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## Greater Manchester Strategic Alliance

Analysis of LSC Level 3 and above  
LSC supply in Greater Manchester

Retail and Commercial Enterprise

March 2008

Commissioned from:

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**MANCHESTER  
ENTERPRISES**

THE ECONOMIC DEVELOPMENT AGENCY  
FOR GREATER MANCHESTER

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## 1 Introduction, Methodology and Structure

Manchester Enterprises (ME) was commissioned by the Greater Manchester Strategic Alliance (GMSA) in February 2008 to undertake an analysis of 2006/07 Learning and Skills Council (LSC) provision of Level 3 and above qualifications within Greater Manchester. This report is one of seven, each of which look at provision in one of the following LSC sector subject areas:

- Health, Public Services and Care
- Agriculture, Horticulture and Animal Care
- Construction, Planning and the Built Environment
- Information and Communication Technology
- Retail and Commercial Enterprise
- Arts, Media and Publishing
- Business, Administration and the Law

This report focuses on provision in the Retail and Commercial Enterprise sector subject area.

ME used Level 3+ supply data for qualifications delivered by Greater Manchester institutions obtained from the LSC's 2006/07 Individualised Learner Record. This data provides a detailed picture of LSC Level 3+ supply, allowing analysis by:

- course title;
- level of qualification;
- mode of delivery (e.g. full-time, part-time); and
- institution/provider.

It should be noted that there will be some cases of double counting within the data caused by learners undertaking more than one course (for example, when a student takes two or more AS Levels) although, due to the complexities of the qualifications framework, it is not possible to easily quantify the impact of this on individual skills outcomes. Further, the data excludes non-LSC funded Level 3+ qualifications (such as those delivered via Greater Manchester's Higher Education Institutions). Therefore the report provides results which should be interpreted as being broadly indicative of current supply but not a precise measure of future skills outcomes. Notably, not all returns for Greater Manchester are recorded. National training providers with head offices elsewhere in the country may provide returns data to their local LSC, rather than to the local LSC where the qualifications were taken.

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In addition, work-based learning (WBL) data is provided, yet as data was not available for last year, these figures cannot be compared. WBL data is presented separate to FE data to allow FE data comparisons. All WBL courses are classed as part-time, and so adding this data to the FE data would significantly skew the proportion of courses taken being part-time. There are significantly fewer WBL course enrolments funded by the LSC than FE courses, and so a shorter analysis of WBL courses is presented.

The remainder of the report is structured as follows:

- **Types of qualifications offered in Retail and Commercial Enterprise.** This section examines which institutions had provision in Retail and Commercial Enterprise in 2006/07, what type of provision this was (e.g. National Certificate, National Diploma, 'A' Level), and whether the mode of delivery was full-time or part-time.
- **Geographical distribution of Retail and Commercial Enterprise provision.** This section examines the provision in terms of the number of learners, level of qualification, and institutional and geographical 'hotspots'.
- **Analysis of the change between qualification enrolments from 2005/6 and 2006/7.** This section examines the changes in further education (FE) enrolments between the two years in level of qualification, institutional provision and mode of delivery (e.g. full-time and part-time).
- **Level 3 FE Qualifications offered in Retail and Commercial Enterprise.** This section analyses the Level 3 FE supply data in some detail, looking specifically at the major qualifications/courses offered in terms of the location and the mode of delivery.
- **Level 4+ FE Qualifications offered in Retail and Commercial Enterprise.** This final section analyses the Level 4+ FE supply data in some detail, looking specifically at the major qualifications/courses offered in terms of the location and the mode of delivery.
- **Level 3 and above WBL Qualifications offered in Retail and Commercial Enterprise.** This section analyses the Level 3 and above WBL supply data in some detail, looking specifically at the major qualifications/courses offered in terms of the location and the mode of delivery.

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## 2 Results

### 2.1 Types of FE qualifications offered in Retail and Commercial Enterprise

Figure 1 (overleaf) shows that 14 institutions in Greater Manchester offer courses at Level 3 and above in Retail and Commercial Enterprise. The table shows provision broken down by the number in full-time and part-time learning (if no figures are shown then the institution had no provision for that qualification in 2006/07). Numbers shown in Figure 1 will not sum to those shown in Figure 3 in section 2.3, as Figure 1 excludes records that do not constitute a full qualification (such as NVQ units) and records that cannot be assigned to a specific qualification outcome (such as unspecified approved external qualification).<sup>1</sup>

**Numbers in Figure 1 are intended for information only as they involve a certain amount of subjective judgement. Therefore, when quoting figures, wherever possible please use numbers from Figure 3 which are taken directly from the LSC's ILR.**

In terms of types of qualification offered, Trafford College has the greatest variety of provision with courses leading to six different qualification types. The most commonly offered qualification was NVQ Level 3 (offered by 13 providers to a total of 1,072 students), followed by a Level 3 certificate (offered by 10 providers to 506 students).

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<sup>1</sup>

*For example, records that have been excluded from this section include:*

- *Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C; and*
- *Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C*

*These were excluded because they are only partial elements of full courses, or because they have not been matched to a qualification type. As such, the use of these figures in the analysis is unnecessary.*

**Figure 1 Greater Manchester institutions with provision in Retail and Commercial Enterprise, 2006-2007**

Name of Provider	TYPE OF PROVISION																						
	A2 Level		AS Level		Award (Level 3)		Certificate (Level 3)		Diploma (Level 3)		Higher Professional Certificate		Higher Professional Diploma		National Award		National Certificate		National Diploma		NVQ (Level 3)		
	F	P	F	P	F	P	F	P	F	P	F	P	F	P	F	P	F	P	F	P	F	P	
Aquinas College	7	.	12	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	
Bolton Community College	.	.	.	.	.	.	.	.	.	.	14	.	1	1	.	.	.	.	.	.	.	58	1
Bury College	.	.	.	.	.	.	17	.	33	.	.	.	.	.	.	.	.	.	.	.	.	63	5
City College Manchester	.	.	.	.	.	.	.	20	20	59	.	.	.	.	.	.	.	.	33	.	86	13	
Economic Solutions Ltd	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	17
Hopwood Hall College	.	.	.	.	.	.	.	29	19	9	.	.	.	.	20	.	.	.	.	.	.	32	30
MANCAT	.	.	.	.	11	437	.	.	.	.	.	.	.	.	.	.	.	.	7	.	51	23	
Pendleton College	.	.	.	.	.	.	7	28	.	.	.	.	.	.	.	.	.	.	.	.	.	83	5
Salford College	.	.	.	.	.	.	1	18	16	22	.	.	.	.	.	.	.	.	.	.	.	40	10
Stockport College of Further and Higher Education	.	.	.	.	.	.	1	1	54	1	.	.	.	.	.	.	18	.	13	.	78	7	
Tameside College	.	.	.	.	.	.	4	87	47	56	.	.	.	.	.	.	.	.	51	.	90	20	
The Oldham College	.	.	.	.	.	.	66	5	35	20	.	.	.	.	.	.	.	.	.	.	.	47	1
Trafford College	.	.	.	.	19	49	129	74	50	68	.	.	.	.	.	.	2	.	23	.	130	62	
Wigan and Leigh College	.	.	.	.	.	.	19	.	.	30	.	.	.	.	.	.	.	.	.	.	.	90	30
<b>Total Colleges</b>	<b>7</b>	<b>.</b>	<b>12</b>	<b>.</b>	<b>30</b>	<b>486</b>	<b>244</b>	<b>262</b>	<b>274</b>	<b>265</b>	<b>14</b>	<b>.</b>	<b>1</b>	<b>1</b>	<b>20</b>	<b>.</b>	<b>20</b>	<b>.</b>	<b>127</b>	<b>.</b>	<b>848</b>	<b>207</b>	
<b>Total Other Providers</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>17</b>	
<b>Total</b>	<b>7</b>	<b>.</b>	<b>12</b>	<b>.</b>	<b>30</b>	<b>486</b>	<b>244</b>	<b>262</b>	<b>274</b>	<b>265</b>	<b>14</b>	<b>.</b>	<b>1</b>	<b>1</b>	<b>20</b>	<b>.</b>	<b>20</b>	<b>.</b>	<b>127</b>	<b>.</b>	<b>848</b>	<b>224</b>	

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Definitions of the qualifications offered are as follows:

***AS Level / A2 Level:***

Advanced Subsidiary/Advanced Level (AS Level/'A' Level) certificates are offered in a wide variety of subjects, some of which are more vocational in nature. A full 'A' level is made up of six units: three AS units in the first year and a further three units called A2 in the second year. Most students take three or four AS subjects in the first year and carry three on as A2 subjects in the second year to gain full 'A' levels.

***Award:***

A vocational qualification equivalent to NVQ level 3.

***Certificate (Level 3):***

A vocational qualification equivalent to NVQ level 3.

***Diploma (Level 3)***

A vocational qualification equivalent to NVQ level 3.

***Higher Professional Certificate (Level 4+):***

A high-level vocational qualification designed for those already working within the subject field.

***Higher Professional Diploma (Level 4+):***

A high-level vocational qualification designed for those already working at a senior level within the subject field.

***National Award:***

A practical, work-related course, this is the lower level BTEC or equivalent qualification. Learning is conducted through completion of projects and assignments that are based on realistic workplace situations, activities and demands. It is equivalent to one 'A' level.

***National Certificate:***

A practical, work-related course, this is the mid level BTEC or equivalent qualification. Learning is conducted through completion of projects and assignments that are based on realistic workplace situations, activities and demands. It is equivalent to two 'A' levels.

***National Diploma:***

A practical, work-related course, this is the higher-level BTEC or equivalent. Learning is conducted through completion of projects and assignments that are based on realistic workplace situations, activities and demands. It is equivalent to three 'A' levels.

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***NVQ Level 3:***

National Vocational Qualifications (NVQs) are work-related qualifications designed for progression to work in specific industries. There are five levels, ranging from Foundation Skills (Level 1) to Chartered, Professional and Senior Management Occupations (Level 5). The first three levels can be studied at 16, but the other two require more experience. NVQ Level 3 is equivalent to two 'A' levels.

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## **2.2 Types of WBL qualifications offered in Retail and Commercial Enterprises**

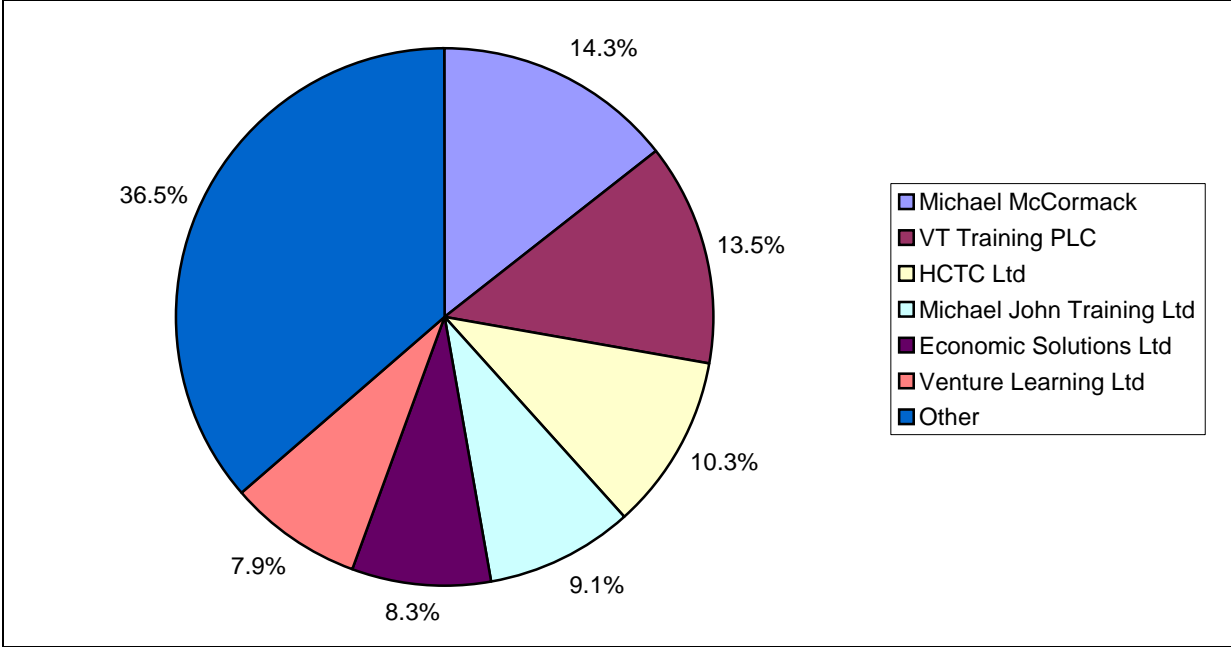
Figure 2 (overleaf) highlights the level of work-based learning (WBL) in Greater Manchester recorded on the LSC's ILR. WBL enrolments are all part-time and, in the Retail and Commercial Enterprise sector, are only Level 3 NVQ's. 746 learners were recorded as having taken WBL courses in Greater Manchester in 2006/07.

