

## **International Business College Manchester**

### **PEARSON BTEC HIGHER NATIONAL CERTIFICATE AND DIPLOMA in Business**

The Pearson BTEC accredited Level 4 HNC and 5 HND qualifications in Business provide students with a good understanding of business topics.

The level 4 units (HNC) lay the foundations of learning by providing a broad introduction to business and different business functions. Students will gain a wide range of business knowledge tied to practical skills gained through research, independent study, directed study and workplace scenarios. By the end of level 4, students will have a sound knowledge of the basic concepts of business. They will be competent in a range of subject-specific skills as well as general skills and qualities relevant to key areas of business.

The level 5 units give students the opportunity to specialise in a business-related occupational area and to progress to degree-level study. Students will be able to develop and apply their own ideas to their studies, to deal with uncertainty and complexity, to explore solutions, demonstrate critical evaluation and use both theory and practice in a wide range of business situations. By the end of Level 5, students will have a sound understanding of the principles in their area of specialist study and will know how to apply those principles more widely in the business world.

The HNC (level 4) is designed as a 1 year full time study programme (2 years part time) and the HND (level 5) is designed as a 2 academic year full time study programme (4 years part time) with the opportunity for successful candidates to progress to the final year of a Bachelors (Degree) programme at University. The HNC and HND also allow for progression into or within employment in the business sector, either directly on achievement of the award or following further study to degree level.

Pearson BTEC Higher National qualifications are recognised higher education qualifications in the UK. They are in line with the Framework for Higher Education Qualifications (FHEQ) in England, Wales and Northern Ireland, and Quality Assurance Agency (QAA) Subject Benchmark Statements. These qualifications are part of the UK Regulated Qualifications Framework (RQF)

The level 4 (HNC) has a minimum of 120 credits

The level 5 (HND) has a minimum of 240 credits

A key progression path for Pearson BTEC HNC and HND learners is to the second or third year of a degree or honours degree programme, depending on the match of the BTEC Higher National units to the degree programme in question.

- 1. Awarding Institution: Pearson**
- 2. Teaching Institution: International Business College Manchester**
- 3. Final Award: Pearson BTEC Level 4 HNC or BTEC Level 5 HND**
- 4. Programme Title: Pearson BTEC HNC/HND Business**
- 5. QAA Benchmarking Group: BTEC HND Business**
- 6. Date of Revision: January 2022**

#### **7. Aims and objectives of the Programme**

The aim of the Pearson BTEC Higher Nationals in Business is to develop students as independent-thinking professionals who can meet the demands of business employers and adapt to a constantly changing world. The qualifications aim to widen access to higher education and improve the career prospects of those who take them. Key objectives include:

- To develop business skills, knowledge and understanding that students need to achieve high performance in the international business environment
- To develop students with enquiring minds, who have the abilities and confidence to work across different business functions and to lead, manage, respond to change and tackle a range of complex business situations

- To provide the core skills required for a range of careers in business, including management, human resources, marketing and accounting & finance
- To offer a balance between employability skills and the knowledge essential for students with employment or academic ambitions
- To develop cognitive, intellectual and practical skills within an appropriate business environment
- To facilitate the development of key transferable skills to enhance opportunities for employment and career progression
- To encourage students to take responsibility for managing their own learning and their personal & professional development
- To enable students to successfully progress to the 2<sup>nd</sup> or 3<sup>rd</sup> year of a degree or honours degree programme or to a successful employment opportunity

