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Retail

Your curriculum planning tool **2019-20**

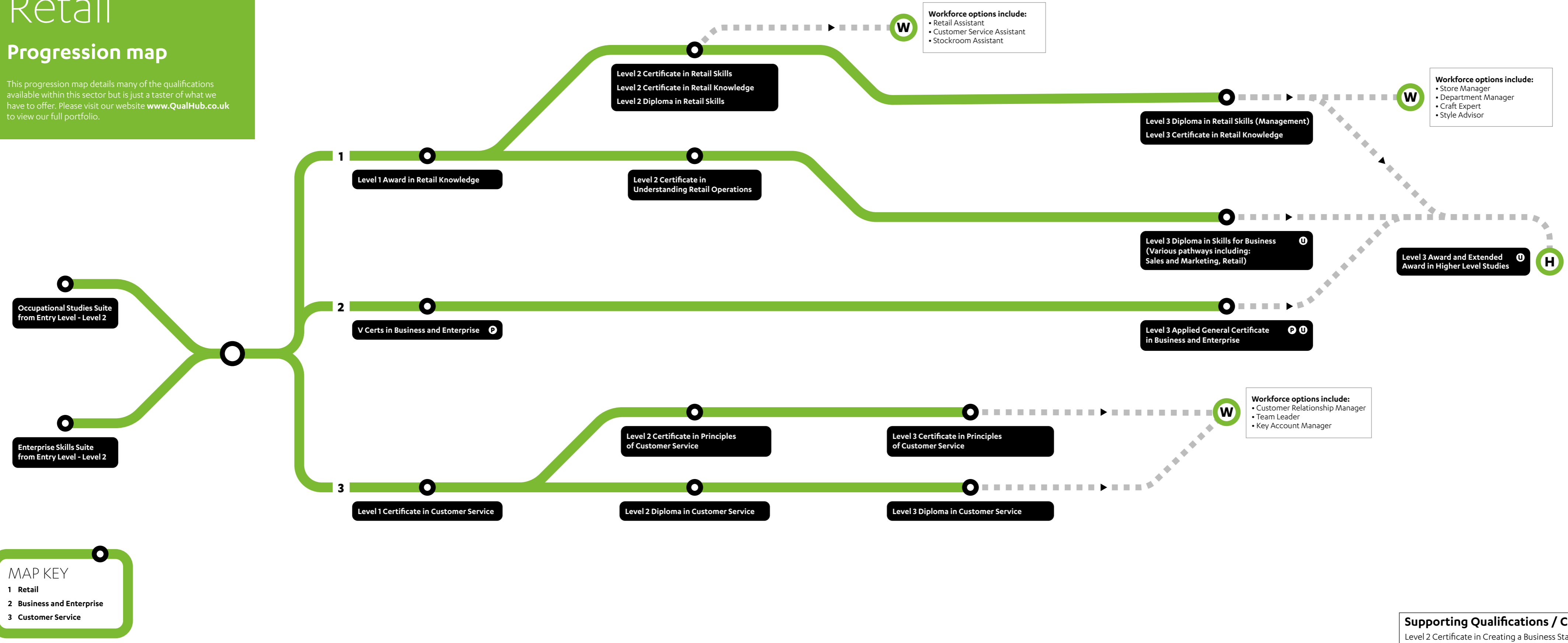
**Open up our progression map
to plot your learner journeys and
plan your curriculum.**



Retail

Progression map

This progression map details many of the qualifications available within this sector but is just a taster of what we have to offer. Please visit our website www.QualHub.co.uk to view our full portfolio.



P Performance Points **U** UCAS Points **H** Higher Education **W** Workforce Options

For details on the many qualifications that will support learners' general progression, please see our Supporting Qualifications document which provides information on all of the qualifications found below. All qualifications in this map are eligible for funding. Please check the **ESFA Hub** and relevant Funding Rules or Guidance for confirmation on which funding streams they're eligible under plus the learner eligibility criteria.

Your curriculum planning tool

Whether you're based in a college, training provider or school, this document has been designed to help you plan which qualifications you'd like to deliver.

Remember to visit www.QualHub.co.uk to view our full portfolio of qualifications across all sectors.

QualHub is our site for customers to browse and search for qualifications across both **NCFE** and **CACHE** brands, submit qualifications for approval and also access all of our delivery support materials.

