

The background of the entire page is a photograph of a diverse group of students sitting at desks in a classroom or lecture hall. They are all smiling and looking towards the camera. The students are wearing various casual and semi-formal clothing. The desks are wooden and have some papers and books on them. The lighting is bright and even.

REAL SKILLS

REAL EXPERIENCE

REAL QUALIFICATIONS

DISCOVER REAL-WORLD LEARNING
AND TAKE YOUR STUDENTS TO THE NEXT LEVEL
WITH **BTEC HIGHER NATIONALS**



WELCOME

TO OUR WORLD

Education is the passport to the future, for tomorrow belongs to those who prepare for it today. With so many students now seeking to enter the world of work, it is becoming more important for them to gain the right skills to secure a job when stepping into the outside world.

BTEC Higher Nationals have a long history of delivering higher level technical and professional skills - now redeveloped, they provide students with real world experience as well as academic knowledge; ensuring they will leave with the required expertise, as identified by business and industry, and with the flexibility to go straight into employment or continue to a degree.

Whichever path they choose, BTEC Higher Nationals offer students real opportunities and real qualifications to prosper in the real world.

In designing the BTEC Higher Nationals we've worked closely with relevant Professional Bodies, to ensure alignment with recognised professional standards, and with universities to ensure alignment with degree programmes. The new BTEC Higher National qualifications are designed to reflect the increasing need for high quality professional and technical education pathways at Levels 4 and 5, providing students with a clear line of sight to employment and to progression to a degree at Level 6.

This guide is aimed at college Careers Advisors, who have a responsibility to inform students about their higher education options, and need more information about BTEC Higher National qualifications.

REAL SKILLS REAL QUALIFICATIONS REAL EXPERIENCE

**BTEC Higher Nationals
are taught to over
100,000 students in
58 countries worldwide...**



**...and are available
in over 40 different
subjects**

WHY SHOULD STUDENTS CHOOSE BTEC HIGHER NATIONALS?


BTEC is the world's most successful and best-loved applied learning brand, and it has been engaging students in practical, interpersonal and thinking skills for more than thirty years.

BTEC Higher Nationals are professional / technical higher education qualifications, recognised as equivalent to the first two years of an honours degree. Designed for students who want to gain both recognition through higher education level study - and want to progress to the final year of an honours degree, AND those who want an industry recognised qualification providing the skills and experience to support their progression in employment. BTEC Higher Nationals are co-designed with industry, employers and professional bodies, and are therefore widely recognised by industry and higher education as the principal vocational qualification at Levels 4 and 5, equivalent to the first two years of an honours degree.

- When redeveloping the Pearson BTEC Higher National qualifications, we collaborated with a wide range of students, employers, higher education providers, colleges and subject experts, to ensure that the new qualifications meet their needs and expectations.

- There is now a greater emphasis on employer engagement and work readiness.
- They are designed to reflect this increasing need for high-quality professional and technical education pathways at Levels 4 and 5.
- These qualifications provide students with a clear pathway to employment, and a recognised progression route to gain the further learning required at Level 6.

Pearson BTEC Higher Nationals are designed to help students secure the knowledge, skills and behaviours needed to succeed in the workplace. They represent the latest in professional standards and provide opportunities for students to develop behaviours for work, for example by undertaking a group project, or responding to a client brief.

82% 
of HN students
agree that their
course is preparing
them for a degree.



The course is very intensive and clearly prepares you for the future, whether you want to further your studies and go to university, look for employment, or start your own business.

- BTEC HND Business Student 2017

WHAT IS THE DIFFERENCE BETWEEN AN HNC AND AN HND?

Higher National Certificate	Higher National Diploma
<ul style="list-style-type: none"> • Usually takes one year to complete if studying full time, and two years if studying part time. • Equivalent to the first year of a University degree. • Usually a more introductory programme with a 'core' of learning essential to the subject (some sectors may have more specialist content depending on level of entry to the job market). • Opportunities to develop project management skills. 	<ul style="list-style-type: none"> • Usually takes two years to complete if studying full time, and four years if studying part time. • Equivalent to the first and second year of a University degree. • A more specialised programme of learning with pathways linked to occupational outcomes. • An increased focus on research skills.

Assessment for both years will be through a varied programme of assignments.

Core modules credit values may vary by subject but will not be less than 30% of the whole qualification.