Non-college providers constituted the largest proportion of enrolments in Greater Manchester for WBL providers, with 603 learners (80.8%). These providers may not constitute all the data available, as some providers train individuals without reporting returns to the local LSC. For example, national providers may train individuals within GM but provide no returns to the GM LSC, instead providing data for the location of their head office, which may be elsewhere.

Michael McCormack had by far the greatest provision of WBL qualifications, with 107 enrolments (14.3% of all WBL enrolments). This was followed by VT Training Ltd with 101 enrolments (13.5%) and HCTC Ltd with 77 enrolments (10.3%).

WBL data was unavailable in the 2005/06 year. This meant that WBL data is incomparable over time, as opposed to the total FE data which was supplied last year. Any comparisons over time will feature only the FE data.

**Figure 2 Greater Manchester institutions with WBL provision in Health, Public Services and Care, 2006-2007**



### 2.3 Geographical distribution of Retail and Commercial Enterprise FE provision

Figure 3 (below) shows learner numbers by institution, the level of qualification undertaken and the mode of study.

- There were a total of 3,093 courses delivered at Level 3 and above in Greater Manchester in 2006/07, of which almost all (3,077 learners, or 99.5%) was at Level 3.
- The largest providers in terms of number of learners was Trafford College (736 learners, or 23.8%), followed by MANCAT (529 learners, or 17.1%) and Tameside College (355 learners, or 11.5%). However, nine other colleges had provision of over 100 students in this sector subject area. The mode of provision was split roughly in half between full-time and part-time, but with slightly more learners enrolling in full-time courses. There were 1,747 full-time courses (56.5%) delivered at Level 3 and above compared to 1,346 part-time courses (43.5%).
- The overwhelming majority (83% or 51 learners) of the small amount of provision at Level 4, 5 or higher was delivered by Stockport College.

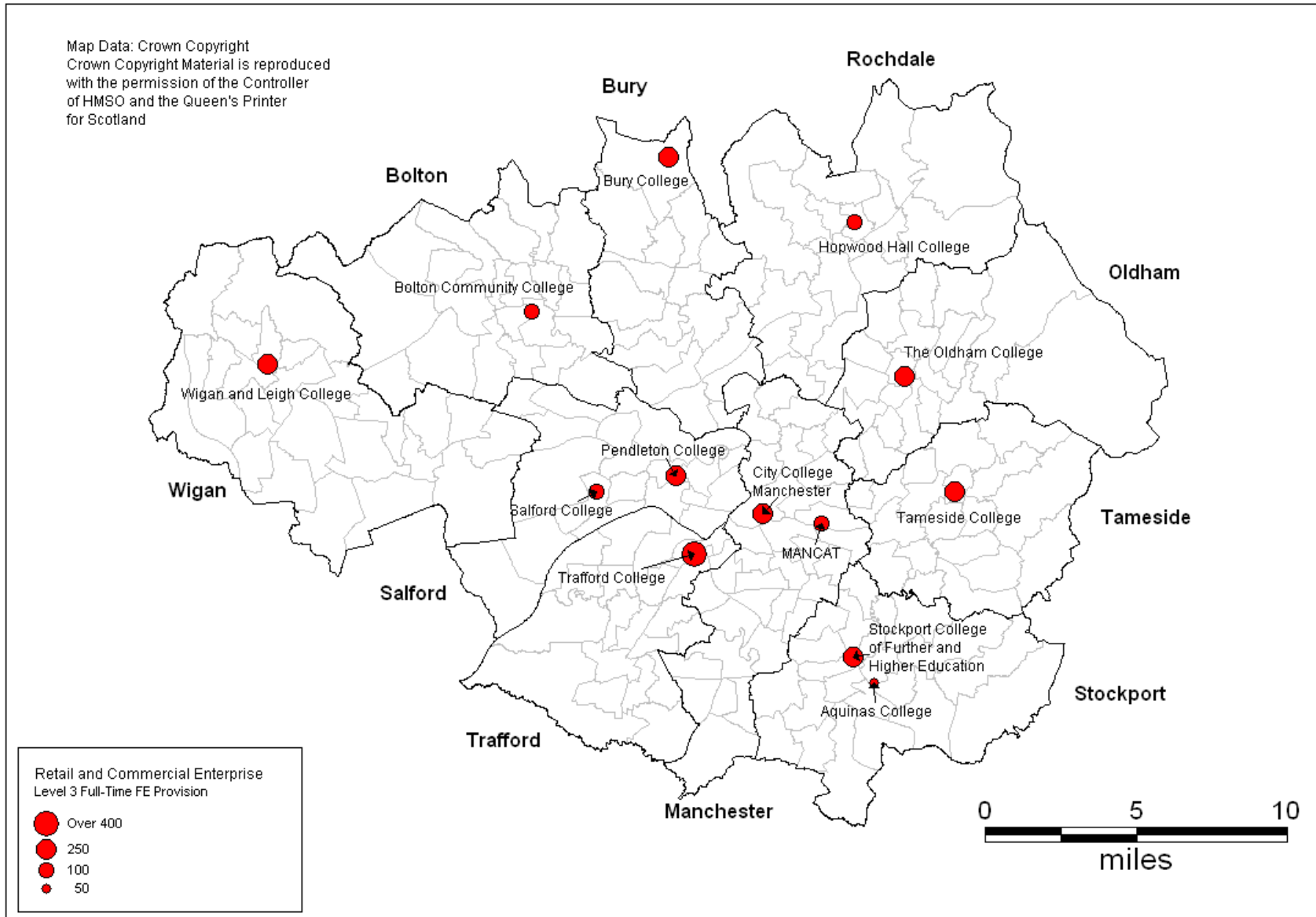
**Figure 3: Retail and Commercial Enterprise FE learner numbers by institution and level of qualification, 2006-2007**

Name of Provider	Level of Qualification								
	Level 3			Level 4, 5 or higher			Total		
	FT	PT	Total	FT	PT	Total	FT	PT	Total
Aquinas College	19	.	19	.	.	.	19	.	19
Bolton Community College	69	38	107	15	1	16	84	39	123
Bury College	113	5	118	.	.	.	113	5	118
City College Manchester	147	93	240	.	.	.	147	93	240
Economic Solutions Ltd	.	17	17	.	.	.	.	17	17
Hopwood Hall College	82	68	150	.	.	.	82	68	150
MANCAT	69	460	529	.	.	.	69	460	529
Pendleton College	129	33	162	.	.	.	129	33	162
Salford College	75	53	128	.	.	.	75	53	128
Stockport College of Further and Higher Education	164	9	173	.	.	.	164	9	173
Tameside College	192	163	355	.	.	.	192	163	355
The Oldham College	148	26	174	.	.	.	148	26	174
Trafford College	416	320	736	.	.	.	416	320	736
Wigan and Leigh College	109	60	169	.	.	.	109	60	169
<b>Total Colleges</b>	<b>1,732</b>	<b>1,328</b>	<b>3,060</b>	<b>15</b>	<b>1</b>	<b>16</b>	<b>1,747</b>	<b>1,329</b>	<b>3,076</b>
<b>Total Other Providers</b>	<b>.</b>	<b>17</b>	<b>17</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>.</b>	<b>17</b>	<b>17</b>
<b>Total</b>	<b>1,732</b>	<b>1,345</b>	<b>3,077</b>	<b>15</b>	<b>1</b>	<b>16</b>	<b>1,747</b>	<b>1,346</b>	<b>3,093</b>

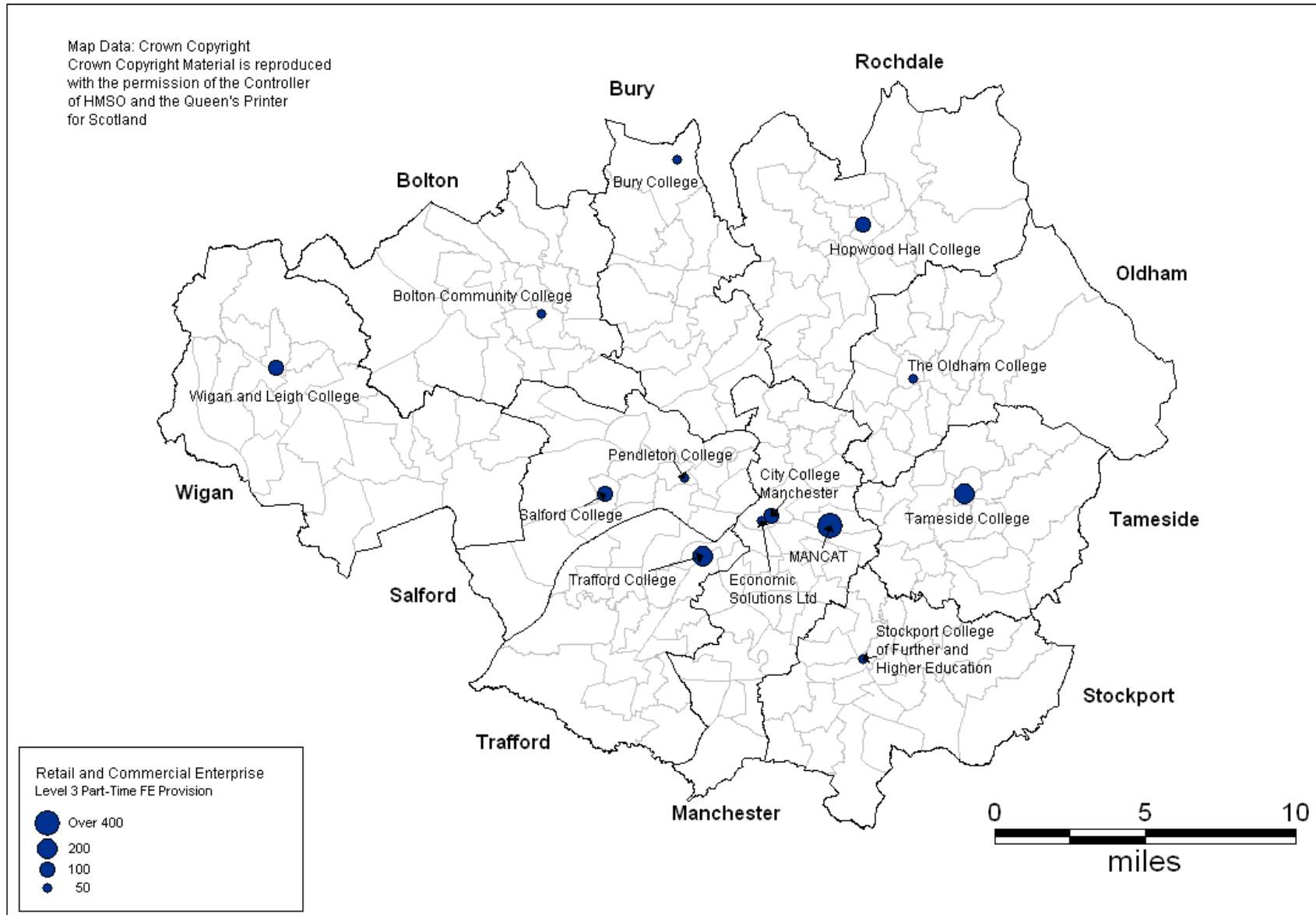
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The three maps overleaf show the geographical spread of provision as described in Figure 3. Maps 1 and 2 show that the distribution of both full-time and part-time Level 3 provision across Greater Manchester is more concentrated in GM South, especially around the urban core. Map 3 shows the small amount of Level 4 provision is concentrated in Bolton Community College.

