

Lesley Davies OBE  
Vice President BTECs and Apprenticeships  
Pearson UK  
One90 High Holborn  
London  
WC1V 7BH

22 July 2016

Dear Lesley Davies

As a Higher Education Institution, we will recognise the following qualifications as fulfilling entry requirements to a range of our higher education courses in related subject areas, either by meeting entry requirements in their own right or being accepted alongside other qualifications at the same level:

Pearson BTEC Level 3 National Certificate in Business  
Pearson BTEC Level 3 National Extended Certificate in Business  
Pearson BTEC Level 3 National Foundation Diploma in Business  
Pearson BTEC Level 3 National Diploma in Business  
Pearson BTEC Level 3 National Extended Diploma in Business

We welcome the inclusion of external assessment in these qualifications. Also, the introduction of a larger mandatory core, comprising over half of each qualification, will provide students with a solid foundation. This means that all students will study a broad and common element of content, and therefore the wide range of options offered in the larger qualifications will be helpful in allowing students to explore areas in which they may wish to specialise at degree level.

In addition, we will recognise the following more specialist business-related qualifications as fulfilling entry requirements to certain of our higher education courses in related subject areas, either by meeting entry requirements in their own right or being accepted alongside other qualifications at the same level:

Pearson BTEC Level 3 National Certificate in Enterprise and Entrepreneurship  
Pearson BTEC Level 3 National Extended Certificate in Enterprise and Entrepreneurship  
Pearson BTEC Level 3 National Foundation Diploma in Enterprise and Entrepreneurship  
Pearson BTEC Level 3 National Diploma in Enterprise and Entrepreneurship  
Pearson BTEC Level 3 National Extended Diploma in Enterprise and Entrepreneurship

In the past, we have recruited students with Pearson BTEC National business-related qualifications similar to those listed above on to our degree programmes in Business and Management.

I am happy for this letter to be made public on the Pearson websites to confirm our support for the qualifications.

Yours sincerely

A handwritten signature in black ink, appearing to read "Sally Rutterford".

Sally Rutterford  
Head of Admissions, Student Records and Immigration Compliance  
University of Exeter