

Welcome to BTEC Business Parents Forum



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- 13 Max is well established in the party planning business. He is expanding into the very competitive wedding planning market. In order to establish himself Max is considering reducing the average price of all his events by 20% so that he is cheaper than his competitors.

	Current Event Bookings	Weddings Projected Figures
Fixed costs	£16 800 without weddings	£19 200 for all events
Variable cost per event	£140	£1 800
Average fee charged for each event	£300	£4 000
Number of events planned	280	25

Assess the effects on *To the Max* if Max lowers the price of each event.

(10)

1 8

The table below shows the changes in the average annual labour turnover rates for BBB plc and its competitors.

Time period	Annual labour turnover (%) (average for BBB plc)	Annual labour turnover (%) (average for competitors)
1978–1987	15	15
1988–1997	12	18
1998–2007	10	18
2008–2017	8	23

Analyse how the changes in these data over time might have affected the ability of BBB plc to provide higher-quality products than its competitors.

[9 marks]

Have a look at the following questions to try to distinguish which question is from a BTEC exam paper and which is from an AQA AS Business exam paper.

What the department offers



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- L3 National Certificate – Equivalent to 1 A Level
- L3 National Diploma – Equivalent to 2 A Levels
- L3 National Extended Diploma – Equivalent to 3 A Levels

- **Assessment & Units**
- **Assignments & Exams**
- **Expectations**
- **Support**
- **Outcomes**

2019 Headline Figures

- **100% DD**
- **50% Exceeded Target grade.**
- **50% achieved D*D***
- **ALPS score 2 – top 20%**

Destinations



- Pilot training with Easy Jet or BA
- Degree apprenticeship at Middlesex University
- Business Management at Westminster University
- Degree in Primary Education at Middlesex University
- Foundation degree in Maths and Science at QMUL

Assessment & Units



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The structure of the course over the 2 years

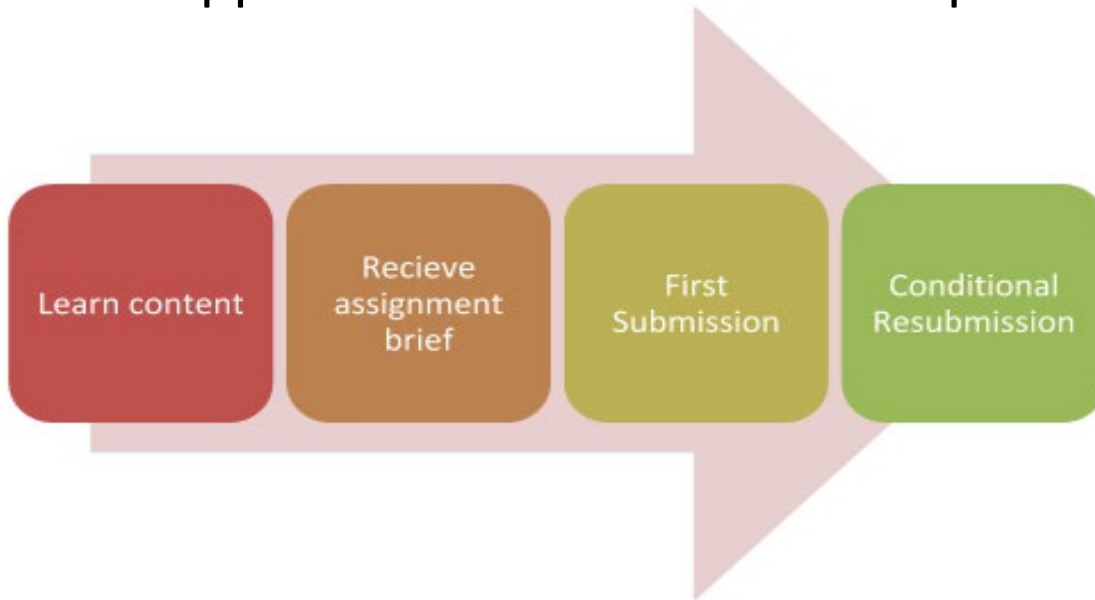
Certificate	2 Coursework units	2 External Assessments
	50% Internally Assessed Coursework	50% External Assessment
Diploma	4 Coursework Units	4 External Assessments
	54% Internally Assessed Coursework	46% External Assessment
Extended Diploma	9 Coursework Units	4 Written exams
	58% Internally Assessed Coursework	42% External Assessment

Assignments & Submission



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- These should be of the highest quality.
- If students do not complete all the tasks in the first assignments, this increases the chances of students being 'capped' at a certain level as required by Pearson.



- Students should be using resubmissions to improve the quality of their assignments and make minor modifications



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Units taught this year

- Unit 1: Exploring Business [SINGLE]
- Unit 2: Developing a Marketing Campaign [SINGLE]
- Unit 4: Managing an Event [DOUBLE]
- Unit 22: Market Research [DOUBLE]
- Unit 8 : Recruitment and Selection Process [TRIPLE]
- Unit 23: The English Legal System [TRIPLE]
- Unit 27: Work experience in Business [TRIPLE]

Non-examined units required at least two assignments to be completed usually one every term.