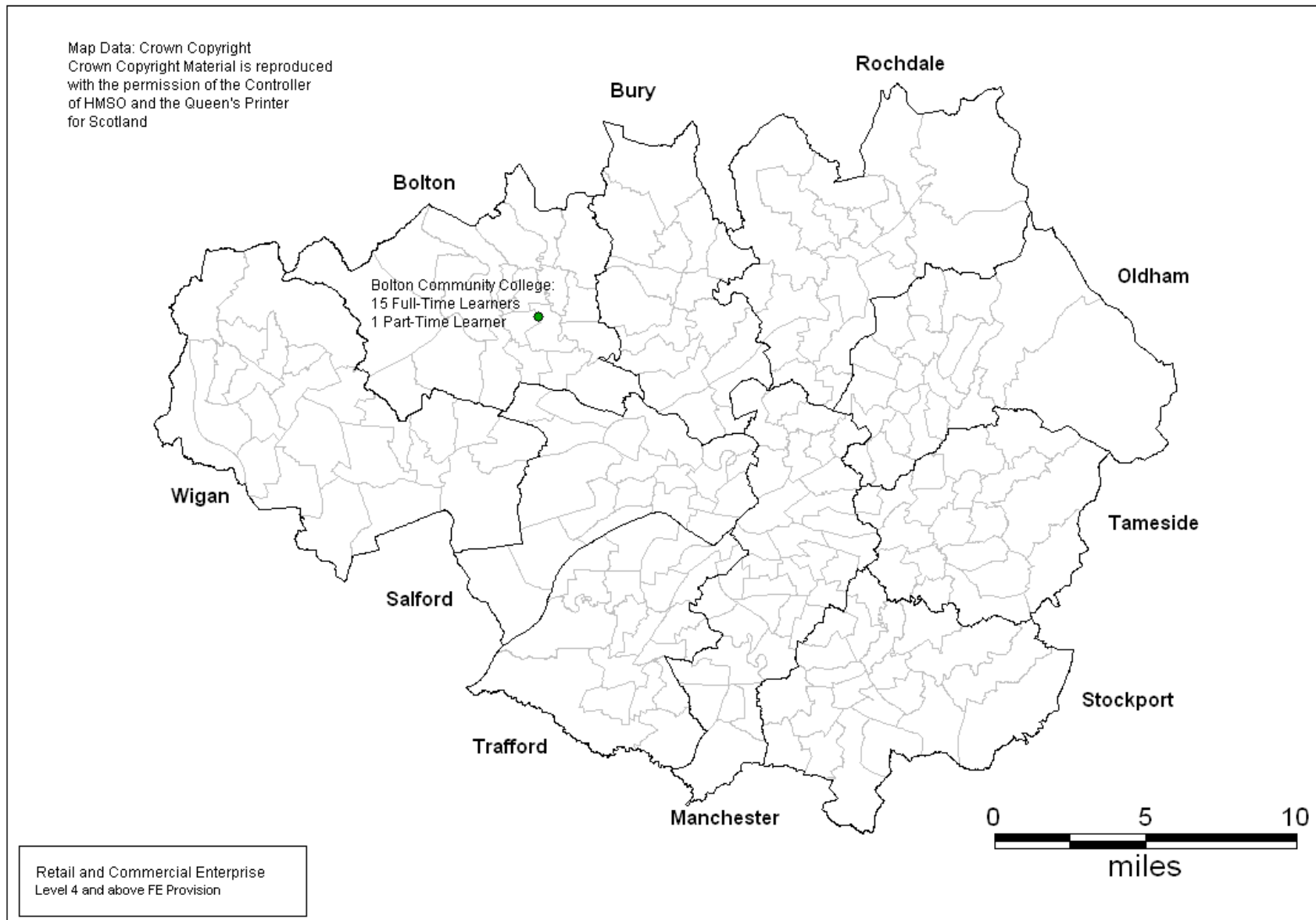
**Map 1: Geographical distribution of full-time Level 3 LSC provision in Retail and Commercial Enterprise by location of institution**



**Map 2: Geographical distribution of part-time Level 3 LSC provision in Retail and Commercial Enterprise by location of institution**



**Map 3: Geographical distribution of Level 4 LSC provision in Retail and Commercial Enterprise by location of institution**



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## 2.4 Change in FE provision between 2005/06 and 2006/07

Figure 4 (overleaf) highlights the change in provision between 2005/06 and 2006/07 of all Retail and Commercial Enterprise qualifications provided by institutions in Greater Manchester. The analysis shows that the total provision of these qualifications has decreased between 2005/06 and 2006/07 by -691 (-18.3%). This is due to decreases in both part-time and full-time courses. Part-time courses saw the greatest decrease of -577 learners (-30.0%) from 1,923 in 2005/06 to 1,346 in 2006/07.

Full-time provision of these qualifications was the most common mode of delivery in 2006/07, having decreased significantly less (-177 learners, or -6.1%) than part-time provision since 2005/06. The difference between full-time and part-time provision has also significantly increased since 2005/06, up from 62 learners in 2005/06 to 401 learners in 2006/07.

The largest increase in provision between 2005/06 and 2006/07 was in Trafford College, which experienced an increase of 106 learners (+16.8%). This was followed by MANCAT, which experienced an increase of 91 learners from 438 in 2005/06 to 529 in 2006/07 (+20.8%).

The largest decreases in provision were experienced at Stockport College of Further and Higher Education, where there was a decrease of -291 learners (-62.7%), City College Manchester, where there was a decrease of -159 learners (39.8%), and The Oldham College, with a decrease of -158 learners (-47.6%).

**Figure 4: Change in Retail and Commercial Enterprise FE learner numbers by institution and mode of delivery, 2005/06-2006/07**

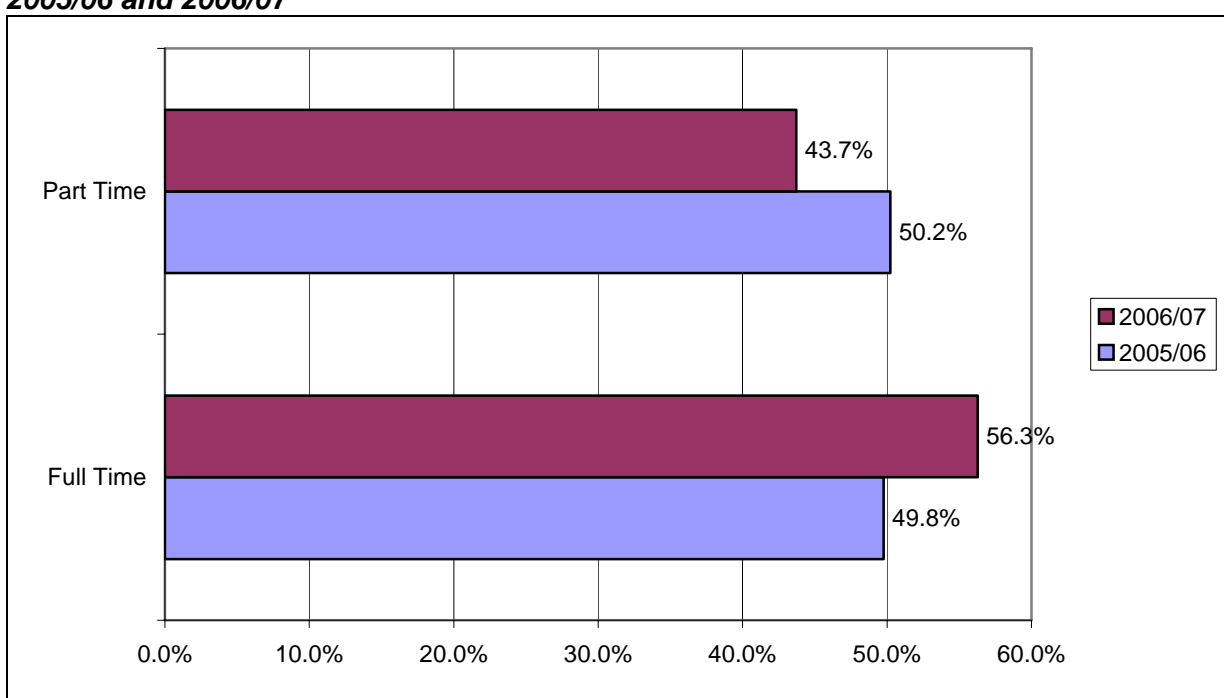
Name of Provider	2005/06 Provision			2006/07 Provision			2005/06 to 2006/07 Change		
	Full Time	Part Time	Total	Full Time	Part Time	Total	Full Time	Part Time	Total
Aquinas College	28	.	28	19	.	19	-9	.	-9
Bolton Community College	55	12	67	84	39	123	29	27	56
Bury College	154	56	210	113	5	118	-41	-51	-92
City College Manchester	215	184	399	147	93	240	-68	-91	-159
Economic Solutions Ltd	.	11	11	.	17	17	.	6	6
Hopwood Hall College	105	94	199	82	68	150	-23	-26	-49
MANCAT	60	378	438	69	460	529	9	82	91
Pendleton College	130	39	169	129	33	162	-1	-6	-7
Salford College	76	118	194	75	53	128	-1	-65	-66
Stockport College of Further and Higher Education	239	225	464	164	9	173	-75	-216	-291
Tameside College	151	206	357	192	163	355	41	-43	-2
The Oldham College	209	123	332	148	26	174	-61	-97	-158
Trafford College	319	311	630	416	320	736	97	9	106
Wigan and Leigh College	120	166	286	109	60	169	-11	-106	-117
<b>Total Colleges</b>	<b>1861</b>	<b>1912</b>	<b>3773</b>	<b>1747</b>	<b>1329</b>	<b>3076</b>	<b>-114</b>	<b>-583</b>	<b>-697</b>
<b>Total Other Providers</b>	<b>.</b>	<b>11</b>	<b>11</b>	<b>.</b>	<b>17</b>	<b>17</b>	<b>.</b>	<b>6</b>	<b>6</b>
<b>Total</b>	<b>1861</b>	<b>1923</b>	<b>3784</b>	<b>1747</b>	<b>1346</b>	<b>3093</b>	<b>-114</b>	<b>-577</b>	<b>-691</b>

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## 2.5 Level 3 FE Qualifications offered in Retail and Commercial Enterprise

Figure 5 provides a breakdown of the mode of study for Level 3 qualifications in Retail and Commercial Enterprise delivered in Greater Manchester in 2006/07. The most common mode of delivery in 2006/07 was full-time, which accounted for 56.3% of all Level 3 provision (1,732 learners). By comparison, in 2005/06 the most common mode of delivery was part-time, which accounted for 50.2% of all Level 3 provision. The percentage point difference between part-time and full-time provision has increased significantly, from 0.4 percentage point difference in 2005/06 to a 12.6 percentage point difference in 2006/07.

**Figure 5 Level 3 Retail and Commercial Enterprise FE provision by mode of study, 2005/06 and 2006/07**

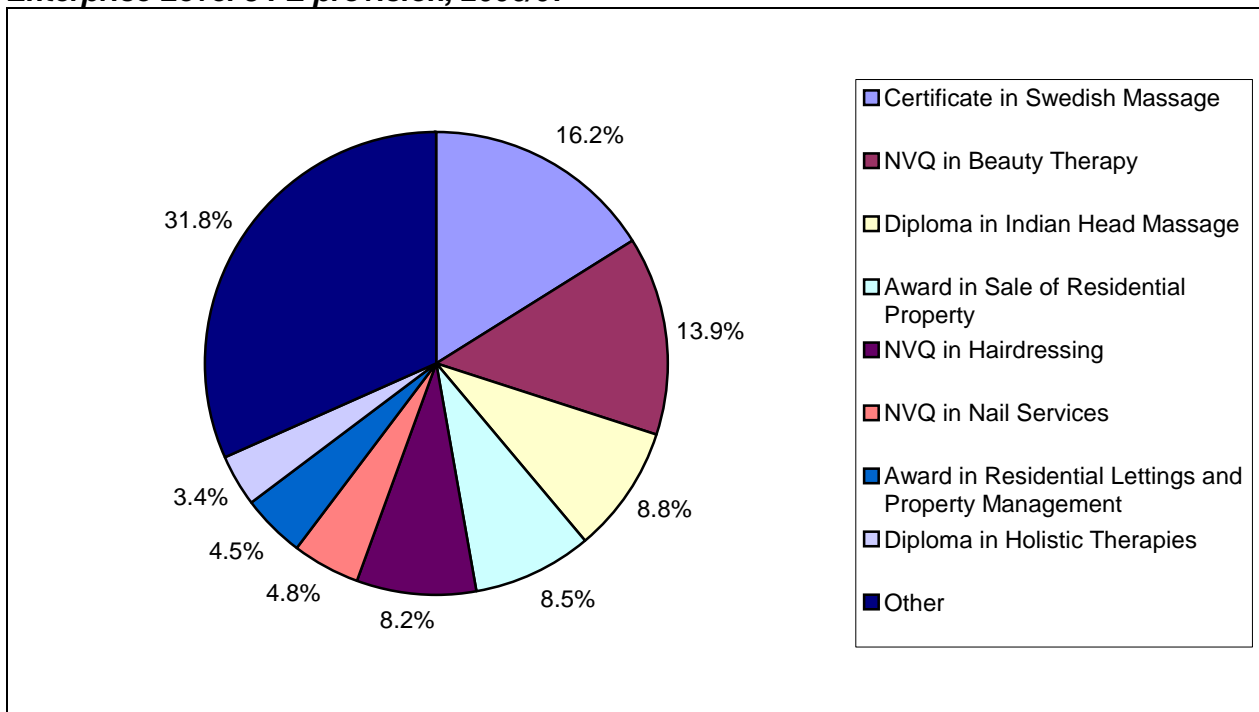


A total of 45 different courses and qualifications were offered in Retail and Commercial Enterprise in 2006/07 at Level 3 (see Annex 3 for a full list). Figure 6 shows the qualifications with the largest provision at Level 3 in Greater Manchester, these were:

- Certificate in Swedish Massage (498 learners);
- NVQ in Beauty Therapy (427 learners);
- Diploma in Indian Head Massage (270 learners);
- Award in Sale of Residential Property (262 learners); and
- NVQ in Hairdressing (252 learners).

