



**HIGHER NATIONAL
CERTIFICATE (LEVEL 4) /
HIGHER NATIONAL DIPLOMA
(LEVEL 5) IN BUSINESS**

OVERVIEW

BTEC is an established brand of choice for the world's learning communities, engaging students in applied, practical, interpersonal, and thinking skills for more than three decades. The BTEC suite of Pearson qualifications, Higher Nationals (HNs) are widely supported by higher education and industry as the principal vocational qualifications at Levels 4 and 5. BTEC is one of the world's most successful applied learning brands, helping students develop their practical, interpersonal, and thinking skills for more than 30 years. When developing our BTEC Higher National qualifications, we worked with a wide range of students, employers, higher education providers, colleges, and subject experts to make sure the qualifications met their needs and expectations. We also work closely with professional organisations to make sure the qualifications were in line with recognised professional standards.

The Pearson BTEC Higher National qualifications in Business are designed to reflect the increasing need for high quality professional and technical education at levels 4 and 5. They provide students with a clear line of sight to employment and to a degree at level 6 if they choose.



QUALIFICATION OBJECTIVES

- The objectives of the Pearson BTEC Higher Nationals in Business are:
- To give students the business skills, knowledge and understanding they need to achieve high performance in the international business environment
- To develop students with enquiring minds, who have the abilities and confidence to work across different business functions and to lead, manage, respond to change, and tackle a range of complex business situations
- To provide the core skills required for a range of careers in business, including management, human resources, marketing, entrepreneurship, accounting and finance
- To offer a balance between employability skills and the knowledge essential for students with entrepreneurial, employment or academic ambitions
- To develop students' understanding of the major impact that new digital technologies have on the business environment
- To provide insight into international business operations and the opportunities and challenges presented by a global marketplace
- To equip students with knowledge and understanding of culturally diverse organisations, cross-cultural issues, diversity and values, and to allow flexible study to meet local and specialist needs

AIMS

The Level 4 units lay the foundations of learning by providing a broad introduction to business and different business functions. By the end of Level 4, students will have sound knowledge of the basic concepts of business. They will be competent in a range of subject-specific skills as well as general skills and qualities relevant to key areas of business.

The Level 5 units give students the opportunity to specialise in a business-related occupational area and to progress to degree-level study. By the end of Level 5, students will have a sound understanding of the principles in their area of specialist study and will know how to apply those principles more widely in the business world. They will be able to perform effectively in their specialist area.

COURSE STRUCTURE

Pearson Level 4 Higher National Certificate in Business

- Unit 1: Business and the Business Environment
- Unit 2: Marketing Processes and Planning
- Unit 3: Human Resource Management
- Unit 4: Leadership and Management
- Unit 5: Accounting Principles
- Unit 6: Managing A Successful Business Project (Pearson Set)
- Unit 7: Business Law
- Unit 9: Entrepreneurial Ventures

Pearson Level 5 Higher National Diploma in Business

- Unit 20: Organisational Behaviour
- Unit 43: Business Strategy
- Unit 34: Digital Marketing
- Unit 50: International Marketing
- Unit 19: Research Project Proposal Part I (Pearson-set)
- Unit 46: Developing Individuals, Teams and Organisations
- Unit 53: Planning for Growth
- Unit 19: Research Project Report Part II (Pearson-set)

ENTRY REQUIREMENTS

For learners who have recently been in education, the entry profile is likely to include one of the following:

- Be 18 years old as a minimum
- An AVCE/GNVQ in an appropriate vocational area (e.g.: Business, Hospitality and Catering, Travel and Tourism);
- A BTEC National Certificate or Diploma in Business Studies, Hospitality Supervision, or a similar discipline;
- A GCE Advanced level profile which demonstrates strong performance in a relevant subject or an adequate performance in more than one GCE subject. This profile is likely to be supported by GCSE grades at A* to C;
- Other related Level 3 qualifications;
- An Access to Higher Education Certificate awarded by an approved further education institution;

- Related work experience;
- Pass an initial assessment test (Level 2 in literacy and numeracy with in-depth proficiency in academic writing is required). English Language Proficiency Applicants whose primary

qualification was obtained in a non-English speaking country may also achieve an English test such as IELTS 5.5 or other equivalent tests as defined by the regulators.

