



---

## **Business in Action with a Scottish Context (National 3)**

**SCQF:** level 3 (9 SCQF credit points)

**Unit code:** H6N6 73

### **Unit outline**

The general aim of this Unit is to give learners opportunities to participate in activities that develop an awareness of the enterprising skills and personal attributes required to succeed in business. Learners will develop an understanding of the importance of satisfying customers' needs. This Unit will also develop learners' awareness of the key functional activities that support small businesses in Scotland and will give them opportunities to demonstrate how the use of ICT supports these activities.

Learners who complete this Unit will be able to:

- 1 Research a small business and present the findings
- 2 Apply an understanding of functional activities supporting small businesses

This Unit is a mandatory Unit of the National 3 Business Course an optional Unit in the Scottish Studies Award at level 3 and is also available as a free-standing Unit. The Unit Specification should be read in conjunction with the *Unit Support Notes*, which provide advice and guidance on delivery, assessment approaches and development of skills for learning, skills for life and skills for work.

### **Recommended entry**

Entry to this Unit is at the discretion of the centre. However, learners would normally be expected to have attained the skills, knowledge and understanding required by one or more of the following or equivalent qualifications and/or experience:

- ◆ National 2 Business in Practice or relevant component Units

In terms of prior learning and experience, relevant experiences and outcomes may also provide an appropriate basis for doing this Unit.

## **Recommended entry**

Entry to this Unit is at the discretion of the centre. However, learners would normally be expected to have attained the skills, knowledge and understanding required by one or more of the following or equivalent qualifications and/or experience:

- ◆ National 2 Business in Practice or relevant component Units

In terms of prior learning and experience, relevant experiences and outcomes may also provide an appropriate basis for doing this Unit.

## **Equality and inclusion**

This Unit Specification has been designed to ensure that there are no unnecessary barriers to learning or assessment. The individual needs of learners should be taken into account when planning learning experiences, selecting assessment methods or considering alternative evidence. For further information, please refer to the *Unit Support Notes*.

# Standards

## Outcomes and assessment standards

### Outcome 1

The learner will:

- 1 Research a small business and present the findings by:**
  - 1.1 Outlining the type of business ownership and giving a brief description of what the business does
  - 1.2 Identifying the enterprising skills and personal attributes of the business owner(s)
  - 1.3 Giving a brief description of how the business ensures it satisfies customers' needs
  - 1.4 Identifying sources of business financial support and/or advice
  - 1.5 Outlining an advantage and a disadvantage of the type of business

### Outcome 2

The learner will:

- 2 Apply an understanding of functional activities supporting small businesses by:**
  - 2.1 Outlining the ways in which the functional activities support a small business
  - 2.2 Selecting and using ICT to produce information used by each of the functional activities of marketing, human resources, operations and finance

## Evidence Requirements for the Unit

Assessors should use their professional judgement, subject knowledge and experience, and understanding of their learners, to determine the most appropriate ways to generate evidence and the conditions and contexts in which they are used.

Evidence can be drawn from a variety of sources and presented in a variety of formats. This can include short written responses, ICT printouts, presenting information to others and/or recorded oral evidence. The evidence can be gathered from a variety of tasks and assessments carried out during the Unit or Course. Where appropriate, learners should make use of real business examples in Scotland.

In Assessment Standard 2.2, learners should use at least two different types of software application.

Evidence may be provided for individual Outcomes or may be gathered for the Unit as a whole through combining assessment in one single activity. If the latter approach is used it must be clear how the evidence covers each Outcome.

# Development of skills for learning, skills for life and skills for work

It is expected that learners will develop broad, generic skills through this Unit. The skills that learners will be expected to improve on and develop through the Unit are based on SQA's *Skills Framework: Skills for Learning, Skills for Life and Skills for Work* and drawn from the main skills areas listed below. These must be built into the Unit where there are appropriate opportunities.

## **2 Numeracy**

2.3 Information handling

## **4 Employability, enterprise and citizenship**

4.1 Employability

4.2 Information and communication technology (ICT)

4.3 Enterprise

## **5 Thinking skills**

5.2 Understanding

Amplification of these is given in SQA's *Skills Framework: Skills for Learning, Skills for Life and Skills for Work*. The level of these skills should be at the same SCQF level of the Unit and be consistent with the SCQF level descriptor. Further information on building in skills for learning, skills for life and skills for work is given in the *Unit Support Notes*.

# Administrative information

---

**Published:** September 2014 (version 1.0)

**Superclass:** AE

---

## History of changes to National Unit Specification

Version	Description of change	Authorised by	Date

This specification may be reproduced in whole or in part for educational purposes provided that no profit is derived from reproduction and that, if reproduced in part, the source is acknowledged. Additional copies of this Unit can be downloaded from SQA's website at [www.sqa.org.uk](http://www.sqa.org.uk).

Note: readers are advised to check SQA's website: [www.sqa.org.uk](http://www.sqa.org.uk) to ensure they are using the most up-to-date version of the Unit Specification.

© Scottish Qualifications Authority 2014