



Pearson BTEC

BTEC INTERNATIONAL LEVEL 3 IN BUSINESS

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WHO SHOULD CONSIDER THIS COURSE?

- Someone who holds an interest in learning about business.
- Someone who sees a possible future career in business.
- Someone who prefers coursework rather than exams.
- Someone who enjoys learning about business using scenarios.
- Someone who may want to study Business or a related field at university.



WHAT IS IT?

The BTEC International Level 3 in Business is a practical, career-focused qualification shaped by global industry experts. Combining real-world projects with academic study, it develops key skills in management, marketing, finance, and entrepreneurship, preparing students for university or employment.

WHAT DO WE STUDY?

- A two-year, full-time course (1080 GLH).
- Equivalent to 3 International A Levels.
- Globally recognised qualification.

Mandatory Units

- Exploring Business
- Research and Plan a Marketing Campaign
- Business Finance
- Managing an Event
- Principles of Management
- Business Decision Making

Optional Units

- International Business
- Human Resources
- Financial Statements for Public Limited Companies
- Digital Marketing
- Investigating Customer Service
- Pitching for a New Business
- Work Experience in Business
- International Logistics
- Career Planning

HOW DO WE STUDY?

A focus on skills based learning, the course is designed around mandatory and optional units where evidence is presented based on actual work and studies. Students can demonstrate their skills and knowledge while building a portfolio of work.

The BTEC course allows students to show what you have learnt in each unit and build on achievements as you progress.

Transferable employability skills that this course specifically focuses on:

Cognitive and problem-solving skills



Using critical thinking, approaching non-routine problems, applying expert and creative solutions, using systems and technology.

Interpersonal skills



Communicating, working collaboratively, negotiating and influencing, self-presentation.

Intrapersonal skills



Self-management, adaptability and resilience, self-monitoring and development.

WHAT OUR HEAD OF SECONDARY SAYS

The introduction of BTEC Business at BISP reflects our commitment to offering diverse pathways that recognise every student's strengths. This course is an excellent option for students who thrive through coursework, collaboration, and developing a real professional understanding of how businesses operate.

WHAT OUR BUSINESS STUDIES FACULTY SAYS

We believe that this course offers students a unique chance to experience what business feels like in the real world. Through projects such as marketing campaigns, business pitches, financial analysis, and work experience, our students don't just study business, they live it.

WHAT MAKES A SUCCESSFUL STUDENT OF BUSINESS?

To study Business, you must have a genuine interest in learning about aspects of the world of work. You must show commitment and a genuine interest in keeping up-to-date with business in a broad sense. You must be organised and able to keep to deadlines for all work, especially your assignments.

Perhaps most importantly, you must be independent, so you must be able to demonstrate that you are resourceful in order to complete tasks, whether that is by researching specific topics, referring back to your own notes in order to complete tasks, or seeking advice if you are unsure. It is desirable for students wishing to take BTEC Business, to have achieved a C or above in IGCSE Business Studies.

WHAT DOES THE STUDY OF BUSINESS INVOLVE?

BTEC Business is a practical, career-focused qualification that helps students understand how businesses work and how to apply that knowledge in real situations. Instead of being mainly exam-based like traditional A-levels and the IB Diploma, it combines coursework, practical projects, and some external assessments, making it hands-on and skills-oriented.

In short, the BTEC Business course is about **understanding business theory AND applying it practically** to real-world situations.



WHO ARE THESE QUALIFICATIONS FOR?

The Pearson BTEC International Level 3 qualifications in Business, and in Enterprise and Entrepreneurship, are primarily designed for learners in the 16–19 age group, who wish to pursue a career in business, primarily via higher education to access graduate entry employment with businesses, or alternatively through junior business employment.



HOW ARE BTEC'S ASSESSED?



Assessed using assignments and projects.



Assignments produced and marked by teachers.



Work-related, real-life scenarios build knowledge and skills over time.



Students will get a grade for each unit, Pass, Merit or Distinction.



Deliver a project using a combination of knowledge, skills and behaviours.



At the end of the qualification, students get a final grade based on unit grade achievement.

WHAT COULD THESE QUALIFICATIONS LEAD TO?

The qualifications are recognised by universities and employers around the world, contributing to meeting admission requirements to many relevant courses, for example:

- BSc (Hons) in International Management
- BSc (Hons) or BA (Hons) in Marketing
- BA (Hons) in Business and Finance
- BA (Hons) in Business with Human Resource Management
- UK - Accepted by UCAS
- Thailand - Equivalent to Mathayom 6 and accepted by TCAS
- Australia - Curtin University, University of Tasmania
- Canada - Brock University, University Canada West
- U.S - University of Denver, University of Indiana
- Hong Kong - Hong Kong Shue Yan University, HK Metropolitan University

REGISTER YOUR INTEREST

Name:

Email address: