



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

Dear Laura

Letter of support for the Pearson *BTEC Nationals in Business, BTEC National Diploma in Retail and BTEC Nationals in Enterprise and Entrepreneurship*

As the leading 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 Retail

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 retail, business administration, marketing, enterprise or sales.

For such roles, we believe that these qualifications provide an appropriate level of knowledge and skills, meeting the needs of businesses 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. The fundamental guding in business knowledge and skills that these courses provide would help prepare learners coming in to a sports business like ours. Marketing, Event Management, retail and corporate responsibility are just a few important elements of our business that the courses would support.

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



Gordon Banks
Stadium Director