

Pearson Higher Nationals Recognition of Prior Learning (RPL)

MAPPING DOCUMENT

QCF Pearson BTEC Level 4 Higher National Certificate (HNC)
in Business mapped to the RQF Pearson BTEC Level 4
Higher National Certificate in (HNC) Business

For use with the following qualifications: Pearson BTEC Higher National Certificate/
Higher National Diploma in Business

Issue 1



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HNC in Business: Unit Mapping Overview

P – Partial mapping (some topics from the old unit appear in the new unit)

X – Full mapping + new (all the topics from the old unit appear in the new unit, but new unit also contains new topic(s))

N – New unit

Unit no.	Unit title New RQF HN programme	Maps to unit number on existing QCF HN programme	Level of similarity between units
1	Business and the Business Environment	1	P
		4	P
2	Marketing Essentials	4	P
		19	P
3	Human Resource Management	21	P
		22	P
		23	P
		24	P
		14	P
4	Management and Operations	34	P
		3	P
5	Management Accounting	9	P
		11	P
		50	P
6	Managing a Successful Business Project	6	P
		8	P
		42	P
		48	P
7	Business Law	25	P
		36	P
8	Innovation and Commercialisation	4	P
		26	P
9	Entrepreneurship and Small Business Management		N
10	Financial Accounting	2	P
		10	P

Unit Mapping in Depth

The RQF Pearson BTEC Level 4 HNC Certificate in Business mapped against the current QCF Pearson BTEC Level 4 HNC Certificate in Business units (specification end date 31/12/16).

RQF HNC Units		QCF HNC units		Mapping comments	
No	RQF unit title	No	QCF unit title	QCF LOs	RQF LOs
1	Business and the Business Environment	1	Business Environment	Unit 1 LO1 Unit 1 LO3 Unit 1 LO4	Unit 1 LO1/2 Unit 1 LO3/2 Unit 1 LO4
		4	Marketing Principles	Unit 4 LO1 Unit 4 LO2	Unit 1 LO4 Unit 1 LO3/4
2	Marketing Essentials	4	Marketing Principles	Unit 4 LO1 Unit 4 LO2 Unit 4 LO3	Unit 2 LO1 Unit 2 LO2/3 Unit 2 LO3
		19	Marketing Planning	Unit 19 LO3	Unit 2 LO3
3	Human Resource Management	21	Human Resource Management	Unit 21 LO1 Unit 21 LO2 Unit 21 LO3	Unit 3 LO1 Unit 3 LO4 Unit 3 LO2
		22	Managing Human Resources	Unit 22 LO1 Unit 22 LO2 Unit 22 LO3	Unit 3 LO1 Unit 3 LO2/3 Unit 3 LO3
		23	Human Resources Development	Unit 23 LO1 Unit 23 LO4	Unit 3 LO2
		24	Employee Relations	Unit 24 LO1	Unit 3 LO3
		14	Working with and Leading People	Unit 14 LO4	Unit 14 LO2
4	Management and Operations	3	Organisations and Behaviour	Unit 3 LO2 Unit 3 LO3	Unit 4 LO1/2 Unit 4 LO1
		34	Operations Management in Business	Unit 34 LO1	Unit 4 LO3

5	Management Accounting	9	Management Accounting: Costing and Budgeting	Unit 9 LO1	Unit 5 LO2
		11	Financial Systems and Auditing	Unit 11 LO1 Unit 11 LO2	Unit 5 LO1
		50	Management Accounting	Unit 50 LO2	Unit 2 LO2/3
6	Managing a Successful Business Project	6	Business Decision Making	Unit 6 LO1 Unit 6 LO2 Unit 6 LO3	Unit 6 LO2 Unit 6 LO2 Unit 6 LO3
		8	Research Project	Unit 8 LO2 Unit 8 LO3 Unit 8 LO4	Unit 6 LO2 Unit 6 LO3 Unit 6 LO3
		42	Project Management for Business	Unit 42 LO1 Unit 42 LO3	Unit 6 LO1 Unit 6 LO1
		48	Project Design Implementation and Evaluation	Unit 48 LO1 Unit 48 LO2 Unit 48 LO3 Unit 48 LO4	Unit 6 LO1 Unit 6 LO4 Unit 6 LO3 Unit 6 LO3
7	Business Law	25	English Legal System	Unit 25 LO1 Unit 25 LO3	Unit 7 LO1/4
		36	Employment Law	Unit 36 LO3	Unit 7 LO2
8	Innovation and Commercialisation	4	Marketing Principles	Unit 4 LO3	Unit 8 LO3
		26	Business Law	Unit 26 LO4	Unit 8 LO4
10	Financial Accounting	2	Managing Financial Resources and Decisions	Unit 2 LO4	Unit 10 LO1/2
		10	Financial Accounting and Reporting	Unit 10 LO2	Unit 10 LO1/2