Using this product guide

Qualifications are grouped into subject areas which makes the document easy to navigate.


A Level 1 Technical Award in Business and Enterprise

D Minimum Entry Age: 14 **LRA** **PP** **v.certs** **C**

FACTS AND FIGURES	
Qualification no/Learning Aim Reference:	603/0835/7 B
Guided Learning Hours (GLH):	122
Total Qualification Time (TQT):	182
Credit Value:	N/A G

H Learning Resources Available: NCFE

This V Cert features on the list of DfE approved qualifications and will be recognised in the 2019 Key Stage 4 Performance Tables.

F  If you're interested in this qualification you may also be interested in: Level 2 Technical Award in Business and Enterprise

KEY

- LRA** Learning Resources Available
- PP** Performance Points
- UCAS** UCAS

Understanding the qualification pages

- A** This is the qualification title.
- B** This is the Qualification Reference Number (QRN).
- C** If the qualification is a V Cert, the V Cert logo will appear here.
- D** This is the recommended entry age for the qualification.
- E** The icons in this area are intended to give you more information about each of the qualifications. This includes performance points, UCAS points, learning resources and more. Please see the key on the left to find out what each icon means.
- F** This feature helps you to understand which qualifications complement the one you're looking at.
- G** The credit value (if applicable) for the qualification will appear here.
- H** All qualifications are supported by a Qualification Specification. However, in many cases, there are additional materials available including sample portfolios and learning and delivery resources from NCFE, CACHE and third parties. If these additional support materials are available for the qualification, we will list who they are supplied by here.

Please note, all qualifications in this guide are eligible for funding. Please check the ESFA Hub and relevant Funding Rules or Guidance for confirmation on which funding streams they're eligible under plus the learner eligibility criteria.

Working together

The best teams work together as a unit to achieve outstanding results. That's why we work with a network of established third parties to provide a wide range of materials to support our qualifications. Here you'll find further information about each third party and how they can help you.



Website:
www.learningcurvegroup.co.uk
Email:
salesteam@learningcurvegroup.co.uk
Phone:
01388 777 129

Learning Curve Group – NCFE's premier partner

Learning Curve Group (LCG) supports over 200 NCFE and CACHE centres with strategies that increase adult learning engagement. Their services include:

- NCFE and CACHE approved learning and assessment content, available both online and in paper formats, for AEB, apprenticeships and loan funded provision.
- an innovative online learning and assessment platform that provides a quick and efficient tracking mechanism, enabling providers to monitor learner progression.
- consultancy services led by respected FE specialist Beej Kaczmarczyk.
- recruitment of applicants for PAYE and self-employed vacancies.
- support with links to levy paying employers.

LCG aims to maximise your offer around loans, levy and localism, whilst also enabling best practice that keeps learners safe.



Website:
www.hallmarkeducation.org.uk
Email:
info@hallmarkeducation.org.uk
Phone:
01332 410 067

Hallmark Education

Hallmark Education publishes high-quality learning resources to support the cost-effective delivery of a wide range of NCFE qualifications.

The team at Hallmark has been helping NCFE centres for over 10 years.

With a wealth of experience in educational publishing, learner recruitment, tutor training and audit compliance, Hallmark can offer services including:

- high-quality learning resources
- tutor support
- consultancy
- employer engagement and learner find.



Website:
www.hoddereducation.co.uk
Email:
educationenquiries@hodder.co.uk
Phone:
01235 827 720

Hodder Education

Hodder Education, winner of the Bookseller Industry Awards for 'Educational, Academic and Professional Publisher of the Year' 2015 and 2016, publishes a wide range of market-focused innovative print resources and digital services, designed for core UK and key international markets.

Hodder Education is one of the largest school publishers in the UK, trusted to help teachers teach and students learn through its wide range of high-quality resources and training events. Hodder Education supports the curriculum in almost every subject area and at every level, selling to over 140 countries worldwide.



Website:
www.lasersys.co.uk
Email:
info@lasersys.co.uk
Phone:
01753 584 112

Laser Systems

Laser Systems team members are education professionals with a wealth of knowledge and experience in quality and assessment, and have created an e-portfolio which is intuitive for both assessing teams and learners.

