



Laura Hall  
Business Manager for Vocational Business and Enterprise  
Pearson  
One90 High Holborn  
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12 June 2015

Dear Laura

**Letter of support for the Pearson *BTEC Nationals in Business and BTEC Nationals in Enterprise and Entrepreneurship***

As an employer in the sector, we recognise the following qualifications as being fit for purpose:

*BTEC National Extended Diploma in Business*  
*BTEC National Diploma in Business*  
*BTEC National Foundation Diploma in Business*  
*BTEC National Extended Certificate in Business*  
*BTEC National Certificate in Business*

*BTEC National Diploma in Enterprise and Entrepreneurship*  
*BTEC National Extended Certificate in Enterprise and Entrepreneurship*  
*BTEC National Certificate in Enterprise and Entrepreneurship*

The qualifications will support learners to progress to employment or within employment in a range of job roles across the industry, for example in junior management programmes or higher apprenticeships in business administration, finance, marketing, enterprise or sales.

For such roles, we believe that these qualifications provide an appropriate level of knowledge and skills, meeting the needs of the business and the individual, ensuring employees are appropriately skilled for the job and able to deliver to the standard that the sector expects.

The qualification will also support the individual, should they chose to progress into further training. With organisations becoming ever more multifaceted the range of the qualification provides students the opportunity to become relevant within organisations such as Nielsen where we look for breadth of experience in addition to depth within our employees.

We are happy for Pearson to use this letter in support of its work with government and its agencies, to ensure that this invaluable qualification can continue to be recognised for college performance tables and 19+ funding.

Yours sincerely

**Jaime Silvester**  
**Commercial Director**