In addition, a significant proportion of delivery at Level 3 in this sector subject area (978 learners, or 31.8%) was spread amongst 37 courses with fewer than 100 participants across Greater Manchester (shown as 'other' in Figure 6).

**Figure 6 Key Level 3 FE qualifications as a proportion of total Retail and Commercial Enterprise Level 3 FE provision, 2006/07**



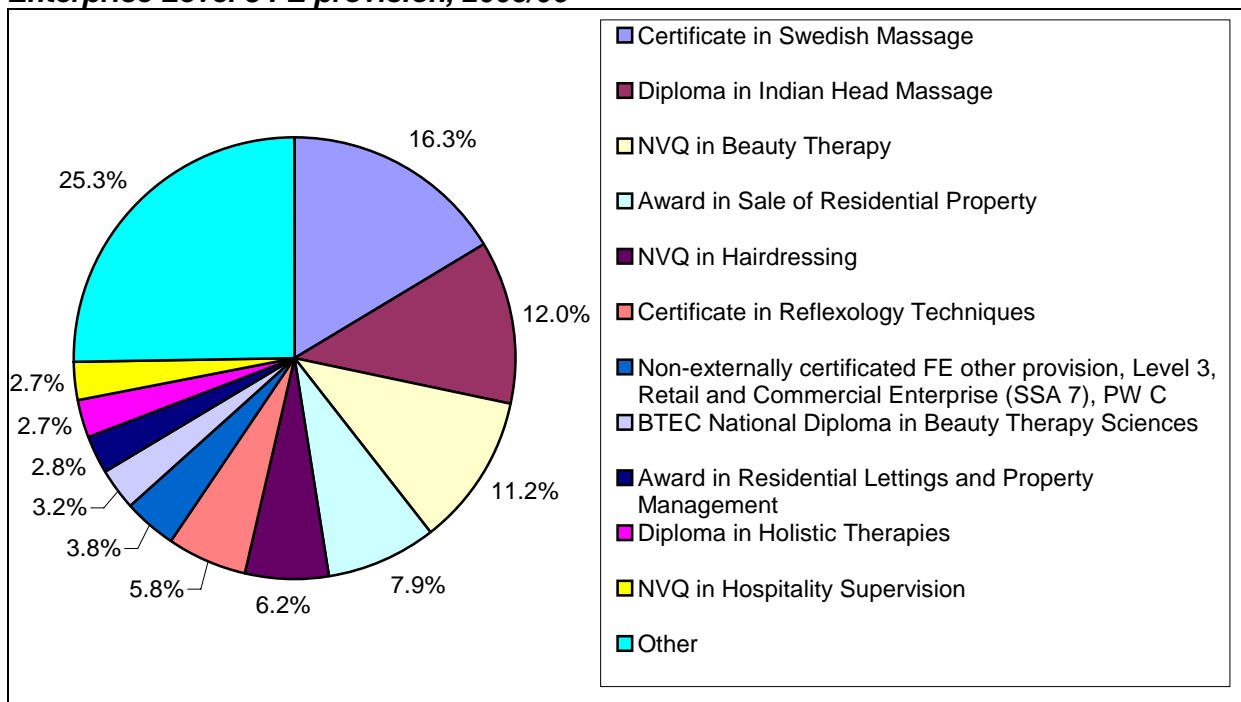
Learner numbers for the main 5 courses taken in Retail and Commercial Enterprise have changed significantly between 2005/06 and 2006/07, yet their relative rankings have remained relatively consistent. The NVQ in Beauty Therapy experienced an increase of 11 learners (+2.6%) from 416 in 2005/06 to 427 in 2006/07, and the NVQ in Hairdressing experienced an increase in provision of 22 learners (+9.6%). Courses with under 100 learners were classed as other, and constituted the greatest proportion of courses taken in the Retail and Commercial Enterprise sector in both years.

Comparatively, the Certificate in Swedish Massage saw a significant decrease in learner numbers, a decrease of – 110 from 608 in 2005/06 to 498 in 2006/07. The Diploma in Indian Head Massage also experienced a decrease in learner numbers from 447 in 2005/06 to 270 in 2006/07 (-177 learners, or -39.6%).

Changes in the proportion and number of learners on the main courses are explored overleaf.

As can be seen from figure 7 (below) the number of courses with more than 100 learners has dropped since 2005/06 from 11 to 8 in 2006/07. At the same time the number of courses offered in the Retail and Commercial Enterprise sector also fell from 49 in 2005/06 to 45 in 2006/07.

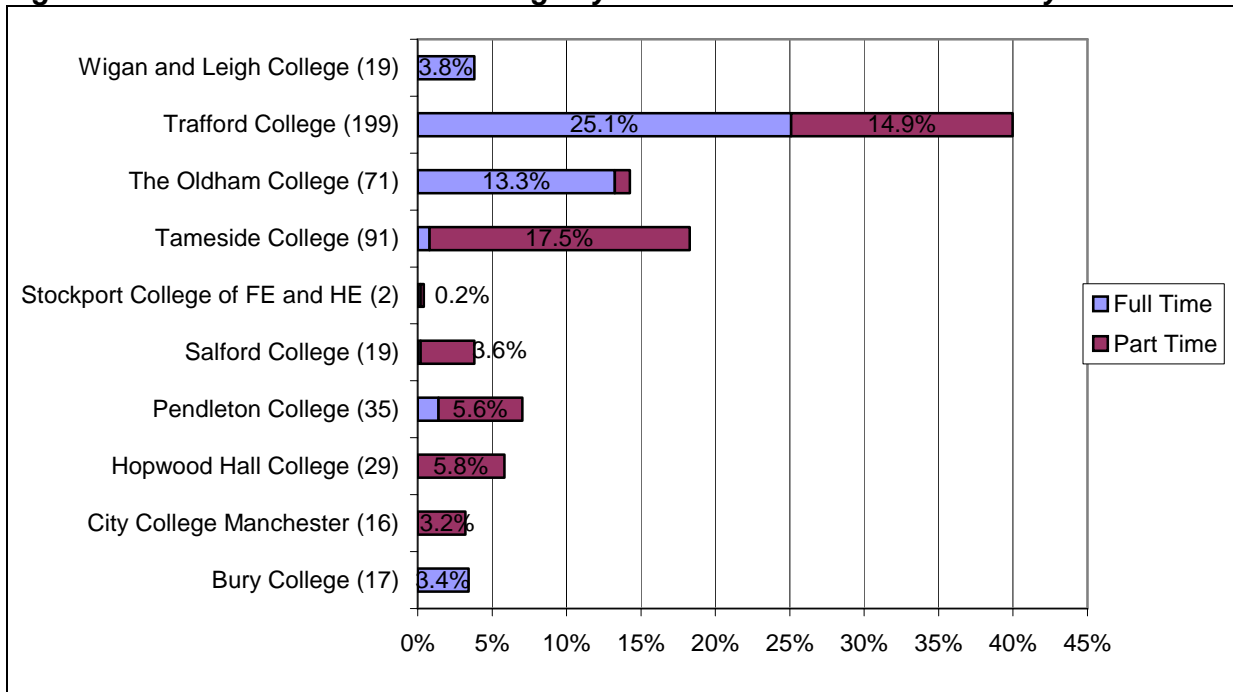
**Figure 7 Key Level 3 FE qualifications as a proportion of total Retail and Commercial Enterprise Level 3 FE provision, 2005/06**



**Certificate in Swedish Massage** was the course with the highest level of provision in Retail and Commercial Enterprise at Level 3. Figure 8 shows that:

- It was delivered by 10 institutions
- Nearly three-quarters of provision (72.5%) was in three colleges: Trafford College (199 learners, or 40.0%), Tameside College (91 learners, or 18.3%) and The Oldham College (71 learners, or 14.3%).
- It was primarily delivered on a part-time basis – 51.8% (258 learners) studied this way.

**Figure 8 Certificate in Swedish Massage by institution and mode of delivery**

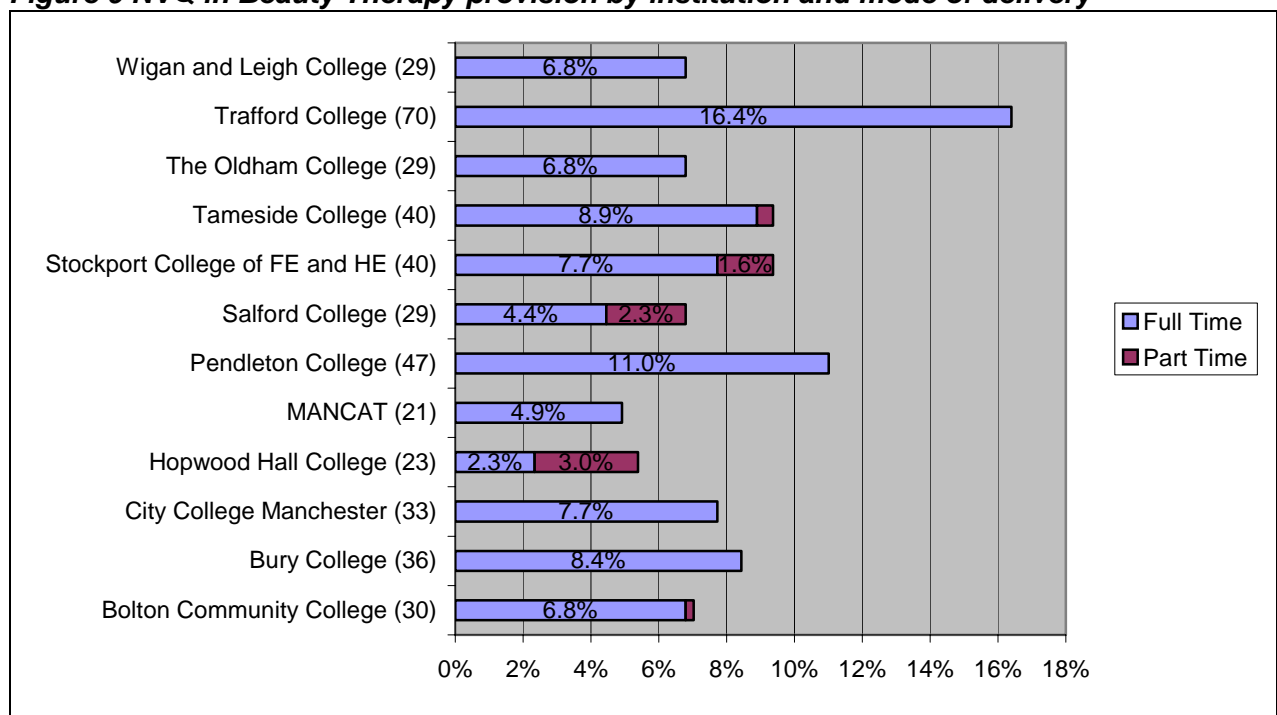


In addition, the Certificate in Swedish Massage experienced a decrease (as discussed previously) of –110 learners between 2005/06 and 2006/07, a change of –22.1%.

