



# BTEC Higher Nationals

## Hospitality Management

**BTEC Higher Nationals are higher education qualifications offered on a part-time or full-time basis at universities and colleges of higher and further education.**

### Why take this qualification?

#### Career prospects

BTEC Higher Nationals in Hospitality Management prepare you for a range of careers in the hospitality industry in areas such as:

- accommodation management
- catering management
- conference and banqueting management
- sales and marketing
- leisure resource management
- licensed trade management.

Former students have started their careers as first line managers in:

- hotels
- restaurants
- leisure and tourism facilities
- hospitals and residential homes.

Others run their own businesses.

#### Going on to higher qualifications

Many students go straight into work after completing their Higher Nationals. Others continue studying, often going straight into the second - or sometimes third - year of degree courses in hospitality and related areas, or taking professional or even postgraduate qualifications.

Holders of BTEC Higher National qualifications in Hospitality Management are eligible for entry to the Hotel and Catering International Management Association.

#### Developing real skills

On a BTEC Higher National you develop skills that you can apply immediately in a job. This means you work on projects, case studies and assignments, often in groups as you would at work.

You develop skills in:

- problem solving
- planning and scheduling
- team working
- research
- report writing
- presentation.

You learn to use information technology and develop communication and numeracy skills to the standard that today's employers require.

You might:

- conduct a feasibility study for the purchase of a new restaurant and draw up a business plan
- devise a promotional campaign for a new hotel.

All courses involve work-related activities as well as work experience or work-based projects, so you know the skills you are learning are the ones employers want.

**BE SOMEONE...**

## What you cover on the course

Courses may focus on different areas according to where you study, but all students cover:

- physical resource management
- human resource management
- operations management
- environmental hygiene
- the external business environment

You may also study some more specific aspects of hospitality management, such as:

- gastronomy
- front office operations
- facilities management
- leisure resource management
- quality assurance
- marketing
- contract catering
- nutrition

Further copies of this publication are available from  
Edexcel Publications, Adamsway, Mansfield, Notts, NG18 4LN

Telephone 01623 467467  
Fax 01623 450481

**Order code Z004337 Issue 2 August 2000**

### More information

For further details about BTEC Higher National qualifications ask at your school, college or local university for a copy of "The only way is up" leaflet (order code Z007515) or ring our Customer Response Centre on **020 7393 4500**.

Or email: [enquiries@edexcel.org.uk](mailto:enquiries@edexcel.org.uk)

Or alternatively visit our website: [www.edexcel.org.uk](http://www.edexcel.org.uk)

Edexcel Foundation is a registered charity and a company limited by guarantee. Registered in England No. 1686164