As well as an industry-leading e-portfolio, Laser Systems also provides high-quality online learning resources for full qualifications and CPD short courses. Learning resources combine filmed tutorials with a professional presenter, video good practice examples, reading, extended learning, and an interactive quiz. For full qualifications, available learning resources cover knowledge for each learning outcome. Laser Systems prides itself on its customer service, providing support and guidance for Laser users from day one, and takes part in events and standardisation days alongside NCFE and CACHE.



Website:
www.theskillsnetwork.com
Email:
enquiries@theskillsnetwork.com
Phone:
01757 210 022

The Skills Network

The Skills Network is one of the UK's most successful providers of technology-enabled training and skills solutions.

They support educators, employers and learners across the UK, and internationally, by developing and delivering effective and innovative skills training and published educational content. The Skills Network currently pride themselves on having an overall achievement rate of 91%.

Constantly developing new, innovative and engaging ways to deliver learning and training opportunities, they strive to maintain and improve on their market-leading status.

Retail

Product guide

We also offer product guides in the following sectors:

- Business Administration and Management
- Catering and Hospitality
- Children and Young People
- Creative, Design and Digital
- Early Years Education
- Education, Training and Assessment
- English and Maths
- Health and Science
- Health and Social Care
- Sport, Public Services and Travel
- Transport, Engineering and Construction

For details on the many qualifications that will support learners' general progression, please see our Supporting Qualifications document.

Occupational Studies

Entry Level Award in Exploring Occupational Studies for the Workplace (Entry 3)
Entry Level Award/Certificate/Diploma in Occupational Studies for the Workplace (Entry 3)

Minimum Entry Age: 14

FACTS AND FIGURES				
	AWARD (EXPLORING)	AWARD	CERTIFICATE	DIPLOMA
Qualification no/Learning Aim Reference:	601/1073/9	601/1186/0	601/1185/9	601/1015/6
Guided Learning Hours (GLH):	24	40	100	328
Total Qualification Time (TQT):	30	60	130	370
Credit Value:	3	6	13	37

Level 1 Award in Exploring Occupational Studies for the Workplace
Level 1 Award/Certificate/Diploma in Occupational Studies for the Workplace

Minimum Entry Age: 14

FACTS AND FIGURES				
	AWARD (EXPLORING)	AWARD	CERTIFICATE	DIPLOMA
Qualification no/Learning Aim Reference:	601/1086/7	601/1087/9	601/1088/0	601/1089/2
Guided Learning Hours (GLH):	19	35	88	259
Total Qualification Time (TQT):	30	60	130	370
Credit Value:	3	6	13	37

! If you're interested in these qualifications you may also be interested in: Functional Skills Qualifications in Information and Communication Technology (ICT) at **Entry Level 3**

Level 2 Award in Exploring Occupational Studies for the Workplace
Level 2 Award/Certificate/Diploma in Occupational Studies for the Workplace

Minimum Entry Age: 14

FACTS AND FIGURES				
	AWARD (EXPLORING)	AWARD	CERTIFICATE	DIPLOMA
Qualification no/Learning Aim Reference:	601/1497/6	601/1424/1	601/1423/X	601/1425/3
Guided Learning Hours (GLH):	20	42	92	296
Total Qualification Time (TQT):	30	60	130	370
Credit Value:	3	6	13	37

Enterprise Skills

Entry Level 3 Award in Developing Enterprise Skills

Minimum Entry Age: 14

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/4148/7
Guided Learning Hours (GLH):	45
Total Qualification Time (TQT):	60
Credit Value:	6

Level 1 Awards in Investigating and Developing Enterprise Skills

Minimum Entry Age: 14

FACTS AND FIGURES

	INVESTIGATING	DEVELOPING
Qualification no/Learning Aim Reference:	601/4145/1	601/4143/8
Guided Learning Hours (GLH):	15	75
Total Qualification Time (TQT):	20	90
Credit Value:	2	9

Level 2 Award and Certificate in Investigating and Developing Enterprise Skills

Minimum Entry Age: 14

FACTS AND FIGURES

	INVESTIGATING (AWARD)	DEVELOPING (CERTIFICATE)
Qualification no/Learning Aim Reference:	601/4144/X	601/4146/3
Guided Learning Hours (GLH):	40	145
Total Qualification Time (TQT):	40	150
Credit Value:	4	15

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Let's make
a difference -
**to promote and
advance learning.**



Business and Enterprise

Level 1 Certificate in Business and Enterprise

Minimum Entry Age: 14 **v.certs**

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/0315/2
Guided Learning Hours (GLH):	120
Total Qualification Time (TQT):	180

Level 2 Certificate in Business and Enterprise

Minimum Entry Age: 14 **LRA** **PP** **v.certs**

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/0048/5
Guided Learning Hours (GLH):	125
Total Qualification Time (TQT):	185

Learning Resources Available: iAchieve

This V Cert features on the list of DfE approved qualifications and will be recognised in the 2019 and 2020 Key Stage 4 Performance Tables.

