



EDEXCEL BTEC HIGHER NATIONAL DIPLOMA (HND) IN BUSINESS PROGRAMME

JANUARY - MAY - AUGUST INTAKES



Programme Description

The Higher National Diploma in Business programme is examined by Pearson BTEC (UK) and meets international standards of quality delivery. It provides a broad introduction to business and relevant practical business knowledge and skills in areas such as; Accounting, Finance, Entrepreneurship & Small Business Management, Operations Management, Marketing, Human Resource and Business Management. The programme aims to widen access to higher education and enhance the career prospects of the graduate.

Programme Objectives

- To equip students with business knowledge and skills necessary to achieve high performance in the global business environment.
- To offer employability skills and knowledge essential for entrepreneurship, employment or higher education aspirations.

Career Opportunities

Business Development • Business Consultancy • Office/Business Administration
Operations Management • Human Resource Management • Sales & Marketing • Accounting

Admission Requirements

BTEC Level 3 qualification in Business OR
IGCE - 'A' level with passes in English and Mathematics OR
KCSE – C (Plain) with C- in English and Mathematics
ICT Proficiency - ICDL or any other proof of basic computer literacy

Qualification for the award

To qualify for a Higher National Diploma in Business award, a student must take a total of 16 units, comprising of 8 Core units and 8 Electives. However, a student can earn a Higher National Certificate (HNC) after one (1) academic year of specific course combinations.

Course Duration and Timetable

Two (2) academic years which is equivalent to 6 semesters.

Full Time: Monday to Friday: 08:30 am - 10:30 am | 11:00 am - 01:00 pm
02:00 pm - 04:00pm (Tutorial Sessions)

Part Time: Monday to Friday: 05:30 pm - 08:00 pm
Saturday: 08:30 am - 10:30 am | 11:00 am - 01:00 pm

What next after HND

After successfully completing the Higher National Diploma in Business, a student can proceed to the final year of the BA (Hons) - Business Management Degree of the University of Sunderland. This programme is offered at INtel College by the University of Sunderland.

Course Fees

Admission Fee:	KShs. 10,000	One Time
Tuition Fee:	KShs. 92,000	Per Semester
Extra Unit:	KShs. 30,000	Per Unit
BTEC Registration Fee:	269 UK Pounds	One Time
Examination Fee:	121 UK Pounds	Annually
ICDL	KShs. 47,000	



Course Schedule (Modules)

Year One (Level 4)	Year Two (Level 5)
Core Units (ALL are Compulsory)	Core Units (ALL are Compulsory)
<ol style="list-style-type: none">1 Business and the Business Environment2 Marketing Essentials3 Human Resource Management4 Management and Operations5 Management Accounting6 Managing a Successful Business Project	<ol style="list-style-type: none">1 Research Project2 Organizational Behaviour
Electives (Any TWO are required)	Electives (Any SIX are required)
<ol style="list-style-type: none">1 Business Law2 Innovation and Commercialisation3 Entrepreneurship and Small Business Management4 Financial Accounting	<ol style="list-style-type: none">1 Taxation2 Statistics for Management3 Business Strategy4 Business IT Systems5 Business Systems6 Developing Individuals, Teams and Organisations7 Human Resources – Value and Contribution to Organisational Success8 Consumer Behaviour and Insight9 Customer Value Management10 Sales Management11 International Marketing12 Brand Management13 Planning for Growth14 Tapping into New and International Markets15 Pitching and Negotiation Skills16 E-Commerce and Strategy17 Social Media and Practice18 Business Intelligence19 Understanding & Leading Change20 Global Business Environment21 Employee Relations22 Digital Marketing

Admission Process

- Complete the admission form available at the college or downloadable at www.inteluni.ac.ke
- Attach certified copies of academic credentials, two (2) passport size photos and proof of identification (National ID or Passport)
- Pay admission fee of KShs 10,000/- (Ten Thousand Shillings only) by cash deposit or cheque payment direct to the college account. Account details to be provided on request
- Submit the above items to INtel College.

Note: Professional and Short Courses are also available on recommendation by the Academic Board based on your area of interest.

 +254 724 256 831

 +254 705 694 507

 admin@inteluni.ac.ke

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Head of Business Department: hodbusiness@inteluni.ac.ke

www.inteluni.ac.ke