

Cambridge Technical Business Level 3 FAQs



Why would I study Business Cambridge Technical rather than an A Level?

You may prefer project and research activities, so being assessed by coursework could help you attain a higher grade. A Levels now have a high proportion of exams taken in June of the final year. This may not suit your style of learning. Cambridge Technicals provide two opportunities to take the external assessment, one in January and one in June – these can be taken at any time during the two year course. So if you feel you would accomplish more if your exams were split across two years (you also have the opportunity to re-sit if you need to), then Cambridge Technicals could be a better option. You may have a very clear idea on the type of career you want to pursue, so doing a Cambridge Technical and following an industry sector pathway may be the right option for you.

If I haven't taken this subject at GCSE or a vocational qualification in a Business can I still do it at Level 3?

Yes, you can do Level 3 business even if they you not studied business at GCSE. As long as you get the grades and are passionate about the new subject, it's worth checking that a new subject type is really of interest – it's a riskier pick if you have not studied it before. Do your research!

If a student has studied Enterprise and Marketing Cambridge National can they progress with Cambridge Technical Business?

Yes, it is a natural progression but there will be more maths to cover.

What areas will I study?

Year 1

Unit 1 The Business Environment (exam in first year): In this unit students will develop an understanding of how and why businesses operate in the way they do. They will look at a range of different types of business and business structures, and explore how the ownership of a business and its objectives are interrelated. They will learn about the importance of different functions within a business and how they work together. T

Unit 4 Customers and Communication (coursework): In this unit students will learn the purpose, methods and importance of communication in business and the appropriateness of different forms of communication for different situations. They will develop the skills that will help them create a rapport with customers and have the opportunity to practice and develop their business communication skills.

Year 2

Unit 2 Working in Business (exam in January): This unit will cover the skills and understanding needed to work effectively within a business environment. This includes arranging meetings, working with business documents, making payments, prioritising business activities and communicating with stakeholders.

Unit 5 Marketing and Market Research (coursework): The unit has particular emphasis on the role of market research and how it contributes to marketing decision-making, and the actions a business may take. Market research is the process by which organisations obtain the information they require. Students will gain an in-depth understanding of primary and secondary market research methods used to inform marketing decision-making and any constraints on marketing activities.

Unit 20 Business Events (run an event/trip in November): This practical unit will help students to develop the skills required to plan and make preparations for business events; support the running of events and review the extent to which events have been successful.

What is the overall weighting of coursework and exam?

Year 1: Exam 66% Coursework 33%

Year 2: Exam 33% Coursework 66%

Overall Exam 50% Coursework 50%

Do Cambridge Technicals get UCAS points?

Yes, all Level 3 Cambridge Technicals attract UCAS points.

A Level		Cambridge Technicals Level 3	
Grade	UCAS Tariff Points	Grade	UCAS Tariff Points
A*	56	Distinction*	56
A	48	Distinction	48
B	40		
C	32	Merit	32
D	24		
E	16	Pass	16

Do all universities accept Cambridge Technical Business?

The vast majority do, however, some Russell group universities do reserve judgement. If you would like to attend a certain Russell group university, you can check their entry requirements before you choose business.

Who do I contact if I have further questions?

Please contact the Head of Department, Mr Hughes if you have further questions:
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