

For the Attachment:

Business BTEC

Pearson BTEC Level 3 National Diploma in Business

Head of Department: Ms Sash Naicker

Introduction

The Pearson BTEC Level 3 National Diploma in Business is a dynamic, practical qualification that equips pupils with the skills and knowledge directly relevant to the modern business world. With a curriculum aligned to industry needs, this two-year course is ideal for pupils who prefer applied learning or are balancing academic and co-curricular commitments.

Equivalent to two A levels, the BTEC Diploma provides a strong foundation for further study or direct employment. Over 62% of large UK companies employ BTEC graduates, and more than 100,000 students progress to UK universities each year—including Russell Group institutions—underscoring its credibility and value.

Entry Requirements

Pupils should have achieved at least a grade 4 in GCSE English and Maths.

Beneficial skills for success include:

- Application of theory to real-world scenarios
- Problem-solving and critical thinking
- Organisation and time management for managing project-based work
- Effective communication, both written and verbal

Course Structure and Assessment

The course comprises eight units over two years:

- Three externally assessed units (45% of the course), examined under supervised conditions
- Five internally assessed units, delivered through coursework and project-based assignments

Assessment methods are varied and include research tasks, presentations, case studies, and practical activities such as planning marketing campaigns or running business events. Examinations are held twice a year, with resit opportunities if required.

Units Studied

Internally Assessed Units:

- **Unit 1: Exploring Business**
Understand different business purposes, structures, and how external environments influence strategy.
- **Unit 4: Managing an Event**
Plan and deliver a real or simulated business event in small groups, followed by reflective evaluation.
- **Unit 5: International Business**
Examine how UK businesses operate globally and the challenges they face in international markets.
- **Unit 8: Recruitment and Selection**
Explore the recruitment process, participate in interviews, and evaluate performance.
- **Unit 17: Digital Marketing**
Study online marketing tools and strategies, culminating in the development of a digital campaign.

Externally Assessed Units:

- **Unit 2: Developing a Marketing Campaign**
Apply theory to design a marketing campaign for a given product or service.
- **Unit 3: Personal and Business Finance**
Learn how to manage finances, interpret financial data, and prepare financial documentation.
- **Unit 6: Principles of Management**
Understand how leadership and management practices influence business success.

Grading:

Each unit is graded as Distinction (D), Merit (M), Pass (P), Near Pass (N), or Unclassified (U). A minimum of Pass is required in all units to achieve the full Diploma.

Progression: Higher Education and Careers

This qualification prepares pupils for:

- University degrees in business, marketing, management, finance, or entrepreneurship
- Degree apprenticeships and direct entry into employment
- Careers in HR, business administration, digital marketing, event management, and more

Studying a complementary A-level subject—such as Maths, Psychology, or a modern language—can broaden opportunities and strengthen applications for competitive university courses.

Is Business BTEC Right for Me?

This course suits pupils who:

- Prefer continuous assessment over final examinations
- Enjoy practical learning and applying knowledge to real-life scenarios
- Are proactive, organised, and able to meet regular deadlines

While the coursework is less theoretical than traditional A-levels, it requires commitment, critical thinking, and the ability to manage projects from planning through to evaluation.

A-level Business – for the website:

A-level Business

A-level Business explores how organisations operate—from start-ups to global multinationals. Pupils study key areas including:

- Marketing and People
- Managing Business Activities
- Business Decisions and Strategy
- Global Business

The course builds a strong foundation in core business concepts, encouraging pupils to apply their knowledge to real-world contexts. Success in the subject comes from going beyond the basics—developing a strategic understanding of how businesses make decisions and respond to challenges in a dynamic, global environment.

For the Attachment:

Business

Edexcel A-level Business (9BS0)

Head of Department: Ms Sash Naicker

Introduction

A-level Business offers a rich blend of theoretical understanding and real-world application. From the start-up ventures of entrepreneurs to the global strategies of multinational corporations, the course examines the forces that shape business activity in a modern, interconnected world.

Pupils explore how businesses respond to changes in the external environment—including government policies, inflation, interest and exchange rates—while gaining insight into globalisation, emerging economies, leadership styles, and financial decision-making.

The course builds analytical, evaluative, and numerical skills, preparing pupils to think strategically and make informed business judgments.

Subject Requirements

Due to the analytical and numerical demands of the course, pupils should have:

- A strong level of numeracy, as the course includes financial calculations and formulae
- Well-developed reading and writing skills, including the ability to write extended evaluative responses
- A minimum average GCSE score of 6.0 in English and Maths is recommended for success

Course Structure

The A-level is structured into four themes and assessed through three external examination papers.

Themes 1 and 2 focus on the foundations of business:

- Building core knowledge and applying it to real-world contexts
- Developing an understanding of how businesses operate day-to-day

Themes 3 and 4 extend this learning:

- Exploring more complex business strategies
- Encouraging a broader and more critical view of business challenges

Course Content

Theme 1: Marketing and People

- Meeting customer needs
- The market
- Marketing mix and strategy
- Managing people
- Entrepreneurs and leaders

Theme 2: Managing Business Activities

- Raising and managing finance
- Financial planning

- Resource management
- External influences

Theme 3: Business Decisions and Strategy

- Business objectives and growth
- Strategic decision-making
- Competitiveness and change management

Theme 4: Global Business

- Globalisation and market expansion
- Global marketing and strategy
- Multinational corporations and global industries

Higher Education and Careers

A-level Business is a strong foundation for a wide range of degrees, particularly in business management, finance, marketing, and law. Many Epsom leavers progress to top universities and later pursue careers in sectors such as accountancy, consultancy, human resources, and entrepreneurship.

