

Pearson Higher Nationals in Hospitality Management


Qualification Guide

First Teaching from September 2018

First Certification from 2019



Level
BTEC
Higher
National
Certificate



Level
BTEC
Higher
National
Diploma



Introducing your new Pearson BTEC Higher Nationals in Hospitality Management

BTEC is the world's most successful and best-loved applied learning brand, engaging students in practical, interpersonal and thinking skills for more than thirty years.

Pearson BTECs are work-related qualifications for students taking their first steps into employment or those already in employment and seeking career development opportunities. Pearson BTECs provide progression into the workplace either directly or via study at university and are also designed to meet employer's needs. Pearson BTEC Higher National qualifications are therefore widely recognised by industry and higher education as the principal technical professional qualification at Levels 4 and 5.

The Pearson BTEC Higher National Certificate (HNC) is at level 4 (the same as the first year of a UK honours degree).

The Pearson BTEC Higher National Diploma (HND) is at level 4 and level 5 (the same as the first two years of a UK honours degree).

A word from our subject expert

It's with great pleasure that I introduce the new Higher Nationals in Hospitality Management programme. Having worked in the FE sector delivering and managing Higher National programmes for 15 years I am delighted to see the refreshing changes that have been made to the programme to make it 'fit for purpose' and employer focused.

The programme is more aligned to UKHE and new updated content will make it both a stimulating and exciting experience for students and teachers. Centres can deliver with confidence a programme that will prepare and equip their students for the future world of Hospitality.

I am here to provide guidance, advice and support on every aspect of the programme and its implementation and will welcome your views and feedback. I will be posting news and updates on the HN Global forum so please get registered and join the online discussions.

I look forward to working with you!

Isabel



Professional courses developed collaboratively with subject experts

With input from industry, employers, professional bodies, tutors, students, and higher education institutions, your new Pearson BTEC Higher Nationals have been designed to better meet the needs of a changing market. The result is a qualification suite designed and developed to meet professional standards, recognised by employers and universities, which develop not only academic skills and abilities, but work-readiness skills.

The objectives of the redevelopment of the BTEC Higher Nationals have been to ensure:

- employer engagement;
- work relatedness;
- opportunities for progression to further higher education;
- alignment with UK higher education expectations; and
- qualifications which are up to date with current professional practice and include professional accreditation and opportunities to gain professional certification where possible.

What's new?

- **Essential subject knowledge** needed by hospitality students to progress successfully into further study or to the world of work or continued employment;
- **A simplified structure** students undertake a substantial core of learning, required by all students, with limited specialism in the Higher National Certificate, building on this in the Higher National Diploma, with further specialist and optional units linked to their specialist area of study;
- **Five specialist pathways** In addition to a general pathway there are now five specialist pathways at Level 5 so there is something to suit each student's preference for study and future progression plans;
- **Refreshed content** that is closely aligned with professional bodies', employers' and higher education needs for a skilled future workforce;
- **Assessments that consider cognitive skills** (what students know) along with affective and psychomotor skills (what they can do and how they behave);
- **An assessment strategy** that supports progression to Level 6 studies and also allows centres to offer assessment relevant to the local employers, thereby accommodating and enhancing different learning styles;
- **Learning outcomes** mapped against professional body standards where appropriate;
- **Unit-specific grading and Pearson-set assignments**
- **Robust quality assurance measures** that serve to ensure that all stakeholders (e.g. professional bodies, universities, employers, centres and students) can feel confident in the integrity and the integrity and value of the qualification.

Flexible choice of subject areas and progression opportunities

The new HNC and HND qualifications in Hospitality Management offer a choice of a General Hospitality Management pathway and in the HND the choice of five specialist pathways:

- Culinary Arts Management
- Food and Beverage
- Accommodation and Revenue Management
- Events
- Innovative Marketing and Sales

Each Higher National unit has a clear purpose: to cater for the increasing need for high quality professional and technical education pathways at levels 4 and 5, providing students with a clear line of sight to employment or progression to a degree at level 6.

The Higher National Certificate (HNC) is a Level 4 qualification made up of 120 credits. It is usually studied full-time over one year, or part-time over two years. The Higher National Diploma (HND) is a Level 4 and Level 5 qualification made up of 240 credits. It is usually studied full-time over two years, or part-time over four years.

