

Purpose Statement

Name of regulated qualification	
QAN: 601/7161/3	Title: BTEC Level 3 National Foundation Diploma in Business (510 GLH)

Overview

The business sector

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.

Who is this qualification for?

The Pearson BTEC National Foundation Diploma 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. The qualification is equivalent in size to 1.5 A levels, and it has been designed as a one-year full-time study programme, or a full two-year programme when studied alongside further level 3 qualifications. Students wishing to take this BTEC will have successfully completed a level 2 programme of learning with GCSEs or vocational qualifications.

What does the qualification cover?

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 and consistent with current practice for students planning to enter employment directly in the business sector.

The qualification provides the knowledge, understanding and skills that prepare students for further study or training. This includes the opportunity to choose two units from a selection of options to supplement the mandatory units.

Everyone taking this qualification will study four mandatory units. They are:

- Exploring the Business Environment
- Developing a Marketing Campaign
- Personal and Business Finance
- Managing an Event

The option units have been designed to support progression to the range of sector-related courses in HE, and to link with relevant occupational areas. They cover content areas such as:

- human resources
- accounting

- marketing
- law.

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 a second Foundation Diploma in a complementary sector, or to a larger size BTEC National in the Business sector.

In addition to the business sector-specific content, the requirements of the qualification will mean students develop the transferable and higher-order skills that are highly regarded by both HE and employers.

For example, the study of principles of management requires students to research and provide evidence to support proposed management solutions, and then to evaluate and justify their propositions, basing their responses on different case scenarios. This activity requires the application of the higher-order skills of evaluation, reflection and justification. International Business is a mandatory unit in this qualification. In this unit, students study how UK businesses develop strategies to trade globally and consider the factors that influence the implementation of these strategies, which supports the skills student 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 to many relevant business courses, either on its own onto Foundation degrees and BTEC HNDs, or with other level 3 qualifications, for example:

- FdA Marketing with Events Management
- FdA Business
- FdA Business, Communications and Management
- HND Business and Management.

When combined with other qualifications within a two-year study programme, such as AS/A levels or another BTEC National Foundation Diploma, students can progress to higher education on full degree, single or combined courses, for example:

- BA (Hons) in Business Management with Law, if taken with AS/A levels in Law and Maths or BTECs in Applied Law
- BA (Hons) in Fashion Management, if taken with a Pearson BTEC Level 3 National in Fashion Design and Production or A levels in Art or Product Design (Textiles)
- BSc (Hons) in Human Resource Management if taken with AS/A levels in Psychology, English, Geography or Sociology

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 is designed primarily to support progression to employment after further study at university. However, it also supports students choosing to progress directly to employment, if studied as a one-year full-time study programme. It will give students the knowledge and understanding to be able to apply for a range of business assistant roles, primarily alongside an apprenticeship, in areas such as business administration, customer services, sales or enterprise.

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 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 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 Extended Certificate in Business** is equivalent in size to 1 A Level. It is for students 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 **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 wanting 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 wanting 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
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