

BTEC First Certificate and Diploma in Retail

Available from September 2006

advancing learning, changing lives

Firsts

Features

- ◆ QCA accredited NOF Level 2 work-related qualifications
- ◆ Mapped to QCA's guidelines on work-related learning at Key Stage 4: [more details](#)
- ◆ Available in schools for pre-16 learners and further education colleges for post-16 learners
- ◆ BTEC First Certificate equivalent to 2 GCSEs grades A*-C
- ◆ BTEC First Diploma equivalent to 4 GCSEs grades A*-C

Advantages

- ◆ Prepares young people for careers in the retail industry
- ◆ Education and training for retail employees
- ◆ Motivates learners via applied learning and assessment
- ◆ BTEC qualifications are recognised by employers and education institutions
- ◆ Provides a good progression route to more advanced qualifications eg BTEC Nationals
- ◆ Esteem of working in a sector of choice

Benefits

- ◆ Publicly funded on DfES Section 96 and Section 97
- ◆ Listed on the DfES Achievement and Attainment Tables
- ◆ Allows flexible delivery for teachers
- ◆ Availability of detailed support material for new centres
- ◆ Trident 'BTEC Activator' support material produced by Trident and Edexcel. By doing the activities in the 'BTEC Activator' learners can work towards achieving a unit during work experience.

Centres must have approval from Edexcel to offer these qualifications.

For information on how to get approval, please call Edexcel Customer Services on 0870 240 9800 or alternatively see the following link: <http://www.edexcel.org.uk/sfc/forms/approval/>

QAN Number: Certificate: 100/5665/8; Diploma: 100/5666/X

Current accreditation from: 1 September 2006 to 31 August 2009

Current certification end date: 31 August 2011

For accreditation information, please visit the National Database of Accredited Qualifications by clicking here: [Certificate](#) and [Diploma](#).

Structure

BTEC First Diploma in Retail	BTEC First Certificate in Retail
Three core units	Two core units
<ul style="list-style-type: none"> • Introduction to Retail Services • Retail Selling and Customer Service • Merchandising and Display for Retail Sales 	<ul style="list-style-type: none"> • Introduction to Retail Services • Retail Selling and Customer Service
Select three specialist units	Select one specialist unit
<ul style="list-style-type: none"> • Advertising and Sales in Retail • Stock Control and Security in Retail • Transport, Distribution and Storage for Retail • Fashion Retailing • Food Retailing • Introduction to Careers in Retail • Retail Work-based Project 	<ul style="list-style-type: none"> • Merchandising and Display for Retail Sales • Advertising and Sales in Retail • Stock Control and Security in Retail • Transport, Distribution and Storage for Retail • Fashion Retailing • Food Retailing • Introduction to Careers in Retail • Retail Work-based Project

Unit Combinations

For the **BTEC First Certificate** the learner is required to complete both core units and one specialist unit from the list provided for a combined total of 180 guided learning hours (GLH) to complete the qualification.

For the **BTEC First Diploma** the learner is required to complete the three core units and three specialist units from the list provided for a combined total of 360 guided learning hours (GLH) to complete the qualification.

Specification and Guides

- Specification (BF017107)

These materials can be ordered from:

Edexcel Publications

Adamsway

Mansfield, Notts. NG18 4FN

Tel: 01623 467 467

Email: publications@linneydirect.com

An electronic version of the specification is available on the Edexcel website. To access please see: <http://www.edexcel.org.uk/quals/first/retail/btec-fc-sep-2006/btec-fc-retail>

DfES Achievement and Attainment Tables

For more information and to view these please [click here](#)

Student Progression

BTEC First Diplomas and Certificates offer direct progression on to BTEC National programmes. On completion of a BTEC National, students can progress to a BTEC Higher National or BTEC Foundation Degree programme.

A BTEC First also prepares students for employment in their chosen career.

Units

Core Units

Unit 1: Introduction to Retail Services (60 GLH*)

Will give learners an understanding of how a variety of retail services function within a specified area.

Unit 2: Retail Selling and Customer Service (60 GLH)

Learners will explore the different methods used by retail organisations to inform customers about products along with the associated product surround such as loyalty schemes as well as the range of different payment methods.

Unit 3: Merchandising and Display for Retail Sales (60 GLH)

This unit gives learners the opportunity to investigate and experience, through practical application, the techniques retailers use to present a range of goods and products in order to encourage customers to buy.

Specialist Units

Unit 4: Advertising and Sales in Retail (60 GLH)

Enables learners to investigate ways in which a retail business can generate sales and how it can strive to maximise those sales using advertising and other marketing promotions.

Unit 5: Stock Control and Security in Retail (60 GLH)

Designed to give learners an understanding of retail stock control systems

Unit 6: Transport, Distribution and Storage for Retail (60 GLH)

Introduces learners to Transport, Storage and Distribution methods in the retail supply chain.

Unit 7: Fashion Retailing (60 GLH)

This unit introduces learners to the fashion industry and to that sector of the retail industry which is concerned with the selling of clothing, footwear and accessories as fashion product.

Unit 8: Food Retailing (60 GLH)

Learners will explore how food retailers' increasing awareness of what customers want has improved customer service and how IT has enabled faster, more efficient, stock control..

Unit 9: Introduction to Careers in Retail (60 GLH)

Will enable the learner to gain a clear understanding of the wide variety of opportunities and career pathways that are offered within the retail sector.

Unit 10: Retail Work-Based Project (60 GLH)

This unit aims to give learners the opportunity to identify, plan for and complete practical work-based experience with a certain degree of tutor support.

*** GLH = guided learning hours**

A notional measure of the substance of a qualification. It includes an estimate of time that might be allocated to direct teaching, instruction and assessment, together with other structured learning time such as directed assignments or supported individual study. It excludes learner-initiated private study.

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