DESIGNED FOR **CLEAR TRANSITION**

Entry points: A level 3 qualification.
For example, a BTEC Level 3 or A-level



Level 4 Higher National Certificate
(120 Credits)



Level 5 Higher National Diploma
(120 Credits)



Full-time
employment

Level 6
Honours
Degree
Programme

Professional
body
qualifications

DESIGNED TO WORK IN THE **DIGITAL WORLD**

BTEC Higher Nationals are supported by a specially designed range of digital resources, to ensure that students and tutors have the best possible experience throughout their teaching and learning experience. These are available on our free dedicated platform for Higher National students – **HN Global**. They'll be able to access free online learning to develop their study skills to support their higher education learning, and career development resources to support them with preparing for the real world. With HN Global, students can also participate within a community of other BTEC Higher National students from around the world, via online forums, to discuss anything relevant to their course.



Myint Myat Soe, a student at Gusto College, Myanmar, was awarded the BTEC International Student of the Year 2017 award.

International students face a unique set of challenges. Succeeding academically when you are so far away from your home and support networks can be extremely hard and acclimatisation to a sometimes very different culture can be disorientating and impact on studies. It takes great commitment and resilience to achieve in these circumstances.

REAL WORLD SUCCESS STORY **MYINT MYAT SOE**


At 17, Myint Myat Soe had already made an Android app dedicated to the buying and selling of gold.

Driven by his passion for IT development he moved from his small provincial village in Myanmar and came to GUSTO to complete an HND Level 5 in computing. Despite some initial challenges settling in, he received distinctions in all 16 units with an attendance level of 98.9% - the first student ever to achieve distinctions in every single BTEC subject.

Myint Myat also founded the Code Club at GUSTO – an association where students could share their knowledge, design and develop applications and focus their energies on IT. There are now around 40 members in the club.

GUSTO has awarded Myint Myat Soe a scholarship to study a Bsc in Computing.