Level 1/2 Technical Award in Business and Enterprise

Minimum Entry Age: 14 **LRA** **PP** **v.certs**

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	603/2955/5
Guided Learning Hours (GLH):	120
Total Qualification Time (TQT):	157

Learning Resources Available: NCFE

This V Cert features on the list of DfE approved qualifications and will be recognised in the 2020, 2021 and 2022 Key Stage 4 Performance Tables.

Level 3 Applied General Certificate in Business and Enterprise

Minimum Entry Age: 16 **PP** **UCAS**

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/8908/3
Guided Learning Hours (GLH):	362
Total Qualification Time (TQT):	540

This qualification features on the list of DfE approved Applied General qualifications and will be recognised in the 2019, 2020, 2021 and 2022 Key Stage 5 performance tables.


Retail

Level 1 Award in Retail Knowledge

Minimum Entry Age: 14

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/7957/0
Guided Learning Hours (GLH):	47
Total Qualification Time (TQT):	70
Credit Value:	7

 If you're interested in this qualification you may also be interested in: **Level 2 Certificate in Retail Skills**

Level 2 Certificate in Retail Knowledge

Minimum Entry Age: 14 **LRA**

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	600/2139/1
Guided Learning Hours (GLH):	93
Total Qualification Time (TQT):	140
Credit Value:	14

Learning Resources Available: NCFE

Level 3 Certificate in Retail Knowledge

Minimum Entry Age: 14 LRA

FACTS AND FIGURES	
Qualification no/Learning Aim Reference:	600/2140/8
Guided Learning Hours (GLH):	106
Total Qualification Time (TQT):	160
Credit Value:	16
Learning Resources Available: NCFE	

Level 2 Certificate in Understanding Retail Operations

Minimum Entry Age: 16 LRA

FACTS AND FIGURES	
Qualification no/Learning Aim Reference:	601/3338/7
Guided Learning Hours (GLH):	118
Total Qualification Time (TQT):	180
Credit Value:	18
Learning Resources Available: NCC / Learning Curve Group	

 **If you're interested in this qualification you may also be interested in:**
 Level 2 Diploma in Retail Skills / Level 3 Certificate in Retail Knowledge

Level 2 Certificate in Retail Skills

Minimum Entry Age: 16 LRA

FACTS AND FIGURES	
Qualification no/Learning Aim Reference:	600/4164/X
Guided Learning Hours (GLH):	73
Total Qualification Time (TQT):	240
Credit Value:	24
Learning Resources Available: NCFE	



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We offer Functional Skills in English and maths from entry level – level 2, all supported by a large number of interactive learning resources that are suitable for both classroom and workplace learning.

Find out more about our qualifications and how we can support you.
functionalskills@ncfe.org.uk

Level 2 Diploma in Retail Skills

Level 2 Diploma in Retail Skills (Management)

Level 2 Diploma in Retail Skills (Sales Professional)

Level 2 Diploma in Retail Skills (Visual Merchandising)

Minimum Entry Age: 16

FACTS AND FIGURES			
Level 2 Diploma in Retail Skills		Level 2 Diploma in Retail Skills (Sales Professional)	
Qualification no/Learning Aim Reference:	600/4278/3	Qualification no/Learning Aim Reference:	600/4276/X
Guided Learning Hours (GLH):	115	Guided Learning Hours (GLH):	181
Total Qualification Time (TQT):	370	Total Qualification Time (TQT):	430
Credit Value:	37	Credit Value:	43
Level 2 Diploma in Retail Skills (Management)		Level 2 Diploma in Retail Skills (Visual Merchandising)	
Qualification no/Learning Aim Reference:	600/4272/2	Qualification no/Learning Aim Reference:	600/4273/4
Guided Learning Hours (GLH):	199	Guided Learning Hours (GLH):	251
Total Qualification Time (TQT):	430	Total Qualification Time (TQT):	530
Credit Value:	43	Credit Value:	53

