting concepts, principles, and techniques. Students learn about different types of financial statements and their purposes, including how accounting information supports business decision-making.

#### Skills Gained:

- ✓ **Numeracy Skills:** Enhanced ability to work with financial data and figures.
- ✓ **Financial Literacy:** Understanding of accounting terminology and principles.
- ✓ **Analytical Thinking:** Ability to interpret and analyse financial statements.
- ✓ **Problem-Solving:** Application of accounting concepts to solve business problems.
  - **Ambitious:** Students set goals to master accounting principles, which are crucial for any business success.
  - **Collaborative:** Working on accounting tasks in groups helps students appreciate different perspectives and approaches.
  - **Happy:** Mastery of accounting concepts gives students confidence in their ability to contribute to a business's financial health, which is satisfying and rewarding.
  - **Integrity:** Accounting emphasizes the need for accuracy, honesty, and transparency, reinforcing ethical behaviour.
  - **Endurance:** Students must be diligent and persistent in their studies, as accounting requires attention to detail and consistency.
  - **Versatility:** Understanding accounting allows students to adapt to various business environments and financial situations.
  - **Excellence:** Excellence in accounting is reflected in precise and accurate financial reporting and analysis, which students strive to achieve.

**Compliance Officer:** Ensures that businesses operate within the legal and regulatory environment.

**Summary:** Understanding the external factors that influence businesses, such as economic, social, legal, and technological environments, is crucial for making informed business decisions.

**Accountant:** Manages and analyses financial records, ensuring the financial health of an organization and compliance with regulations, based on an understanding of accounting principles.

**Auditor:** Examines and verifies financial statements to ensure accuracy and integrity, relying on a deep understanding of accounting practices.

**Tax Advisor:** Provides guidance on tax planning and compliance, using accounting knowledge to minimize tax liabilities and maximize financial efficiency.

	<p><b>Unit 3: D Select and Evaluate Different Sources of Business Finance</b></p> <p>In this unit, students explore various sources of finance available to businesses, from internal to external sources, including loans, equity, and grants. The unit also covers the advantages and disadvantages of each source, helping students to understand how businesses can finance their operations effectively.</p> <p><b>Skills Gained:</b></p> <ul style="list-style-type: none"> <li>✓ <b>Evaluation Skills:</b> Ability to assess the suitability of different financial sources for a business.</li> <li>✓ <b>Decision-Making:</b> Improved skills in selecting the most appropriate financing options based on business needs.</li> <li>✓ <b>Financial Planning:</b> Understanding the impact of finance choices on business operations and growth.</li> <li>✓ <b>Risk Assessment:</b> Identifying and mitigating financial risks associated with different funding sources. <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> Students aim to understand and select the best sources of finance, which can drive business growth and success.</li> <li>• <b>Collaborative:</b> Group discussions and projects on evaluating finance options help students learn collaboratively, sharing insights and strategies.</li> <li>• <b>Happy:</b> Making informed financial decisions contributes to the success of business ventures, leading to satisfaction and confidence.</li> <li>• <b>Integrity:</b> Ethical considerations in selecting and recommending finance sources are paramount, teaching students to prioritize honesty and fairness.</li> <li>• <b>Endurance:</b> The process of evaluating various finance sources requires thorough research and persistence.</li> <li>• <b>Versatility:</b> Students learn to adapt to different financing scenarios and challenges, ensuring they can make informed decisions in various contexts.</li> <li>• <b>Excellence:</b> Excellence is demonstrated in the ability to critically evaluate finance options and recommend the best course of action.</li> </ul> </li> </ul> <p><b>How The Work Is Assessed:</b></p> <p>Unit assessments/ timed exam questions in lesson followed by reflection lessons on assessments</p>	<p><b>Corporate Finance Analyst:</b> Assesses and selects appropriate financing options for businesses, ensuring that funding is aligned with the company's strategic goals.</p> <p><b>Venture Capitalist:</b> Evaluates start-ups and businesses for potential investment, deciding on the best financing structures to support growth and profitability.</p> <p><b>Financial Manager:</b> Oversees the financial activities of a company, including the selection and management of business finance sources to optimize financial health.</p>
4	<p><b>Unit 1: D Examine Business Markets:</b></p> <p>This involves exploring different market structures (e.g., monopoly, oligopoly, and perfect competition), market segmentation, and consumer behaviour. Students will learn how businesses identify and target specific markets and adapt their strategies accordingly.</p> <p>Skills Gained: Students enhance their skills in market analysis, including understanding market dynamics and consumer behaviour, identifying market opportunities, and developing strategies to target different market segments effectively.</p> <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> Students are encouraged to set high standards in their understanding of how markets operate and aspire to apply this knowledge in their future careers.</li> <li>• <b>Collaborative:</b> The study of markets often involves group projects and discussions, fostering a collaborative learning environment where students learn from one another.</li> <li>• <b>Happy:</b> Understanding business markets can be intellectually stimulating and rewarding, particularly when students see the real-world relevance of what they are learning.</li> </ul>	<p><b>Market Research Analyst:</b> Analyses market conditions to determine potential sales of a product or service.</p> <p><b>Sales Manager:</b> Develops strategies to target specific business markets effectively.</p> <p><b>Marketing Manager:</b> Plans and executes strategies to enter and succeed in competitive markets.</p>

