



Purpose statement

**NCFE Level 3 Applied General Certificate in
Business and Enterprise
QN: 601/8908/3**

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NCFE Level 3 Applied General Certificate in Business and Enterprise

Who is this qualification for?

This qualification is designed for learners who want to study Business and Enterprise at a higher level. The qualification enables learners to develop their skills, knowledge and understanding in the Business and Enterprise sector. It's appropriate for learners wishing to continue their education through applied learning, equipping them with transferrable knowledge and skills. It's aimed at post-16-year-olds studying a Key Stage 5 curriculum.

This qualification is an Applied General qualification, which is equivalent in size to an A-level.

The qualification has been designed to sit within the Study Programme, alongside A-levels and other qualifications.

This qualification is not part of a suite.

NCFE also offers a Level 1 and 2 Certificate in Business and Enterprise from which learners could progress.

Following completion of the NCFE Level 3 Applied General Certificate in Business and Enterprise, learners would typically progress onto Higher Education courses.

This qualification aims to:

- focus on an applied study of the business and enterprise area
- offer breadth and depth of study, incorporating a significant core of knowledge and theoretical content with broad-ranging applicability
- provide academic and study skills that will support progression within business and enterprise and more broadly.

The objectives of this qualification are to help you to:

- progress to further and higher education
- develop transferrable knowledge and skills in business and enterprise.

There are no specific recommended prior learning requirements for this qualification. However, you may find it helpful if you've already achieved a Level 2 qualification.

What does this qualification cover?

The NCFE Level 3 Applied General Certificate in Business and Enterprise covers the following mandatory key topics:

- starting a business/enterprise – you'll understand the process of setting up a business/ enterprise, the entrepreneurial characteristics and skills required, what should be included in a business plan and the importance of planning.
- research and analysis methods – you'll understand how businesses/enterprises research and analyse information.
- marketing and promotion – you'll understand the marketing mix and how and why businesses/enterprises promote their products/service.
- management of people and operations – you'll understand how business and enterprises manage their people and operations. You'll also understand how recruitment is planned, advertised and undertaken and how staff retention is achieved through motivation.
- finance – you'll understand the sources of finance available when starting a business/enterprise, the costs involved when starting and running a business/enterprise, how to create break-even charts, cash flow forecasts and how internal and external influences affect a business/enterprise.
- production of a business plan – you'll come up with an idea for a business/enterprise and develop a business plan for this idea.
- evaluation of a business plan – you'll evaluate the process you went through in creating your business plan.

What knowledge and skills will you develop?

Learners will develop the following knowledge and skills:

Throughout the delivery of this qualification, the following knowledge and transferable skills should be evident:

- theoretical knowledge of business practice
- research skills
- evaluative skills including analysis and critical thinking
- planning

Which subjects will complement this course?

The following subject areas will complement this course:

- maths
- business studies
- economics
- IT and computing.

However this list is not exhaustive and a range of other subject areas may also be appropriate.

What could this qualification lead to?

This qualification fulfils entry requirements for a range of Higher Education courses, either by meeting entry requirements in their own right or accepted alongside and adding value to other qualifications at the same level.

Degree courses could include:

- Management studies
- Business studies
- Marketing
- Accounting/Finance
- HR
- Economics
- Politics.

Who supports this qualification?

The following Higher Education Institutions recognise this qualification for entry to a higher level course or qualification:

- [Southampton Solent University letter of support](#)
- [Peterborough Regional College letter of support](#)
- [University of Huddersfield letter of support](#)

Further Information

For more information about the NCFE Level 3 Applied General Certificate in Business and Enterprise, please see the Support Materials tab on the qualification page of our website.