## 8. Programme Outcomes:

### i) Knowledge and understanding

<p><b>Knowledge and understanding of:</b></p> <ul style="list-style-type: none"><li>• Effective methods for enquiry, research, analysis and evaluation</li><li>• Relationships between theory and practice and the effectiveness and limitations of concepts, models and theories</li><li>• Contemporary issues affecting the business world</li><li>• The value of drawing together knowledge and ideas from a range of perspectives</li><li>• Environments in which businesses operate</li><li>• Methods to enable effective communication</li></ul>	<p><b>Teaching, learning and assessment methods used:</b></p> <p>Each individual module has its own specification, with aims, learning outcomes and assessment methods. These are issued to students at the start of each semester.</p> <p><b>Teaching learning method.</b></p> <p>The course aims to provide an integrated framework of methods and approaches to enable the development of student knowledge and understanding in key areas of business theory and practice. Learning will be developed through individual and group work, tutor led inputs, role plays, presentations, discussions and workshops. The programme can be delivered via full time classroom attendance or via Blended learning using HN Online, an interactive platform developed by Pearson. Students are also encouraged and supported to use their independent study (including directed reading and research) to consolidate, supplement and broaden their knowledge and understanding of subject areas.</p> <p><b>Formative/Summative Assessment Methods include;</b></p> <ul style="list-style-type: none"><li>Examination of written reports/assignments</li><li>Direct observation of oral presentations and/or group activities</li><li>One to one guided discussions</li><li>Oral and written questions; examination of completed workbooks and templates</li></ul> <p>Students have opportunities for discussing the progress of their course by regular reviews with their tutors/programme leader and through peer assessment. They are also encouraged and supported to develop skills in the self-evaluation of their own work</p>
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**ii) Intellectual / Cognitive skills:**

**Teaching, learning and assessment methods used:**

- Enquiry and research skills
- Identifying and solving problems
- Relating theory to practice and vice versa through the application of concepts, models and theories
- Taking responsibility for personal learning and development, and self awareness
- Analysis and evaluation to develop reasoned arguments
- Synthesis and integration of information from a number of sources and perspectives
- Giving and receiving feedback

Skills development in students will occur through a variety of different activities including preparation of written work, oral presentation and participation in group activities. Activities undertaken outside of formal class time such as research, meeting in groups, working on presentations and other independent work that students might undertake will also contribute to skills development and an increase in confidence and personal awareness.

In addition to the immediate Course Team students have extensive opportunities to library facilities and the HN Global resources provided by Pearson.

A range of assessment methods allow students to demonstrate their use of skills, to reflect on their application and to plan and experiment in ongoing activities/projects.

**Formative/Summative Assessment Methods.**

- Examination of written assignments and reports
- Observation of oral presentations (both individual and group)
- Individual research project when applicable
- One to one guided discussions
- Student feedback and ILPs
- Questioning - both written and oral

In relation to skills development students have opportunities for discussing drafts for coursework, with both lecturers and their student colleagues, and are also encouraged and supported to develop skills in the self-evaluation of their draft assignments.

**iii) Practical, research and independent learning skills**

<ul style="list-style-type: none"><li>• Locating, retrieving and evaluating information from a variety of sources to enable the investigation and exploration of issues/situations in business and management contexts</li><li>• Time management in group and individual work</li><li>• Effectively presenting research from theory-to-practice tasks,</li><li>• Developing interdependent relationships with lecturers, peers and colleagues</li><li>• Applying IT skills to support research and communication</li><li>• Accurate and consistent use of the Harvard referencing system</li></ul>	<p>As indicated in the previous sections, skills are developed through tutor led inputs/workshops and work on individual and group projects.</p> <p>Guidance and support to identify, locate and use material from the library and other sources (including when working off campus), is provided. Support is given to encourage self- directed learning and students are encouraged to plan, review and monitor their own work schedules in order to meet deadlines, completing a self study log to demonstrate how they have done this. Personal development planning is a key feature of the work that students undertake throughout the programme.</p> <p>There is individual tutor support for the development of the individual project work (HNC) and the research report (HND) and students also have opportunities for discussing the drafts for assignments with their tutors. Students are encouraged and supported to develop skills in self-evaluation through ongoing critical reflections of their completed work.</p> <p>Assessment criteria are discussed with students and they are encouraged and supported to develop skills in the use of self-evaluation techniques on drafts of their work. The Harvard referencing format is explained, discussed and required in all written assessments.</p> <p><b>Formative/Summative Assessment Methods.</b></p> <p>Completed assignments, reports, presentations and student feedback report &amp; ILPs enable assessment of the student's ability to apply their skills. Regular progress reviews enable the assessment of students ability to complete work to deadline and to effectively manage time Assessment of draft assignments allows identification of appropriate use of independent research and application of theory</p>
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## iv) Transferable/key skills

