

What will I study?

Unit 1 covers the role of business in society, the types of business organisations, their objectives, entrepreneurs and business planning.

Unit 2 deals with everything which has an influence on a business, such as internal and external stakeholders, internal factors and external factors.

Unit 3 looks at market research and market segmentation, the marketing mix including product life cycle, pricing and branding.

Unit 4 includes the purchasing mix, inventory management, production methods, quality, the role of technology as well as ethical and environmental issues.

Unit 5 is concerned with types of employment, recruitment and selection, training, appraisal, motivation, employment legislation, and industrial relations.

Unit 6 looks at sources of finance, cash budgets, calculating profit or loss and calculating the break-even point.

What skills will I develop?

Business Management pupils will:

- learn to appreciate the causes and effects of economic and other external changes
- gain an understanding of organisational behaviour
- be able to make informed choices as consumers
- learn to understand how businesses make decisions, improving their own decision making skills
- improve the ability to research, interpret and use business and financial data
- develop a creative approach to problem solving
- understand the importance of team working skills
- develop self-reliance, initiative and the ability to manage time, projects and resources

How will I be assessed?

National 5 pupils will conduct research on a business of their own choice and write a report about their findings. They will also sit a final exam in the exam hall.

National 4 pupils will also complete a report on a business of their own choice. They will be assessed in class by their teacher.

What can I go on and study in fifth and sixth year?

National 4 → This will lead to the National 5 course.

National 5 → This will lead to the Higher Business Management course.



Need more info? -

[Nationals in a Nutshell](#)