

# Cambridge Technical : Business (L3)

Sixth Form Open Evening

## A Level v's Cambridge Technicals Tariff Points

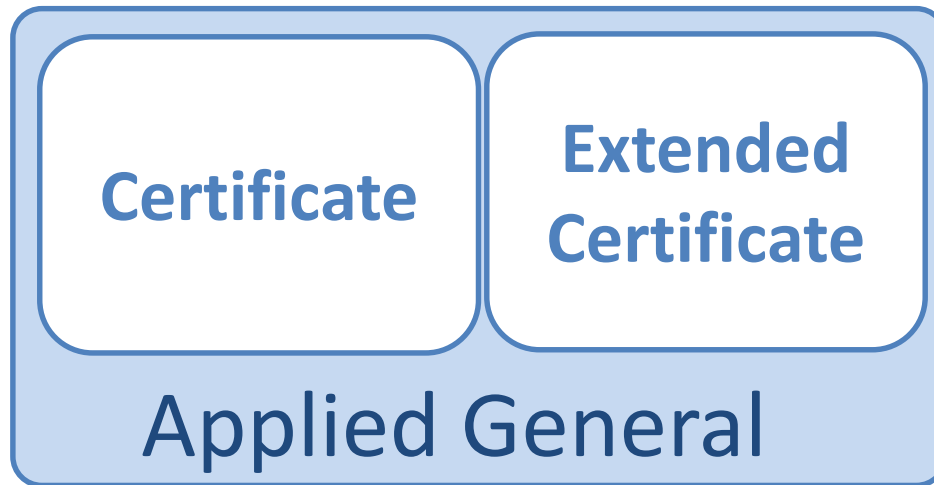


A Level		Cambridge Technicals	
Grade	Tariff Points	Grade	Tariff Points
A*	56	D*	56
A	48	D	48
B	40		
C	32	M	32
D	24		
E	16	P	16

**Grading – Pass, Merit, Distinction, Distinction\***



# Overview



# Assessment

## External Assessment

- Via written examinations
- Two exam series each year:
  - January & June
- Opportunity for one resit per unit

## Internal Assessment

- Can be heavy going
- practical
- External visiting moderation

# Cambridge Technical in Business from Sept 2016

Certificate

Extended  
Certificate

**An Applied General qualification that has the following characteristics:**

Guided Learning Hours:	360
Equivalence (time):	1 x A Level
Mandatory Units:	3 (1 of which is a double unit)
Optional Units:	2 from a choice of 9 (will be 12)
Minimum External Assessment:	50%
Pathways:	-
Additional Information:	Three additional optional units will be available before first teaching

# Certificate (180 GLH)

Overview

Mandatory

Optional

## Mandatory Unit

No.	Title	GLH	Assessment
1	The business environment	120	2 Hour written exam consisting of: <ul style="list-style-type: none"><li>• Section A: MCQ</li><li>• Section B: Short-answer questions based on pre-release research brief</li><li>• Section C: Questions based upon an unseen business scenario</li></ul>

### Requirements

At least five 9-4 grades at GCSE, with a minimum average grade score of 4.5.

Recommended - Mathematics and English GCSE at grade 5 or above.

## Level 3 Unit 4 - Assignment 1

Hand out: \_\_\_\_\_

Hand in: \_\_\_\_\_

### Scenario: Boringdon Park Golf Club

Boringdon Park Golf Club has an 18 hole golf course with club house and an extensive spa and fitness centre. The Club is open to members only, but allows visitors on several weekends throughout the year. Golf lessons are available from registered professionals at the club and there is a shop selling specialist sports clothing and equipment. For the purpose of this assignment, you have been asked by the managers of Boringdon Park Golf Club to review their existing customer communication techniques. Your tutor will provide you with guidance on the business in your local area that will act as Boringdon Park Golf Club.



<b>The Learner will:</b>	<b>The Learner Can:</b>		<b>Grade Achieved</b>	<b>Teacher Comment:</b>
Learning Outcome 1:  Understand who customers are and their importance to businesses	P1	explain who the customers of a specific business are and what influences their behaviour		
	P2	describe actions that a specific business has taken in response to the differing needs of its customers		
	P3	explain the range of customer services a specific business provides and how each area of the business has responded to the need to provide customer service		
	M1	analyse the benefits to a specific business and to its customers of maintaining and developing customer service		
	D1	<u>recommend</u> and justify changes to the customer service provided by a specific business in order to improve the customer experience.		
			<b>Final</b>	

# Extended Certificate (360 GLH)

Overview

Mandatory

Optional

## Optional Units – All 60 GLH

No.	Title	Assessment
3	Business decisions	External exam
5	Marketing and market research	Internal
8	Introduction to human resources	Internal
11	Accounting concepts	Internal
16	Principles of project management	Internal
17	Responsible business practice	Internal
19	International business	Internal
20	Business events	Internal
21	Being entrepreneurial – evaluating viable opportunities	Internal



- Any queries please contact :  
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