



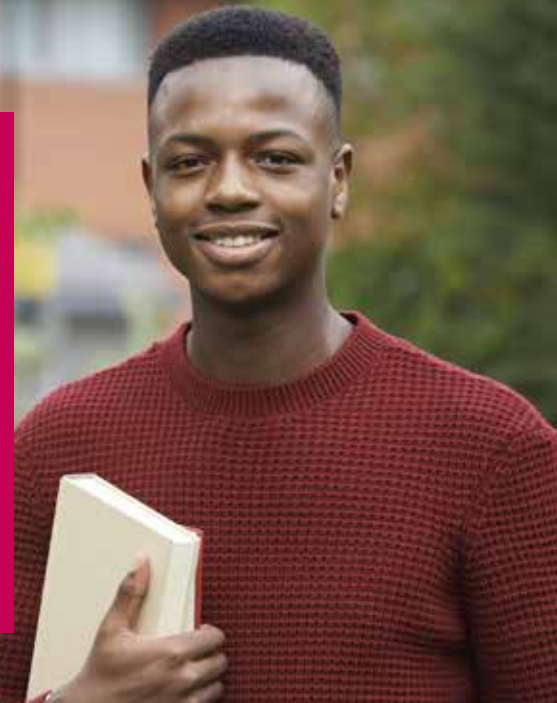
LONDON SCHOOL[®]
OF MANAGEMENT EDUCATION

Pearson BTEC Level 4/5

HNC/HND in Business (RQF)

Overview

The London School of Management Education is offering the Pearson BTEC Level 5 HND in Business programme. The BTEC Higher National qualifications in Business are aimed at students wanting to continue their education through applied learning. Higher Nationals provide a wide-range 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.



Qualification Objectives of the BTEC Higher Nationals in Business

The objectives of the BTEC Higher Nationals in Business are as follows:

- To enable learners to develop their skills and understanding in various areas relevant to Business such as management, human resources, marketing, international marketing and finance;
- To enable learners to better understand the issues involved in dealing with culturally diverse organisations;
- To provide the learners with opportunities to develop their employability skills;
- To give the learners the opportunity to re start their academic development towards higher qualifications;
- To provide education and training for a range of careers in business, including management, administration, human resources, marketing, entrepreneurship, accounting and finance;
- To support learners to achieve their learning objectives by meeting any learning need that they may have.

Entry Requirements

Students who wish to undertake this Pearson BTEC HND Level 4/5 should:

- Be at least 18 years of age and
- Have a level 3 qualification, such as BTEC National Diploma in Business, or other equivalent level 3 qualifications, or
- Possess a Higher Education Certificate, or
- Have a GCE Advanced level profile which demonstrates strong performance in a relevant subject or an adequate performance in more than one GCE subject. This profile is likely to be supported by GCSE grades at A* to C, and
- Pass an initial assessment test (Level 1 in literacy and numeracy with in-depth proficiency in academic writing) at LSME.

English Language Proficiency

The entire programme is taught in English and students must demonstrate their ability to speak and write in English proficiently. Applicants whose primary qualification was obtained in a non-English speaking country may also achieve an English test such as IELTS 5.5 or other equivalent tests as defined by regulators.

Intended Learning Outcomes

By the end of the two years of pursuing this Pearson BTEC HND Diploma in Business programme, learners will be able to:

- Explain the different types of business and implications of operating in the micro and macro environment;
- Build a marketing plan as per the goals and objectives of a business and monitor its implementation;
- Elaborate on the concepts and principles involved in Human Resource Management;
- Analyse the management of human resources to achieve the goals and objectives of an organisation;
- Differentiate between the role of a leader and the function of a manager;
- Compare ways in which organisations could use management accounting for planning purposes and to respond to financial problems;
- Demonstrate the skills required to implement and manage a small scale project;
- Analyse how Business Law is applied to businesses;
- Assess how national culture, economy and the personal characteristics of entrepreneurs affect entrepreneurship;
- Identify an area to be researched on, review the literature relevant to the business research project and justify the choice of methodology to conduct the research;
- Conduct and analyse research relevant to the business research project identified;
- Analyse the influence of different factors on the behaviour of individuals, teams and organisations as a whole;
- Demonstrate the ability to contribute to an organisation's implementation of its taxation responsibilities;
- Demonstrate the knowledge of the different strategies that can be used at the operational, tactical and strategic levels;
- Apply knowledge and understanding to the ways in which high-performance working (HPW) contributes to employee engagement and competitive advantage;
- Demonstrate an understanding of how to organise and evaluate international marketing efforts and work with marketing teams internationally;
- Evaluate ways that organisations can move into international markets.