REAL OPPORTUNITIES

 **88%**
of HN students would recommend their course to friends or family.

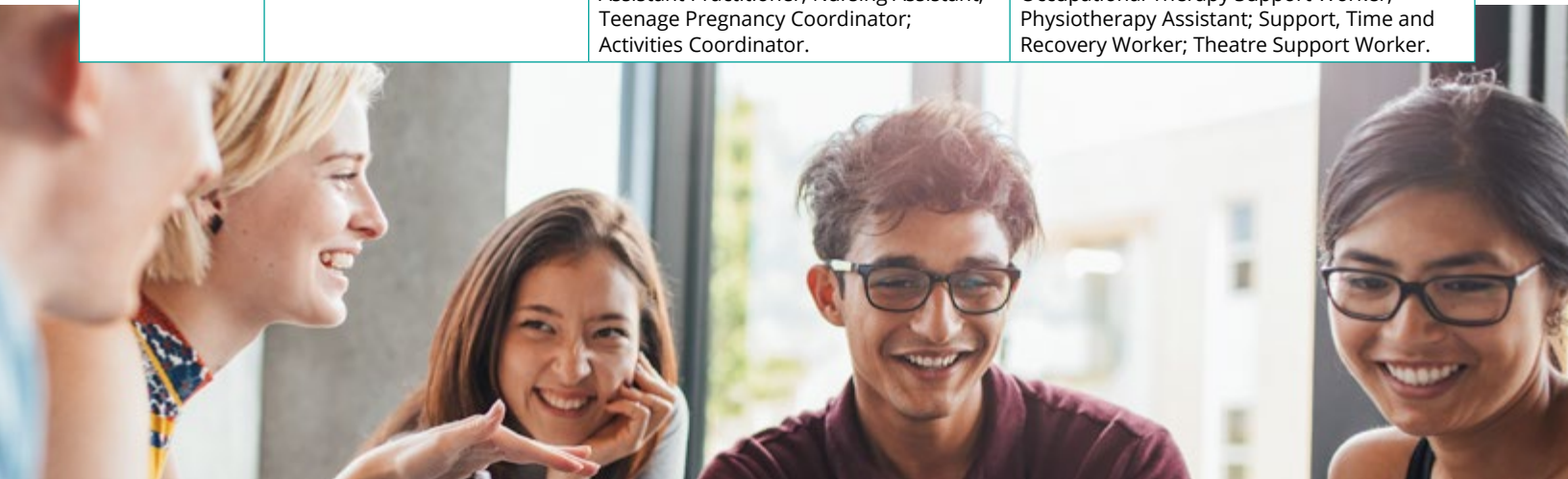
BTEC Higher National Qualification	Pathways*	A few examples of typical jobs after HNC**	A few examples of typical jobs after HND**
Business	<ul style="list-style-type: none"> Accounting and Finance Business Management Entrepreneurship and Small Business Management Human Resource Management Marketing Operations Management 	Business Advisor; Human Resources Officer; Training and Development Officer; Recruitment Consultant; Communications Planner; Accounting Technician.	Business Manager; Business Development Manager; Human Resources Manager; Recruitment Consultant; Marketing Executive/Manager; Logistics and Distribution Manager; Supply Chain Manager; Service Delivery Manager; Retail Manager; Financial Advisor; Sales Manager; Small Business Advisor.
Engineering	<ul style="list-style-type: none"> Electrical and Electronic Engineering General Engineering Manufacturing Engineering Mechanical Engineering Operations Engineering 	Electrical Engineering Technician; Electronics Engineering Technician; Mechanical Engineering Technician; Manufacturing Systems Technician; Automotive Engineering Technician; Engineering Maintenance Technician.	Electrical Engineer; Electronic Engineer; Mechanical Engineer; Manufacturing Systems Engineer; Automotive Engineer; Maintenance Engineer.
Aeronautical Engineering	<ul style="list-style-type: none"> Aircraft Aerodynamics Aircraft Flight Control Systems 	Aerospace Engineering Technician; Aircraft Flight Control Systems Technician.	Aerospace Engineer; Flight Control Systems Engineer.
Computing	<ul style="list-style-type: none"> Network Engineering Software Engineering Data Analytics Security Intelligent Systems Applications Development 	Systems Engineer; Support Technician; Database Administrator; Servicedesk Technician; System Testing Engineer; Network Support Technician.	Network Engineer; Systems Architect; Network Manager; Software Developer; Systems Designer; Business Analyst; Games Developer; Web Developer; Business Analyst; Marketing Analyst; Data Engineer; Fraud Analyst; Operation Research Scientist; Forensic Computer Analysts; IT Security Coordinator; Ethical Hacker; Fraud Analyst.
Construction and the Built Environment	<ul style="list-style-type: none"> Construction - Management Construction - Architectural Technology Civil Engineering Building Services Engineering - Heating, Ventilation and Air-conditioning Building Services Engineering - Electrical Surveying 	Assistant Design Coordinator; Construction Design Technician; Construction Technician; Architectural Draftsperson; Architectural Technician; Heating/Cooling System Technician; Building Services Engineering Technician; Site Engineering Technician; Construction Surveying Technician.	Design & Build Co-ordinator; Construction Site Supervisor; Site Manager; Project Manager; Health & Safety Manager; Architectural Technologist; Information Manager; Architectural Designer; Heating/Cooling System Designer; Electrical System Designer; Lighting System Designer; Structural Engineering Design; Civil Engineering Design; Transport Engineering Design.
Art and Design	<ul style="list-style-type: none"> Product Design Interior Design Fashion Textiles Graphic Design Photography Art Practice Digital Design 	Assistant Art Production Manager; Logo Designer; Broadcast Designer; Assistant Illustrator; Photographer's Assistant; Layout Artist; Assistant Web Developer; Fine Artist; Ceramicist; Pattern Cutter; 3D Designer; Textile Designer; Assistant Stylist; Fashion Forecast Researcher.	Art Director; Illustrator; Visual Image Developer; Photographer; Content Developer; Web Designer; Interface Designer; Package Designer; User Experience Designer; Fine Artist; Ceramic Designer; Fashion Designer; Interior Design Assistant; Assistant Product Designer; Textile Designer; Stylist; Assistant Fashion Forecaster; Jewellery Designer.
Sport	<ul style="list-style-type: none"> Outdoor Adventure Community Sport and Physical Activity Leisure Management Sport (General) 	Outdoor Adventure Instructor; Field Studies Officer; Sports Coaching; Health Promotion; Corporate Sports Hospitality; Outreach Work; Sports Entrepreneurship; Armed Forces and Police.	Adventure Tourism Manager; Environmental Education; Youth Development Officers; Sports Development; Health and Fitness Management; Sports Facility Management; Sports Event Management; PE teaching (via a PGCE).

