

# HIGHERS IN A NUTSHELL

The National Parent Forum of Scotland Summary of Higher Business Management

BUSINESS  
MANAGEMENT  
SOCIAL STUDIES

CfE  
HIGHER

3  
UNITS

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

+  
COURSE  
ASSESSMENT

**ASSIGNMENT + QUESTION PAPER**



## Skills

Learners will be able to understand:

- the ways in which society relies on businesses and other organisations to satisfy its needs
- a range of methods businesses and other organisations use to ensure customers' needs are met
- enterprising skills and attributes by studying relatively complex business issues
- business-related financial matters
- the ways businesses and other organisations can use resources to achieve maximum efficiency
- the steps taken by businesses and other organisations to improve overall performance and effectiveness
- the main effects that external influences, such as economic impact and sustainability, have on large organisations



## Opportunities for Learners

Learners will be able to:

- gain knowledge of the business environment
- understand how people contribute to business success
- find out about a range of business-based career opportunities that are available within all business sectors
- develop an enterprising attitude and critical appreciation of taking calculated risks in a business context
- gain an in-depth understanding of the importance to businesses of being customer-focused
- interpret, analyse and evaluate a range of complex business-related information to make critical, ethical, responsible and effective business decisions



## Assessment

- To gain Higher Business Management, learners must pass the three Units and the Course Assessment (Assignment and Question Paper for 100 marks)
- Units are assessed as pass or fail by the school/centre and are quality assured by the SQA. Achievement of Units is recorded on the learner's qualifications certificate
- The SQA has provided examples of Unit assessments that teachers/lecturers can use as they are, or adapt to suit the needs of their learners
- The Course Assessment consists of an Assignment (30 marks) and a Question Paper (exam for 70 marks) which is in two sections (see below). These are marked externally by the SQA
- Higher Business Management is graded from A to D or as No Award.



**Question Paper** Section 1: Case Study (30 marks)

Section 2: Four topic-based questions (40 marks)

2 hours 15 minutes

70 marks

Specimen Paper [www.sqa.org.uk/files\\_ccc/BusinessManagementSQPH.pdf](http://www.sqa.org.uk/files_ccc/BusinessManagementSQPH.pdf)

**Assignment**

Learners will research, analyse and evaluate information on a business-related topic and write this up as a report under timed conditions

1 hour 30 minutes

30 marks



**Progression** Higher courses can stand alone or follow on from National 5 qualifications and may lead to Advanced Highers, the Scottish Baccalaureate and a range of qualifications within Further and Higher Education.



For course information, specimen question papers and past paper guidance visit:

Higher Business Management: [www.sqa.org.uk/sqa/45693.html](http://www.sqa.org.uk/sqa/45693.html)

Curriculum for Excellence Key Terms and Features Factfile

[www.educationscotland.gov.uk/Images/CfEFactfileOverview\\_tcm4-665983.pdf](http://www.educationscotland.gov.uk/Images/CfEFactfileOverview_tcm4-665983.pdf)

Further Information for Parents and Learners Information on assessment, skills,

progression, revision resources and summaries of National Qualifications

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



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