

**Virtual Campus – Academic Schedule – BTEC Higher Nationals  
Business (Management)**

**1. Subjects**

**(Each requiring 60 guided learning hours):**

1. Marketing	(H1) - Core
2. Managing Financial Resources and Decisions	(H1) - Core
3. Organisations and Behaviour	(H1) - Core
4. Business Environment	(H1) - Core
5. Research Project	(H2) - Core
6. Managing Professional Development	(H2) - Core
7. Working with and Leading People	(H2) - Core
8. Managing Activities to Achieve Results	(H2) - Core
9. Managing Communication, Knowledge and Information	(H1) - Core
10. Common Law I	(H1)
11. Business Decision Making	(H2)
12. Business Strategy	(H2)
13. Marketing Intelligence	(H1)
14. Advertising and Promotion	(H2)
15. Internet Marketing	(H2)
16. E-Business Planning and Implementation	(H2)

**BTEC Higher National Certificate**

- The BTEC Higher National Certificate in Business is a 10-unit qualification of which five units are mandatory core units.
- The BTEC Higher National Certificate programme must contain a minimum of five units designated at H2 level.

**BTEC Higher National Diploma**

- The BTEC Higher National Diploma in Business is a 16-unit qualification (including the 10 units completed for the HNC) of which eight units are mandatory core units.
- The BTEC Higher National Diploma programme must contain a minimum of eight units (including the five H2 level units completed for the HNC) designated at H2 level.

**2. Schedule**

Quarter 1	Quarter 2	Quarter 3	Quarter 4
Marketing <sup>‡</sup>	Managing Financial Resources and Decisions <sup>‡</sup>	Organisations and Behaviour <sup>‡</sup>	Business Environment <sup>‡</sup>
Managing Communication, Knowledge and Information <sup>‡</sup>	Marketing Intelligence	Common Law	Internet Marketing <sup>*</sup>
Business Decision Making <sup>*</sup>	Business Strategy <sup>*</sup>	Managing Professional Development <sup>**</sup>	Research Project <sup>**</sup>
Working with and Leading People <sup>**</sup>	Managing Activities to Achieve Results <sup>**</sup>	Advertising and Promotion <sup>*</sup>	E-Business Planning and Implementation <sup>*</sup>

- Core units are indicated by <sup>‡</sup>.
- Units designated at H2 level are indicated by <sup>\*</sup>.