



# Introducing Licensed Higher Nationals

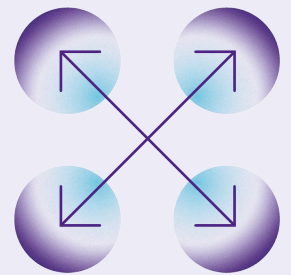


# How do Licensed Higher Nationals work?

BTEC Higher Nationals are vocational higher education qualifications. They're equal to the first two years of a university degree and help students to move directly into jobs or further study.

If your UK-based Higher Education Institution (HEI) has **Degree Awarding Powers (DAP)**, you can offer Higher Nationals under licence. This means you stay in control of teaching, assessment, awarding and certification, while reaping all the benefits of offering a Higher National qualification.

## Licence Types



### Intellectual Property (IP) Licence

With this licence, your HEI can use the full range of Higher Nationals, including Higher Technical Qualifications (HTQs), as your own validated awards. You'll be responsible for quality assurance, awarding, and certification, while Pearson's content remains protected.

### Trademark (TM) Licence

With this licence, your HEI designs, approves, delivers, and awards the programme as its own, using the "Higher Nationals" trademark. The course content must align with BTEC Higher Nationals only when the programme title matches or closely resembles a BTEC qualification.

Mapping the core content ensures recognition by employers and professional bodies, as well as smoother progression onto a degree. You'll have the freedom to design what works best for your students, while maintaining the trusted reputation of the Higher Nationals brand.

### Licence Scope:

- You can use the name "Higher Nationals" (not "BTEC" or "Pearson").
- Covers Higher Nationals, including HTQs, at Level 4 (HNC) and Level 5 (HND).

# How Licensed Higher Nationals can benefit your institution

Licensed Higher Nationals give you the flexibility to deliver trusted, globally recognised vocational qualifications in a way that works best for your institution. They're designed to support student success, meet employer needs, and strengthen your offer.

## Licensed Higher Nationals also allow HEIs to...

- > **Expand** programme offerings and attract more students
  - > **Promote** wider participation, improve employment outcomes, and support levelling-up initiatives
  - > **Reduce** development costs and gain efficiencies
  - > **Integrate** Higher Nationals within existing degree programmes
  - > **Facilitate** smooth progression to Level 6 degrees
  - > **Maintain** control over delivery, assessment, quality, awarding, and certification
  - > **Enhance** partnerships with local colleges
  - > **Boost** your civic role by addressing local skills gaps
  - > **Provide** qualifications that are recognised and valued by industry
  - > **Offer** qualifications as part of apprenticeships, meeting both occupational and professional standards
  - > **Increase** access to higher education
  - > **Boost** job prospects for graduates
  - > **Ease** financial pressure on students
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## Impact



**Over 170,000 students** have studied a Higher National delivered through a licensed agreement



**More than 30 HEIs** now offer them



**23% growth** in Licensed Higher Nationals over the past five years



**83% increase** in HNDs under the Trademark Licence since 2019, making it the most popular choice among our partners







## Success stories

Here's how Licensed Higher Nationals have made a difference to our partners, their students, and the local community.

**“Licensed Higher Nationals enabled us to collaborate with local employer CPW to create a tailored HNC in Building Services Engineering for apprentices. The flexible HN framework let us adapt modules to industry needs, and the partnership has supported CPW’s workforce growth. We’ve now expanded this offer to more regional employers, and it’s gained popularity due to strong industry recognition and employer confidence in HN’s quality and relevance.”**

– Rosa Wells, Further Education Principal at University College Birmingham

“Our partnership with Pearson is a further example of our innovative approach to higher education and making education accessible to all. In support of the Government’s levelling-up agenda and in preparation for the forthcoming Lifelong Loan Entitlement, these skills-based qualifications will give employers and our student community more options to access higher-level skills that directly transfer into the workplace and benefit the local economy.”

– Professor Edward Peck, Vice-Chancellor at Nottingham Trent University

“My Higher National studies offered valuable insights into real-world scenarios I have encountered on-site and served as the stepping stone to completing my degree. I am now working as a Senior Engineer, and I will soon be relocating to Paris to take on a role as a Technical Engineer.”

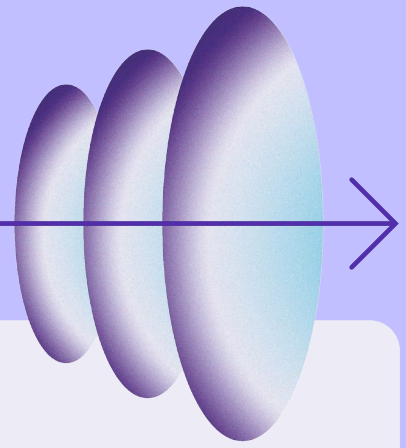
– Benjamin Lapinskas – HNC in Civil Engineering at Liverpool John Moore’s University



“My Higher National not only equipped me with the knowledge needed to excel in my role but also helped me secure exciting career opportunities! After working as a Site and Section Engineer in the UK, I have temporarily relocated to Canada, where I now work as a Project Engineer on civil infrastructure projects in Ontario.”

– Former HND in Civil Engineering Student at Liverpool John Moore’s University

[Read more Success Stories](#)



# Your step-by-step guide to getting started

Here's what your Licensed Higher Nationals journey will look like...

1. **Partner Application:** Submit your Centre Approval Application.
2. **Approval Meeting:** We'll review your application and set up a meeting.
3. **Onboarding (A):** Introduction to admin processes, registrations, and finance.
4. **Programme Approval:** Submit your Programme Approval Application with evidence.
5. **Licence Agreement:** Both parties sign the agreement.
6. **Onboarding (B):** Get familiar with the EOL\* platform.
7. **Register Learners:** Log student registrations on EOL\* by the deadlines in the Fee Booklet.
8. **Quality Assurance:** Appoint your own External Examiners and follow your QA processes.
9. **Record Outcomes:** Log student results on EOL\*.
10. **Annual Report:** Share data for the IRR\*\*, including last year's results and forecasts for the year ahead.

\* Edexcel Online (EOL): our self-service portal for student registrations and outcomes.

\*\* IRR = Institutional Review Report





## Next steps

### Ready to learn more or get started?

#### Find out more

Explore Licensed Higher Nationals and Higher Technical Qualifications (HTQs) on these webpages:

- [Learn more about BTEC Higher Nationals](#)
- [Get more information about Licensed Higher Nationals](#)
- [Explore Higher Technical Qualifications under Licence](#)
- [Discover modular and flexible delivery under Licence](#)

#### Start your journey

Ready to offer Licensed Higher Nationals at your institution?  
Express your interest by filling in [this form](#).

#### Need more information?

We're here to help. Contact us at: [licensehn@pearson.com](mailto:licensehn@pearson.com)