

## Edexcel AS & A Level Business

### Course Overview

Want to know how to do business successfully? Studying business helps to gain an understanding of how businesses work on all levels - from the customer-facing 'front line' right up to important decisions made in the boardroom. Great preparation if you want to work at a high level in business or even set up your own! In the first year of study, students are introduced to business by building a knowledge of core concepts and applying them to practical contexts to develop a broad understanding of how businesses work. In the second year, breadth and depth of knowledge and understanding, with applications to a wider range of contexts and more complex business information, are developed requiring students to take a more strategic view of business opportunities and issues.

### Course Content

#### Year 12

**Theme 1:** Marketing and people - topics are: meeting customer needs, the market, marketing mix and strategy, managing people, entrepreneurs and leaders.

**Theme 2:** Managing business activities - topics are: raising finance, financial planning, managing finance, resource management, external influences.

#### Year 13

**Theme 3:** Business decisions and strategy - topics are: business objectives and strategy, business growth, decision-making techniques, influences on business decisions, assessing competitiveness, managing change.

**Theme 4:** Global business - topics are: globalisation, global markets and business, expansion, global marketing, global industries and companies (multinational corporations).

### Assessment

**AS level Business** (undertaken by students on 1 year course covering Y12 themes only) - x2 90 minute papers, equally weighted, each covering content from Themes 1 & 2.

**A level Business** (undertaken by students on 2 year course covering all themes) - x3 120 minute papers as follows:

- Paper 1 (35%) covering Themes 1 & 4
- Paper 2 (35%) covering Themes 2 & 3
- Paper 3 (30%) covering all 4 themes

### Entry Requirements

5 Grade A\*-C or (9-5) at GCSE including English Language and Maths.

If Business/Economics is studied at GCSE, a minimum of Grade C (5) is required (this is not a pre-requisite).

### Progression

Undergraduate degrees at UK wide universities in areas such as business management, accountancy and finance, human resource management, marketing and international business. A wide range of apprenticeships and careers ranging from banking, sales, and general management to working in public sector organisations or charities.

### Course Contact

Fiona Harrington

[harrington.f@trinitycatholiccollege.org.uk](mailto:harrington.f@trinitycatholiccollege.org.uk)

