

Business Management

Higher

Recommended Entry Requirements

National 5
Business
Management

Progression through Business Management

Advanced
Higher
Business

Related
HNC/HND
courses

Related
degree
courses



Course Content

Understanding business

Candidates develop their understanding of how large organisations in the private, public and third sectors operate, make decisions and pursue their strategic goals. They analyse the impact that internal and external environments have on an organisation's activity and consider the implications of these factors.

Management of marketing

Candidates develop their understanding of the importance of effective marketing systems to large organisations. They learn about the relevant theories, concepts and procedures used by organisations to improve competitiveness and customer satisfaction.

Management of operations

Candidates develop their understanding of the importance of effective operations systems to large organisations. They learn about the relevant theories, concepts and procedures used by organisations to improve and/or maintain quality, and the importance of satisfying both internal and external customers' needs.

Management of people

Candidates develop their understanding of the issues that large organisations face when managing people. They learn about the relevant theories, concepts and procedures used by organisations when dealing with staff, including retention, training, leadership and motivation.

Management of finance

Candidates develop their understanding of the issues that large organisations face when managing finance. They learn about the relevant theories, concepts and procedures used by organisations in financial situations.

Skills Developed

The course highlights the different ways in which large organisations operate. Candidates learn to understand and make use of business information to interpret and report on overall business performance, in a range of contexts. Using current business theory and practice, the course reflects the integrated nature of large organisations, their functions and decision-making processes.

Assessment

Assignment

8 hours - 30 marks

Question Paper

2 hours, 45 minutes - 90 marks

Related Careers

Studying Business readies pupils for a range of employment or training opportunities such as accountancy, advertising, banking, investment and financial services, general management, HR/personnel management, consultancy, public relations and retail management.

Some famous faces who went to Business School include Wanda Sykes, Lionel Richie, Eddie Izzard, Ivanka Trump and Mick Jagger!

