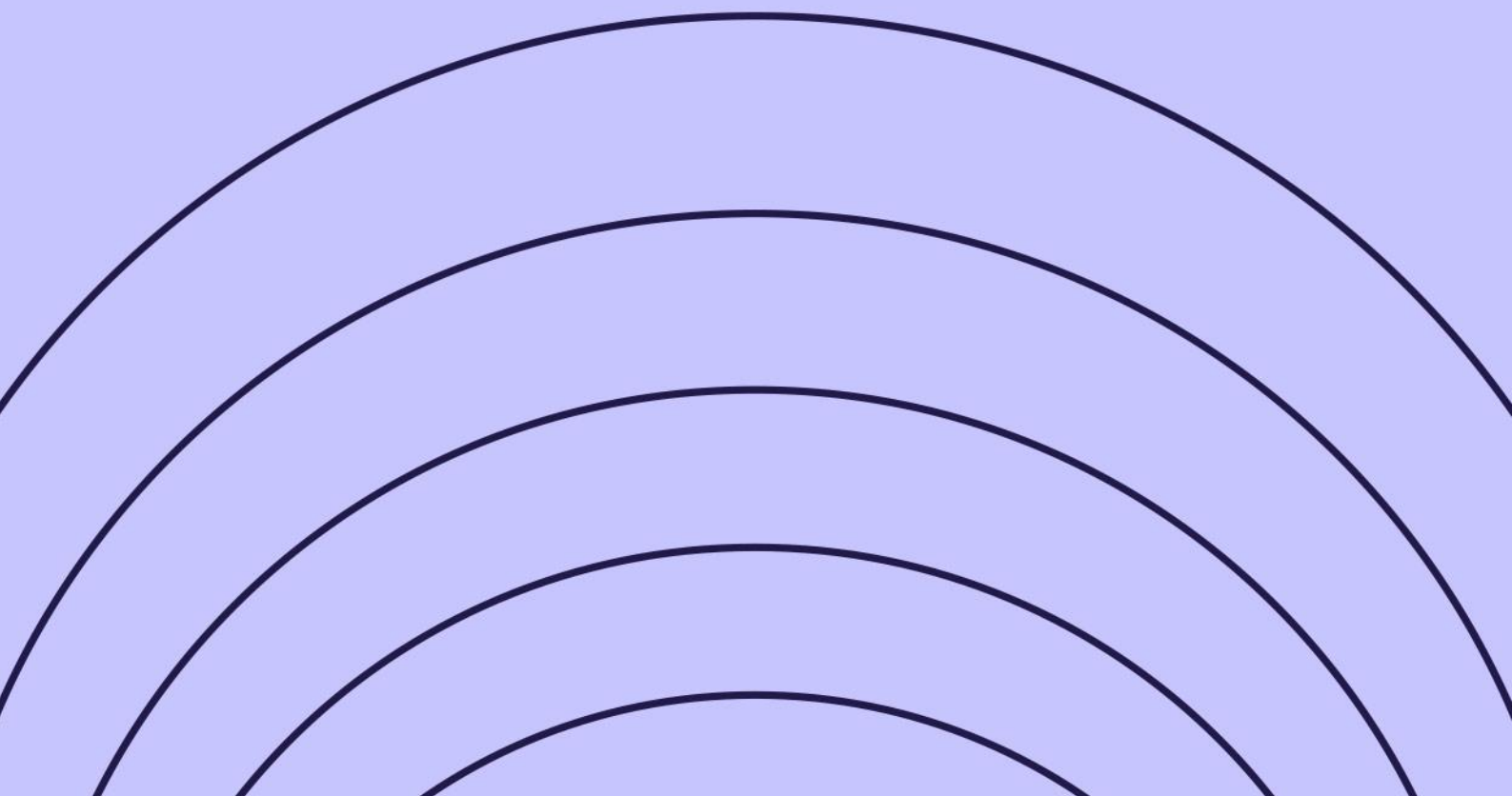




Licensed HN Mapping Guide



Licensed Higher Nationals (HNs) and Higher Technical Qualifications (HTQs) Mapping Guide and Template

The purpose of this guide is to outline the process for partners mapping the licensed HN and HTQ programmes to the Pearson approved BTEC Higher Nationals. This is to ensure that the core and specialist content and the structure of the programmes are aligned to support learner progression and the achievement of academic regulations.

