

Pearson BTEC Level 5 HND in Business (General) Course Structure

- Requires 240 credits, of which 120 credits are at Level 5 (7 units) and 120 credits are at Level 4 (8 units).
- Total qualification time = 2,400 hours.
- Total guided learning hours = 960 hours.
- Mix of core, specialist and optional units totalling 240 credits.
- Optional units are selected to make up the remaining credit value.
- Specialist units can also be selected as optional units for the General Business pathway, and for any of the specialist pathway certification.
- Only one specialist unit is permitted to be used as optional from any given specialist pathway.

| Year 1 (level 4) | |
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| UNIT | TITLE |
| Term 1 | |
| UNIT 1 (Mandatory) L4 15 Credits | The Contemporary Business Environment |
| UNIT 2 (Mandatory) L4 15 Credits | Marketing Processes and Planning |
| Term 2 | |
| UNIT 3 (Mandatory) L4 15 Credits | Management of Human Resource |
| UNIT 4 (Mandatory) L4 15 Credits | Leadership and Management |
| UNIT 5 (Mandatory) L4 15 Credits | Accounting Principles |
| Term 3 | |
| UNIT 6 (Mandatory) L4 15 Credits | Managing a Successful Business Project (Pearson Set) |
| UNIT 7 (Optional) L4 15 Credits | Business Law |
| UNIT 8 (Optional) L4 15 Credits | Innovation and Commercialisation |

| Year 2 (Level 5) | |
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| Term 1 | |
| UNIT 20 (Mandatory) L5 15 Credits | Organisational Behaviour Management |
| UNIT 43 (Optional) L5 15 Credits | Business Strategy |
| Term 2 | |
| UNIT 19 (Mandatory) L5 30 Credits | Research Project (Pearson set) |
| UNIT 25 (Specialist) L5 15 Credits - MNGT | Global Business Environment |
| UNIT 34 (Specialist) L5 15 Credits – MKT | Digital Marketing |
| Term 3 | |
| UNIT 19 (Mandatory) L5 30 Credits | Research Project (Pearson set) |



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| UNIT 37 (Optional) L5 15 Credits | Pitching and Negotiating Skills |
| UNIT 50 (Optional) L5 15 Credits | International Marketing |