

## Access to Higher Education Unit

This unit forms part of an Access to HE Diploma. If delivering the graded version of this unit, please refer to the Provider Handbook for details on grading descriptors and the application of these across units within your programme.

**Unit Title:** Business Ideas and Start-ups

**Graded Unit Reference Number:** GA33BUS20

**Ungraded Unit Reference Number:** UA33BUS20

**Module:** Business

**Level:** Three (3)

**Credit Value:** Three (3)

**Minimum Guided Learning Hours:** 30

Learning Outcome (The Learner will):	Assessment Criterion (The Learner can):
1. Understand the importance of small businesses and the need for business start-ups	1.1 Evaluate the contribution of small businesses to local and national economy
	1.2 Discuss the need for business start-ups as a way of creating both wealth and employment
2. Understand the factors involved in identifying the opportunities to develop a new business venture	<p><b>Use case histories to:</b></p> 2.1 Evaluate how opportunities for new business ventures may be identified and developed, e.g. gap in the market, invention, innovation, unused skills
3. Understand the practicalities involved in setting up a new business venture	3.1 Recognise and explain the various sources of business advice and assistance available at the business start-up stage
	3.2 Explain how a business plan for a typical business is prepared and discuss its importance
	3.3 Identify and evaluate potential sources of finance for new business ventures