Year 12 Deadlines



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Unit Number and Name	Learning Aim/Assignment Number	Handout Date w/b	Deadline Date
Unit 1: Exploring Business	LO:A and B Assignment 1	9th September 2019	16th December 2019
	LO:C and D Assignment 2	2nd March 2020	18th May 2020
	LO:E Assignment 3	6th January 2020	24th February 2020
Unit 4: Managing an event	LO:A Assignment 1	16th September 2019	4th November 2019
	LO:B and C Assignment 2	11th November 2019	2nd March 2020
	LO:D and E Assignment 3	2nd March 2020	1st June 2020
Unit 22: Market Research	LO:A Assignment 1	16th September 2019	18th November 2019
	LO:B and C Assignment 2	9th December 2019	18th May 2020
Unit 8: Recruitment and Selection	LO:A Assignment 1	16th September 2019	4th November 2019
	LO:B and C Assignment 2	11th November 2020	18th May 2020
Unit 23: The English Legal System	LO:A and B Assignment 1	14th October 2019	10th February 2020
	LO:C Assignment 2	2nd March 2020	1st June 2020
Unit 27: Work Experience in Business	LO:A and B Assignment 1	13th January 2020	23rd March 2020
	LO:C Assignment 2	1st June 2020	6th July 2020

Potential Awards



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- Students must achieve all the P tasks to achieve a **'PASS'**.
- Students must achieve all the M tasks to achieve a **'MERIT'**.
- Student must achieve all the P, M and D tasks to achieve an overall **'Distinction'**.



Unit/Criteria reference	To achieve the criteria you must show that you are able to:
4/BC.D2	Evaluate and justify the feasibility plan, tools, budget and risk, making any required contingency adjustments.
4/B.M2	Assess the feasibility of the event proposal.
4/C.M3	Analyse the key factors that need to be considered when producing a plan for an event.
4/B.P3	Investigate the staging of several events to determine common success factors
4/B.P4	Explain the chosen event idea, including reasons for choice.
4/C.P5	Explain factors that need to be considered when producing a detailed plan for the proposed event.
4/C.P6	Produce a detailed plan for your chosen event using planning tools, detailed budget and consideration of risk assessment and contingency planning.

Assignment Submission Penalties within the Business department



- **Late submission:** Parent notified by letter and possible capping. Automatic CS.
- **Not successfully passed assignment:** Resubmission discretion of HoD. Parent notified by letter and possible capping. CS.



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Important factors

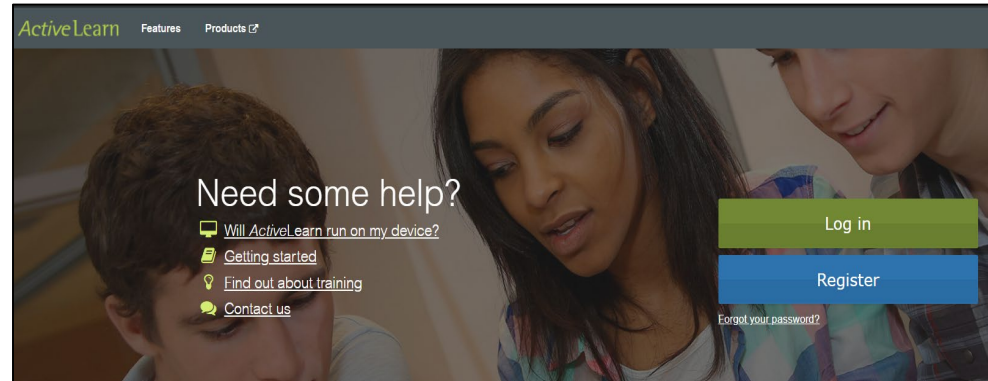
- Attendance – minimum expectation is 95%
- Punctuality – arrival to school
- Classroom learning - focussed learning to specific assessment criteria
- High quality mock assignment
- High quality submission
- Resubmission not always guaranteed.

Support

- Invest in a laptop.
- Active Learn Digital Textbook.
- Pearson specification for details of the course and assignments
- Online classroom tools (Google Classroom)



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Careers & UCAS Predicted Grade



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- Students' achievement at the end of year 12 will be used to predict grades to universities.
- These predictions are based on the grades students are awarded for their assignments in year 12.
- In order to apply successfully to aspirational universities, students should be aiming to finish year 12 with a minimum of **MMM**.

Qualifications in Business

Bachelor of Arts (BA) or Bachelor of Science (BSc) honours or further routes in:

- Accounting and Finance
- Human Resource management
- Marketing
- International Business
- Economics
- Corporate/Business Law
- CIMA/ACCA accreditation
- CIM/CIPD accreditation

Deloitte.

 ERNST & YOUNG

What are your thoughts and Opinions on BTEC qualifications?



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Please take a moment to complete our online
questionnaire on your mobile phones

<https://www.smartsurvey.co.uk/s/ZF2N2/>

**Year 13s are available to answer any of your
questions**