Mature learners may present a more varied profile of achievement that is likely to include extensive work experience (paid and/or unpaid) and/or achievement of a range of professional qualifications in their work sector

PROGRESSION

The Level 5 Higher National Diploma is recognised by Higher Education providers as meeting admission requirements to many relevant business-related courses, for example:

- BA (Hons) Business Management and Sustainability
- BSc (Hons) in Business and Management
- BA and BSc (Hons) in Business Studies

COURSE FEES

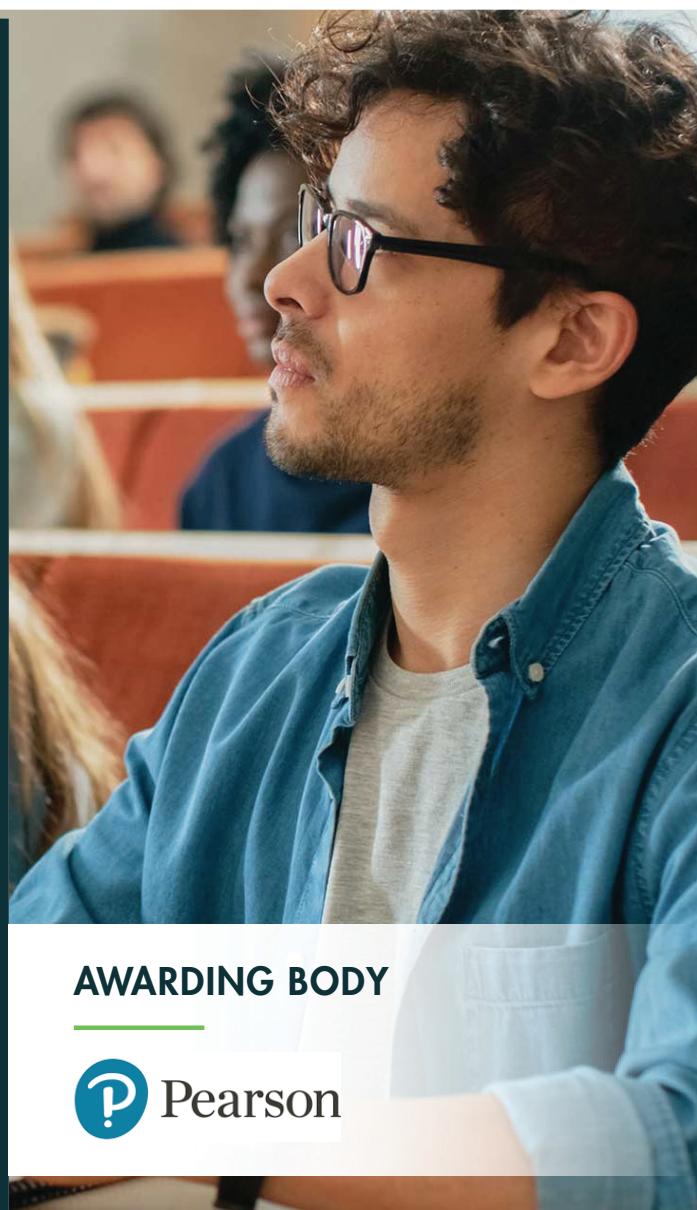
The tuition fee is £6,500 per annum. Students on this course may be fully funded by the Student Loan Company. This facility is only available to UK and other European Union students.

For more information, please
Call our admissions team **+44 207 359 3316** or
Email **admissions@cecos.ac.uk**

HOW TO APPLY

You can apply online by visiting **www.cecos.ac.uk/contactus** and send us a message or collect an application form from CECOS College London's office.

Alternatively, you can call us on **+44 20 7359 3316** or email **admissions@cecos.ac.uk** and a member of our team will assist you.



AWARDING BODY

