

RETAIL

**RETAIL DEVELOPMENT
WITHIN THE BLACK
COUNTRY IS
EXPANDING WITH AN
ANTICIPATED GROWTH
OF 11% IN THE NEXT 2
YEARS.**

We have invested in retail as we recognise the potential retail offers as a successful career path. We can offer you academic or vocational routes full or part-time.

We have a retail themed class room where you can develop your selling, customer service and management skills. You will be taught by experienced tutors who have worked in the industry. We offer retail courses from Level 1, if you are looking to develop work related skills, up to Level 5, to assist you with your career progression into management.

OTHER COURSES AVAILABLE

APPRENTICESHIPS

(SEE APPRENTICESHIPS SECTION FOR INFO)

Retail Apprenticeships & Advanced Apprenticeship NVQ - Level 2 & 3 (REF: 2796)



For further information on careers in the Retail Sector visit: www.aimhigherwm-alps.org or call Student Services on **01384 363363** for a careers interview.

BUSINESS, RETAIL & ADMINISTRATION

BTEC INTRODUCTORY DIPLOMA
- LEVEL 1

REF: 2812

WHICH CAMPUS?

Broadway Campus

WHAT WILL I STUDY?

This course will provide you with a broad base in the field of business, retail and administration. You will study:

Compulsory units

- Starting work in business, retail and administration
- Working in business, retail and administration
- Introducing Customer Services

Optional units

- Personal health & safety at work
- Effective communications
- Retail
- Administration
- Work experience
- Personal skills units
- Personal effectiveness
- Social responsibility at work
- Financial management

HOW WILL I BE ASSESSED?

You will be assessed via coursework.

WHAT ARE THE ENTRY REQUIREMENTS?

You should have an Entry Certificate in Skills for Working Life Or Life Skills or other Entry Level qualifications; an appropriate standard of Literacy and Numeracy or related interests and experience.

HOW LONG?

1 year.

WHAT NEXT?

BTEC First Certificate or Diploma in Business or Retail at Level 2.

Career Options: Employment in the Business, Retail and Administration industry.

RETAIL

BTEC FIRST DIPLOMA -
LEVEL 2

REF: 2926

WHICH CAMPUS?

Broadway Campus

WHAT WILL I STUDY?

This vocational course will provide you with the knowledge and skills needed to work in a retail environment. You will study:

- Introduction to retail services
- Retail selling & customer service
- Merchandising & display for retail sales

You will also study 3 specialist units, chosen from a list of 7, and 3 key skills i.e. communication, IT and application of number.

HOW WILL I BE ASSESSED?

You will be assessed by assignments, one per module.

WHAT ARE THE ENTRY REQUIREMENTS?

You will need one of the following: A minimum of 4 GCSEs, one must be at grade C and 3 at grades D - G, and you must have a reasonable standard of Literacy and Numeracy

OR Other related Level 1 or 2 qualifications

OR relevant work experience.

If you do not have any qualifications but have relevant experience you are welcome to apply.

HOW LONG?

1 year.

WHAT NEXT?

BTEC National Award in Retail, or a programme of A Levels or you could enter work in a junior position in sales or a customer service environment.

RETAIL

BTEC NATIONAL AWARD -
LEVEL 3

REF: 2927

WHICH CAMPUS?

Broadway Campus

WHAT WILL I STUDY?

This course will provide you with a range of retail skills and knowledge ready for work in a supervisory role. You will study:

Compulsory units

- Developments in the retail sector
- Customer service in retail
- Business principles in retail

Specialist units

You will study 13 units from a wide list of choices but mainly in the following areas:

- Visual merchandising
- Fashion Retailing
- Retail marketing and promotion

HOW WILL I BE ASSESSED?

You will be assessed by assignments, usually one per module.

WHAT ARE THE ENTRY REQUIREMENTS?

You must hold one of the following qualifications:

A minimum of 4 GCSEs at grade C or above

OR GNVQ Intermediate qualification

OR BTEC First Diploma and attend a successful interview.

HOW LONG?

1 year.

WHAT NEXT?

HNC/D in Retail Management, Retail Foundation Degree or various part-time management courses.