Mapping to the qualification structure and core content is a requirement **for all Licensed HN and HTQ programmes offered under the TM Licence**, where the title is closely aligned to a Pearson approved BTEC Higher Nationals.

Requirements of the mapping

There are four simple stages that you need to consider for mapping:

Stage 1

• Considerations

- Start the process at the programme/course development stage
- Obtain the current specification for the existing BTEC Higher Nationals qualification
- Consider the pathway within the specification that is closely aligned to your programme/course

Stage 2

• Identifying Structure and Core units

- Identify the **core and specialist units** for that specific pathway closely aligned to your programme title
- When developing programmes, mapping **core and specialist units** is essential to ensure alignment with **occupational** and **professional** standards. This is mandatory for programme approvals, particularly for HTQs and apprenticeships, where all units are generally core.

Stage 3

• Mapping structure and Core Content

- The key areas of mapping the structure are **core units, credit values** and the **Guided Learning Hours (GLH)** (Appendix 1)
- The key areas for mapping the units are the **Learning outcomes (LO) and content** (Appendix 2)
- Please identify the percentage of mapping for each module (min. 80%)
- If learning outcomes mapping is below 80% or only partially covered by content but fulfilled through assessment, please identify the assessment and explain how it addresses the gaps in the outcomes.

Stage 4

• Submission to Pearson

- The mapping document needs to be submitted along with the **approval form** and other approval documents, such as **evidence of programme validation and quality assurance**.
- Please submit your **course specification/module handbooks/assessment briefs** as supporting evidence
- The approval process is only initiated when all the documents are submitted.
- **All documents to be submitted to Licensehn@pearson.com**

Appendix 1 Course structure example

Please use the example below to show how the University Programme aligns to the Pearson HNC/HND including the percentage of mapping for each unit.

Course Name	HND Business
Title and link to the Pearson qualification specification to which this has been mapped	

Core Module Code	University Module Title	Credit value	Level	Mandatory /Optional M/O	Delivery site (name of HEI or partner college)
BUSMXXXX	Foundations of Business Management	30	4	M	Pearson College
BUSMXXXX	Introduction to Marketing	30	4	M	Pearson College
BUSMXXXX	Accounting & Budget Management	30	4	M	Pearson College
BUSMXXXX	Human Resource & People Management	30	4	M	Pearson College
BUSMXXXX	Finance and Reporting for Management Decisions	30	5	M	Pearson College
BUSMXXXX	Contemporary Issues in Sustainable Business	30	5	M	Pearson College
BUSMXXXX	Business Research & Analysis	30	5	O	Pearson College
BUSMXXXX	Ethical & Responsible Leadership	30	5	O	Pearson College
BUSMXXXX	Global Operations & Supply Chain Management	30	5	O	Pearson College
BUSMXXXX	Work Based Management Project	30	5	O	Pearson College

Appendix 2 Content Mapping Example

The example below shows the mapping of two modules only of an HEI programme to the existing Pearson HN programme for Pearson BTEC Level 5 Higher National Diploma in Business: 603/6838/X.

- The mapping must be done for all the **Core and specialist units** and content.
- The module mapping is done at the **Learning Outcome (LO) level** to show which LOs from the university maps to the LOs from Pearson.
- We appreciate that sometimes the LOs may not directly or fully map. If learning outcomes mapping falls below 80% or only partially covered by the LO and /or content but fulfilled through assessment, **please identify the assessment, and explain how it addresses the gaps in the outcomes**. This can be done in the percentage column or as a comment.

