

SQA qualifications in Retail and possible progression pathways

	<i>Pre-employment</i>	<i>Pre-employment and Development</i>	<i>Workforce Development</i>		
SCQF*	SQA National Courses and Group Awards	Higher Education	Safe and Legal	Occupational/CPD	SCQF
8		HND <ul style="list-style-type: none"> ◆ Retail Management ◆ Fashion Business 			8
7		HNC <ul style="list-style-type: none"> ◆ Retail Management ◆ Fashion Business 			7
6			Alcohol Licensing Qualifications <ul style="list-style-type: none"> ◆ Scottish Certificate for Personal Licence Holders ◆ Scottish Certificate for Personal Licence Holders (Refresher) 	SVQ <ul style="list-style-type: none"> ◆ Retail (Visual Merchandising) ◆ Retail (Sales Professional) ◆ Retail (Management) 	6
5	National 5 <ul style="list-style-type: none"> ◆ Skills for Work Retailing National Certificate <ul style="list-style-type: none"> ◆ Retailing 		Alcohol Licensing Qualifications <ul style="list-style-type: none"> ◆ Scottish Certificate for Safe Sale and Service of Alcohol 	SVQ <ul style="list-style-type: none"> ◆ Retail Skills 	5
4				SVQ <ul style="list-style-type: none"> ◆ Retail Skills 	4

* SCQF credit points are used to allocate credit to qualifications in the Scottish Credit and Qualifications Framework (SCQF). Each qualification in the Framework is allocated a number of SCQF credit points at an SCQF level. There are 12 SCQF levels, ranging from Access 1 to Doctorates.



SQA supporting the Retail sector

Having skilled people on your team can help turn a good business into a great one. Staff with the right skills can boost productivity and improve customer satisfaction. SQA's range of qualifications and training helps deliver those skills to the retail sector at all levels. Whether school leaver, college graduate or trained in the workplace, the quality and relevance of our qualifications help ensure staff have the right skills and attitude to help your business succeed. Read on for a flavour of different types of qualifications.

SQA National Courses and Group Awards

Mainly studied in school or college, these qualifications demonstrate mastery of Course content and the capacity to apply these skills to new situations. Students develop core life skills including numeracy and literacy. They provide knowledge and experience of elements of the hospitality industry and the opportunity to start to develop specialist skills.

Skills for Work Courses deliver general employment skills that employers need together with a practical taste of life in retail.

Higher Education

Studied at colleges throughout Scotland, Higher National Certificates (HNCs) and Higher National Diplomas (HNDs) have been well respected for over 80 years for their continuing relevance. They provide the skills and knowledge needed for training towards employment at middle management and technician level. Most HNDs can lead to third year university entry on a related course.

Safe and Legal

Usually short courses of between 10 and 40 hours. Qualifications designed to meet specific legislative or mandatory requirements for the hospitality industry. Mainly undertaken in employment to ensure employees can undertake specific roles or met legislative requirements.

Scottish Vocational Qualifications (SVQs)

Designed to be undertaken in employment. They are based on job competence and recognise the skills and knowledge people need in employment. Directly related to the National Occupational Standards developed by the relevant Sector Skills Council.

SVQs are available for most types and level of job.