Figure 7 shows, for provision in **NVQ in Beauty Therapy**, that:

- It was delivered in 12 institutions, with a particular concentration in Trafford College (70 learners, or 16.4%).
- There were also concentrations of delivery at Pendleton College (47 learners, or 11.0%), Stockport College of Further and Higher Education and Tameside College (both with 40 learners, or 9.4%).
- It was almost exclusively delivered as a full-time course, with 394 learners (92.3%) enrolling in this mode of study.

**Figure 9 NVQ in Beauty Therapy provision by institution and mode of delivery**

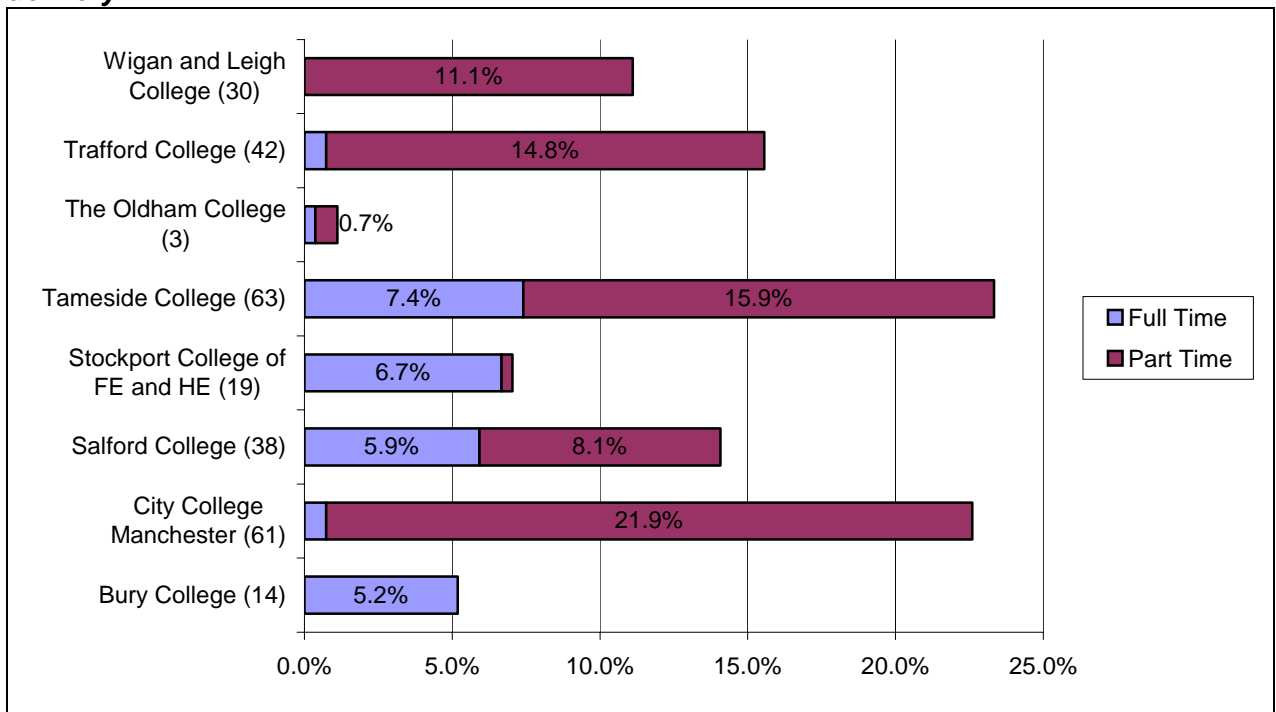


In addition, the NVQ in Beauty Therapy experienced an increase (as discussed previously) of 11 learners between 2005/06 and 2006/07. This made it the second most popular course in the Retail and Commercial Enterprise sector in 2006/07, up from the third most popular in 2005/06.

**Diploma in Indian Head Massage** has the next highest level of delivery at Level 3 in this sector subject area. Figure 6 shows that:

- It was delivered across 8 institutions.
- There were concentrations of delivery at Tameside College (63 learners, or 23.3%), City College Manchester (61 learners, or 22.6%) and Trafford College (42 learners, or 15.6%).
- This course was predominantly delivered part-time (197 learners, or 73.0%).

**Figure 10 Diploma in Indian Head Massage provision by institution and mode of delivery**



In addition, the Diploma in Indian Head Massage experienced a decrease in learner numbers (as discussed above) of -177 (-39.6%) between 2005/06 and 2006/07.

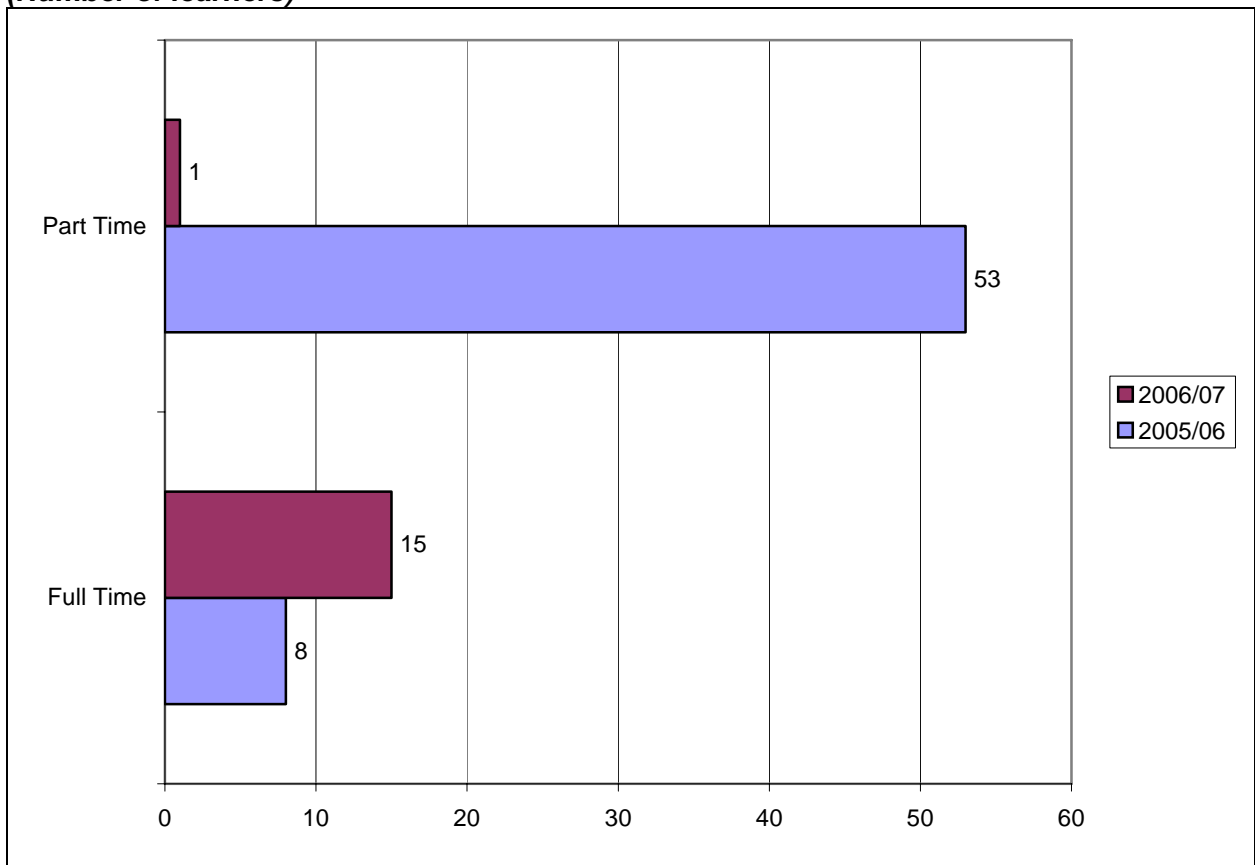
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## 2.6 Level 4+ FE Qualifications offered in Retail and Commercial Enterprise

Figure 11 (below) provides a breakdown of the mode of study for Level 4 and above FE qualifications in Retail and Commercial Enterprise delivered in Greater Manchester in 2006/07. In conjunction with Level 3 provision, the most common mode of delivery was full-time (15 learners).

However, between 2005/06 and 2006/07 there has been a significant shift in the mode of delivery and in learner numbers. In 2005/06 part-time courses made up the vast majority (53 learners) of level 4 and above FE provision in the Retail and Commercial Enterprise sector.

**Figure 11 Level 4 Retail and Commercial Enterprise FE provision by mode of study (Number of learners)**

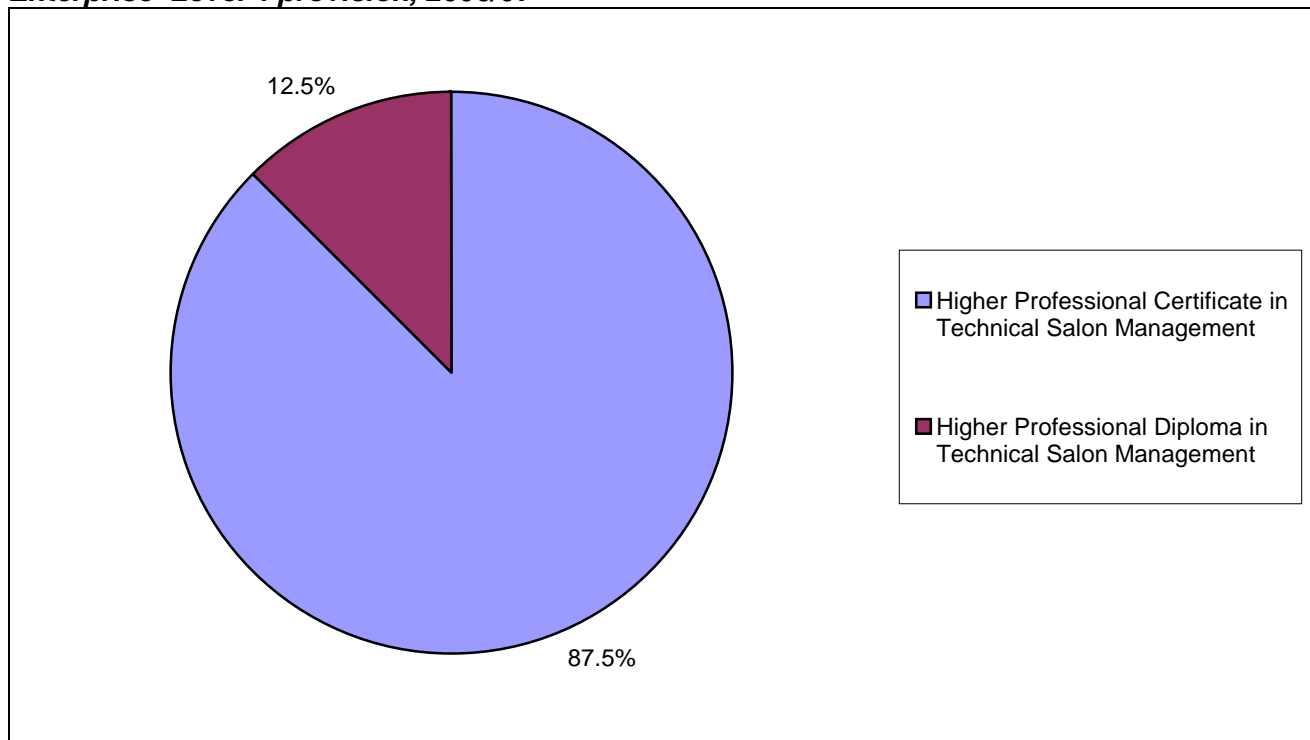


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Only 2 courses were offered in Retail and Commercial Enterprise in 2006/07 at Level 4+ (see Annex 3 for a full list). Figure 12 shows these courses at Level 4 and above in Greater Manchester, these were:

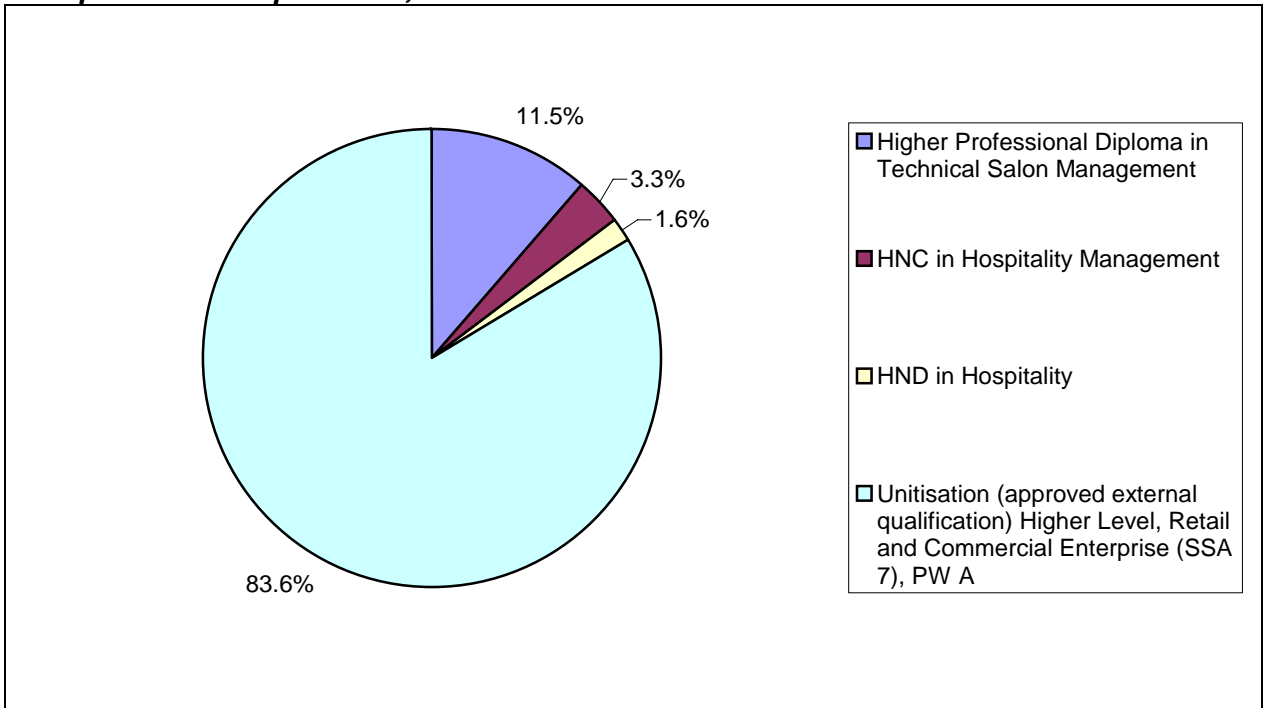
- Higher Professional Certificate in Technical Salon Management (14 learners)
- Higher Professional Diploma in Technical Salon Management (2 learners)

**Figure 12 Key Level 4 qualifications as a proportion of total Retail and Commercial Enterprise Level 4 provision, 2006/07**



Learner numbers changed significantly as a proportion between 2005/06 and 2006/07, decreasing by -45 learners (-73.8%). There was also a significant shift between part-time and full-time courses taken, with a significantly greater proportion of full-time courses (93.8%) in 2006/07 than in 2005/06 (13.1%). There were also half as many courses taken in 2006/07 (2 courses or qualifications), compared to 2005/06 (4 courses or qualifications).

**Figure 13 Key Level 4 qualifications as a proportion of total Retail and Commercial Enterprise Level 4 provision, 2005/06**



**Higher Professional Certificate in Technical Salon Management** was delivered solely by Bolton Community College. All of the 14 learners studied full-time.

**Higher Professional Diploma in Technical Salon Management** was delivered solely by Bolton Community College. There were two learners taking this course, one part-time and one full-time.

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## **2.7 Level 3 and above WBL qualifications offered in Retail and Commercial Enterprise**

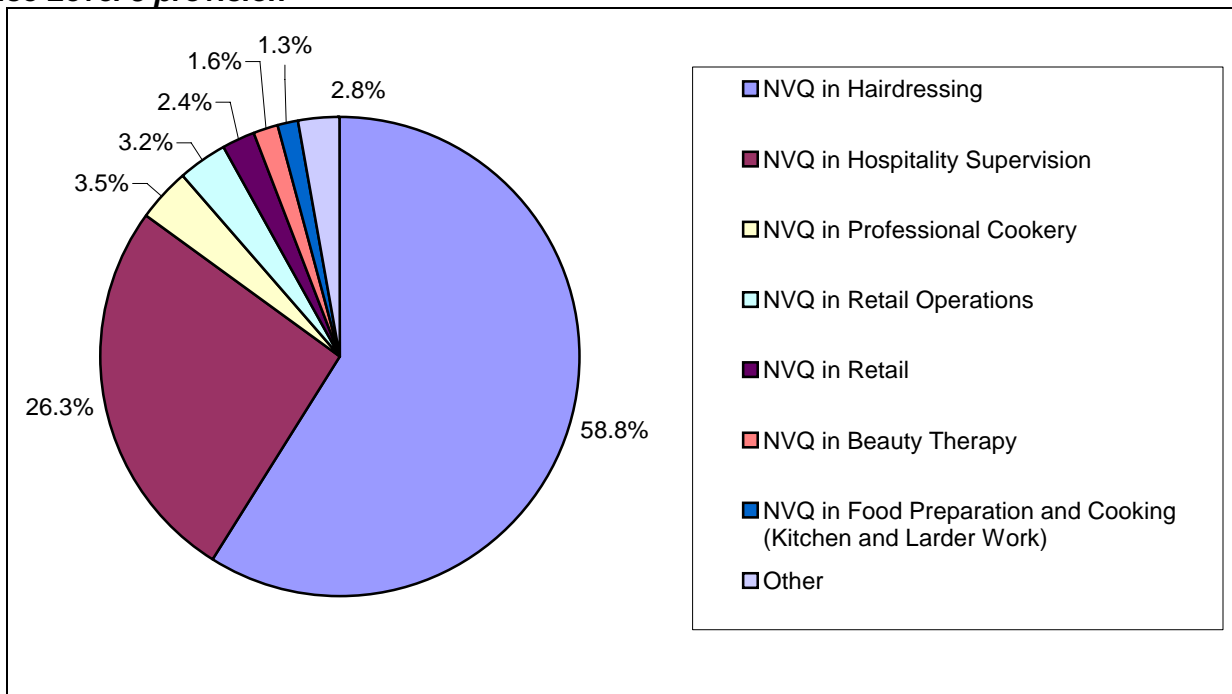
WBL data cannot be compared with previous data as this is unavailable. In addition, this data is presented separate from FE data as this allows comparison of FE statistics over time. WBL learner numbers are significantly smaller than FE learner numbers, and make up around 19.4% of all reported learner numbers. As discussed above, all WBL courses are Level 3 NVQ's.

A total of 12 WBL courses and qualifications were offered in Retail and Commercial Enterprise in 2006/07. The most widely taken WBL Level 3 courses are:

- NVQ in Hairdressing (439 learners)
- NVQ in Hospitality Supervision (196 learners)
- NVQ in Professional Cookery (26 learners)
- NVQ in Retail Operations (24 learners)

Figure 14, overleaf, highlights the major WBL Level 3 qualifications taken. All other courses are marked 'Other'.

**Figure 14 Key Level 3 qualifications as a proportion of total WBL Retail and Commercial Enterprise Level 3 provision**



**NVQ in Hairdressing** was the course with the most WBL provision in this sector subject area.

Analysis of WBL data shows that:

- It was delivered by 15 institutions.
- There were particular concentrations with Michael McCormack (24.4%, or 107 learners), Michael John Training Ltd. (15.5%, or 68 learners) and Venture Learning Ltd. (13.4%, or 59 learners).

**NVQ in Hospitality Supervision** was:

- Delivered by 6 institutions.
- Concentrated at VT Training PLC (46.9%, or 92 learners) and at HCTC Ltd. (34.7%, or 68 learners).

**NVQ in Professional Cookery** was:

- Delivered by 4 institutions.
- Concentrated at HCTC Ltd (34.6%, or 9 learners).

### 3 Annex 1: Background LSC data, 2006-2007: Retail and Commercial Enterprise Sorted by Provider

Learning Aim	Course Title	Level	Mode	Provider	Number of learners (2005/06)	Number of learners (2006/07)	2005/06 to 2006/07 Change
260036	GCE A2 Level Home Economics	L3	Full Time	Aquinas College	6	7	1
1000614X	GCE AS Level Home Economics	L3	Full Time	Aquinas College	22	12	-10
10029278	Higher Professional Certificate in Technical Salon Management	L4+	Full Time	Bolton Community College	0	14	14
10029266	Higher Professional Diploma in Technical Salon Management	L4+	Full Time	Bolton Community College	7	1	-6
10029266	Higher Professional Diploma in Technical Salon Management	L4+	Part Time	Bolton Community College	0	1	1
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Bolton Community College	0	4	4
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Bolton Community College	0	19	19
10041618	NVQ in Beauty Therapy	L3	Full Time	Bolton Community College	32	29	-3
10041618	NVQ in Beauty Therapy	L3	Part Time	Bolton Community College	1	1	0
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Full Time	Bolton Community College	4	0	-4
10032459	NVQ in Hairdressing	L3	Full Time	Bolton Community College	9	15	6
10023136	NVQ in Hospitality Supervision	L3	Full Time	Bolton Community College	0	2	2
10024293	NVQ in Hospitality Supervision	L3	Full Time	Bolton Community College	2	0	-2
10041783	NVQ in Nail Services	L3	Full Time	Bolton Community College	0	12	12
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Bolton Community College	1	7	6
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Bolton Community College	11	18	7
10052513	Certificate in Reflexology Techniques	L3	Full Time	Bury College	1	0	-1
10052513	Certificate in Reflexology Techniques	L3	Part Time	Bury College	20	0	-20
10052525	Certificate in Swedish Massage	L3	Full Time	Bury College	22	0	-22
10061605	Certificate in Swedish Massage	L3	Full Time	Bury College	0	17	17
10052525	Certificate in Swedish Massage	L3	Part Time	Bury College	14	0	-14
10052562	Diploma in Anatomy and Physiology	L3	Full Time	Bury College	9	0	-9
10052641	Diploma in Body Massage	L3	Full Time	Bury College	22	0	-22

10052586	Diploma in Holistic Therapies	L3	Full Time	Bury College	11	0	-11
50010475	Diploma in Holistic Therapies	L3	Full Time	Bury College	0	19	19
10052550	Diploma in Indian Head Massage	L3	Full Time	Bury College	32	0	-32
10061502	Diploma in Indian Head Massage	L3	Full Time	Bury College	0	14	14
10052550	Diploma in Indian Head Massage	L3	Part Time	Bury College	12	0	-12
10041618	NVQ in Beauty Therapy	L3	Full Time	Bury College	37	36	-1
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Full Time	Bury College	5	0	-5
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	Bury College	5	5	0
Q1026022	NVQ in Food Service Advanced Craft	L3	Full Time	Bury College	2	0	-2
10032459	NVQ in Hairdressing	L3	Full Time	Bury College	8	18	10
10032459	NVQ in Hairdressing	L3	Part Time	Bury College	4	0	-4
10024293	NVQ in Hospitality Supervision	L3	Full Time	Bury College	5	9	4
ZUNA307A	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW A	L3	Part Time	Bury College	1	0	-1
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	Full Time	City College Manchester	48	33	-15
10054091	Certificate in National Lottery Retail Management Skills	L3	Part Time	City College Manchester	0	4	4
10052513	Certificate in Reflexology Techniques	L3	Full Time	City College Manchester	1	0	-1
10052513	Certificate in Reflexology Techniques	L3	Part Time	City College Manchester	17	0	-17
10052525	Certificate in Swedish Massage	L3	Full Time	City College Manchester	4	0	-4
10052525	Certificate in Swedish Massage	L3	Part Time	City College Manchester	34	0	-34
10061605	Certificate in Swedish Massage	L3	Part Time	City College Manchester	0	16	16
10014950	Diploma for Pastry Cooks and Patisseries	L3	Part Time	City College Manchester	11	0	-11
10052562	Diploma in Anatomy and Physiology	L3	Full Time	City College Manchester	13	0	-13
10052562	Diploma in Anatomy and Physiology	L3	Part Time	City College Manchester	1	0	-1
10052586	Diploma in Holistic Therapies	L3	Full Time	City College Manchester	15	0	-15
10052550	Diploma in Indian Head Massage	L3	Full Time	City College Manchester	13	0	-13
10061502	Diploma in Indian Head Massage	L3	Full Time	City College Manchester	0	2	2
10052550	Diploma in Indian Head Massage	L3	Part Time	City College Manchester	34	0	-34
10061502	Diploma in Indian Head Massage	L3	Part Time	City College Manchester	0	59	59
10052537	Diploma in Non-Medical Nutritional Advice	L3	Full Time	City College Manchester	8	0	-8
10052537	Diploma in Non-Medical Nutritional Advice	L3	Part Time	City College Manchester	6	0	-6
10052628	Diploma in Theatrical and Media Make-Up	L3	Full Time	City College Manchester	17	0	-17
10062312	Diploma in Theatrical and Media Make-Up	L3	Full Time	City College Manchester	0	18	18
10052628	Diploma in Theatrical and Media Make-Up	L3	Part Time	City College Manchester	2	0	-2

Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	City College Manchester	16	2	-14
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	City College Manchester	60	1	-59
10047529	NVQ in Beauty Therapy	L3	Full Time	City College Manchester	34	33	-1
10021061	NVQ in Distribution, Warehousing and Storage Operations	L3	Part Time	City College Manchester	0	1	1
10032459	NVQ in Hairdressing	L3	Full Time	City College Manchester	37	35	-2
10032459	NVQ in Hairdressing	L3	Part Time	City College Manchester	11	10	-1
10050693	NVQ in Nail Services	L3	Full Time	City College Manchester	0	18	18
10062245	NVQ in Retail	L3	Part Time	City College Manchester	0	2	2
10021048	NVQ in Retail Operations	L3	Part Time	City College Manchester	8	0	-8
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	City College Manchester	9	6	-3
10021140	NVQ in Distribution, Warehousing and Storage Operations	L3	Part Time	Economic Solutions Ltd	8	16	8
10032459	NVQ in Hairdressing	L3	Part Time	Economic Solutions Ltd	1	0	-1
10021127	NVQ in Retail Operations	L3	Part Time	Economic Solutions Ltd	2	1	-1
Z9V1307C	Additional 1 NVQ/GNVQ unit, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Hopwood Hall College	10	0	-10
Z9V3307A	Additional 3 NVQ/GNVQ units, Level 3, PW A, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Hopwood Hall College	11	0	-11
10035266	Advanced Certificate in Licensed Hospitality	L3	Full Time	Hopwood Hall College	2	0	-2
10035266	Advanced Certificate in Licensed Hospitality	L3	Part Time	Hopwood Hall College	2	0	-2
10030438	BTEC National Award in Retail	L3	Full Time	Hopwood Hall College	16	20	4
10030438	BTEC National Award in Retail	L3	Part Time	Hopwood Hall College	2	0	-2
10015589	BTEC National Diploma in Hospitality Supervision	L3	Full Time	Hopwood Hall College	5	0	-5
10052549	Certificate in Aromatherapy Massage	L3	Part Time	Hopwood Hall College	14	0	-14
10052525	Certificate in Swedish Massage	L3	Part Time	Hopwood Hall College	34	0	-34
10061605	Certificate in Swedish Massage	L3	Part Time	Hopwood Hall College	0	29	29
ZN13071A	Conversion Code: EDEXCEL BTEC National Award to Certificate, SSA 7.1, PWF A	L3	Full Time	Hopwood Hall College	0	5	5
ZN33071A	Conversion Code: EDEXCEL BTEC National Award to Diploma, SSA 7.1, PWF A	L3	Full Time	Hopwood Hall College	0	6	6
10058667	Diploma in Hairdressing	L3	Full Time	Hopwood Hall College	0	7	7
10052550	Diploma in Indian Head Massage	L3	Full Time	Hopwood Hall College	13	0	-13
10052628	Diploma in Theatrical and Media Make-Up	L3	Full Time	Hopwood Hall College	9	0	-9
10062312	Diploma in Theatrical and Media Make-Up	L3	Full Time	Hopwood Hall College	0	12	12
10052628	Diploma in Theatrical and Media Make-Up	L3	Part Time	Hopwood Hall College	4	4	0

10062312	Diploma in Theatrical and Media Make-Up	L3	Part Time	Hopwood Hall College	0	5	5
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Hopwood Hall College	20	0	-20
10041618	NVQ in Beauty Therapy	L3	Full Time	Hopwood Hall College	14	10	-4
10041618	NVQ in Beauty Therapy	L3	Part Time	Hopwood Hall College	0	13	13
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	Hopwood Hall College	1	0	-1
10032459	NVQ in Hairdressing	L3	Full Time	Hopwood Hall College	4	7	3
10032459	NVQ in Hairdressing	L3	Part Time	Hopwood Hall College	3	0	-3
10024293	NVQ in Hospitality Supervision	L3	Full Time	Hopwood Hall College	12	0	-12
10024293	NVQ in Hospitality Supervision	L3	Part Time	Hopwood Hall College	0	1	1
10041783	NVQ in Nail Services	L3	Full Time	Hopwood Hall College	0	9	9
10053852	NVQ in Professional Cookery	L3	Full Time	Hopwood Hall College	9	6	-3
10053852	NVQ in Professional Cookery	L3	Part Time	Hopwood Hall College	1	16	15
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Hopwood Hall College	13	0	-13
10050061	Award in Commercial Property Agency	L3	Part Time	MANCAT	0	24	24
10026757	Award in Residential Lettings and Property Management	L3	Full Time	MANCAT	6	2	-4
10026757	Award in Residential Lettings and Property Management	L3	Part Time	MANCAT	98	135	37
10026769	Award in Sale of Residential Property	L3	Full Time	MANCAT	20	7	-13
10026769	Award in Sale of Residential Property	L3	Part Time	MANCAT	273	255	-18
10060753	Award in Supervising Food Safety in Catering	L3	Full Time	MANCAT	0	2	2
10060753	Award in Supervising Food Safety in Catering	L3	Part Time	MANCAT	0	23	23
10015590	BTEC National Certificate in Hospitality Supervision	L3	Full Time	MANCAT	4	0	-4
10015589	BTEC National Diploma in Hospitality Supervision	L3	Full Time	MANCAT	6	7	1
10041618	NVQ in Beauty Therapy	L3	Full Time	MANCAT	12	21	9
10032459	NVQ in Hairdressing	L3	Full Time	MANCAT	12	8	-4
10024293	NVQ in Hospitality Supervision	L3	Part Time	MANCAT	5	9	4
10041783	NVQ in Nail Services	L3	Full Time	MANCAT	0	22	22
10041783	NVQ in Nail Services	L3	Part Time	MANCAT	0	1	1
10053852	NVQ in Professional Cookery	L3	Part Time	MANCAT	2	13	11
Z9V3307C	Additional 3 NVQ/GNVQ units, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Pendleton College	0	1	1
Z9V4307C	Additional 4 NVQ/GNVQ units, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Pendleton College	0	1	1
10052513	Certificate in Reflexology Techniques	L3	Part Time	Pendleton College	11	0	-11

10061605	Certificate in Swedish Massage	L3	Full Time	Pendleton College	0	7	7
10052525	Certificate in Swedish Massage	L3	Part Time	Pendleton College	14	0	-14
10061605	Certificate in Swedish Massage	L3	Part Time	Pendleton College	0	28	28
ZN23071A	Conversion Code: EDEXCEL BTEC National Certificate to Diploma, SSA 7.1, PWF A	L3	Full Time	Pendleton College	0	37	37
10052562	Diploma in Anatomy and Physiology	L3	Full Time	Pendleton College	10	0	-10
10052641	Diploma in Body Massage	L3	Full Time	Pendleton College	10	0	-10
10052586	Diploma in Holistic Therapies	L3	Full Time	Pendleton College	15	0	-15
10052550	Diploma in Indian Head Massage	L3	Full Time	Pendleton College	15	0	-15
10052550	Diploma in Indian Head Massage	L3	Part Time	Pendleton College	13	0	-13
10052537	Diploma in Non-Medical Nutritional Advice	L3	Full Time	Pendleton College	13	0	-13
10052574	Diploma in Reflexology	L3	Full Time	Pendleton College	5	0	-5
1004307X	NVQ in Beauty Therapy	L3	Full Time	Pendleton College	24	47	23
10032459	NVQ in Hairdressing	L3	Full Time	Pendleton College	22	31	9
10024293	NVQ in Hospitality Supervision	L3	Full Time	Pendleton College	7	5	-2
10024293	NVQ in Hospitality Supervision	L3	Part Time	Pendleton College	0	5	5
ZUNA307B	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW B	L3	Full Time	Pendleton College	9	0	-9
ZUNA307B	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW B	L3	Part Time	Pendleton College	1	0	-1
10052549	Certificate in Aromatherapy Massage	L3	Part Time	Salford College	11	0	-11
10052513	Certificate in Reflexology Techniques	L3	Part Time	Salford College	10	0	-10
10061605	Certificate in Swedish Massage	L3	Full Time	Salford College	0	1	1
10052525	Certificate in Swedish Massage	L3	Part Time	Salford College	15	0	-15
10061605	Certificate in Swedish Massage	L3	Part Time	Salford College	0	18	18
10025248	Diploma in Indian Head Massage	L3	Full Time	Salford College	47	0	-47
10061502	Diploma in Indian Head Massage	L3	Full Time	Salford College	0	16	16
10025248	Diploma in Indian Head Massage	L3	Part Time	Salford College	20	0	-20
10061502	Diploma in Indian Head Massage	L3	Part Time	Salford College	0	22	22
1004307X	NVQ in Beauty Therapy	L3	Full Time	Salford College	15	19	4
1004307X	NVQ in Beauty Therapy	L3	Part Time	Salford College	9	10	1
10032319	NVQ in Hairdressing	L3	Full Time	Salford College	0	21	21
10032459	NVQ in Hairdressing	L3	Full Time	Salford College	14	0	-14
10032459	NVQ in Hairdressing	L3	Part Time	Salford College	11	0	-11
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Salford College	0	18	18

ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Salford College	42	3	-39
10018669	BTEC National Certificate in Beauty Therapy Sciences	L3	Full Time	Stockport College of Further and Higher Education	16	18	2
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	Full Time	Stockport College of Further and Higher Education	12	13	1
10052513	Certificate in Reflexology Techniques	L3	Full Time	Stockport College of Further and Higher Education	5	0	-5
10052513	Certificate in Reflexology Techniques	L3	Part Time	Stockport College of Further and Higher Education	39	0	-39
10052525	Certificate in Swedish Massage	L3	Full Time	Stockport College of Further and Higher Education	44	0	-44
10061605	Certificate in Swedish Massage	L3	Full Time	Stockport College of Further and Higher Education	0	1	1
10052525	Certificate in Swedish Massage	L3	Part Time	Stockport College of Further and Higher Education	73	0	-73
10061605	Certificate in Swedish Massage	L3	Part Time	Stockport College of Further and Higher Education	0	1	1
10014950	Diploma for Pastry Cooks and Patisseries	L3	Full Time	Stockport College of Further and Higher Education	9	0	-9
10014950	Diploma for Pastry Cooks and Patisseries	L3	Part Time	Stockport College of Further and Higher Education	1	0	-1
10052604	Diploma in Epilation	L3	Full Time	Stockport College of Further and Higher Education	1	0	-1
10052586	Diploma in Holistic Therapies	L3	Full Time	Stockport College of Further and Higher Education	37	0	-37
50010475	Diploma in Holistic Therapies	L3	Full Time	Stockport College of Further and Higher Education	0	36	36
10052586	Diploma in Holistic Therapies	L3	Part Time	Stockport College of Further and Higher Education	1	0	-1
10052550	Diploma in Indian Head Massage	L3	Full Time	Stockport College of Further and Higher Education	28	0	-28
10061502	Diploma in Indian Head Massage	L3	Full Time	Stockport College of Further and Higher Education	0	18	18
10052550	Diploma in Indian Head Massage	L3	Part Time	Stockport College of Further and Higher Education	31	0	-31
10061502	Diploma in Indian Head Massage	L3	Part Time	Stockport College of Further and Higher Education	0	1	1
10052574	Diploma in Reflexology	L3	Full Time	Stockport College of Further and Higher Education	7	0	-7
10052574	Diploma in Reflexology	L3	Part Time	Stockport College of Further and Higher Education	6	0	-6
10018529	National Certificate for Licensees	L3	Part Time	Stockport College of Further and Higher Education	4	0	-4

