

**BTEC Level 4 Higher National  
Certificate in Business**

**Year 1 - Semester I**

Projected Courses	Credits/GLH
Business and the Business Environment	15
Marketing Processes and Planning	15
Human Resource Management	15

**Year 1 - Semester II**

Projected Courses	Credits/GLH
Leadership and Management	15
Accounting Principles	15
Managing a Successful Business Project	15

**Year 1 - Semester III \*TWO only\***

Projected Courses	Credits/GLH
Operations Management	15
Innovation and Commercialisation	15
Business Law	15

**BTEC Level 5 Higher National Diploma in  
Business (Management)**

**\*\* Level 4 must be completed before  
attempting Level 5\*\***

**Year 1 - Semester I**

Projected Courses	Credits/GLH
Research Project	15
Organisational Behaviour	15
Understanding and Leading Change	15

**Year 1 - Semester II**

Projected Courses	Credits/GLH
Global Business Environment	15
Principles of Operations Management	15
Business Strategy/Sales Management (2025-2026)	15

**Year 1 - Semester III**

Projected Courses	Credits/GLH
Customer Value Management	15