

4.2.1 Pearson BTEC Level 4 Higher National Certificate in Business

- Qualification credit value: a minimum of 120 credits. This is made up of eight units, each with a value of 15 credits.
- **Total Qualification Time (TQT)** Higher National Certificate (HNC) = 1,200 hours
- **Total Guided Learning (GL)** Higher National Certificate (HNC) = 480 hours
- There is a required mix of core and optional units totalling 120 credits. All units are at Level 4.
- In some cases a maximum of 30 credits can be imported from another RQF Pearson BTEC Higher National qualification and/or from units designed by the centre and approved by Pearson. Core units may not be substituted and are mandatory. For more information please refer to Higher National Commissioned Qualifications.

Pearson BTEC Level 4 Higher National Certificate in Business		Unit credit	Level
Core Unit <i>Mandatory</i>	1 Business and the Business Environment	15	4
Core Unit <i>Mandatory</i>	2 Marketing Essentials	15	4
Core Unit <i>Mandatory</i>	3 Human Resource Management	15	4
Core Unit <i>Mandatory</i>	4 Management and Operations	15	4
Core Unit <i>Mandatory</i>	5 Management Accounting	15	4
Core Unit <i>Mandatory</i>	6 Managing a Successful Business Project (Pearson-set)	15	4
Optional Unit	7 Business Law	15	4
Optional Unit	8 Innovation and Commercialisation	15	4
Optional Unit	9 Entrepreneurship and Small Business Management	15	4
Optional Unit	10 Financial Accounting	15	4
Optional Unit	51 Executive Recruitment Solutions	15	4
Optional Unit	52 Human Capital Management	15	4

- Qualification credit value: a minimum of 240 credits, of which 120 credits are at Level 5, and 120 credits are at Level 4 and usually attained via the HNC.
- **Total Qualification Time (TQT)** Higher National Diploma (HND) = 2, 400 hours
- **Total Guided Learning (GL)** Higher National Diploma (HND) = 960 hours
- There is a required mix of core, specialist and optional units totalling 240 credits. The core units required for each Level 5 specialist pathway (in addition to the specialist units) are Business Research Project, which is weighted at 30 credits, and Organisational Behaviour, weighted at 15 credits.
- The requirements of the Higher National Certificate (or equivalent) have to be met. In some cases a maximum of 60 credits can be imported from another RQF Pearson BTEC Higher National qualification and/or from units designed by the centre and approved by Pearson. Core units and specialist units may not be substituted and are mandatory. For more information please refer to Higher National Commissioned Qualifications.

4.2.2 Pearson BTEC Level 5 Higher National Diploma in Business

The Level 5 Higher National Diploma consists of the Level 4 Higher National Certificate (above) **plus** an additional 120 credits at Level 5 delivered via the General Business pathway **or** one of the following seven specialist pathways:

- Accounting and Finance
- Business Management
- Entrepreneurship and Small Business Management
- Human Resource Management
- Marketing
- Operations Management
- Law.

Please note that the Law pathway is intended to support progression and articulation to UK degree level study and is, therefore, based on English law. As well as the numerous career paths for which even an introduction to law provides, a law degree is advantageous for a career in the legal industry and a 2.1 university degree is often required for those students wishing to become a Barrister or Solicitor. Post-degree, recognised professional training must be undertaken; Bar Professional Training courses for Barristers and Legal Practice Course, Professional Skills Course for Solicitors in addition to a period of training. Pearson expects that individual centres delivering the law pathway manage the progression expectations of their students accordingly, and they are also advised to ensure that current articulation agreements are in place to enable students to achieve a Bachelor of Laws qualification (LLB).