Teaching Land-based Studies at Level 3?

Choose BTEC Nationals
Welcome to your Guide to BTEC Level 3 Nationals in:

- Agriculture
- Animal Management
- Countryside Management
- Equine Management
- Forestry and Arboriculture
- Horticulture

Your guide includes everything you need to know about BTEC Level 3 Nationals Land-based qualifications, why universities and employers are so excited about BTEC qualifications, and why around 1 in 4 students entering university in the UK do so with a BTEC.*

*Source: UCAS Progression Pathways – Jan 2016

The skills to succeed – the confidence to progress
Why choose BTEC Nationals?

Young people taking their first steps towards a new career need the right blend of technical and academic skills in order to become the highly skilled, work-ready individuals employers and universities look for.

BTEC Level 3 Nationals are vocational qualifications designed to help your learners succeed. They have been developed in collaboration with over 5,000 universities, employers and professional bodies with employability at the heart, so your learners can develop the skills and confidence they will need to step into their future.

What’s new

Your new BTEC Level 3 Nationals qualifications take a unit-by-unit approach and provide you learners with practical, work-related courses. They offer:

Combination of assessment styles
Learners can demonstrate their knowledge, skills and understanding through work-related contexts. (see page 28 for details).

Large foundation of mandatory units
Universities and employers have evidence of a consistent level of core knowledge and skills.

Comprehensive support
We’ve listened to feedback and put together our most comprehensive support package yet. (see pages 22–27 for details).

The skills to succeed – the confidence to progress
The route to success

After 30 years of proven success, more and more employers and Higher Education institutions across the globe are choosing BTEC-qualified candidates for their practical knowledge and employability skills.

More than a million learners choose BTEC each year.

BTEC Level 3 Nationals in Land-based sectors offer your learners:

- **Work-related learning** giving learners an edge and opening the door to higher education or employment in land sectors.

- **Clear progression routes** into higher education when taken alongside other courses, an apprenticeship or training routes in the land sector.

- **Transferable skills development** such as case study research, teamwork and client communication.

\[\text{Find out why Peter Jones and our other ambassadors choose BTEC at quals. pearson.com/BTECsuccess17guide.}\]

\[\text{See some great BTEC success stories and meet our BTEC Land Student of the Year 2017 at: quals.pearson.com/BTECawards17guide}\]

\[\text{Did you know…}\]

- **4 out of 5 BTEC students go on to receive a First or Second class degree** (The outcomes associated with the BTEC route of degree level acquisition, London Economics 2013)

- **37% of businesses prefer recruits to hold a mix of academic and vocational qualifications or value them equally** (Inspiring Growth: Pearson/Skills CBI Skills survey 2015)
Your BTEC Nationals Land-based qualifications explained

BTEC Level 3 Nationals Land-based courses offer a flexible range of qualifications that can be studied alongside other level 3 qualifications such as A levels or other BTEC Nationals as part of a larger programme of study, or as the main focus of study.

- They are designed for Post-16 Level 3 learners wishing to go on to further or higher level study of the sector or directly to employment.

- All sizes attract UCAS points and are widely recognised by universities and employers.

The following qualifications are available or are currently being developed:

- Agriculture
- Equine Management
- Animal Management
- Forestry and Arboriculture
- Countryside Management
- Horticulture

Find out more
The following pages provide you with an overview of each course. For full details or to download your specifications please go to quals.pearson.com/BTECNats16and17Guide

Tech Level qualifications

For learners wishing to progress directly to employment or apprenticeships through specialist study, or choose to go on to higher level study. They will have the opportunity to:

- choose between different qualification sizes so they have the option to study full or part-time or take a BTEC alongside other level 3 qualifications such as A levels
- equip themselves with specialist knowledge and skills for their chosen career path
- develop transferable knowledge and skills.
The agriculture sector has around 150,000 businesses and 660,000 employees. It is a diverse industry with a wide range of progression and job opportunities, which vary from managing livestock such as dairy cows, cattle for beef, sheep for wool and lamb, pigs and poultry, to managing crops. There is great demand for reliable, responsible and motivated people who can combine technical knowledge with practical skills.