<ul style="list-style-type: none"> <li>• Effective management of learning, development and career planning</li> <li>• Effective communication skills – both face to face and in writing</li> <li>• Time Management skills – the ability to plan and monitor the use of time and implement appropriate time management strategies</li> <li>• The ability to work independently and interdependently</li> <li>• Effective problem solving and decision making skills</li> <li>• Effective use of IT resources</li> <li>• Flexibility and adaptability</li> </ul>	<p>Skills development is encouraged through the different aspects of the programme. Through the group work, discussions, presentations and activities, students have a wide range of opportunities to learn and practice a range of transferable skills. Personal development lessons and activities take place throughout the programme.</p> <p>Feedback from tutors and peers, plus ongoing self assessment encourage the student to identify his/her strengths and development needs. The use of a personal development plan enables each student to set their own individual learning objectives, devise action plans and review their progress in relation to key/transferable skills development. Students are supported to identify, explore and develop the link between their development of skills and opportunities for careers and/or further study, and have access to College resources for information and guidance.</p> <p><b>Formative/summative assessment methods:</b></p> <p>Examination of written assignments Observations of presentations (individual and group) Discussions/reviews with students</p>

## 10. Programme Structure

### Sample Programme Structure\*:

#### Semester 1

Unit	Unit Title	Level	Unit credit
1	Business and the Business Environment	4	15
3	Human Resource Management	4	15
4	Leadership and Management	4	15

## Semester 2

Unit	Unit Title	Level	Unit credit
5	Accounting Principles	4	15
2	Marketing Processes and planning	4	15
6	Managing a successful business project (introduction and project planning)		

## Semester 3

Unit	Unit Title	Level	Unit credit
15	Operations management	4	15
7	Business Law	4	15
6	Managing a successful business project (independent study and assessment)		

Students must complete the HNC before progressing onto the HND in year 2. A **minimum** of 90 credits **must have been achieved**.

\*This is a sample timetable for full -time students. In addition to these models students will have additional lessons to look at critical thinking, referencing, and personal development as well as assignment workshops. Students studying via blended learning may tackle units differently (depending if they are studying full or part-time) and this will be worked out on an individual basis with the Programme Leader.

## Sample Programme Structure\*\*: Year 2

### Semester 1 (4) September to December

Unit	Unit Title	Level	Unit credit
20	Organisational Behaviour	5	15
46	Developing Individuals, teams and Organisations	5	15
11	Research Project Introduction	5	30

### Semester 2 (5) January to April



Unit	Unit Title	Level	Unit credit
43	Business Strategy	5	As above
16	Resource and Talent Planning or International Marketing	5	15
11	Research Project (directed study, progress review and tutorials)	5	As above

## Semester 3 (6) April/May to July

Unit	Unit Title	Level	Unit credit
38	Management Accounting or Law of Contract and Tort	5	15
36	Human Resources: Value and contribution to organisational success	5	15
11	Research Project (tutorials and final assessment)	5	As above

*\*\*Optional units may change from those listed above depending on the specialist pathways chosen. was chosen. The precise structure of each semester could alter depending upon the number and make up of students, their individual learning requirements and the relevant expertise within the tutor team.*

**The Next intake for this programme will be in April/May 2022** (although individual students studying via blended/distance learning can join the programme prior to this date on an individual basis)

- Entry Criteria:** To gain acceptance on this programme candidates **MUST** be a minimum of 18 years old and have academic qualifications equivalent to 2 x 'A' level passes (E grade) or vocational equivalent at Level 3 (for example a BTEC Level 3 qualification in Business)

Initial Interview with potential candidates will include examination of programmes of study and prior qualifications obtained and clarification that the student has the required level of English (**minimum** IELTS 5.5 with at least 5.5 in both reading and writing) to enable completion of the appropriate course of study. Potential students will also be required to produce a written statement outlining their reasons for choosing both the college itself and their particular course of study. Information gained from the initial interview will

enable the interviewer to establish suitability for the programme and advise the student accordingly. All results will be used to inform the production of the student's Individual Learning Plan.

