

# Business Studies – Key Stage Five

## AQA Applied General Business

This qualification is aimed at 16-18 students 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).

Previous study of business at KS4 is an advantage, but not a requirement of the course.

The course is divided into 2 qualifications to be studied over 2 years:

### **Year 12 - Level 3 Certificate in Applied Business**

Focus is on four themes: people, markets, finance and operational delivery. The qualification is split into units to address these themes so that content is coherent and joined up.

### **Year 13 - Level 3 Extended Certificate in Applied Business**

Students gain a broad understanding of business topics and consider how to plan and deliver a product or a service.

#### **Both qualifications are supported by the following higher education institutes:**

- Birmingham City University
- Edge Hill University
- Staffordshire University
- University of Bath
- University of Wolverhampton

In the qualification, 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.

Year 12 - Term 1 Financial planning and analysis  External assessment	Financial issues enterprises need to consider. Students explore ways enterprises can be owned and financed. Students will need to understand the issues that enterprises face concerning cash-flow and be able to calculate profit, break-even and cash-flow. They will use this information along with final accounts and market information to make business decisions.
Term 2 - Business dynamics  Coursework	Human, physical and financial resources are essential for the success of business organisations. Students will investigate factors contributing to the success of businesses, focussing on the role of managers, supervisors and employees. They will consider how businesses organise themselves and will develop the ability to analyse and evaluate the effectiveness of

	organisational structures. In this unit students will study Merlin Entertainments the company behind Alton Towers and Thorpe Park.
Term 3 - Entrepreneurial opportunities  Externally assessed coursework	Students develop an understanding of entrepreneurial opportunities and investigate how individuals can exploit these through personal enterprise, e.g. offering a service. They will consider opportunities for their own personal enterprise, a given context and propose marketing and operations activities to take advantage of the entrepreneurial opportunity. In this unit students will study Sports Direct.

Recommended texts or websites to support learning:

Business Review magazine – available in college

BBC News business pages

Tutor2u.net

BBC Bitesize; textbook or website

Financial sections of any broadsheet newspaper