

Pearson Work Based Learning

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I Overview

Pearson Work Based Learning encompasses Edexcel and BTEC qualifications and our wide range of Pearson resources and technology solutions.

As part of Pearson, the world's leading learning company, we are uniquely placed to provide everything you need to address skills gaps and enable learners to reach their full potential as effectively and efficiently as possible.

2 Our vision and mission

2.1 Our vision

Our vision is to be the leading UK work-based learning educational service provider for:

- Assessment
- Content, and
- Technology.

2.2 Our mission

Our mission is to provide:

- more support
- more flexibility
- more innovation
- more choice, and
- more success

than any other educational service provider.

More support

Our approach is to work in partnership with you, drawing on the full range of Pearson resources to provide you with more support than any other educational service provider.

More flexibility

At Pearson, we understand that not all businesses are the same – which is why we don't provide a one-size-fits-all formula. This means more flexibility and a tailored solution for our customers and their learners.

More innovation

We provide more innovation through the use of digital technology. Our online systems help our customers to cut administration costs, giving them more time to focus on their core business.

More choice

We offer more choice than any other awarding organisation, meaning more units, qualifications, assessment options and resources for our customers and their learners.

More success

Our aim is to support our customers to improve completion rates, resulting in more success for their learners and their businesses.

3 Assessment

We offer the largest selection of qualifications to the work-based learning market. Our comprehensive range of products from Edexcel includes competence-based qualifications such as NVQs; Functional Skills; Foundation Learning; WorkSkills qualifications, and an exclusive range of BTEC Apprenticeships. With our range of assessment options, we are the number one choice for your organisation's learning and development needs.

3.1 Our qualifications explained

We offer qualifications suitable for all levels, from Entry Level 1 to Level 7.

BTEC Apprenticeships	BTEC Apprenticeships provide a seamless approach to work-based learning, with support and technology designed to drive up completion rates.
BTECs	Exclusive to Edexcel, BTECs are work-related qualifications suitable for a wide range of learners, providing a practical, real-world approach to learning alongside a key theoretical background to enhance skills, knowledge and understanding.
WorkSkills	WorkSkills is a flexible suite of over 100 bite-sized qualifications that help learners to develop their employability skills.
Functional Skills	Functional Skills are practical skills that equip learners with the necessary knowledge and understanding to use and apply English, Mathematics and ICT in everyday life, so they can get the most out of work and education.
Competence-based qualifications (including NVQs)	These qualifications assess the skills that learners demonstrate at work and are available at five levels, from Level 1 for routine jobs to Level 5 for jobs with complex tasks and substantial responsibility.
Accredited by Edexcel service	Our accredited stamp of approval officially recognises an organisation's high level of commitment to delivering quality programmes for learners.
Foundation Learning	Available at Entry and Level 1, Foundation Learning allows learners to follow a personalised programme based on functional skills, personal skills and development, and vocational skills.

4 Content

We offer an unrivalled range of resources to support your organisation and enthuse your learners.

We want to support you in raising learners' completion rates. Increasing learner motivation is key to that, so we offer everything from printed publications to e-learning tools that provide a more interactive, engaging experience.

4.1 Publications and resources to raise achievement

Heinemann Work Based Learning resources

Heinemann provide total support for learning, delivery and assessment across a range of sectors. Heinemann's experienced writing team provide the most authoritative support available for work-based learning qualifications.

New QCF editions of our work-based learning resources are available, including:

- candidate handbooks
- training resource packs
- e-learning CDs.

BTEC Apprenticeship free resources

- **BTEC Assessment Workbook**
This is a unique workbook that assists learners in gathering evidence for their Apprenticeship. It has the potential to save learners significant time and money during delivery and assessment, improving their learning experience.
- **BTEC Apprenticeship Delivery Guide**
This guide gives providers clear support in delivering BTEC Apprenticeships. It explains progression routes and gives guidance on registering, certification, recruitment and retention, holistic delivery and incorporating ERR and PLTS.

For more information visit the resource page on our website www.btecapprenticeships.com.

Functional Skills resources

Dedicated training materials are available for Level 1 and 2 Functional Skills in English and Mathematics. Tutors can access resource packs with worksheets and numerous practice activities to aid skills development, planning and delivery.

Pearson e-learning

Find out more about our **BTEC eLearning Solution** for the hospitality and retail sectors, designed to engage learners while improving the efficiency and effectiveness of your training. For more information visit www.pearsonwbl.com/elearning

5 Technology

At Pearson, we put digital first, meaning we offer more innovation through intelligent technology – reducing administration tasks and saving you time.

