**HND Consultation: Business Network Exercise**

1. Working within the constraints outlined and the current design rules (see next page), as a group discuss and record changes that you feel are desirable for the HNC and HND Business (see next page for current core units).
2. If the current design rules could be changed as a group identify any further changes that you may wish to make to the HNC and HND Business awards.

**Design Rules**

1. HNC at SCQF level 7 is worth 12 HND credits and 96 SCQF points
2. HND at SCQF level 8 is worth 30 HN credits and 240 SCQF points
3. 3 credits must be allocated to Graded Units, one in HNC and two credits in HND
4. Graded Units are graded A, B and C using common percentages across all HN awards
5. Assessment is competence based and candidates must meet all evidence requirements or through sampling when under controlled conditions if specified. Exceptions are permitted within the HN Enhancements Project.

**Mandatory Units HNC STRUCTURE: 12 HN credits needed**

**Mandatory: 10 HN credits needed**

**Unit Title Unit Code SCQF Level SCQF Credit HN Credit**

Managing People and Organisations F84T 34 7 16 2 Marketing: An Introduction F7BX 34 7 8 1 Economic Issues: An Introduction F7J8 34 7 8 1

Business Accounting F84M 34 7 16 2 Communication: Business Comm’n H7TK 34\* 7 8 1

IT in Business: Spreadsheets HH83 34\* 7 8 1

IT: Applications Software 1 D75X 34 7 8 1

Business Graded Unit 1 F8LD 34 7 8 1

10 HN credits 80 SCQF credits at SCQF level 7: 12 HN credits 96 SCQF credits

(A minimum of 80 SCQF credits at SCQF level 7)

**Mandatory Units HND STRUCTURE: 30 HN credits needed**

**Mandatory: 23 HN credits needed**

**Unit Title Unit Code SCQF level SCQF Credit HN Credit**

Managing People and Organisations F84T 34 7 16 2

Marketing: An Introduction F7BX 34 7 8 1

Economic Issues: An Introduction F7J8 34 7 8 1

Business Accounting F84M 34 7 16 2 Communication: Business Comm’n H7TK 34 7 8 1

IT in Business: Spreadsheets HH83 34\* 7 8 1

IT: Applications Software 1 D75X 34 7 8 1

Business Culture and Strategy F7J7 35 8 16 2 Behavioural Skills for Business J1BW 35\* 8 8 1 Economics 1: Micro and Macro F7J6 35 8 8 1 Economics 2: The World Economy F86E 35 8 8 1

ICT in Business HH87 35\* 8 16 2

Statistics for Business F84K 35 8 8 1 Preparing Financial Forecasts F84R 35 8 8 1

Business Law: An Introduction F84P 34 7 8 1

Business Contractual Relationships F84N 34 7 8 1

Business Graded Unit 1 F8LD 34 7 8 1

Business Graded Unit 2 F8LE 35 8 16 2

23 HN credits 96 SCQF credits at SCQF level 7: 88 SCQF credits at SCQF level 8

30 HN credits 240 SCQF credits (A minimum of 88 SCQF credits at SCQF level 8)