<table>
<thead>
<tr>
<th>Tech Level</th>
<th>Extended Certificate in Agriculture 360 GLH</th>
<th>Foundation Diploma in Agriculture 540 GLH</th>
<th>Diploma in Agriculture 720 GLH</th>
<th>Extended Diploma in Agriculture 1080 GLH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purpose:</td>
<td>Same size as 1 A level Tech Level</td>
<td>Same size as 1.5 A levels Tech Level</td>
<td>Same size as 2 A levels Tech Level</td>
<td>Same size as 3 A Levels Tech Level</td>
</tr>
<tr>
<td>Total units:</td>
<td>4</td>
<td>7</td>
<td>10</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>3 Mandatory Units</td>
<td>5 Mandatory Units</td>
<td>7 Mandatory Units</td>
<td>9 Mandatory Units</td>
</tr>
<tr>
<td></td>
<td>1 Optional Unit</td>
<td>2 Optional Units</td>
<td>3 Optional Units</td>
<td>6 Optional Units</td>
</tr>
<tr>
<td>Purpose:</td>
<td>Ideal for learners interested in learning about the agriculture sector, with supplementing fields of study</td>
<td>Ideal for learners full-time course and are intending to gain employment or to progress onto an apprenticeship in agriculture</td>
<td>Typically makes up two-thirds of a 16–19 study programme, and is normally taken alongside other qualifications</td>
<td>For learners who want to focus their studies on the agricultural sector, with a firm intention of progressing to employment in one of the agricultural management or specialist roles available</td>
</tr>
</tbody>
</table>

The skills to succeed – the confidence to progress

Find out more
For Teaching support see page 22 • For Assessment see page 28
Download your specification at: quals.pearson.com/BTECNatsAgriculture16Guide

*please see specification for details of all Optional Units available.

Information correct at time of publication – please see specification for latest information.
Animal Management

The chart below gives you an overview of the course sizes available in your BTEC Level 3 Nationals in Animal Management.

<table>
<thead>
<tr>
<th>Course</th>
<th>GLH</th>
<th>Purpose</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extended Certificate in Animal Management</td>
<td>360</td>
<td>For students interested in learning about the animal management sector, with supplementing fields of study</td>
</tr>
<tr>
<td></td>
<td></td>
<td>If taken alongside A levels in Biology and Chemistry, it will allow for alternative progression routes into areas such as veterinary science</td>
</tr>
<tr>
<td>Foundation Diploma in Animal Management</td>
<td>540</td>
<td>For students looking for a 1 year course and who are intending to gain employment or progress onto an apprenticeship in animal management</td>
</tr>
<tr>
<td>Diploma in Animal Management with Science</td>
<td>1080</td>
<td>For students who know they want to work in the animal management sector, either directly or following a sector-related degree</td>
</tr>
</tbody>
</table>

The animal management sector is rapidly developing from a low-grade, largely manual sector into a service industry meeting the broad demands of the animal-owning and interested public. Animal care is worth £1 billion to the UK economy.

This sector has 20,000 businesses, 78,000 employees and many volunteers.

There are many different career paths and opportunities for those wishing to work in animal management, in areas such as animal welfare, business, science and wildlife conservation.

Explore BTEC Nationals

Find out more

For Teaching support see page 22 • For Assessment see page 28
Download your specification at: quals.pearson.com/BTECNatsAM16Guide
Explore BTEC Nationals

Countryside Management

The chart opposite gives you an overview of the course sizes that will be available in your BTEC Level 3 Nationals in Countryside Management.

- Working in the countryside management sector is often overlooked as a career. However, it has a wide range of progression and job opportunities. The game and wildlife industry employs approximately 73,000 people in the UK, with approximately 31,000 people employed in other aspects of the countryside industry.

