



## BUSINESS - LEVEL 5 COURSES

(Both Management and Finance & Accounting unless otherwise specified)

### **BUS 51108N (unit 1) BUSINESS & THE BUSINESS ENVIRONMENT**

Provides background knowledge and understanding of business, the functions of an organization, and of the wider business environments in which organizations operate. It examines the different types of organizations (including for-profit and not-for-profit), their size and scope (for instance micro, SME, transnational, and global), and how they operate. Explores the relationships that organizations have with their stakeholders and how the wider external environments influence and shape business decision-making.

***Pre-requisites: ENG 111 and skills courses (if applicable)***

***This course was also listed as BUS 110.***

***3 credits***

### **BUS 51123N (unit 19) RESEARCH PROJECT**

A Pearson-set unit. The selection of the project is based on a theme provided by Pearson (this will change annually). Explores and examines a relevant and current topical aspect of business in the context of the business environment and the chosen specialist pathway. Offers the opportunity to engage in sustained research in a specific field of study, to demonstrate the capacity and ability to identify a research theme, develop a research aim and objectives, and to present the outcomes of such research in both written and verbal formats. Encourages the reflection on the engagement in the research process, during which recommendations for future, personal development are key learning points.

**Pre-requisites: having completed all other Level 5 courses. Co-requisite: BUS 250 Internship**

**This course is also listed as BUS 255.**

**6 credits**

**BUS 51124N (unit 20) ORGANIZATIONAL BEHAVIOR**

Develops knowledge and understanding of how organizational behavior concepts, theories, and techniques can be applied in work and management settings to enhance individual, team, and organizational performance. How the effective application of organizational behavior principles can be used to explain why people behave and act in particular ways and predict how employees will respond to certain demands. Also develops an understanding of the influence of culture, the operation of power, and politics in organizations and how these variables influence the actions and behavior of people in an organizational context. Develops a range of transferable skills and knowledge, including core people management skills used to achieve positive organizational outcomes and create value by recognizing individual differences, team working, and the creation of inclusive organizational cultures.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**

**BUS 51125N (unit 21) BUS 51123N (unit 19) RESEARCH PROJECT**

A Pearson-set unit. The selection of the project is based on a theme provided by Pearson (this will change annually). Explores and examines a relevant and current topical aspect of business in the context of the business environment and the chosen specialist pathway. Offers the opportunity to engage in sustained research in a specific field of study, to demonstrate the capacity and ability to identify a research theme, develop a research aim and objectives, and present the outcomes of such research in both written and verbal formats. Encourages the reflection on the engagement in the research process, during which recommendations for future, personal development are key learning points.

**Pre-requisites: having completed all other Level 5 courses. Co-requisite: BUS 250 Internship**

**This course is also listed as BUS 255.**

**6 credits**

**BUS 51124N (unit 20) ORGANIZATIONAL BEHAVIOR**

Develops knowledge and understanding of how organizational behavior concepts, theories, and techniques can be applied in work and management settings to enhance individual, team, and organizational performance. How the effective application of organizational behavior principles can be used to explain why people behave and act in particular ways and predict how employees will respond to certain demands. Also develops an understanding of the influence of culture, the operation of power, and politics in organizations and how these variables influence the actions and behavior of people in an organizational context. Develops a range of transferable skills and knowledge, including core people management skills used to achieve positive organizational outcomes and create value by recognizing individual differences, team working, and the creation of inclusive organizational cultures.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**



**FINANCIAL REPORTING - BUSINESS ACCOUNTING & FINANCE (level 5)**

Focuses on knowledge, understanding, and skills required in the preparation and interpretation of financial statements for incorporated organizations. Creates awareness of regulatory frameworks, including the International Financial Reporting Standards Foundation (IFRS Foundation), which inform and govern the production of financial statements and reporting of financial performance. Explores and critiques conceptual frameworks for financial reporting in both national and international contexts. Assesses the preparation and analysis of financial statements to inform decision-making, which contributes to the effectiveness and efficiency of organizations operating in diverse and complex environments.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**

**BUS 51126N (unit 22) MANAGEMENT ACCOUNTING - BUSINESS ACCOUNTING & FINANCE (level 5)**

Aims to develop an understanding of the scope and purpose of management accounting. Focuses on critiquing cost and management accounting techniques and using management accounting to monitor and evaluate company performance in complex operating environments. Explores the significance of variance analysis and the application of different costing approaches, analyzing the contribution of the management accounting function in setting and negotiating performance measures across an organization. Supports an organization's ability to create value through effective decision-making.

