

## Revised BTEC First Award in Business

### What has stayed the same in the 2018 version of the BTEC First Award in Business compared to the 2012 version?

**Unit 2:** *Finance for Business* - is still externally assessed, contributing 25% to the qualification grade, with some minor changes to the external assessment (first available January 2020, learners sit the current version until then).

**Unit 4** (old Unit 3): *Promoting a Brand* – optional – no change

**Unit 5** (old Unit 4): *Principles of Customer Service* - optional – no change

**Unit 6** (old Unit 8): *Recruitment, Selection and Employment* – optional – no change

### What is different in the 2018 version compared to the 2012 version?

#### **Mandatory units - 75% instead of 50%**

**Unit 1:** *Introducing Business* (internally assessed) – this has been added as a new mandatory unit with content drawn from 2012 Unit 1 A4 and reworked content from 2012 Unit 6 A3, A9 and A10. It also has added content in Learning Aims B and C covering market research and the marketing mix taken from Unit 9 (in the larger qualification sizes). New Authorised Assignment Briefs (AABs) are being produced.

**Unit 2:** *Finance for Business* (externally assessed) – minor changes - some verbs in content have been revised but otherwise the essential content remains the same.

**Unit 3:** *Enterprise in the Business World* (internally assessed) - this was 2012 Unit 1 and has very minor changes to the content of Learning Aim A but no changes to the assessment criteria for Learning Aims A, B and C. This is now a mandatory synoptic unit.

Whilst the current teaching materials are suitable they will need to be adapted to support the synopticity. New AABs will be provided which will require learners to be able to draw on their learning across all other units (i.e. both mandatory and their chosen optional unit). Therefore, summative assessment of this unit should be scheduled towards the end of the programme in order to give learners the best chance of achieving their potential.

#### **Provision to choose one optional unit rather two**

Units 5: *Sales and Personal Selling* and Unit 7: *Providing Business Support* are no longer available in the new 2018 Award.