It's a great way to get your foot in the door of employment, greater than that compared to going to university. - HNC Electrical and electronic Engineering student 2017

BTEC Higher National Qualification	Pathways*	A few examples of typical jobs after HNC**	A few examples of typical jobs after HND**
Sport & Exercise Science	<ul style="list-style-type: none"> Coaching Science Exercise, Health and Lifestyle Sport and Exercise Science (General) 	Sport Coach; Community Sports Leader; Performance Developer; Sports Development Officer; Leisure Development Officer; Armed Forces or Uniformed Services.	Sports Therapist; Cardiac Rehabilitation Technician; Sports and Exercise Scientist; Strength and Conditioning; Teaching or Lecturing (via a PGCE).
Public Services	<ul style="list-style-type: none"> Protective Services Crime and Criminal Justice Public Service Management Public Services (General) 	Police Officer (if reached min age 18); Prison Officer (if reached min age 18); Firefighter (if reached min age 18); Royal Navy; Royal Marines; Army; Royal Air Force; Local Government Administrator.	Police Officer; Prison Officer; Royal Navy; Royal Marines; Army; Royal Air Force; Firefighter (middle management); Local Government project management/senior clerical; Public Sector Commercial Officer.
Applied Sciences	This qualification is under development for first teaching in 2019. Older versions are available, please consult with your local college about options for Applied Chemistry or Applied Biology.	Laboratory Technician - Research; Laboratory Technician - Process; Development; Polymer Technologist; Laboratory Manager; Laboratory Analyst.	Analytical Chemist; Molecular Biologist; Microbiologist; Formulation Scientist; Process Technologist; Biotechnologist; Biochemist; Botanist; Clinical Engineer; Ecologist; Marine Biologist; Medical Laboratory Assistant; Microbiologist; Zoological Scientist; Food Scientist; Nature conservation Officer; Environmental Engineer; Pharmacologist; Research and Development Scientist; Research scientist (life sciences); Research scientist (medical); Soil Scientist; Analytical Scientist; Chemical Engineer; Chemistry Laboratory Technician; Colour Technologist; Industrial Chemist; Toxicologist.
Hospitality Management	<ul style="list-style-type: none"> Hospitality Management Culinary Arts Management Food and Beverage Accommodation and Revenue Management Events Innovative Marketing and Sales 	Assistant Kitchen Manager; Head Chef/Cook; Head of Waiting Staff; Head Barman; Restaurant Assistant Manager; Food and Beverage Assistant Manager; Front Office Manager; Head of Housekeeping; Assistant General Manager; Group Revenue Manager; Assistant Coffee Shop Manager; Events Manager; Events Co-ordinator; Assistant Product Manager.	Senior Chef; Head Chef; Sous Chef; Special Events Manager; Conference and Banqueting Manager; Events Project Manager; Bar/Pub Manager; Restaurant Manager; Food and Beverage Manager; Front of House Manager; Hotel Manager; Resort Manager; Hotel Operations Manager; Revenue and Sales Manager; Product and Sales Manager; Sales and Marketing Manager; Sales Development Manager; Hospitality Customer Relationships Manager.