Progression (Pathway)

On successful completion of the Level 5 Higher National Diploma, students can develop their careers in the business sector through; entering employment, continuing existing employment, linking with the appropriate Professional Body, committing to Continuing Professional Development (CPD), and Progressing to University.

The 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.

Teaching and Learning and Assessment

The Pearson HND in Business course delivery includes; lectures, face-to-face training days, one to one tutorials, discussions, case study discussions, research work, group work etc. All students will be guided at every step towards achieving their goals.

Students will be assessed using centre devised written assignments/ reports, presentations including group presentations,

Course Structure

The Pearson Higher National Certificate (HNC) is a Level 4 qualification made up of 120 credits. It is usually studied full-time over one year. The student will need to complete all the units under this requirement to attain the HNC Level 4 qualification.

The Higher National Diploma (HND) is a Level 5 qualification made up of 240 credits. It is usually studied full-time. To achieve the HND qualification, the learner must complete all the units for the level 4 HNC and Level 5 HND units shown in the tables below as core and selected specialist units/optional units.

Unit Title	Unit Code	Units	Unit Level	Credit Value	Total Qualification Time (TQT)
Business and the Business Environment	L/508/0485	Core Unit	Level 4	15	150
Marketing Essentials	R/508/0486	Core Unit	Level 4	15	150
Human Resource Management	Y/508/0487	Core Unit	Level 4	15	150
Management and Operations	D/508/0488	Core Unit	Level 4	15	150
Management Accounting	H/508/0489	Core Unit	Level 4	15	150
Managing a Successful Business Project	D/508/0491	Core Unit	Level 4	15	150
Business Law	H/508/0492	Optional Unit	Level 4	15	150
Entrepreneurship and Small Business Management	T/508/0495	Optional Unit	Level 4	15	150

Unit Title	Unit Code	Units	Unit Level	Credit Value	Total Qualification Time (TQT)
Research Project	R/508/0522	Core Unit	Level 5	30	300
Organisational Behaviour	H/508/0525	Core Unit	Level 5	15	150
Taxation	Y/508/0568	Optional Unit	Level 5	15	150
Business Strategy	K/508/0574	Optional Unit	Level 5	15	150
Developing Individuals, Teams and Organisations	A/508/0594	Optional Unit	Level 5	15	150
International Marketing	Y/508/0599	Optional Unit	Level 5	15	150
Tapping into New and International Markets	R/508/0603	Optional Unit	Level 5	15	150

Study Mode	Duration	Level of the Programme	Awarding Institution	Course Fee
This is a full-time course.	The duration for this course is two years.	All awards offered under this programme are at Level 4 for HNC and Level 5 for HND of the Framework for Higher Education Qualifications in England, Wales & Northern Ireland (FHEQ).	The qualification is awarded by Pearson Education.	£7,000 per year
HNC: One Year		HND: Two Years		
Students must complete eight units to achieve this qualification.		On successful completion of the Pearson BTEC HNC Programme, students will then move on to the Pearson BTEC HND in Business Level 5, students must complete the rest of the units to get the full HND in Business Qualification.		

How to Apply

You can apply online by visiting www.lsme.ac.uk. You can also pick an application form from the LSME administration office. You will be given the opportunity to learn more about the qualification prior to your application.



CALL NOW
0208 594 8462



VISIT
www.lsme.ac.uk



Student Finance

UK and EU students are entitled to student finance for the entire duration of the course to cover the cost of tuition fees and maintenance. For more information, please visit <https://www.gov.uk/student-finance>.



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