**Pre-requisites: having completed all Level 4 courses**

**This course is also listed as BUS 210.**

**3 credits**

**BUS 51127N (unit 23) FINANCIAL MANAGEMENT - BUSINESS ACCOUNTING & FINANCE (level 5)**

Introduces core financial management principles and strategies, taking into consideration the significance of the financial management function in an organization as it seeks to maximize shareholder value, manage risk, and achieve business objectives in complex operating environments. Covers sources of internal and external business finance and confidence in recommending strategies for managing working capital. Assesses a range of investment appraisal techniques to support long-term decision making and best use of organizational capital, effectively contributing to the financial management function of an organization. Develops fundamental knowledge of and skills in financial management to progress to higher-level study and employment in financial management, investment banking, and financial analysis.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**



**BUS 51128N (Unit 24) UNDERSTANDING & LEADING CHANGE - BUSINESS MANAGEMENT (level 5)**

Provides an understanding of the different types and scope of change that may occur in an organization. Illustrates the drivers/triggers for change and how they vary and affect organizations in different ways, including the degree of impact and management's response to change, offering an appreciation of how the depth of change can influence organizational behavior, both during and after the change. Allows for the applications of a range of change management concepts, including diagnosing driving/resisting forces, planning for change, and dealing with change in organizational settings, as well as a strong position to contribute to change initiatives in the workplace.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**

**BUS 51129N (Unit 25) GLOBAL BUSINESS ENVIRONMENT - BUSINESS MANAGEMENT (level 5)**

Provides an appreciation of the complexities of operating in a global environment, enabling insight into an organization's current or aspirational global presence. Assists in adding value to an organization by applying knowledge to advise senior managers (in large and small organizations) on global matters that they might not have otherwise considered.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**

**BUS 51130N (Unit 26) PRINCIPLES OF OPERATIONAL MANAGEMENT**

Introduces the role of operations in an organization, how the nature of operations management has evolved and how it contributes to sustained competitive advantage. Offers an understanding of the key concepts of operations management in an organizational and environmental context, and how this links to supply chain management, products and processes, organizational efficiency and effectiveness, and the achievement of tactical and strategic objectives. Explores a variety of operations management techniques and frameworks, including continuous improvement, total quality management, benchmarking, and risk analysis. Provides an appreciation of the dimensions of operations management and its central role for organizations across a wide range of sectors.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**





### **BUS 51133N (Unit 29) MANAGING & RUNNING A SMALL BUSINESS**

Provides a practical understanding of the key aspects of running a small business or social enterprise. Explores the activities involved in running a small business, including developing good relationships with customers, planning, and allocating operational resources, forecasting, and budgeting, interpreting financial statements, being an employer, dealing with legislation and regulation, and how to put a business plan together. Offers an understanding of how all the different aspects of running a business interrelate so as to achieve success and develop an appreciation of the benefits and importance of organization and planning.

**Pre-requisites: having completed all Level 4 courses**

**This course is also listed as HTM 20130J.**

**3 credits**

### **BUS 51146N (Unit 48) CUSTOMER VALUE MANAGEMENT - BUSINESS MANAGEMENT (level 5)**

Provides the knowledge and understanding of why it is important for marketers to enhance and manage the value of customer interactions. Focuses on underpinning theories and frameworks, and how to relate them to real-world examples, including own experiences. Organizations ideally seek a mutually beneficial relationship between themselves and their customers which is particularly important when considering the costs associated with acquiring a new customer. It has been suggested that it can cost five times as much to gain a new customer as it is to retain an existing one. Moreover, there is no guarantee that a new customer will be as loyal as a current one. Any organization, whether for profit, NGO, or a charity, seeks ways of retaining customers through enhanced customer experiences. To retain loyal (and profitable) customers, organizations seek to understand them better. By understanding customers through the capture of relevant data, organizations can enhance a customer's lifetime value. They then aim to build a relationship with the customer where they remain loyal and continue to purchase a range of products and services.

**Pre-requisites: having completed all Level 4 courses**

**3 credits**

### **BUS 250 INTERNSHIP**

A significant amount of learning can be achieved by carrying out practical activities in the workplace. Learning may be enhanced by taking a more formal approach to work-based activities, by planning, carrying out the activities, and reflecting on the benefits of said activities to the business and to the learner. Designed to allow flexibility of study for part-time and full-time students. It is expected that learners will be supervised in the workplace, in addition to their academic supervisor. Offering the opportunity, supported by their supervisors, to negotiate and perform activities that will allow the fulfillment of the assessment criteria. Recognizes the scope of what has been achieved by recording evidence from carrying out the activities and gaining maximum benefit by reflection on and evaluating the work undertaken.

**Pre-requisites: having completed all other Level 5 courses. Co-requisite: Unit 19 Research Project**

**5 credits**