We produce a range of our own technological solutions, and work with leading providers to give you access to the most advanced technology, personalised to your needs.

5.1 BTEC Apprenticeship one-click registration

BTEC Apprenticeship one-click registration – allows you to register each candidate for the complete Apprenticeship package, rather than requiring separate registration for each individual component.

5.2 BTEC Apprenticeship Tracker

BTEC Apprenticeship Tracker – automatically tracks each apprentice, giving you instant access to the stage they have reached overall or within each component of their Apprenticeship.

5.3 Edexcel Online

Edexcel Online – our free web-based registration and certification system for fast-track qualification approvals, access to Standards Verifier reports, invoice monitoring, certificate claims, updating learner records and much more.

5.4 destiny e-pen

destiny e-pen – a low-cost, digital pen that has already transformed the operational efficiency and delivered significant return on investment for learning providers in the UK.

5.5 Certification

After submitting details for certification, you'll be able to tell immediately - and have it confirmed by email within one working day - that the learner has achieved, enabling you to access funding as soon as possible.

5.6 Data transfer and management

Data transfer and management – a unique technology solution that enables us to link our MIS with those of our learning provider customers and the funding bodies, meaning much faster and easier registration and results reporting.

5.7 Onscreen testing

Onscreen testing – flexible, on-demand e-assessment, to support our Key Skills, Functional Skills and Technical Certificates.

6 Management Team

To ensure that our customers have ready access to guidance and support from Pearson, we have dedicated national and regional teams throughout the UK.

Each team consists of a National Manager, Business Development Managers and Regional Account Managers. The national and regional teams are supported by our Internal Sales Team.

6.1 Training Providers

At Pearson Work Based Learning, we try to reduce your administrative burden and help you save your time. Our teams are able to help with fast-tracking both centre and qualifications approvals.

Pearson Centre for Policy and Learning offers funding advice as government priorities and funding bodies change.

We can offer a range of support to help training providers engage with employers and win new business.

In summary, the following are now in place to help you whether you are a new customer or have worked with us for some time:

- Dedicated Business Development Manager (BDM)
- Dedicated Regional Account Manager (RAM)
- BDMs/RAMs, knowledgeable across a wide range of products and qualifications
- Excellent customer support
- Locally-based and easily-accessible support
- Access to policy and funding experts
- Customised training
- Customised qualifications
- Fast-track centre and qualifications approval
- Eased administrative burden
- Flexible solutions surrounding External Verification
- Innovative use of technology to reduce costs of administration and assessment.

6.2 FE colleges

We deliver an enhanced support service with a team, dedicated to work-based learning in FE, who will provide you with all the support you need. This includes:

- A dedicated FE work-based learning account manager
- Advice and guidance with developing your apprenticeship and QCF provision
- Advice about our teaching and learning resources to support apprenticeships
- Funding advice
- Guidance and support with customised services to accredit employer training
- Resources and assessment to support completion
- Enhanced customer support - to include External Verifier support
- Advice and support with administration - to include approvals.

6.3 Employers

As part of Pearson, the world's largest educational group and owner of respected names such as the Financial Times and Penguin, we are uniquely placed to offer you and your learners an unrivalled package of education and learning solutions.

We can provide your complete people development solution through:

- Our employer partnership experts. We have in-depth knowledge across a variety of industries, and work with household names such as the NHS, Superdrug, Whitbread, Wickes and BT
- Providing advice and guidance on standards and qualifications
- Identifying nationally-recognised qualifications to complement your existing programmes
- Identifying funding opportunities to implement your chosen qualifications
- Mapping your training programmes to qualifications
- Evaluating the effectiveness of your programmes and chosen qualifications
- Developing units of learning for the new Qualifications Credit Framework (QCF)
- Our 'Accredited by Edexcel' service, where we recognise and award your in-house development programmes.

6.4 Key Personnel

Pearson Work Based Learning is headed up by Trevor Luker, Managing Director.



“On joining Pearson in summer 2004, I assumed responsibility for UK Education Schools and FE sales. A couple of years later, I also became responsible for Work Based Learning and Employers sales, and I integrated all these different areas of operation to construct one UK sales team.

During my time with Pearson UK, I also managed the Edexcel International business for twelve months. Additionally, for the last three years I have been Chair of Awards UK Limited, a joint venture awarding body owned by Edexcel and SQA.

Before joining Pearson UK, I worked for a period as an independent business consultant advising local authorities how to construct funding bids and business plans to support the bid programme. Before that, I was based in Georgia, USA, from where I spent five years working internationally.”