What Should I Study Alongside Business?

Business complements a broad range of A-level subjects, including Maths, Psychology, Politics, and Languages. However, taking both A-level Business and A-level Economics is not advised, due to overlapping content.

Is This the Right Course for Me?

A-level Business is rigorous and rewarding. Pupils must be prepared for:

- Writing extended, analytical essays
- Applying theoretical models to unfamiliar case studies
- Using numerical data to inform business decisions

For those who prefer a more practical and coursework-based approach, the Business BTEC may be a more suitable alternative.

For the website: Equality, Diversity & Inclusion

Equality, Diversity & Inclusion at Epsom College

WeBelong@OneEpsom

At Epsom College, Equality, Diversity and Inclusion (EDI) is about more than policy — it's about belonging. Through our EDI programme, WeBelong@OneEpsom, we are committed to building a school culture where every pupil, staff member, parent and governor feels seen, heard, and valued.

Belonging means being respected for who you are and supported in becoming all you aspire to be — regardless of race, ethnicity, gender, sexual orientation, disability, faith, or socio-economic background. It means celebrating difference while ensuring fairness, representation, and opportunity for all.

WeBelong@OneEpsom reflects our belief that true inclusion is embedded through everyday actions, meaningful conversations, and shared responsibility across our whole community.

EDI at Epsom

We are committed to upholding the rights and dignity of every individual in our community. In line with the Equality Act 2010, we support all protected characteristics, as well as pupils with:

- Specific learning difficulties
- Health conditions or impairments
- Social, emotional or mental health needs
- English as an additional language
- Autism spectrum conditions

We take a proactive and inclusive approach, recognising diversity as a strength. This includes:

- Tailored pastoral support for pupils with protected characteristics
- Raising awareness of prejudice and discrimination and how these can manifest in school life
- Challenging and reducing the use of discriminatory language and behaviour
- Adapting the curriculum to reflect diverse perspectives and representation
- High-quality staff training to foster an inclusive environment

- Honouring the College’s heritage while evolving to reflect the diversity of today’s community

Pupil Action

We believe that lasting change must be shaped by the voices of our pupils. For inclusion to be real and meaningful, pupil voice must lead to affirmative action, not just consultation.

Pupils are encouraged to raise concerns—individually or anonymously—through our safeguarding channels. But many choose to lead change collectively.

Through pupil-led societies and affinity groups, pupils:

- Influence curriculum development and representation
- Enhance pastoral provision with lived experience and feedback
- Lead assemblies, cultural events, and guest speaker programmes
- Create spaces for dialogue, allyship, and shared learning

This work is at the heart of WeBelong@OneEpsom.

Pupil Representatives

Each of Epsom’s 13 houses has a dedicated EDI Pupil Representative to ensure that the voices of pupils across the College are heard and acted upon.

EDI Reps:

- Gather feedback from their housemates on themes such as belonging, celebrations, and inclusive initiatives
- Share this feedback with their Housemaster or Housemistress and with the Head of EDI, Miss Sash Naicker
- Meet weekly as part of the Epsom EDI Committee, which includes members of the African, Caribbean, Asian & Allies Society (ACAAS) and the Genders & Sexualities Alliance (GSA)

Together, this group helps shape College policy, events, and culture, ensuring that inclusion is a shared responsibility and a visible priority across the school.

African, Caribbean, Asian & Allies Society (ACAAS)

ACAAS is a pupil-led group offering a space for honest dialogue, shared learning, and advocacy. Open to pupils from Year 9 upwards, ACAAS meets weekly to explore identity, equity, and allyship.

Discussions often focus on:

- Lived experiences of racial identity
- Islamophobia, anti-Black and anti-Asian bias in school settings
- The role of allies in building inclusive communities
- Unconscious bias, stereotypes, and microaggressions
- Reviewing curriculum, co-curricular activities, and pupil-staff dynamics
- Suggesting constructive solutions and driving meaningful change

ACAAS helps the College become more reflective, representative, and inclusive.

We also run **Junior ACAAS** for pupils in the Lower School who wish to help promote inclusive behaviour, attitudes, and activities among their peers.

New members are always welcome.

Genders & Sexualities Alliance (GSA)

The Genders & Sexualities Alliance (GSA) is a safe, pupil-led space to explore and celebrate gender identity, sexuality, and self-expression. These are deeply personal aspects of who we are, and the GSA exists to honour and support that experience.

The GSA meets regularly to:

- Celebrate progress in the College and wider society
- Identify how Epsom can continue to become more inclusive
- Discuss unconscious bias, microaggressions, and stereotypes
- Explore how school structures and programmes can evolve
- Engage in debate, discussion and education to promote awareness and allyship

Whether you identify as LGBTQ+ or as an ally, your voice is welcome, and your presence makes a difference.

Get Involved

EDI at Epsom is a collective effort — and there are many ways to take part. Whether you want to lead change, share your experience, or simply learn more, we'd love to hear from you.

To find out more or join one of our groups, speak to your EDI Rep or contact the Head of EDI, Miss Sash Naicker.