



BE BURY COLLEGE BE READY

VOCATIONAL BUSINESS



Level 1 – BTEC Introductory Diploma in Business

- Entry requirement is 4 GCSE's grades 2+
- Study programme includes Business knowledge, transferrable pre-employment skills, and functional skills Maths & English
- There is also a 1 week Work Experience module
- The qualification is graded; Assessment is 100% internal coursework made up of written assignments, role plays, group work, presentations and discussions
- Guest speakers are invited in from industry
- Focus is on pre-employability and / or progression to level 2

Level 1 - Grades

Qualification	Required guided learning at Pass or above
Diploma	280

Qualification	Available grade range
Diploma	PP to DD

Level 1 – Units to study

- Core
 - Being organised, Working with others, Develop a personal progress plan, Researching a topic
- Business Units
 - Find out about a local business
 - Present a business idea
 - Organise a formal meeting
 - Contribute to running an event
 - Communicate with customers
 - Recording income & expenditure

Level 2 – BTEC Extended Certificate in Business

- Entry requirement is 4 GCSE's grades 3+
- Study programme includes Business knowledge, employment skills, and GCSE Maths & English resit opportunities
- There is also a 1 week Work Experience module
- Assessment is a combination of external exams (Marketing & Finance) and internal coursework made up of written assignments, role plays, group work, presentations and discussions
- Guest speakers are invited in from industry
- Focus is on Employability and / or progression to level 3

Level 2 - Grades

Grade	Points threshold
Level 2 PP	144
Level 2 MP	174
Level 2 MM	204
Level 2 DM	234
Level 2 DD	264
Level 2 D*D	270
Level 2 D*D*	276

Level 2 – Units to study

- Enterprise
- Customer Service
- Business Support
- Marketing (Exam)
- Finance (Exam)
- Enhancing the customer service
- Promoting the brand
- Retail in business
- Recruitment and Selection
- Sales and selling
- Business teams
- Visual Merchandising

Level 3 – OCR Ctech Diploma in Business

- Entry requirement is 4 GCSE's grades 4+ including Maths & English
- It is graded to gain UCAS points (2 A Level equivalent)
- Study programme includes Business knowledge, employment skills, and the possibility of a GCSE Maths or English resit opportunity.
- **There is also an extended Work Experience Industry placement of approximately 10-20 days.**
- Assessment; 4 out of 10 units are externally assessed (exams). The other 6 are internally assessed coursework made up of written assignments, role plays, group work, presentations and discussions.
- Guest speakers are invited in from industry.
- Focus is on employability and / or progression to University.

Level 3 – Grades

- Each unit studied is graded as Pass, Merit or Distinction.
- Pass is equivalent to a grade E, Merit is equivalent to a grade C, and Distinction is equivalent to a grade A grade at A Level

Grade	UCAS points
PP	32
MP	48
MM	64
DM	80
DD	96
DD*	104
D*D*	112

Level 3 (Diploma) – Units to study

- The Business Environment
- Working in Business
- Customers & Communication
- Principles of Project Management
- Delivering a Business Project
- Change Management
- Business Decisions
- Marketing Pathway includes:
Marketing & Market Research,
Marketing Campaign &
Marketing Strategy

* Units are subject to change

Level 3 – OCR Ctech Extended Diploma in Business

- Entry requirement is 5 GCSE's grades 5+ including Maths & English
- It is graded to gain UCAS points (3 A Level equivalent)
- Study programme includes Business knowledge and employment skills
- There is also a 1 week Work Experience module
- Assessment; 6 out of 15 units are externally assessed (exams). The other 9 are internally assessed coursework made up of written assignments, role plays, group work, presentations and discussions.
- Guest speakers are invited in from industry
- Focus is on employability and / or progression to University

Level 3 (Extended Diploma) - Grades

- Each unit studied is graded as Pass, Merit or Distinction.
- Pass is equivalent to a grade E, Merit is equivalent to a grade C, and Distinction is equivalent to a grade A grade at A Level

Grade	UCAS points
PPP	48
MPP	64
MMP	80
MMM	96
DMM	112
DDM	128
DDD	144
DDD*	152
DD*D*	160
D*D*D*	168

Level 3 Extended Diploma – Units to study

- The Business Environment
- Working in Business
- Business Decisions
- Customers & Communication
- Principles of Project Management
- Accounting Concepts
- Responsible Business Practices
- Business Events
- Marketing & Market Research
- Human Resources
- Economics for Business
- Change Management
- International Business
- Delivering a Business Project
- Marketing Campaign

* Units are subject to change