



Aimhigher...

www.gr8choice.org

Study South West

Business and Retail Pathways



What could you do with a higher education qualification in business and retail?

- + You could launch your career in a successful company by joining their graduate recruitment scheme where you will have the benefit of a graduate salary and opportunities to learn and develop.
- + You could progress fast. Unlike many industries, the retail industry offers early promotion for graduates with store-based employees likely to be overseeing a staff of 30 within two years.

Jobs with higher education qualifications:

- + Marketing Manager
- + Human Resources Manager
- + Business Analyst

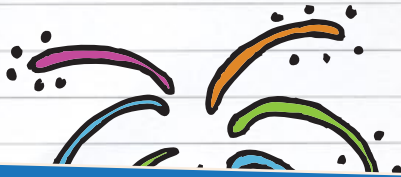
Jobs with further education qualifications:

- + Customer Service Adviser
- + Recruitment Consultant
- + Secretary

To find out more about these and other careers in business and retail visit these websites:
www.breakinto.biz
www.skillsmartretail.com
www.connexions-direct.com/jobs4u



Will a career in business and retail suit you?



It will help if you:

- + can make decisions, meet targets and work under pressure
- + have a business-like approach to tasks, and act with tact and diplomacy when negotiating
- + have an outgoing and persuasive personality

Make sure you think about these practical things too

- + These sectors are very customer-focused so you will need to be a 'people person' and able to deal with complaints and criticism.
- + Many jobs in the business and retail sectors require you to work long hours and often during weekends and bank holidays.
- + If you enter the industry on a graduate management or training scheme you won't have to start at the bottom and you'll be able to work your way up quickly.

Remember, when you are thinking about your career and your future, higher education qualifications give you more options

There are many benefits to having a higher education qualification including:

- + The chance to find a job you really love.
- + The skills you need to get promoted and progress in your chosen career.
- + The opportunity to earn more money.
- + More choice, now and in the future. You may be happy to do one job when you are young but it may not suit you when you get older. HE qualifications can save you from getting stuck in a rut.

Find out more about the benefits of HE at www.gr8choice.org and www.learnandwork.org

What is happening in the business and retail sectors?



+ The South West has the largest number of retail destinations. Over 100 of our retail locations are classified as rural centres.

+ The Diploma in Business, Administration and Finance is a new qualification aimed at young people aged between 14 and 19 years. Find out more at www.direct.gov.uk/diplomas

+ The Diploma in Retail Business is a new qualification that will start from September 2010. Find out more at www.direct.gov.uk/diplomas

+ The retail industry makes up about 11 percent of all businesses in the South West.

+ Some of the Advanced Apprenticeships available in the South West include Accounting, Business Administration and Retailing. To find out more visit www.apprenticeships.org.uk

Due to the economic climate, this type of information is always changing. Find out the latest at:

www.breakinto.biz

www.skillsmartretail.com

www.focusoncareers.org.uk



Your pathway in business and retail

Here are some examples of pathways you could take to a career in business and retail in the South West.

Business, Administration and Finance Advanced Diploma



Business Foundation degree*

North Devon College



Business Administration Honours degree

University of Plymouth



Buyer

Business BTEC National Diploma



Human Resources Management Foundation degree*

City College Plymouth



Human Resources Management Honours degree

University of Plymouth



Human Resources Manager

*awarded by University of Plymouth

Your pathway

Use the route map below to plan your own pathway in business and retail.



Your dream job



More information

No matter what stage you are at there are plenty of local business and retail courses to choose from. Here are some of the local universities and colleges that offer higher education courses. Contact them directly to find out more.

Bridgwater College

www.bridgwater.ac.uk
enquiries@bridgwater.ac.uk
01278 441234

City College Plymouth

www.cityplym.ac.uk
reception@cityplym.ac.uk
01752 305300

Cornwall College

www.cornwall.ac.uk
uni@cornwall.ac.uk
01209 616161

Exeter College

www.exe-coll.ac.uk
info4u@exe-coll.ac.uk
0845 111 6000

North Devon College

www.ndevon.ac.uk
postbox@ndevon.ac.uk
01271 345291

The Open University

www.open.ac.uk
south-west@open.ac.uk
0845 300 6090

Richard Huish College

www.richuish.ac.uk
enquiries@richuish.ac.uk
01823 320800

Somerset College of Arts and Technology

www.somerset.ac.uk
enquiries@somerset.ac.uk
01823 366331

South Devon College

www.southdevon.ac.uk
enquiries@southdevon.ac.uk
Freephone 08000 380123

Truro and Penwith College

www.truroopenwith.ac.uk
heinfo@truro-penwith.ac.uk
01872 267122

University Centre Yeovil

www.ucy.ac.uk
ucy@yeovil.ac.uk
01935 845454

University of Exeter

www.exeter.ac.uk
admissions@exeter.ac.uk
01392 263035

University of Plymouth

www.plymouth.ac.uk
prospectus@plymouth.ac.uk
01752 585858

More local further education courses

Local schools, colleges and private training providers also offer further education courses in business and retail. To search for more courses visit www.direct.gov.uk/14-19prospectus

More higher education courses

To see the business and retail higher education courses available across the UK visit www.ucas.com

Study South West is funded by the Aimhigher Peninsula Programme. For more information on these leaflets and other Aimhigher resources please email x.a.nikakis@exeter.ac.uk or phone 01392 262526.