BTEC Higher Nationals consist of core units, specialist units and optional units:

- Core units are mandatory
- Specialist units are designed to provide a specific occupational focus to the qualification and are aligned to Professional Body standards
- Specialist units can be chosen as optional units. Required combinations of optional and specialist units are clearly set out in the tables



BTEC Level 4 Higher National Certificate in Hospitality Management

Level 4 Core units
1 The Contemporary Hospitality Industry
2 Managing the Customer Experience
3 Professional Identity and Practice
4 The Hospitality Business Toolkit
5 Leadership and Management for Service Industries (Pearson-set)
Centres must select two optional units from Group A and one optional unit from Group B

Level 4 Optional Units	
Group A	Group B
6 Managing Food and Beverage Operations	13 Work Experience
7 Managing Accommodation Services	14 Management Accounting
8 Managing Conference and Events	15 Hospitality Marketing Essentials
9 Managing Food Production	16 Human Resource Management
10 International Gastronomy	17 Entrepreneurship and Small Business Management
11 Creative Patisserie and Artisan Bakery	
12 Butchery and Fishmongery	

Core Units
Optional Units

Flexible choice of subject areas and progression opportunities

BTEC Level 5 Higher National Diploma in Hospitality Management

General	Culinary Arts Management	Food and Beverage	Accommodation and Revenue Management	Events	Innovative Marketing and Sales
All level 4 core units plus three level 4 optional units	All level 4 core units plus three level 4 optional units	All level 4 core units plus three level 4 optional units	All level 4 core units plus three level 4 optional units	All level 4 core units plus three level 4 optional units	All level 4 core units plus three level 4 optional units
Level 5 units	Level 5 units	Level 5 units	Level 5 units	Level 5 units	Level 5 units
18 Research Project (Pearson-set)	18 Research Project (Pearson-set)	18 Research Project (Pearson-set)	18 Research Project (Pearson-set)	18 Research Project (Pearson-set)	18 Research Project (Pearson-set)
19 Hospitality Consumer Behaviour and Insight	19 Hospitality Consumer Behaviour and Insight	19 Hospitality Consumer Behaviour and Insight	19 Hospitality Consumer Behaviour and Insight	19 Hospitality Consumer Behaviour and Insight	19 Hospitality Consumer Behaviour and Insight
Plus an additional 5 units from the specialist and optional units	20 Hospitality Supply Chain Management	20 Hospitality Supply Chain Management	26 Revenue Management	29 Managing and Planning an Event	31 Hospitality Digital Marketing
Please note that only one specialist unit per pathway can be selected and that Unit 29 Managing and Planning an Event is 30 credits	21 Menu Development, Planning and Design	21 Menu Development, Planning and Design	27 Front of Office Operations Management	30 Global Events	32 Sales Management
	22 Creative Kitchen Management	24 Barista to Bar Management	28 Hospitality Distribution Channels Management		33 Integrated Hospitality Marketing Communications
	23 Food Innovation	25 Food Service Management	plus two optional units selected from either a specialist unit grouping or optional units.	Plus two optional units selected from either a specialist unit grouping or optional units.	34 Hospitality Brand Management
	Plus one optional unit selected from either a specialist unit grouping or an optional unit.	Plus one optional unit selected from either a specialist unit grouping or an optional unit.	Please note that only one specialist unit per pathway group can be selected and that Unit 29 Managing and Planning an Event is 30 credits.	Please note that only one specialist unit per pathway group can be selected and that Unit 29 Managing and Planning an Event is 30 credits.	Plus one optional unit selected from either a specialist unit grouping or optional units.
					Please note that only one specialist unit per pathway group can be selected and that Unit 29 Managing and Planning an Event is 30 credits.

