

BSc (Hons) Professional Practice in Business to Business Sales**PPBSTBS**

Duration:	3 years
Total credit rating:	360 (180 ECTS)
Award:	BSc (Hons) 360 credits
Subsidiary Awards:	DipHE 240 credits CertHE 120 credits

Level 4 - with effect from February 2021 (Cohort 3 onwards)

Core:	Students are required to take:		
BMM4662*	Starting Your Apprenticeship Learning Portfolio	Sem 1, 2	20 Credits
BMM4672*	Learning Skills for Apprentices	Sem 1, 2	20 Credits
BMM4654	Negotiated Learning: Developing Business to Business Sales Practice	Sem 1, 2	40 credits
BMM4644*	Negotiated Learning: Projects in the Workplace	Sem 1, 2	40 credits

Level 5 - with effect from 2020/21 (Cohorts 1&2)
(Progression requirements: 120 credits from Level 4)

Core:	Students are required to take:		
BMM5662 *	Apprentice Portfolio Review	Sem 1, 2	20 credits
BMM5632 *	Designing Practitioner Research	Sem 1, 2	20 credits
BMM5624	Negotiated learning: Consultative Selling Skills	Sem 1, 2	40 credits
BMM5614 *	Work-based project	Sem 1, 2	40 credits

Level 5 - with effect from February 2022 (Cohort 3 onwards)
(Progression requirements: 120 credits from Level 4)

Core:	Students are required to take:		
BMM5662 *	Apprentice Portfolio Review	Sem 1, 2	20 credits
BMM5444	Negotiated learning: Advancing Sales Strategies	Sem 1, 2	20 credits
BMM5632*	Designing Practitioner Research	Sem 1, 2	40 credits
BMM5614 *	Work-based project	Sem 1, 2	40 credits

Level 6 - with effect from 2020/21 (Cohorts 1&2)
(Progression requirements: 120 credits from Level 5)

Core:	Students are required to take:		
BMM6672*	Advancing Your Portfolio Towards End Point Assessment	Sem 1, 2	20 credits
BMM6624	Negotiated Learning: Professional Sales Practitioner	Sem 1, 2	40 credits
BTB6006	Work Based Project – Business to Business Sales Professional	Sem 1, 2	60 credits

Level 6 - with effect from February 2023 (Cohort 3 onwards)
(Progression requirements: 120 credits from Level 5)

Core:	Students are required to take:		
BMM6672*	Advancing Your Portfolio Towards End Point Assessment	Sem 1, 2	20 credits
BMM6644	Negotiated Learning: Business to Business Sales Professional	Sem 1, 2	40 credits
BTB6006	Work Based Project – Business to Business Sales Professional	Sem 1, 2	60 credits

* Generic modules from the institutional Work-based Learning Framework.