

# Business Management

## SOCIAL STUDIES



### Content

The course has five areas of study:

- Understanding business
- Management of marketing
- Management of operations
- Management of people
- Management of finance



### 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

- The course will be assessed through a question paper (exam) and an assignment, which will be marked by SQA and graded A to D.
- The question paper makes up 75% of the total assessment mark.
- The assignment makes up 25% of the total assessment mark. Learners select an appropriate business and topic, research and analyse information, and produce a business report using given headings.



### Question Paper

Section 1: Case Study (30 marks)  
Section 2: Four topic-based questions (60 marks)

2 hours 15 minutes  
90 marks

Specimen Paper [www.sqa.org.uk/pastpapers/findpastpaper.htm](http://www.sqa.org.uk/pastpapers/findpastpaper.htm)

### Assignment

The assignment is completed independently but is designed to take about 8 hours. Learners carrying out field research may need more time.

8 hours (approx.)  
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

Education Scotland: <https://education.gov.scot/nationalqualifications>

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)



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)