BTEC Higher National Qualification	Pathways*	A few examples of typical jobs after HNC**	A few examples of typical jobs after HND**
Travel and Tourism Management	<ul style="list-style-type: none"> International Travel and Tourism Management Aviation Destination Management Events Sustainable Management Tour Operations Innovation, Culture and Heritage 	Destination Planning Officer; Tourism Development Officer; Flight Operations Manager; Passenger Operations Manager; Travel Supervisor; Travel Assistant Manager; Corporate Travel Assistant Manager; Sustainable Tourism Officer; Visitor Attraction Assistant Manager; Events Co-ordinator; Events Planner; Destination Planning Officer; Tourism Development Officer.	Air Charter Manager; Aircraft Movement Manager; Airport Ground Handling Manager; Airline Operations Manager; Passenger Services Manager; Destination Manager; Events Manager; Events Project Manager; Visitor Attraction Manager; Curation and Interpretation Officer; Destination Manager; Learning Programme Manager; Operations Executive; Operations Support Manager; Group Operations Manager; Product Development Manager; Sales and Marketing Manager; Tourism Development Manager; Sustainable Development Tourism Officer; Eco- Lodge Manager.
Performing Arts	<ul style="list-style-type: none"> Acting Musical Theatre Dance Technical Arts Performing Arts (General) 	Stage Crew; Lighting Operator; Sound Operator; Hair and Mair Up Assistant; Wardrobe Assistant; Performer: Vocalist, Dancer and Actor; Dancer: Jazz, Ballet, Commercial Dance, Tap, American Tap, Contemporary; Actor: Stage, Camera and Multimedia.	Costume Designer; Sound Designer; Hair and Make Up Designer; Assistant Stage Manager; Deputy Stage Manager; Stage Manager; Lighting Designer; Dancer: Jazz, Ballet, Commercial Dance, Tap, American Tap, Contemporary, Physical Theatre; Choreographer; Assistant Choreographer; Dance Captain; Performer: Vocalist, Dancer and Actor; Actor: Stage, Camera and Multimedia.
Music	<ul style="list-style-type: none"> Business Session Musician Artist Development Production Sound Design Sound Engineering Composition 	Top Line Songwriter; Arranger; Songwriter; Transcriber; Performer; Solo Artist; Roadie; Music Producer; Music Promoter.	Composer for Film; Composer for Media; Composer for TV; Composer for Games/ Apps; Studio Session Musician; Live Session Musician; Solo Artist; Performer; Sound Designer; Assistant Sound Designer; Sound Engineer; Studio Sound Engineer; Live Sound Engineer; Studio Sound Engineer; Music Producer; Record Label Manager; Record Label Owner; Event Manager; Artist Manager.
Social and Community Work	<ul style="list-style-type: none"> Integrated Health and Social Care Social Care Leadership and Management Community Development Social and Community Work Practice Children, Young People and Families Practitioner 	Social Work Assistant; Community Support Development Worker; Personal Assistant; Volunteer Assistant Organiser; Communication Support Worker; Palliative Care Assistant; Careers Adviser; Assistant Welfare Officer; Learning Mentor; Organisational Development Assistant; Project Worker; Outreach Worker; Support Worker; Advice, Support and Guidance Worker.	Family Support Worker; Community Development Officer; Community Support Worker; Life Coach; Occupational Therapy Support Worker; Project Manager; Children, Young People and Families Practitioner; Family Mediator; Volunteer Coordinator; Volunteer Manager; Welfare Rights Officer; Mental Health Advocate; Outreach Manager; Policy Advisor; Senior Support Worker; General Office Manager.
Healthcare Practice	<ul style="list-style-type: none"> Integrated Care Healthcare Management Public Health & Health Promotion Healthcare (Assistant Practitioner) Nursing Assistant 	Care Navigator; Healthcare Support Worker; Social Care Support Worker; Healthcare Assistant; Healthcare Administrator; Personal Assistant; Assistant Operational Manager; Assistant Health Advisor; Assistant Health Educator; Assistant Health Improvement Officer; Primary Care Liaison Officer; Unqualified Assistant Practitioner; Nursing Assistant; Teenage Pregnancy Coordinator; Activities Coordinator.	Senior Healthcare Assistant; Senior Support Worker; Healthcare Administration Manager; Health Educator; Health Advisor; Public Health Practitioner; Wellbeing Coordinator; Health Improvement Officer; Assistant Practitioner; Nursing Assistant/Auxiliary; Smoking Cessation Advisor; Substance Misuse Worker; Project Manager; General Office Manager; Occupational Therapy Support Worker; Physiotherapy Assistant; Support, Time and Recovery Worker; Theatre Support Worker.