Specialist Level 5 units
Group : Culinary Arts Management
20 Hospitality Supply Chain Management
21 Menu Development, Planning and Design
22 Creative Kitchen Management
23 Food Innovation
Group: Food and Beverage
24 Barista to Bar Management
25 Food Service Management
Group: Accommodation and Revenue Management
26 Revenue Management

Specialist Level 5 units
27 Front of Office Operations Management
28 Hospitality Distribution Management
Group: Events
29 Managing and Planning an Event
30 Global Events
Group: Innovative Marketing and Sales
31 Hospitality Digital Marketing
32 Sales Management
33 Integrated Hospitality Marketing Communications
34 Hospitality Brand Management

Optional Level 5 units
35 Food Science
36 Diet and Nutrition
37 Facilities Management
38 Concepts and Innovation in Hospitality
39 Tourist Resort Management
40 Spa Management
41 Hospitality Business Strategy
42 Customer Value Management
43 Organisational Behaviour
44 Strategic Human Resource Management
45 Launching a New Venture
46 Managing and Running a Small Business
47 Pitching and Negotiation Skills

Core Units
Specialist Units
Optional Units



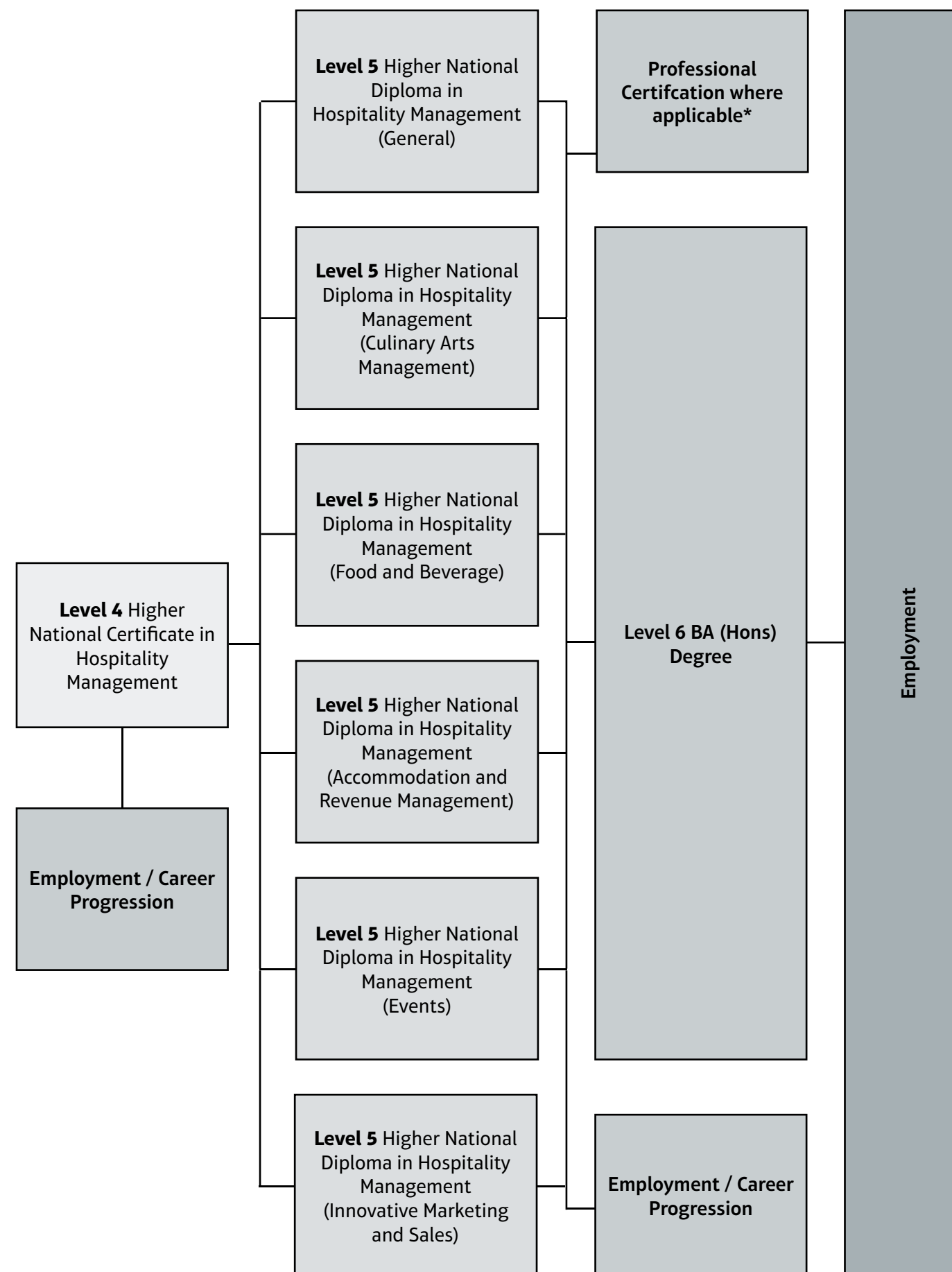
The purpose of Pearson BTEC Higher Nationals in Hospitality Management is to develop students as professional, self-reflecting individuals, able to meet the demands of employers in the hospitality sector and adapt to a constantly changing world. The qualifications aim to widen access to higher education and enhance the career prospects of those who undertake them.

