

Pearson's Comissioned BTEC Higher National Qualification Development Service



Commissioned BTEC Higher National Qualification Service

If you are looking to address skills gaps within employment sectors, or untapped needs in local or national higher level vocational education, we can support you with a bespoke BTEC Higher National Certificate or Diploma (HNC or HND) solution.

BTEC Higher National Certificates or BTEC Higher National Diplomas are higher education qualifications offered in the United Kingdom and internationally that are equivalent to the first and second year of a degree course. They can be taken on a full or part-time basis by students. They permit the BTEC Higher National qualification holder to enter their second or third year of a degree course. Alternatively, the qualification holder may enter employment or use the course to progress further within their current profession.

Who is this service for?

This service may appeal to UK or International Colleges or Training Providers who want to design bespoke Higher National Certificates or Diplomas to:

- enable students to progress into local or national employment in niche sectors. Some projects we have worked on in the past have been in subjects like event and stadia management, make-up design and wig making for the television and theatrical industries, and biomedical science;
- upskill existing employees in sectors, such as car manufacturing or charity field work;
- provide the technical certificate for a specific higher apprenticeship.

How can this work for you?

Depending on your individual needs, we can provide any of the following:

1. Complete Commissioned Higher National Qualification	The creation, development and validation of a full BTEC Higher National Qualification from scratch.
2. Locally Devised Units	We can create and validate units to be added to an existing BTEC Higher National Qualification.
3. Meeting local needs	We can add existing Pearson BTEC Higher National Units to an existing Pearson BTEC Higher National Qualification.

1. Complete Commissioned Higher National qualifications

You may request the development and validation of a full bespoke BTEC Higher National qualification. A Commissioned BTEC Higher National qualification must not significantly overlap with an RQF BTEC Higher National qualification. This means that the number of mandatory units that can be used from the standard RQF BTEC qualification must not exceed 50% of those units. You have the option to design and author this Commissioned Higher National qualification yourself, and submit it to us for review and approval, or you could commission us to source the subject specialists to author the qualification for you. Either way, you will receive a high quality, commissioned BTEC Higher National qualification that is validated by Pearson, and meets the requirements and design principles of UK HE, aligned with QAA requirements.

- If you would like to apply for a commissioned BTEC Higher National Qualification, you will need to click on the emboldened link to the form below and send the completed form to commissionedHNs@pearson.com:

[Application form for a Commissioned Higher National Qualification](#)

If you need any support during the application process, don't hesitate to get in touch.

- Once we have received your completed form, we will review your application, and if approved, you will be sent an agreement with actions, deadlines and responsibilities/accountabilities for both you and Pearson during the project, as well as a breakdown of costs.
- If you are happy with the proposal, you will need to sign the agreement and submit a deposit of up to 50% of the development costs prior to the start of the qualification development process.
- In order to provide you with a BTEC Higher National qualification that meets current needs within a particular sector, we will review the aims, purpose and proposed unit titles of any Commissioned BTEC Higher National qualification using contributions from higher education, industry experts, employers and/or professional bodies.
- If you would like to author the qualification yourself, we will brief your writers on the requirements of unit writing. If you would like us to write this qualification for you, we will engage our writers who are subject specialists, to develop and peer-review units to ensure that units meet national standards.
- As soon as your qualification is complete, it will be reviewed by our formal programme validation panel, consisting of subject experts, students, employers and universities, that may approve the qualification with recommendations; conditions; and/or commendations.
- Once your new BTEC Higher National qualification is validated and approved, you will need to seek centre and/or qualification approval in order to offer the programme to your students. Your local Pearson Curriculum Development Manager should be contacted to support you through this process.
- Once you register students on your approved BTEC Higher National qualification you will be allocated your Pearson external examiner for a period of up to three years.

2. Locally-Devised units

If you would like to commission the creation and validation of bespoke locally-devised units for inclusion in a BTEC Higher National Certificate or BTEC Higher National Diploma, we can also provide this service. You can import up to 30 credits (i.e. two 15 credit units) into a Higher National Certificate and a further 30 credits (i.e. two further 15 credit units) into a Higher National Diploma. You can author these units yourself, and submit them to us for review and approval, or commission us to author the units for you.

- If you would like to apply for locally-devised BTEC Higher National Qualification units, you will need to click on the emboldened link to the form below and send the completed form to highernationals@pearson.com:

[Application form for Locally Devised Units](#)

- We will review your completed form, and if approved, we will provide you with development costs for provision of the units.
- Based on your requirements, we will then develop and/or review, approve and accredit the units.

3. Meeting Local Needs

You may request approval for the inclusion of units from other standard Pearson BTEC Higher National qualifications for not more than 30 credits of a BTEC Higher National Certificate and a further 30 credits for a BTEC Higher National Diploma. Please note that units from the 2010 Higher National suite cannot be imported into Higher Nationals accredited from 2016.

- If you would like to apply for Meeting local needs BTEC Higher National Qualification units, you will need to click on the emboldened link to the form below and send the completed form to highernationals@pearson.com:

[Application form for Meeting Local Needs](#)

Once we have received your completed form, we will review your Meeting Local Needs unit request, and if approved, authorise the unit(s) to be included into the identified BTEC Higher National Certificate or BTEC Higher National Diploma programmes.

Intellectual Property

During the full qualification or individual unit creation process, we will discuss the assigning of intellectual property rights of the units with you. This may give you the option of retaining the intellectual property to the content of your units, allowing you to be the sole provider locally or nationally of a unique higher education qualification.

Other services we can offer

Online solutions

If you wish to provide an enhanced experience through online learning, we can offer the advice of e-learning specialists to support the design and delivery of any online HN programme. Otherwise, our expert technical team is also available to provide online delivery and assessment modules for a commissioned HN qualification, to add value to what you teach. Please contact evan.schiff@pearson.com for more details.

Unit assessment

We can create merit and distinction grade descriptors for each of your units and/or design a bespoke example assignment for each unit to reduce the workload for your staff. We can also design different assessment methods to meet your needs.

Pass	Merit	Distinction
LO1 Explore and illustrate the range of venture types that might be considered entrepreneurial		D1 Critically examine the scope, development and growth of entrepreneurial ventures.
P1 Examine different types of entrepreneurial ventures and explain how they relate to the typology of entrepreneurship. P2 Explore the similarities and differences between entrepreneurial ventures.	M1 Investigate a diverse range of entrepreneurial ventures to demonstrate an understanding of entrepreneurship in both the public and corporate sector.	
LO2 Assess the impact of small businesses on the economy		D2 Critically examine how small businesses have an impact on different levels of the economy (local, regional, national) and in an international context.
P3 Interpret and assess relevant data and statistics to illustrate how micro and small businesses impact on the economy. P4 Explain the importance of small businesses and business start-ups to the growth of the social economy.	M2 Evaluate the differences small, medium and large businesses make to the economy, applying relevant data and statistics.	
LO3 Determine and assess the key aspects of an entrepreneurial mindset		D3 Analyse the characteristic traits, skills and motivational drivers of successful entrepreneurs, supported by specific examples.
P5 Determine the characteristic traits and skills of successful entrepreneurs that differentiate them from other business managers. P6 Assess how aspects of the entrepreneurial personality reflect entrepreneurial motivation and mindset.	M3 Explore and examine different lines of argument relating to entrepreneurial characteristics.	

Who do I contact?

If you would like to discuss the service in more detail, email: commissionedHNs@pearson.com or highnationals@pearson.com and we will get back to you as soon as possible.