- **Integrity:** Analysing markets includes understanding fair competition and ethical practices, instilling a sense of integrity in students' approach to business.
- **Endurance:** The complexity of market dynamics requires students to persist in their studies, developing endurance as they navigate challenging concepts.
- **Versatility:** As markets can change rapidly, students must be versatile in their learning and application of market theories and practices.
- **Excellence:** To thoroughly understand business markets, students are encouraged to produce work that is well-researched and demonstrates a high level of critical analysis, aiming for excellence.

**How The Work Is Assessed:** coursework assessment criteria

### Unit 3: E Break-Even and Cash Flow Forecasts

This unit focuses on the financial planning tools used by businesses, such as break-even analysis and cash flow forecasting. Students learn how to create and interpret break-even charts and cash flow forecasts, understanding their importance in managing a business's finances.

#### Skills Gained:

- ✓ **Analytical Skills:** Ability to perform break-even analysis and create cash flow forecasts.
- ✓ **Financial Planning:** Skills in predicting financial outcomes and planning for business sustainability.
- ✓ **Problem-Solving:** Identifying potential cash flow problems and proposing solutions.
- ✓ **Data Interpretation:** Enhanced ability to interpret financial data and use it for decision-making.
  - **Ambitious:** Mastering these financial tools allows students to contribute to the financial planning and stability of a business, which is a key ambition for many.
  - **Collaborative:** Students often work in groups to create and analyse forecasts, fostering teamwork and shared learning.
  - **Happy:** Confidence in using these tools leads to a sense of accomplishment and satisfaction, as students can predict and plan for business success.
  - **Integrity:** Accurate and honest forecasting is crucial, as it impacts business decisions and strategies, reinforcing the value of integrity.
  - **Endurance:** Students must be persistent in refining their forecasts, as they often require adjustments and detailed analysis.
  - **Versatility:** The ability to create and adapt forecasts to different business scenarios shows flexibility and critical thinking.
  - **Excellence:** Producing accurate and insightful forecasts reflects a high level of understanding and application of financial principles.

### Unit 3: F Complete Statements of Comprehensive Income and Financial Position and Evaluate a Business's Performance:

**Summary:** This unit involves analysing different business markets, understanding market dynamics, customer needs, and how businesses can position themselves effectively in the marketplace.

**Financial Analyst:** Uses break-even analysis and cash flow forecasts to assess a company's financial viability and guide strategic decisions.

**Business Consultant:** Helps businesses improve financial performance by analysing break-even points and cash flow forecasts to optimize operations and profitability.

**Entrepreneur:** Manages the financial planning of their own business, using break-even and cash flow forecasts to make informed decisions and ensure long-term sustainability.

