

Nationals in Business - Unit Breakdown

First teaching from September 2016

Purpose of the BTEC Higher Nationals in Business

The purpose of Pearson BTEC Higher Nationals in Business is to develop students as professional, self-reflecting individuals able to meet the demands of employers in the business sector and adapt to a constantly changing world. The qualifications aim to widen access to higher education and enhance the career prospects of those who undertake them.

Who is this qualification for?

The Pearson BTEC Higher National qualifications in Business are aimed at students wanting to continue their education through applied learning. HNs provide a wide-ranging study of the business sector and are designed for students who wish to pursue or advance their career in business. In addition to the knowledge, understanding and skills that underpin the study of the business sector, Pearson BTEC Higher Nationals in Business give students experience of the breadth and depth of the sector that will prepare them for further study or training.

BTEC Level 4 Higher National Certificate in Business:

The BTEC Level 4 Higher National Certificate in Business offers students a broad introduction to the subject area via a mandatory core of learning, while allowing for the acquisition of skills and experience through the selection of optional units across a range of occupational sectors at Level 4. This effectively builds underpinning core skills while preparing the student for subject specialisation at Level 5. Students will gain a wide range of sector knowledge tied to practical skills gained in research, self-study, directed study and workplace scenarios.

Core Units:	
At Level 4 students develop a broad knowledge and awareness of key aspects of the business sector through six core units, which include one unit assessed by a Pearson-set assignment:	<ul style="list-style-type: none">• Business and Business Environments• Marketing Essentials• Human Resource Management• Management and Operations• Management Accounting• Managing a Successful Business Project (Pearson-set assignment)
Optional Units:	
The centre can also choose two further optional units at Level 4 from the following:	<ul style="list-style-type: none">• Business Law• Financial Accounting• Entrepreneurship and Small Business Management• Innovation and Commercialisation

Graduates successfully completing the BTEC Higher National Certificate will be able to demonstrate a sound knowledge of the basic concepts of business. They will be able to communicate accurately and appropriately and they will have the qualities needed for employment that requires some degree of personal responsibility. They will have developed a range of transferable skills to ensure effective team working, independent initiatives, organisational competence and problem-solving strategies. They will be adaptable and flexible in their approach to business, show resilience under pressure, and meet challenging targets within a given resource.

BTEC Level 5 Higher National Diploma in Business

The BTEC Level 5 Higher National Diploma in Business offers students six specialist pathways designed to support progression into relevant occupational areas or onto degree-level study. These pathways are linked to professional body standards (where appropriate) and can provide professional status and progression to direct employment.

The BTEC Level 5 Higher National Diploma offers the following specialist pathways for students who wish to concentrate on a particular aspect of business:

- Accounting and Finance
- Business Management
- Human Resource Management
- Marketing
- Operations
- Entrepreneurship and Small Business Management.

There is also a non-specialist 'General Business' pathway, which allows students to complete a Level 5 Higher National Diploma without committing to a particular professional specialism. This offers additional flexibility to providers and students.

What could these qualifications lead to?

The BTEC Level 4 Higher National Certificate provides a solid grounding in business, which students can build on should they decide to either progress to employment, or continue their studies beyond the Certificate stage. The BTEC Level 5 Higher National Diploma allows students to specialise by committing to specific career paths and progression routes to degree-level study.

On successful completion of the BTEC Level 5 Higher National Diploma, students can develop their careers in the business sector through:

- entering employment;
- continuing existing employment;
- taking advantage of current professional body recognition*;
- committing to Continuing Professional Development (CPD); or
- progressing to university.

* We currently have professional body accreditation from from the Association of Chartered Certified Accountants (ACCA), the Chartered Institute of Procurement and Supply (CIPS) and the Chartered Institute of Management Accountants (CIMA), with more on the way.

The BTEC Level 5 Higher National Diploma is recognised by Higher Education providers as meeting admission requirements to many relevant Business-related courses, for example:

BSc (Hons) in Business and Management
BA and BSc (Hons) in Business Studies
BSc (Hons) in International Management.

Students should always check the entry requirements for degree programmes at specific HE providers. After completing a BTEC Higher National Certificate or Diploma, students can also progress directly into employment.

If you have any queries, please contact highernationals@pearson.com