

# Business Management

**3**  
UNITS

**UNDERSTANDING BUSINESS**  
**MANAGEMENT OF PEOPLE AND FINANCE**  
**MANAGEMENT OF MARKETING AND OPERATIONS**

+  
COURSE  
ASSESSMENT

**QUESTION PAPER + ASSIGNMENT**  
70 marks                      30 marks  
2 hours 15 minutes

The Scottish Qualifications Authority (SQA) Higher Business Management subject webpage can be found [here](#). The Revision in a Nutshell series is designed to complement class learning and revision. You can find the series at [www.parentforumscotland.org](http://www.parentforumscotland.org). Please check with your teachers that these resources are relevant to you. See also SQA information on the Higher Business Management Assignment [here](#) and our Higher Business Management in a Nutshell [here](#).

## Past Papers, Specimen Question Paper and Exemplar Question Paper

Higher Business Management	
<a href="#">2015 Past Paper</a>	<a href="#">Marking Instructions</a>
<a href="#">Specimen Question Paper and Marking Instructions</a>	
<a href="#">Exemplar Question Paper and Marking Instructions</a>	

After completing the SQA Past Paper, Specimen Question Paper or Exemplar Question Paper, look at the marking instructions. These often contain course content and they will help you to improve your exam technique. Ensure that you familiarise yourself with the above Question Papers: these are what your exam will look like.

### Past Papers from the previous Higher Business Management Course

Useful SQA past paper questions are listed below. For direct links to past papers, click on the year (ie click on '2013') in the table below where you will find questions relevant to the current Higher Business Management Course. Some topics may be new for the current Course and therefore do not have past questions; be sure to revise all of your topics. Marking instructions for past papers can be accessed in the column 'Answers'.

Paper Name and Year	Paper	Section	Question Numbers	Answers
Higher Business Management				
<a href="#">2014</a>				<a href="#">Marking Instructions</a>
<a href="#">2013</a>	Paper 1	Section 1	2, 4, 6, 7, 8	<a href="#">Marking Instructions</a>
		Section 2	1a, 1b, 1c, 1d, 2a i, 2a ii, 2b, 2c, 2d, 2f, 3a, 3b, 3c, 3d, 3e, 3f, 4a, 4b, 4c, 4e, 5b, 5c, 5d, 5e	
<a href="#">2012</a>	Paper 1	Section 1	3, 4, 5	<a href="#">Marking Instructions</a>
		Section 2	1a, 1b, 1d, 2a, 2b i, 2b ii, 2c, 2d, 3d, 3e, 4a, 4b, 4c, 5a, 5c, 5d, 5e	
<a href="#">2011</a>	Paper 1	Section 1	2, 3, 5, 7	<a href="#">Marking Instructions</a>
		Section 2	1a, 1b, 1d, 1e, 2b, 2d ii, 3a, 3b ii, 3c, 3d, 4a, 4b, 4d ii, 5e	

## Useful Websites

[BBC Bitesize](#)

[SCHOLAR](#)

Materials for Higher Business Management are available.  
Contact your school for your SCHOLAR password and username.  
Parents/guests can [email](#) SCHOLAR for a password/username.

### Schools

*Most materials relate to the previous Higher but many topics are still relevant*

[Kinross High School](#)

Look under 'Resources' for PowerPoints and notes for previous Higher

[HSN](#)

### Education Scotland

[Business Enterprise \(previous Higher\)](#)

[Marketing and Operations \(previous Higher\)](#)

[Financial Management and Human Resource Management \(previous Higher\)](#)

### Others

[A Higher Business Management blog](#)

[Slideshare](#)

[YouTube](#)

Various helpful videos (see links on the right)

[Business Dictionary](#)

Useful terminology

[Business Case Studies](#)

Business topics and examples



 the National Parent  
Forum of Scotland

[www.parentforumscotland.org](http://www.parentforumscotland.org)

[enquiries@parentforumscotland.org](mailto:enquiries@parentforumscotland.org)

 [parentforumscotland](https://www.facebook.com/parentforumscotland)

 [parentforumscot](https://twitter.com/parentforumscot)