When developing programmes, mapping core and specialist units is essential to ensure alignment with occupational and professional standards. This is mandatory for all programme approvals, particularly for HTQs and apprenticeships

Pearson Unit number	Pearson Unit Title, Credit and Level	Pearson Unit Content	Pearson Unit Learning Outcome	University Module number	University Module Title, Credit, and level	University Module content* (Identify what would be taught)	University Module Learning Outcomes Demonstrate (clearly) how your LOs map to Pearson's Los as identified below	Percentage of module mapped
Unit 1	Business and Business Environment 15 credits level 4	• Different types of organisations • Size and scope of organisation • The various functions within an organisation • Organisational structure • The context of the macro environment • The macro factors that influence and impact on business activities • Organisation operations • Frameworks for analysis • Internal vs external factors	LO1 Explain the different types, size, and scope of organisations. LO2 Demonstrate the interrelationship of the various functions within an organisation and how they link to organisational structure. LO3 Use contemporary examples to demonstrate both the positive and negative influence/impact the macro environment has on business operations. LO4 Determine the internal strengths and weaknesses of specific businesses and their interrelationship with external macro factors.	BUSM XXX	Foundations of Business Management 30/4	Understanding the business environment – tools and techniques: External (PEST, 5 Forces Analysis) Internal (Value Chain, Resources, Ansoff's Matrix, BCG Matrix). Summary – SWOT analysis. Offer, acceptance, intention to create legal contracts, consideration. Classic case law, Law and regulation of the natural environment and sustainability issues (in UK and Europe) Demand conditions (What customers want and why it matters). Revenue, elasticity, and pricing. Supply conditions. Supply and demand analysis.	• LO 1 Identify the elements of the external context of business practice & report the impact of globalization on business (Pearson LO1) • LO 2 Explain the management functions PLOC (Pearson LO2) • LO 3 Describe the relationship that exists between business and the law. • LO 4 Discuss the nature, characteristics, advantages, and disadvantages of different forms of business (Pearson LO3 and LO4 partially mapped) • LO 5 Demonstrate academic research, writing & referencing skills	• 90%

Unit 2	Human Resource Management 15/4	• Nature and scope of HRM • Strategic HRM • Organisational performance • Resourcing the organisation • Recruitment and selection • Retention • External and internal factors • Organisational development • Job descriptions and person specification • Recruitment and selection in practice • Performance management • Employee relationship	LO1 Explain the impact of the role of HRM in creating sustainable organisational. Performance and contributing to business success. LO2 Assess the contribution of HRM in recruiting and retaining talent and skills to achieve business objectives. LO3 Examine how external and internal factors can affect HRM decision making in relation to organisational development. LO4 Apply HRM practices in a work-related context for improving sustainable organisational performance.	BUSMXXX	Human Resource & People Management 30/4	The evolution of work and the development of organisational functions (focusing on the HR function) Time, Space and Discipline: The Emergence of Modern Work The individual and the meaning and nature of work The Division of Labour, Taylorism and Fordism Karl Marx: Work, Capitalism, and alienation. Types of employment, Unemployment, and underemployment Low-Wage Work in the modern economy Quality of work and the contribution of the Human Resource function Stress at work and employee wellbeing Employee motivation and job satisfaction The future of work – Digital Utopias and dystopia's	• LO 1 Explain the role of HRM and how it is integrated into the business organisation and contributes to organisational success (Pearson LO1) • LO 2 Examine the intersections between business management and human resource management (Pearson LO2 partially mapped) • LO 3 Demonstrate an understanding of the basic principles and theories of organizational behaviour (Pearson LO4) • LO 4 Demonstrate an awareness of issues related to managing organisations – e.g., politics, power, change, conflict, technology (Pearson LO3 and LO 4) (partially mapped) • LO 5 Demonstrate academic research, writing & referencing skills	• 80% Recruitment and Talent acquisition is part of the assessment in this module. Application of HRM in work related context is applied through recruitment and talent acquisition assessment
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* Please note the module content from the university added here is purely an example

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Approver:

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