

## Purpose Statement

Name of regulated qualification	
<b>QAN: 601/7159/5</b>	<b>Title: Pearson BTEC Level 3 National Extended Certificate in Business (360 GLH)</b>

Overview
<p><b><i>The business sector</i></b></p> <p>There are many different career paths for those who wish to work within the business sector. These include management, HR, finance, marketing and business information management, with the opportunity to work both in the UK and internationally.</p> <p><b><i>Who is this qualification for?</i></b></p> <p>The Pearson BTEC National Extended Certificate in Business is intended to be an Applied General qualification for post-16 students wanting to continue their education through applied learning, and who aim to progress to higher education and ultimately to employment, possibly in the business sector.</p> <p>The qualification is equivalent in size to 1 A level and aims to provide a coherent introduction to study of the business sector, normally alongside other level 3 qualifications.</p> <p>Students wishing to take this BTEC will have successfully completed a level 2 programme of learning with GCSEs or vocational qualifications.</p> <p><b><i>What does the qualification cover?</i></b></p> <p>The content of this qualification has been developed in consultation with academics to ensure that it supports progression to higher education. In addition, employers and professional bodies have been involved and consulted in order to confirm that the content is also appropriate for and consistent with current practice for students planning to enter employment directly in the business sector.</p> <p>Everyone taking this qualification will study three mandatory units. They are:</p> <ul style="list-style-type: none"> <li>• Exploring the Business Environment</li> <li>• Developing a Marketing Campaign</li> <li>• Personal and Business Finance</li> </ul> <p>The optional units have been designed to support choices in progression to business courses in HE, and to link with relevant occupational areas. They cover content areas such as:</p> <ul style="list-style-type: none"> <li>• human resources</li> <li>• accounting</li> <li>• marketing</li> <li>• law.</li> </ul>

In addition, the qualification includes an optional work experience unit, which enables all students to benefit from practical experience of the sector.

### **What could this qualification lead to?**

#### ***Will the qualification support progression to further learning, if so, what to?***

Students who have completed this qualification in a year may progress to further learning at level 3, for example, to a larger size BTEC National in the Business sector.

In addition to the business sector-specific content, the requirements of the qualification mean the student develops the transferable and higher-order skills that are highly regarded by both HE and employers. For example, when studying the Business and Personal Finance unit, students will be measuring the financial performance of a business, preparing and analysing statements of comprehensive income and statements of financial position, as well as analysing profitability, liquidity and business efficiency, which supports some of the skills students need to progress into higher education, employment, self-employment or training.

The qualification is intended to carry UCAS points and is recognised by HE providers as contributing to meeting admission requirements for many courses, if taken alongside other qualifications as part of a two-year programme of learning, and it combines well with a large number of subjects. It will support entry to almost any HE course, depending on the subjects taken alongside. For example, if taken alongside:

- A levels in Spanish and Maths, it could lead to a BSc (Hons) in International Management with Spanish
- Pearson BTEC Level 3 National Diploma in Fashion Design and Development, it could lead to a BA (Hons) in Fashion Management
- Pearson BTEC Level 3 National in Travel and Tourism and an A Level in Geography, it could lead to a BA (Hons) in Tourism Management
- A Levels in History and English Literature, it could lead to a BA (Hons) in History.

Students should always check the entry requirements for degree programmes at specific HE providers.

#### ***Will the qualification lead to employment, if so, in which job role and at which level?***

This qualification, when studied with other level 3 qualifications, is designed primarily to support progression to employment after further study at university. However, it can also support students progressing to employment directly, or via an apprenticeship. It will give the successful student the transferable knowledge, understanding and skills that will be an advantage in applying for a range of industry-linked training programmes or apprenticeships in the business or other sector of their choice.

#### ***If there are larger and/or smaller versions of this qualification, or it is available at different skills levels, why should the student choose this one?***

The **Pearson BTEC Level 3 National Extended Certificate in Business** is equivalent in size to 1 A level. It is for students who are interested in learning about the sector alongside other fields of study, with a view to progressing to a wide range of HE courses, but not necessarily in business.

The suite also includes the following qualifications:

The **Pearson BTEC Level 3 National Certificate in Business** is the smallest qualification in the suite of BTEC Nationals in Business, equivalent in size to 0.5 of an A level. It is for students who would like an element of Business in a study programme that has a range of qualifications in other areas.

The **Pearson BTEC Level 3 National Foundation Diploma in Business** is equivalent in size to 1.5 A levels and is for students looking for a one-year course of full-time study, or alongside another area of study that contrasts or complements the Business Foundation Diploma over a two-year full-time study programme.

The **Pearson BTEC Level 3 National Diploma in Business** is equivalent in size to 2 A levels. It typically makes up two-thirds of a two-year 16–19 study programme, and is taken alongside other qualifications. The additional qualification(s) studied allow students either to give breadth to their study by choosing a contrasting subject, or to give their studies more focus by choosing a complementary subject.

The **Pearson BTEC Level 3 National Extended Diploma in Business** is the largest qualification in the suite of BTEC Nationals in Business and is equivalent in size to 3 A levels. It is best suited to students who want to progress to higher education programmes prior to employment, probably in the business sector.

The **Pearson BTEC Level 3 National Diploma in Retail** is designed as a Tech Level qualification equivalent in size to 2 A Levels. It is an ideal qualification for students who want to progress to a career within the retail sector, and gives them essential knowledge understanding and skills to be able to apply for roles within the sector, either directly, or via higher education.

For more detail of the other qualifications listed here, and the different progression opportunities they particularly support, please refer to their statements of purpose.

#### **This qualification is supported by the following organisations**

##### **Higher education**

The University of Manchester  
University of Sheffield  
University of Exeter  
University of East Anglia  
University of Huddersfield  
University of Chichester  
Kingston University  
Southampton Solent University  
University College Birmingham  
University of the West of England  
Harper Adams University

##### **Professional and trade bodies**

CIPS (Chartered Institute of Procurement and Supply)  
Chartered Institute of Personnel and Development (CIPD)  
CMI (Chartered Management Institute)

##### **Employers**

John Lewis  
Barclays Bank

Lloyds Commercial Banking  
The Co-operative Group  
Peter Jones Foundation  
Footwork First  
Let's Talk Shop  
Saracens RFU  
RPMC  
Nielsen  
Waltham Estates