**Management Accountant:** Prepares and analyses financial statements to provide insights into a company's performance,

In this unit, students learn how to prepare and analyse key financial statements, including statements of comprehensive income and financial position. The unit also covers how to evaluate a business's financial performance using ratio analysis and other financial indicators.

**Skills Gained:**

- ✓ **Technical Accounting Skills:** Ability to prepare accurate financial statements.
- ✓ **Financial Analysis:** Proficiency in using financial ratios to evaluate business performance.
- ✓ **Critical Thinking:** Critical evaluation of a business's financial health.
- ✓ **Attention to Detail:** Precision in handling financial data and ensuring accuracy in financial reporting.
  - **Ambitious:** Students aspire to accurately produce and interpret financial statements, a key skill in business management.
  - **Collaborative:** Group work in preparing and analysing financial statements encourages collaboration and sharing of expertise.
  - **Happy:** Achieving proficiency in financial analysis contributes to student satisfaction, as it is a critical skill in business.
  - **Integrity:** Ethical practices are vital in financial reporting, ensuring that students value and practice honesty in their work.
  - **Endurance:** Completing and analysing financial statements requires persistence, attention to detail, and a strong work ethic.
  - **Versatility:** Students learn to handle various financial scenarios, adapting their analysis and reporting skills to different business contexts.
  - **Excellence:** Excellence is demonstrated in the accurate preparation and insightful analysis of financial statements, helping businesses succeed.

**How The Work Is Assessed:**

Unit assessments/ timed exam questions in lesson followed by reflection lessons on assessments

helping management make informed decisions.

**Financial Controller:** Oversees the preparation of financial reports, including comprehensive income statements and financial position statements, ensuring accuracy and strategic relevance.

**Financial Consultant:** Evaluates business performance through detailed analysis of financial statements, offering recommendations to improve profitability and efficiency.

5	<p><b>Unit 3: Exam</b></p> <p><b>Unit 1: E Investigate the Role and Contribution of Innovation and Enterprise to Business Success:</b> Students will examine how innovation and entrepreneurship drive business success. This includes studying examples of innovative practices, entrepreneurial strategies, and how businesses foster a culture of innovation.</p> <p><b>Skills Gained:</b> Students learn to evaluate the role of innovation in competitive advantage, understand the processes of entrepreneurial activity, and assess how businesses can cultivate and manage innovation to drive growth and success.</p> <ul style="list-style-type: none"> <li>• <b>Ambitious:</b> Students are inspired to think creatively and ambitiously about how innovation drives business success, motivating them to apply these ideas in their own endeavours.</li> <li>• <b>Collaborative:</b> Innovation often stems from collaboration; in studying this, students learn the value of teamwork and collective problem-solving.</li> <li>• <b>Happy:</b> Engaging with innovation and enterprise can be exciting and empowering, contributing to a positive and stimulating learning environment.</li> <li>• <b>Integrity:</b> Students examine the ethical implications of innovation, ensuring that integrity is a key consideration in driving business success.</li> <li>• <b>Endurance:</b> Innovation requires persistence, and students learn that continuous effort and resilience are essential to bring new ideas to fruition.</li> <li>• <b>Versatility:</b> Innovation demands adaptability, and students must be versatile in their thinking, applying diverse skills and knowledge to develop new ideas.</li> <li>• <b>Excellence:</b> In investigating innovation, students strive for excellence by pushing the boundaries of traditional thinking and producing creative, well-researched work that reflects a deep understanding of the subject</li> </ul>	<p><b>Innovation Manager:</b> Drives innovation within a company to improve products, services, and processes.</p> <p><b>Product Development Manager:</b> Oversees the development of new products, ensuring they meet market needs.</p> <p><b>Venture Capitalist:</b> Invests in innovative businesses with high growth potential, assessing their innovative contributions as a key success factor.</p> <p><b>Summary:</b> This unit focuses on how innovation and enterprise drive business success, exploring how businesses can remain competitive through continuous improvement and creative problem-solving.</p>
6	<p><b>Unit 1: E Investigate the Role and Contribution of Innovation and Enterprise to Business Success (Continued).</b> <b>How The Work Is Assessed:</b> coursework assessment criteria</p>	