Level 3 Diploma in Retail Skills (Management)

Minimum Entry Age: 16

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	600/4272/2
Guided Learning Hours (GLH):	199
Total Qualification Time (TQT):	430
Credit Value:	48

Skills for Business

Level 2 Diploma in Skills for Business

Minimum Entry Age: 14 LRA

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/2624/3
Guided Learning Hours (GLH):	360
Total Qualification Time (TQT):	480
Credit Value:	48

Learning Resources Available: NCFE

Level 3 Diploma in Skills for Business

Level 3 Diploma in Skills for Business: Retail

Level 3 Diploma in Skills for Business: Sales and Marketing

Minimum Entry Age: 16 UCAS

FACTS AND FIGURES

Level 3 Diploma in Skills for Business		Level 3 Diploma in Skills for Business: Sales and Marketing	
Qualification no/Learning Aim Reference:	601/2640/1	Qualification no/Learning Aim Reference:	601/2652/8
Guided Learning Hours (GLH):	360	Guided Learning Hours (GLH):	561
Total Qualification Time (TQT):	600	Total Qualification Time (TQT):	930
Credit Value:	60	Credit Value:	93

Level 3 Diploma in Skills for Business: Retail

Qualification no/Learning Aim Reference:	601/2651/6
Guided Learning Hours (GLH):	567
Total Qualification Time (TQT):	930
Credit Value:	93

Higher Level Studies

Level 3 Award and Extended Award in Higher Level Studies

Minimum Entry Age: 14 LRA UCAS

FACTS AND FIGURES

	AWARD	EXTENDED AWARD
Qualification no/Learning Aim Reference:	601/7789/5	601/7788/3
Guided Learning Hours (GLH):	30	60
Total Qualification Time (TQT):	45	90

Learning Resources Available: NCFE

Customer Service

Level 1 Certificate in Customer Service

Minimum Entry Age: 14

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/3972/9
Guided Learning Hours (GLH):	133
Total Qualification Time (TQT):	230
Credit Value:	23

Level 2 Certificate in Principles of Customer Service

Minimum Entry Age: 16 LRA

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/7070/0
Guided Learning Hours (GLH):	180
Total Qualification Time (TQT):	200

Learning Resources Available: Learning Curve Group



If you're interested in this qualification you may also be interested in:

Level 3 Certificate in Principles of Business Administration / Level 3 Certificate in Principles of Management / Level 3 Certificate in Principles of Customer Service



eLearning assessment solutions for English and maths

Skills Builder from Skills Forward is the perfect eLearning platform for organisations that are teaching English and maths to learners of all ages and levels. It supports both Functional Skills and GCSEs with a host of skills diagnostics, video tutorials, progression tracking, innovative resources and more!

Get in touch to find out how Skills Forward can work for you.

 info@skillsforward.co.uk
 0300 101 1023
  skillsforward.co.uk

Level 3 Certificate in Principles of Customer Service

Minimum Entry Age: 16

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/7073/6
Guided Learning Hours (GLH):	220
Total Qualification Time (TQT):	240

! If you're interested in this qualification you may also be interested in:
 Level 3 Diploma in Management / Level 3 Certificate in Principles of Business Administration
 Level 3 Certificate in Principles of Customer Service

Level 2 Diploma in Customer Service

Minimum Entry Age: 16 **LRA**

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/3973/0
Guided Learning Hours (GLH):	247
Total Qualification Time (TQT):	450
Credit Value:	45

Learning Resources Available: The Skills Network

Level 3 Diploma in Customer Service

Minimum Entry Age: 16

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	601/3974/2
Guided Learning Hours (GLH):	289
Total Qualification Time (TQT):	550
Credit Value:	55

Supporting Qualifications / CPD

Level 2 Certificate in Creating a Business Start-up

Minimum Entry Age: 14

FACTS AND FIGURES

Qualification no/Learning Aim Reference:	603/3632/8
Guided Learning Hours (GLH):	121
Total Qualification Time (TQT):	121

NCFE

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*To continue our levels of customer service, telephone calls may be recorded.