Higher Business Management (Course Code: C810 76)

SCQF Level 6 (24 Credit Points)

Why study Business Management?

We all rely on businesses to create wealth, prosperity, jobs and choices. Studying Business Management gives you the opportunity to develop important skills such as problem solving, communication, planning and organising. You will learn through real-life business contexts how organisations operate.

These skills are valuable in a wide range of career sectors but are particularly useful if you are interested in entering the world of business — whether as a manager, employee or self-employed person.

Career Pathways

To see what career areas this subject could lead to and the routes to get there, download and view these career pathways:

[Administration and Management](#)

[Animals, Land and Environment](#)

[Buying, Selling and Related Work](#)

[Communication and Media](#)

[Finance](#)

[Hospitality, Leisure and Tourism](#)

[Housing, Property and Facilities](#)

What do I need to get in?

Entry is at the discretion of the school or college but you would normally be expected to have:

- **National 5 Business Management**
- **National 5 Economics**

What will I study?

The course consists of **five** areas of study.

Understanding Business

You will:

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

Management of marketing

You will:

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

Management of operations

You will:

- develop your understanding of the importance of effective operations systems to large organisations
- 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

You will:

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

Management of finance

You will:

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

How will I be assessed?

The course assessment has **two** components **totalling 120 marks**:

- Component 1: question paper – worth 90 marks (consisting of two sections: section 1 worth 30 marks, and section 2 worth 60 marks)
- Component 2: assignment – worth 30 marks.

For the assignment component, you will choose a topic to research, analyse information and produce a business report your findings, detailing the appropriate conclusions and/or your recommendations.

Both the question paper and the assignment are set and externally marked by the Scottish Qualifications Authority (SQA).

The grade awarded is based on the total marks achieved across course assessment.

The course assessment is graded A-D.

Study Materials

- [SQA Past Papers Business Management Higher](#)
- [SQA Specimen Paper Business Management Higher](#)
- [SQA Understanding Standards Business Management](#)
- [BBC Bitesize Business Management Higher](#)
- [Ushare Study Resources](#)

What can I go on to next?

If you complete the course it may lead to:

- **Advanced Higher Business Management**

Further study, training or employment in:

- Administration and Management
- Animals, Land and Environment
- Buying, Selling and Related Work
- Communications and Media
- Finance
- Hospitality, Leisure and Tourism
- Property and Facilities
- Transport and Distribution