

Laura Hall  
Business Manager for Vocational Business and Enterprise  
Pearson  
One90 High Holborn  
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26 February 2016

Dear Laura

**Letter of support for the Pearson *BTEC level 3 National Diploma in Retail***

As a professional body in the sector, we recognise the following qualification as being fit for purpose:

*Pearson BTEC Level 3 National Diploma in Retail*

We confirm that this qualification will provide learners with the specialist knowledge, and give them the opportunities to develop the skills and behaviours that employers in the industry are looking for.

The mapping of the qualifications to our Advance Level 3 Certificate in Procurement and Supply, as well as the mapping to the Trailblazer Level 3 Retail Team Leader Apprenticeship standards, ensures the aforementioned knowledge, skills and behaviours developed are relevant, transferable and up to date.

The qualification ensures that the learner can demonstrate competencies to progress to employment in a range of job roles across the industry within the following occupational areas:

7220 Customer service managers and supervisors  
3541 Buyers and procurement officers  
7111 Sales and retail assistants  
7112 Retail cashiers and check-out operators

The qualification will also support the individual, should they chose to progress into further training, this includes the CIPS Diploma in Procurement and Supply. We fully support this qualification and welcome applications for employment from learners who have successfully completed it.

Yours sincerely



Kevin Hickman FCIPS  
Head of Education Development and Standards

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