10. **Assessment:** The purpose of assessment at HNC and HND level is to ensure that effective learning of the content of each unit has taken place. Evidence of this learning and of the application of the learning is required for each unit. The combination of assessment methods detailed above will be used in order to enable students with differing learning styles to have the opportunity to demonstrate their learning and to provide adequate opportunity to establish authenticity of evidence.

The assessment of the evidence relates directly to the assessment criteria for each unit, as set out in the national standards for the qualification. Grade descriptors are also provided to assist assessors in determining the most appropriate grade to award.

Students must reach the required standard to pass each unit. There will be one referral opportunity for each unit only. If a student has not successfully passed following their second submission they will be required to re-take the unit and pay the required fees. Second submissions are capped at a pass grade.

The classifications are as follows:

Distinction: 8 points per credit

Merit: 6 point per credit

Pass: 4 points per credit

Learners are awarded a pass, merit or distinction grade using the points gained from the HNC or HND.

For an HND qualification only the credits from units at level 5 can be counted towards the credits used to calculate the overall grade.

Pass = 420 – 599 points

Merit = 600 – 839 points

Distinction = 840+ points

## 11. Programme Roles and responsibilities

The **Programme Leader** will take responsibility for the day to day operation of all aspects of the programme, including student liaison, timetable planning, assignment organisation and tracking of progress. They will also act as the **Quality Nominee** and have responsibility for liaising with the Awarding Body (Pearson) and ensuring the appropriate standards are embedded into all aspects of the HNC and HND programmes.

**Tutors/Assessors** will undertake the day to day teaching on the programme and will deliver the lessons according to the standards for each individual module/unit and the requirements of the assignment brief. Tutors will also assess all completed work against the relevant unit standards. Assessment plans will be produced for each term and will be issued to students during week one.

An **Internal Verifier (IQA)** is appointed within IBCM who will be responsible for approving coursework assignments and monitoring standards through moderation of completed assessments. (The IQA may or may not also be the Programme Lead/Quality Nominee). The IQA will produce a termly sampling plan to confirm their verification activity.

## 12. The role of the awarding body

IBCM will ensure that the programme is managed in line with all Pearson requirements and will provide relevant information in a timely and accurate manner as requested. Pearson will undertake Standards Verification visits and annual Academic Management Reviews. Pearson will issue certificates to all learners who successfully complete the programme following assessment and verification of all units undertaken.

## 13. Support for Learners

Students are encouraged and supported to manage their own learning needs. The following is provided for them:

- An induction programme including one to one discussion with the Programme Leader
- A Student Handbook with detailed unit specifications
- A unit dedicated to personal development, allowing class time to engage in self assessment and management of a Personal Development Plan
- Verbal and written feedback on all work produced and opportunity to discuss progress with tutor/programme leader during tutorials and one to one progress reviews
- Peer assessment opportunities
- HN Online for students studying via distance/blended learning
- HN Global – Pearson text books, forums and reading materials

- A series of specific study skills support sessions, including assignment writing, critical thinking and Harvard referencing will be timetabled for students.

In addition, students identified with specific support needs will be offered tailored help, guidance and support as appropriate to their needs, including adaptation of resources and assessment methods/approaches.

## 14. Enrichment:

IBCM has a full programme of social and enrichment opportunities for students to embrace the thriving culture and benefits of a modern cosmopolitan city in Manchester.

## 15. Policies and Procedures

Students will be issued with a copy of the updated Student Handbook and Student Charter, plus all relevant policies and procedures including: Health and Safety, Equality and Diversity, Student Disciplinary, Admissions, Appeals, Assessment and IQA and other relevant documents.

## 16. Arrangements for Review

The programme is reviewed annually to ensure currency and relevance. Any Pearson changes to unit specifications will ensure amendment as and when appropriate. Unit tasks/activities will be reviewed to ensure they are current. The programme of internal quality assurance (including standardisation) ensures quality and consistency across the assessment team.

The programme is subject to a number of mechanisms to ensure academic standards. It conforms to the QAA subject benchmarking statement for degrees in Business and Management and the College's defined level descriptors for undergraduate awards. All aspects of the programme are examined by the Pearson Standards Verifier and are subject to an annual Academic Management Review.

Review date: 01 February 2023