

Higher Business Management (Course Code: C810 76)

SCQF Level 6 (24 Credit Points)

Why study Business Management?

Higher Business Management is all about understanding how businesses work and how they create jobs, wealth, and opportunities. By studying this course, you'll develop essential skills like problem-solving, communication, planning, and organisation – skills that are super useful in any career.

You'll learn about real businesses and how they operate, giving you an inside look at everything from managing teams to making important decisions. Whether you're thinking about becoming a manager, working in a business, or even starting your own, these skills will give you a strong foundation.

This course is perfect if you're interested in the business world and want to get a deeper understanding of what makes businesses tick, setting you up for success in a wide range of industries.

What do I need to get in?

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

- **National 5 Business Management**

What will I study?

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

Understanding Business

You'll learn how big organisations in different sectors (like private, public, and third sectors) operate and make decisions. You'll also look at how both internal and external factors, like the economy or tech changes, affect businesses and their goals.

Management of Marketing

Here, you'll get to grips with how marketing systems work in large companies. You'll study theories and strategies that businesses use to stay competitive and keep customers happy.

Management of Operations

You'll dive into how businesses manage their operations to keep everything running smoothly. This includes looking at how organisations maintain quality and meet the needs of customers, both inside and outside the company.

Management of People

This section focuses on how businesses handle their staff. You'll learn about the challenges of managing people, including training, leadership, motivation, and how companies keep their employees happy and engaged.

Management of Finance

You'll explore how businesses deal with money – from managing budgets to making financial decisions. You'll learn the key concepts and strategies companies use when it comes to finance.

By the end of the course, you'll have a strong understanding of the different areas that make a business work and the skills to make smart decisions in the business world. Whether you want to work in business, run your own company, or just understand how the world of business operates, this course will give you the knowledge you need.

How will I be assessed?

Component 1: Question Paper – 90 marks

This is the written exam, which is made up of two sections. Section 1 is worth 30 marks, and Section 2 is worth 60 marks. You'll be tested on everything you've learned throughout the course, from marketing to finance and everything in between.

Component 2: Assignment – 30 marks

For this part, you'll choose a business-related topic to research. You'll analyse information and write a business report, sharing your findings and offering conclusions or recommendations based on your research.

Both parts are set and marked by the Scottish Qualifications Authority (SQA), and your final grade will be based on your total score across the two assessments. The course is graded A-D, depending on how well you do in both the exam and the assignment.

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](#)