

Pearson BTEC HND in Leadership and Management for England Course Units

| First Year | | | |
|---------------|---|---------|-------|
| Unit Number | Title | Credits | Level |
| Unit 1 (Core) | The Contemporary Business Environment | 15 | 4 |
| Unit 2 (Core) | Marketing Processes and Planning (Core) | 15 | 4 |
| Unit 3 (Core) | Management of Human Resources (Core) | 15 | 4 |
| Unit 4 (Core) | Leadership and Management (Core) | 15 | 4 |
| Unit 5 (Core) | Accounting Principles (Core) | 15 | 4 |
| Unit 6 (Core) | Managing a Successful Business Project (Core) | 15 | 4 |
| Unit 7 (Core) | Operational Planning and Management (Core) | 15 | 4 |
| Unit 8 (Core) | Digital Business in Practice (Core) | 15 | 4 |

| Second Year | | | |
|----------------|--|---------|-------|
| Unit Number | Title | Credits | Level |
| Unit 9 (Core) | Organisational Behaviour Management (Core) | 30 | 4 |
| Unit 10 (Core) | Managing and Leading Change (Core) | 15 | 4 |
| Unit 11 (Core) | Principles of Operations Management (Core) | 15 | 4 |
| Unit 12 (Core) | Business Strategy (Core) | 15 | 4 |
| Unit 13 (Core) | Business Information Technology Systems (Core) | 15 | 4 |
| Unit 14 (Core) | Developing Individuals, Teams, and Organisations (Core) | 15 | 4 |
| Unit 15 (Core) | Business Communications and Relationship Management (Core) | 15 | 4 |
| Unit 16 (Core) | Business Data Analytics and Insights (Core) | 15 | 4 |