

### Course Overview

The Cambridge Technicals in Business have been developed to meet the changing needs of the sector and prepare students for the challenges they face in higher education or employment.

Designed in collaboration with experts spanning the breadth of the sector, The Cambridge Technicals in Business focusses on the skills, knowledge and understanding that today's universities and employer's demand.

### Course Content

Core units:

#### **The Business environment**

The aims and objectives of business and their organisations, how the wider world, the economy, government, competition, legal and political influences, affects business.

#### **Working in Business**

Businesses today need employees, managers and entrepreneurs who are multi-skilled independent thinkers. This unit explores business decisions, protocols and activity integral while working in business.

#### **Customer and communications**

The methods used by business to communicate, different types of information and how it can be processed and presented effectively. The control of information and its appropriate delivery and use.

Optional units could include:

#### **Marketing and market research**

The importance of customers and potential customers being aware of products or services. Products need to be sold at the right price in the

#### **Business decisions**

The importance of integral business decisions when trying to make a business or department within a business successful.

#### **Principles of project management**

Planning and ongoing monitoring are the key to the success of a project. In this unit you will find out about the different stages of project management and the role of a project manager.

### Assessment

The production of a portfolio of evidence and coursework assignments for each unit  
There is also a compulsory examined unit.

### Careers and Opportunities for Further Study

Career in all aspects of Business or Business Management.

### Entry Requirements

Grade 5 in English Language and grade 5 in Maths