BTEC Higher National Qualification	Pathways*	A few examples of typical jobs after HNC**	A few examples of typical jobs after HND**
Land-based	Not yet available.	Animal Keeper; Animal Controls Officer; Animal Health Officer; Animal Trainer; Wildlife Technician; Animal Organization Researcher; Retail Supervisor; Animal Instructure; Laboratory Technician; Horse Riding Instructor; Freelance Events Organizer; Horse Breeder; Horse Trainer; Head Groom; Agriculture Livestock Manager (Dairy, Pigs, Poultry, Sheep, Beef, etc.); Agriculture Instructor; Crop Production Technician; Crop Technician; Livestock Pedigree Breeder; Plant Breeder/Grower; Garden Centre Department Supervisor; Sales Representative; Garden Designer; Landscape Contractor.	Animal Behaviour Consultant; Kennel and Cattery Manager; Pet Store Manager; Animal Rescue Centre Manager; Research Officer; Veterinary Technician; Animal Nutritionist; Medical Sales Representative; Lecturer; Equine Yard Manager; Professional Horse Rider; Equine Activity Centre Manager; Animal Counsellor; Veterinary Practice Manager; Farm and Estate Manager; Plant Nursery Manager; Garden Centre Manager; Crop Production Manager.
Creative Media	<ul style="list-style-type: none"> • Sound Media • Film and Television • Journalism • Web and App Development • Motion Graphics • Visual Effects • Game Development 	VFX Artist; Assistant 3D Artist; Assitant Compositor; Runner; Assistant Web Developer; Assistant UX Designer; Assistant UI Designer; Assistant Audio Technician; Assistant Match Move Artist; Assistant Recording Technician; Assistant Camera Operator; Assistant Concept Artist; Assistant Motion Graphics Artist; Assistant Lighting Technician; Assistant Copy Editor; Assistant Digital Animator; Assistant Script Editor.	VFX Supervisor; 3D Artist; Compositor; Web Developer; UX Designer; UI Designer; Audio Technician; Recording Technician; Camera Operator; Motion Graphics Artist; Copy Editor; Digital Animator; Scriptwriter; Script Editor; Lighting Technician; Concept Artist; Match Move Artist.

*This list is a combination of pathways at both BTEC HNC and HND level. Please consult with your local college regarding exact pathways to be delivered within your chosen qualification.

**These are suggestions of the typical job roles related to this qualification at this level. Pearson does not guarantee employment upon completion, and you will have a responsibility to make sure that you meet the employer's requirements.

DESIGNED TO TAKE STUDENTS FURTHER

Whether to, or within employment, or onto the final year of a university degree, Pearson is dedicated to creating opportunities to help students once they have completed their qualification.

We work with universities in the UK and around the world, explaining the content, structure and purpose of BTEC Higher National qualifications, so that universities recognise a student's value and accept applications from them as a BTEC Higher National holder, onto a degree programme. Students can find all these articulations on our **Degree Course Finder website**. (You should always check the entry requirements for degree programmes at specific higher education providers).

We also work with employers to produce our qualifications, to make sure the BTEC Higher Nationals are up-to-date and meet the requirements of industry. This means that students will be learning the skills and knowledge wanted by employers. We gain recognition from employers so that whilst they are reviewing job applications, they already understand a student's value and significance by being an applicant holding a BTEC Higher National qualification.

We also engage with professional bodies to create clear routes of progression for BTEC Higher National holders, so they can use their qualification to fully, or partially, claim a professional certification and gain accelerated progression towards, for example, Chartered status.

BTEC Higher National Qualification	Some examples of the current exemptions/vendor accreditations for BTEC Higher National qualifications
Business	Association of Chartered Certified Accountants ACCA, CIMA, CIPD, CIPS
Computing	CompTIA, CISCO, Microsoft, Oracle, AXELOS
Construction and the Built Environment	Institution of Civil Engineers (ICE), Institution of Structural Engineers (iStructE), Chartered Institute of Building (CIOB), Chartered Institution of Highways & Transportation (CIHT), Institute of Highways Engineers (IHE).

REAL OPPORTUNITIES

REAL REWARDS

BTEC Higher Nationals
have top-ups to over

1519

degrees globally

In 2017, Pearson asked students from around the world why they enjoy studying a BTEC Higher National qualification. BTEC Higher Nationals really do make a difference to students lives, and prepare them for real world experiences that they will require when embarking on their career journey.

◀ Click on the video to find out what some of our current students have to say.

It's a great course, it has given me a lot of skills and new knowledge to help me with employment and what to expect from employers. It was more affordable than the first year of university, and it allowed me to stay at home and study in an environment I am comfortable in. It also means I have a qualification under my belt, and am able to take this skill to university and to any future careers. -

BTEC HNC Business Student, 2017

What to do next: **1.** If students are interested in studying a BTEC Higher National qualification, they should spend time researching the course that they are interested in. **2.** Visit college website(s) and attend open days to find out what they have to offer. **3.** Make sure they meet all application requirements. **4.** Speak to careers advisors and alumni to find out more about their options once they have completed their course.

As part of an initial advice and guidance, interview and enrolment procedure, colleges might take into account the prior experience and knowledge students have gained from outside the formal education and training system. This is known as **Recognition of Prior Learning**, or RPL. Students should to their local college if they're unsure.



If you have any further queries, or would like more information about any individual subject, please contact
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