

Pearson BTEC Level 3 National Extended Certificate in Business



Year 12

Year 13

Term 1

Unit 1: Exploring Business course work

Unit 3: Personal and Business Finance - External assessment

Unit 2: Developing a Marketing Campaign - external assessment

Unit 14: Investigating Customer Service - course work

Term 2

Unit 1: Exploring Business course work

Unit 3: Personal and Business Finance - External assessment

Unit 2: external exam in January

Unit 3: Resits if needed in January

Unit 14: Investigating Customer Service - course work

Term 3

Unit 1: Exploring Business course work

Unit 3 Exam sat in May

Unit 2: Developing a Marketing Campaign - external assessment

Unit 14: Investigating Customer Service - course work

Resits for external exam units 2 & 3 in May

AQA A level Business



Term 1

3.1 What is business?

3.5 Decision making to improve financial performance

3.4 Decision making to improve operational performance

3.8 Choosing strategic direction
3.9 Strategic methods: how to pursue strategies

3.7 Analysing the strategic position of a business

Term 2

3.4 Decision making to improve operational performance

3.3 Decision making to improve marketing performance

3.9 Strategic methods: how to pursue strategies
3.10 Managing strategic change

3.7 Analysing the strategic position of a business

Term 3

3.6 Decision making to improve human resource performance

3.2 Managers, leadership and decision making

Revision & exam practice

Three papers all 100 marks and 2hrs each

Year 12

Year 13