- The number of people working in this sector is expected to grow each year, and employment opportunities can be found in both urban and rural areas.

### Tech Level

**Extended Certificate in Countryside Management**

- 360 GLH
- Same size as 1 A level
- Total units: 5
  - 3 Mandatory Units
  - 2 Optional Units
- Purpose: Ideal for learners interested in learning about the countryside management sector, with supplementing fields of study

**Foundation Diploma in Countryside Management**

- 540 GLH
- Same size as 1.5 A levels
- Total units: 7
  - 5 Mandatory Units
  - 2 Optional Units
- Purpose: Ideal for learners looking for a 1 year full-time course and are intending to gain employment or to progress to an apprenticeship in countryside management

**Diploma in Countryside Management**

- 720 GLH
- Same size as 2 A levels
- Total units: 10
  - 7 Mandatory Units
  - 3 Optional Units
- Purpose: This qualification’s size and specialist mandatory and optional units mean there is time in a study program to take an additional level 3 qualification to support progression to more specialist employment

**Extended Diploma in Countryside Management**

- 1080 GLH
- Same size as 3 A levels
- Total units: 15
  - 10 Mandatory Units
  - 5 Optional Units
- Purpose: For learners who want to focus their studies on the countryside management sector, with a firm intention of progressing to employment in one of the countryside management or specialist roles available

*Information correct at time of publication – please see specification for latest information.*

The skills to succeed – the confidence to progress

Find out more

For Teaching support see page 22 • For Assessment see page 28
Download your specification at: quals.pearson.com/BTECNatsCF16Guide
Equine Management

The chart below gives you an overview of the course sizes available in your BTEC Level 3 Nationals in Equine Management.

- **Extended Certificate in Equine Management**
  - 360 GLH
  - Same size as 1 A Level Tech Level
  - Total units: 5
    - 4 Mandatory Units
    - 1 External Unit
  - Purpose: For students wishing to work in the equine management sector, but in roles which would be best supported with supplementing fields of study.

- **Foundation Diploma in Equine Management**
  - 540 GLH
  - Same size as 1.5 A Levels Tech Level
  - Total units: 7
    - 6 Mandatory Units
    - 1 Optional Unit
  - Purpose: For students looking for a 1 year course, perhaps after taking further level 2 qualifications, and who are intending to gain employment or to progress to an apprenticeship in equine management.

- **Diploma in Equine Management (Equitation)**
  - 720 GLH
  - Same size as 2 A Levels Tech Level
  - Total units: 10
    - 8 Mandatory Units
    - 2 Optional Units
  - Purpose: Likely to be chosen over the National Extended Diploma in Equine Management by those students wanting to progress directly into work as an equine instructor or exercise rider.

- **Diploma in Equine Management (Yard Management)**
  - 720 GLH
  - Same size as 2 A Levels Tech Level
  - Total units: 10
    - 8 Mandatory Units
    - 2 Optional Units
  - Purpose: Principally for students wanting to progress directly into work as an equine management assistant or supervisor.
    - It’s size means there is time in a study programme to take an additional level 3 qualification to support progression to more specialist employment.

- **Extended Diploma in Equine Management**
  - 1080 GLH
  - Same size as 3 A Levels Tech Level
  - Total units: 15
    - 9 Mandatory Units
    - 6 Optional Units
  - Purpose: This qualification introduces a greater amount of science content.
    - For students who know they want to work within the equine management sector, either directly or following a sector-related degree.

The equine sector is an exciting and well-respected industry, which is rapidly expanding in the UK, contributing £7 billion a year to the economy.

This sector has more than 19,000 businesses, 41,200 employees and many volunteers.
Forestry and Arboriculture

The chart opposite gives you an overview of the course sizes that will be available in your BTEC Level 3 Nationals in Forestry and Arboriculture.