On successful completion of the Level 5 Higher National Diploma, students can develop their careers in the hospitality sector through:

- Entering employment;
- Continuing existing employment;
- Linking with the appropriate Professional Body;
- Committing to Continuing Professional Development (CPD);
- Progressing to university.

The Pearson BTEC Higher Nationals in Hospitality Management are set at Level 4 and 5. The content at each level has been written following advice from a range of stakeholders including Professional Bodies and Universities and is intended to promote articulation to the Level 6 degree programmes in hospitality management.

The new qualifications also enable students the opportunity to progress to professional qualifications and have been closely developed to align to industry requirements.



Assessment Strategy

Pearson BTECs combine a student-centred approach with a flexible, unit-based structure. Students are required to apply their knowledge to a variety of assignments and activities, with a focus on the holistic development of practical, interpersonal and higher level thinking skills. Assessment reflects not only what the student knows but also what he or she can do to succeed in employment and higher education in an ethical manner.

Pearson BTEC Higher Nationals have always allowed for a variety of forms of assessment evidence to be used, provided they are suited to the type of learning outcomes being assessed. For many units, the practical demonstration of skills is necessary and, for others, students will need to carry out their own research and analysis, working independently or as part of a team.

Resources

We are providing a wealth of support to ensure that tutors and students have the best possible experience during their course. We have worked with students and tutors worldwide to create an effective and interactive community for our qualifications, called HN Global, an exciting new online platform created by Pearson to engage with Higher National students and tutors around the world.

Created in parallel with the development of the new BTEC Higher National qualifications, HN Global houses a great number of resources for both students and tutors to get the most out of their BTEC Higher National experience.

Pearson also offer Study Skills units to all learners – an online toolkit accessed on HN Global that supports the delivery, assessment and quality assurance of BTECs in centres.

www.highernationals.com

Do you need centre approval?

Providers wishing to deliver the new Pearson BTEC Higher National qualifications (Pearson BTEC Higher Nationals in Hospitality Management - first teaching September 2018) will be subject to a new qualification approval process, more aligned with that used in UK Higher Education. Email hnqa@pearson.com or visit qualifications.pearson.com/higher-nationals for more information about the process.



1. If a provider is already delivering the existing Higher National in Hospitality Management qualifications do they still need to obtain approval for delivering the new qualification?

Yes, existing providers would still be required to gain approval for delivering the new Higher National qualification but the process will be simplified for centres that meet the auto approval criteria. Approval will then be provisionally granted

subject to the return of a signed declaration and payment of the approval fee. More details can be found in the support section of our website <http://qualifications.pearson.com/>

2. How long will the approval process take?

This will depend on whether the provider is eligible for auto approval. Once an existing provider has been notified of eligibility for auto approval, the approval will remain provisional until the provider returns the signed declaration and approval. If an existing provider is ineligible and requires a desk based review, the review cannot begin until the provider confirms its intention to proceed and the approval fee is paid. New providers will go through the standard provider approval process which currently takes about 20 days.

3. Is it possible for students to change their pathway at the end of their first year on the course programme?

Yes it is. Providers will need to advise Pearson registrations team and they will be able to transfer the student's registration to the appropriate pathway.

4. If Pearson are providing Example Assessment Briefs, do providers still have to devise their own assignments and complete internal verification of assignments?

Yes they do. Example Assessment Briefs are for guidance and support only and can be customised and amended according to localised needs and requirements. All assignments must still be moderated as per the internal verification process.

5. How will providers know what the accreditation requirements are for Professional Bodies and what students would need to do to claim Accreditation.

There will be further details and guidance for providers available on the Pearson qualifications website (<http://qualifications.pearson.com/>).

highernationals@pearson.com

qualifications.pearson.com/higher-nationals

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