- In the UK, there are currently more than 4,500 arboriculture businesses, employing around 24,000 people, and more than 3,000 forestry businesses, employing almost 20,000 people.
- This sector contributes more than £286 million to the UK economy. The forest industry is wide ranging and global in its influence and impact, from managing small community woodlands to dealing with issues of massive deforestation.
- The arboriculture industry is concerned with the care and maintenance of trees grown for amenity purposes, such as those growing in parks and gardens, street and highways, and trees in special collections.

Find out more
For Teaching support see page 22 + For Assessment see page 28
Download your specification at: qualis.pearson.com/BTECNatsForestry16Guide

*please see specification for details of all Optional Units available.
Information correct at time of publication – please see specification for latest information.
Explore BTEC Nationals

Horticulture

The chart opposite gives you an overview of the course sizes that will be available in your BTEC Level 3 Nationals in Horticulture.

Throughout the UK, there are currently more than 235,500 people working in the horticulture industry and it is expected that between now and 2020 the industry will need around 120,000 new entrants.

Horticulture is a diverse industry, offering a wide range of progression and job opportunities, including roles such as greenkeeper, gardener, landscaper, park ranger, garden centre manager, garden designer, nursery grower and sports turf manager.

---

**Extended Certificate in Horticulture**

360 GLH

Same size as 1 A level Tech Level

**Total units:** 5

4 Mandatory Units

1 Optional Unit

**Purpose:**
- This qualification offers an engaging programme to support learners who want to pursue a career in the horticulture sector
- This size of qualification allows learners to study related and complementary qualifications alongside it, without duplication of content

**Foundation Diploma in Horticulture**

540 GLH

Same size as 1.5 A levels Tech Level

**Total units:** 7

5 Mandatory Units

2 Optional Units

**Purpose:**
- Designed as a 1 year full-time course, or as part of a 2 year full-time study programme for learners who want to take it alongside another area of complementary study
- Supports progression to careers in the horticulture sector

**Diploma in Horticulture**

720 GLH

Same size as 2 A levels Tech Level

**Total units:** 10

8 Mandatory Units

2 Optional Units

**Purpose:**
- Designed to be the substantive part of a 16-19 study programme
- Supports progression directly to employment in roles such as gardener, groundskeeper or landscape team leader

**Extended Diploma in Horticulture**

1080 GLH

Same size as 3 A levels Tech Level

**Total units:** 15

10 Mandatory Units

5 Optional Units

**Purpose:**
- For learners who want to take their studies on the horticulture sector, with a firm intention of progressing to employment in one of the horticultural management or specialist roles available

---

*please see specification for details of all Optional Units available.

Information correct at time of publication – please see specification for latest information.

---

**Find out more**

For Teaching support see page 22 • For Assessment see page 28

Download your specification at: quals.pearson.com/BTECNatsHorticulture16Guide
Course materials

BTEC Level 3 Nationals in Land-based sectors have a comprehensive range of FREE course materials available to help with planning and teaching, as well as assessing and tracking progress of your learners.

Find out more

For full details of all the support available please see website:

- Agriculture: quals.pearson.com/BTECNatsAgriculture16Guide
- Equine Management: quals.pearson.com/BTECNatsEM16Guide
- Animal Management: quals.pearson.com/BTECNatsAM16Guide
- Forestry and Arboriculture: quals.pearson.com/BTECNatsForestry16Guide
- Countryside Management: quals.pearson.com/BTECNatsCF16Guide

Published resources (paid-for)

Help your learners prepare for external assessment.

Find out about Revision Guides and Revision Workbooks for BTEC Nationals in Animal Management and order your copies at: www.pearsonfe.co.uk/BTECNatsAM16Guide

You do not need to purchase resources in order to deliver these qualifications.

The skills to succeed – the confidence to progress

Plan

We’ve a bank of support materials designed to help you choose and plan the right course for your learners including:

- Specifications
- Sample Assessment Materials
- Delivery plans
- myBTEC planning tools
- Authorised Assignment Briefs
- Getting Ready to Teach free events

Teach

You’ll also find a wide range of teaching and learning materials to help you deliver your course such as:

- Delivery guides
- Schemes of work
- Skills for Learning and Work Activity Sheets
- Training events
- Published resources

Assess and Track

There’s also a selection of resources designed to help you prepare for assessment and tracking learner progress:

- Sample Assessment Materials
- Sample Marked Learner Work
- Authorised Assignment Briefs
- Quality Assurance guides
- myBTEC progress tracking

Find out more

- See page 25 for full details about free training events
- Download your specifications at: quals.pearson.com/BTECNats16and17Guide

Published resources (paid-for)

Help your learners prepare for external assessment.

Find out about Revision Guides and Revision Workbooks for BTEC Nationals in Animal Management and order your copies at: www.pearsonfe.co.uk/BTECNatsAM16Guide

You do not need to purchase resources in order to deliver these qualifications.
We offer a range of events to help you in every aspect of planning, teaching and assessing your BTEC courses.

To make it as easy as possible for you to benefit from our training, many of our face-to-face events are available as online sessions, and you can request any of our events to be delivered as paid-for events in your centre.

Our programme of events:

- make it easy for you to access BTEC training how, when and where you need it.
- offer qualification-based and role-based courses so you can choose which event is right for you.
- are delivered by experts passionate about training.
- provide opportunities to share ideas and best practice.

What’s more, our flexible range of high quality training events not only support your delivery of BTEC courses, but also help towards your continued professional development.

Find out more
Book onto one of our events at quals.pearson.com/BTECNatsTraining

MyBTEC

We know that as a teacher workload can be an issue, that’s why to help you save time we have designed myBTEC, a unique free service that aims to reduce your admin workload.

What myBTEC can do for you:

- **Saves you time** – for example when Internally Verifying an assignment brief, at least 50% of the questions are answered for you
- **Reduces your workload** – for example your assessment plan is produced automatically from your assignment briefs in myBTEC
- **Automatic grade tracking calculations**, so you know your students are on track
- **Easily export and download all documents**, information and results
- **Give you the complete visibility of all courses**, assessment, internal verification and results at your centre, so you can check progress at anytime.

Simply login at mybtec.pearson.com with your Edexcel online details.

Find out more
Discover myBTEC at quals.pearson.com/myBTECNatsGuide17

The skills to succeed – the confidence to progress
Admin support

New to BTEC?
If you’re thinking about teaching BTEC Nationals and want to know more about what’s involved and the support we can provide see our step-by-step guides at quals.pearson.com/stepbystepBTEC.

We’ve included guidance on:
- How to get started
- Building your BTEC team
- Quality assurance
- Internals assessment
- External assessment

Already teaching BTEC?
Remember you can find detailed information about key BTEC processes, forms and guidance materials quals.pearson.com/BTECsupport.

You’ll also find all of the essential tools and forms on each of our dedicated qualifications pages, alongside your specifications and any additional resources specific to your BTEC.

Specialist help and advice
You’ve also access to specialist support and advice from our Land-based subject advisor, Danielle Clarke.

Danielle will be happy to help with any questions you may have about your BTEC Level 3 Land-based qualifications.

Danielle Clarke
Land-based Studies
UK: 020 7010 2173
Intl: +44 (0)20 7010 2173
Email: TeachingLandBasedStudies@pearson.com

The skills to succeed – the confidence to progress
Assessment and Grading

Types of assessment

Your BTEC Level 3 Nationals Land-based qualifications take a unit-by-unit approach and offer a combination of assessment styles. This gives your learners the opportunity to showcase their skills and apply their knowledge in an appropriate, work-related context, and provides evidence of what they can do when they apply to enter higher education or employment.

Assessing BTEC Nationals

The skills to succeed – the confidence to progress

Written Exams

Set and marked by: Pearson

For written exams, learners draw on essential information to create written answers to practical questions in exam conditions. Learners demonstrate they can apply appropriate knowledge to a work-related challenge in timed conditions.

Assignments

Set and marked by: Centre Verified by: Pearson

Assignments are practical tasks set in work-related scenarios that can be tailored to local industry needs for your learners. Learners demonstrate how they apply knowledge and skills to complete a practical project over a period of time, working individually or in groups.

Tasks

Set and marked by: Pearson

Tasks are practical work-related scenarios completed in realistic, time-based situations. They are completed in controlled conditions and some tasks have pre-released information. Learners demonstrate how to apply learning to common workplace or HE scenarios. Tasks provide evidence of a consistent standard of assessment for all BTEC learners.

Written Exams

Set and marked by: Pearson

For written exams, learners draw on essential information to create written answers to practical questions in exam conditions. Learners demonstrate they can apply appropriate knowledge to a work-related challenge in timed conditions.

Grading

A learner’s final qualification grade reflects their achievements across units in their BTEC Nationals course. Both internally and externally assessed units are individually graded, and each final unit grade is allocated points.

- Internally assessed units are marked and graded in the Centre (school, college or training provider) and subject to external verification by Pearson.
- Externally assessed units are marked and graded by Pearson.
- Units are graded Pass, Merit or Distinction, with external units also having a N grade in most Level 3 sectors. Total points scored across all units are used to calculate the final qualification grade.

Achievement of a Certificate with a D grade example:

<table>
<thead>
<tr>
<th>Unit</th>
<th>Type</th>
<th>Grade</th>
<th>GLH</th>
<th>Type (Int/Ext)</th>
<th>Unit points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit 1</td>
<td>90</td>
<td>Int</td>
<td>Distinction</td>
<td>24</td>
<td></td>
</tr>
<tr>
<td>Unit 2</td>
<td>90</td>
<td>Ext</td>
<td>Merit</td>
<td>22</td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td>180</td>
<td>D</td>
<td></td>
<td>46</td>
<td></td>
</tr>
</tbody>
</table>

Find out more

For full details see Section 9 of your specification

Download your specification at quals.pearson.com/BTECNats16and17Guide
We’ve also developed a range of new BTEC Land-based qualifications for Level 1 and Level 2 learners.

For Level 1 post-16 Learners

BTEC Level 1 Introductory qualifications
Graded, unit-based qualifications designed to develop transferable and sector skills so your post-16 learners can progress to further study, apprenticeships or training. BTEC Level 1 Introductory qualifications for Land-based sectors include:
- Land-based Studies
- Vocational Studies

Find out more
Download your specifications at: quals.pearson.com/BTECL1IntroGuide

For Level 2 post-16 learners

BTEC Level 2 Technicals
Designed to give post-16 learners real hands-on practical experience to master the skills they will need to succeed in their career or higher level study. Qualifications for Land-based sectors include:
- Agriculture – coming soon
- Animal Care – available for teaching
- Blacksmithing – coming soon
- Countryside Studies – coming soon
- Equine Studies – available for teaching
- Forestry and Arboriculture – coming soon
- Horticulture – coming soon
- Floristry – coming soon
- Fish Husbandry – coming soon

Find out more
Download your specifications and view all our BTEC Level 2 Technicals at: quals.pearson.com/BTECL2TechnicalsGuide
Your next Steps

1. Download your specifications and sample assessment materials and browse our FREE resources at:
   quals.pearson.com/BTECNats16and17Guide
2. Order your paid-for resources at:
   www.pearsonfe.co.uk/BTECNatsAM16Guide

Stay in touch

Sign up for updates at quals.pearson.com/BTECNats16UpdateGuide and we’ll keep you up-to-date with the latest news.

 Follow us on Twitter
   @teachBTEC
   #ichooseBTEC

Help and advice

For help and advice about teaching your new qualifications contact our Subject Advisor for Land-based Studies:

**Danielle Clarke**
Land-based Studies

 UK: 020 7010 2173   Intl: +44 (0)20 7010 2173

 TeachingLandBasedStudies@pearson.com