10041618	NVQ in Beauty Therapy	L3	Full Time	Stockport College of Further and Higher Education	16	15	-1
1004307X	NVQ in Beauty Therapy	L3	Full Time	Stockport College of Further and Higher Education	17	18	1
1004307X	NVQ in Beauty Therapy	L3	Part Time	Stockport College of Further and Higher Education	18	7	-11
10032319	NVQ in Hairdressing	L3	Full Time	Stockport College of Further and Higher Education	28	27	-1
10032319	NVQ in Hairdressing	L3	Part Time	Stockport College of Further and Higher Education	1	0	-1
10023136	NVQ in Hospitality Supervision	L3	Full Time	Stockport College of Further and Higher Education	5	1	-4
10041783	NVQ in Nail Services	L3	Full Time	Stockport College of Further and Higher Education	14	14	0
10053694	NVQ in Professional Cookery	L3	Full Time	Stockport College of Further and Higher Education	0	3	3
ZUNAH07A	Unitisation (approved external qualification) Higher Level, Retail and Commercial Enterprise (SSA 7), PW A	L4+	Part Time	Stockport College of Further and Higher Education	51	0	-51
10015590	BTEC National Certificate in Hospitality Supervision	L3	Full Time	Tameside College	1	0	-1
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	Full Time	Tameside College	52	40	-12
10015589	BTEC National Diploma in Hospitality Supervision	L3	Full Time	Tameside College	18	11	-7
10052525	Certificate in Swedish Massage	L3	Full Time	Tameside College	1	0	-1
10061605	Certificate in Swedish Massage	L3	Full Time	Tameside College	0	4	4
10052525	Certificate in Swedish Massage	L3	Part Time	Tameside College	78	0	-78
10061605	Certificate in Swedish Massage	L3	Part Time	Tameside College	0	87	87
10052598	Diploma in Aromatherapy	L3	Part Time	Tameside College	22	0	-22
50010475	Diploma in Holistic Therapies	L3	Full Time	Tameside College	0	20	20
10052550	Diploma in Indian Head Massage	L3	Full Time	Tameside College	8	0	-8
10061502	Diploma in Indian Head Massage	L3	Full Time	Tameside College	0	20	20
10052550	Diploma in Indian Head Massage	L3	Part Time	Tameside College	67	0	-67
10061502	Diploma in Indian Head Massage	L3	Part Time	Tameside College	0	43	43
10052574	Diploma in Reflexology	L3	Full Time	Tameside College	2	0	-2
10052574	Diploma in Reflexology	L3	Part Time	Tameside College	17	0	-17
10062257	Diploma in Stone Therapy	L3	Full Time	Tameside College	0	7	7
10062257	Diploma in Stone Therapy	L3	Part Time	Tameside College	0	13	13
10052628	Diploma in Theatrical and Media Make-Up	L3	Part Time	Tameside College	7	0	-7
232911	HNC in Hospitality Management	L4+	Part Time	Tameside College	2	0	-2
272397	HND in Hospitality	L4+	Full Time	Tameside College	1	0	-1

10041618	NVQ in Beauty Therapy	L3	Full Time	Tameside College	18	38	20
10041618	NVQ in Beauty Therapy	L3	Part Time	Tameside College	0	2	2
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Full Time	Tameside College	1	0	-1
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	Tameside College	7	5	-2
10032459	NVQ in Hairdressing	L3	Full Time	Tameside College	16	23	7
10032459	NVQ in Hairdressing	L3	Part Time	Tameside College	6	5	-1
10041783	NVQ in Nail Services	L3	Full Time	Tameside College	33	26	-7
10041783	NVQ in Nail Services	L3	Part Time	Tameside College	0	3	3
10053852	NVQ in Professional Cookery	L3	Full Time	Tameside College	0	3	3
10053852	NVQ in Professional Cookery	L3	Part Time	Tameside College	0	5	5
10052513	Certificate in Reflexology Techniques	L3	Part Time	The Oldham College	31	0	-31
10052525	Certificate in Swedish Massage	L3	Full Time	The Oldham College	47	0	-47
10061605	Certificate in Swedish Massage	L3	Full Time	The Oldham College	0	66	66
10052525	Certificate in Swedish Massage	L3	Part Time	The Oldham College	32	0	-32
10061605	Certificate in Swedish Massage	L3	Part Time	The Oldham College	0	5	5
10052562	Diploma in Anatomy and Physiology	L3	Full Time	The Oldham College	10	0	-10
10052562	Diploma in Anatomy and Physiology	L3	Part Time	The Oldham College	10	0	-10
10052598	Diploma in Aromatherapy	L3	Full Time	The Oldham College	36	0	-36
10052598	Diploma in Aromatherapy	L3	Part Time	The Oldham College	1	0	-1
10014871	Diploma in Hairdressing	L3	Full Time	The Oldham College	19	0	-19
10052586	Diploma in Holistic Therapies	L3	Full Time	The Oldham College	23	0	-23
50010475	Diploma in Holistic Therapies	L3	Full Time	The Oldham College	0	18	18
50010475	Diploma in Holistic Therapies	L3	Part Time	The Oldham College	0	1	1
10052550	Diploma in Indian Head Massage	L3	Full Time	The Oldham College	4	0	-4
10061502	Diploma in Indian Head Massage	L3	Full Time	The Oldham College	0	1	1
10052550	Diploma in Indian Head Massage	L3	Part Time	The Oldham College	24	0	-24
10061502	Diploma in Indian Head Massage	L3	Part Time	The Oldham College	0	2	2
10062257	Diploma in Stone Therapy	L3	Part Time	The Oldham College	0	1	1
10052628	Diploma in Theatrical and Media Make-Up	L3	Full Time	The Oldham College	14	0	-14
10062312	Diploma in Theatrical and Media Make-Up	L3	Full Time	The Oldham College	0	16	16
10052628	Diploma in Theatrical and Media Make-Up	L3	Part Time	The Oldham College	15	0	-15
10062312	Diploma in Theatrical and Media Make-Up	L3	Part Time	The Oldham College	0	16	16
10032472	NVQ in Barbering	L3	Full Time	The Oldham College	12	0	-12

10041618	NVQ in Beauty Therapy	L3	Full Time	The Oldham College	39	29	-10
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	The Oldham College	1	0	-1
10032459	NVQ in Hairdressing	L3	Full Time	The Oldham College	0	14	14
10032459	NVQ in Hairdressing	L3	Part Time	The Oldham College	9	0	-9
10053852	NVQ in Professional Cookery	L3	Full Time	The Oldham College	5	4	-1
10053852	NVQ in Professional Cookery	L3	Part Time	The Oldham College	0	1	1
Z9V1307C	Additional 1 NVQ/GNVQ unit, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Trafford College	0	38	38
C9V1309C	Additional 1 NVQ/GNVQ unit, Level 3, PW C, area of learning 9	L3	Full Time	Trafford College	13	0	-13
10062282	Award in Practical Supervision of Food Safety in Catering	L3	Part Time	Trafford College	0	44	44
10060753	Award in Supervising Food Safety in Catering	L3	Full Time	Trafford College	0	19	19
10060753	Award in Supervising Food Safety in Catering	L3	Part Time	Trafford College	0	5	5
10018694	BTEC Certificate in Hospitality Customer Relations	L3	Full Time	Trafford College	0	1	1
10015590	BTEC National Certificate in Hospitality Supervision	L3	Full Time	Trafford College	4	2	-2
10015589	BTEC National Diploma in Hospitality Supervision	L3	Full Time	Trafford College	17	23	6
10052513	Certificate in Reflexology Techniques	L3	Full Time	Trafford College	2	0	-2
10052513	Certificate in Reflexology Techniques	L3	Part Time	Trafford College	64	0	-64
10052525	Certificate in Swedish Massage	L3	Full Time	Trafford College	78	0	-78
10061605	Certificate in Swedish Massage	L3	Full Time	Trafford College	0	125	125
10052525	Certificate in Swedish Massage	L3	Part Time	Trafford College	85	0	-85
10061605	Certificate in Swedish Massage	L3	Part Time	Trafford College	0	74	74
ZN13074B	Conversion Code: EDEXCEL BTEC National Award to Certificate, SSA 7.4, PWF B	L3	Full Time	Trafford College	0	18	18
10052641	Diploma in Body Massage	L3	Full Time	Trafford College	10	0	-10
10018335	Diploma in Holistic Body Therapies	L3	Full Time	Trafford College	27	32	5
50010475	Diploma in Holistic Therapies	L3	Full Time	Trafford College	0	11	11
10052550	Diploma in Indian Head Massage	L3	Full Time	Trafford College	5	0	-5
10061502	Diploma in Indian Head Massage	L3	Full Time	Trafford College	0	2	2
10052550	Diploma in Indian Head Massage	L3	Part Time	Trafford College	26	0	-26
10061502	Diploma in Indian Head Massage	L3	Part Time	Trafford College	0	40	40
1002587X	Diploma in Spa Treatments	L3	Full Time	Trafford College	3	0	-3
1002587X	Diploma in Spa Treatments	L3	Part Time	Trafford College	8	5	-3
10052136	Diploma in Stone Therapy Massage	L3	Full Time	Trafford College	4	5	1
10052136	Diploma in Stone Therapy Massage	L3	Part Time	Trafford College	20	23	3
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and	L3	Full Time	Trafford College	1	3	2

	Commercial Enterprise (SSA 7), PW C						
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Trafford College	46	67	21
230027	Nutrition and Weight Management Certificate	L3	Full Time	Trafford College	0	3	3
230027	Nutrition and Weight Management Certificate	L3	Part Time	Trafford College	1	0	-1
10041618	NVQ in Beauty Therapy	L3	Full Time	Trafford College	94	70	-24
Q1051479	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Full Time	Trafford College	14	3	-11
Q1051479	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	Trafford College	8	3	-5
Q1051481	NVQ in Food Preparation and Cooking (Patisserie and Confectionery)	L3	Full Time	Trafford College	15	6	-9
Q1051481	NVQ in Food Preparation and Cooking (Patisserie and Confectionery)	L3	Part Time	Trafford College	1	0	-1
10032459	NVQ in Hairdressing	L3	Full Time	Trafford College	14	16	2
10032459	NVQ in Hairdressing	L3	Part Time	Trafford College	5	10	5
10023136	NVQ in Hospitality Supervision	L3	Full Time	Trafford College	16	9	-7
10023136	NVQ in Hospitality Supervision	L3	Part Time	Trafford College	45	41	-4
10041783	NVQ in Nail Services	L3	Full Time	Trafford College	0	6	6
10053694	NVQ in Professional Cookery	L3	Full Time	Trafford College	0	20	20
10053694	NVQ in Professional Cookery	L3	Part Time	Trafford College	0	8	8
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Trafford College	2	4	2
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Trafford College	2	0	-2
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	Full Time	Wigan and Leigh College	8	0	-8
10052549	Certificate in Aromatherapy Massage	L3	Part Time	Wigan and Leigh College	27	0	-27
10052513	Certificate in Reflexology Techniques	L3	Part Time	Wigan and Leigh College	16	0	-16
10052525	Certificate in Swedish Massage	L3	Full Time	Wigan and Leigh College	13	0	-13
10061605	Certificate in Swedish Massage	L3	Full Time	Wigan and Leigh College	0	19	19
10052525	Certificate in Swedish Massage	L3	Part Time	Wigan and Leigh College	20	0	-20
10052598	Diploma in Aromatherapy	L3	Part Time	Wigan and Leigh College	8	0	-8
10025248	Diploma in Indian Head Massage	L3	Full Time	Wigan and Leigh College	1	0	-1
10052550	Diploma in Indian Head Massage	L3	Full Time	Wigan and Leigh College	8	0	-8
10025248	Diploma in Indian Head Massage	L3	Part Time	Wigan and Leigh College	17	0	-17
10052550	Diploma in Indian Head Massage	L3	Part Time	Wigan and Leigh College	29	0	-29
10061502	Diploma in Indian Head Massage	L3	Part Time	Wigan and Leigh College	0	30	30

10052537	Diploma in Non-Medical Nutritional Advice	L3	Full Time	Wigan and Leigh College	1	0	-1
10052537	Diploma in Non-Medical Nutritional Advice	L3	Part Time	Wigan and Leigh College	14	0	-14
10041618	NVQ in Beauty Therapy	L3	Full Time	Wigan and Leigh College	36	29	-7
Q1051710	NVQ in Food Preparation and Cooking (General)	L3	Full Time	Wigan and Leigh College	13	9	-4
Q1051710	NVQ in Food Preparation and Cooking (General)	L3	Part Time	Wigan and Leigh College	1	0	-1
10032459	NVQ in Hairdressing	L3	Full Time	Wigan and Leigh College	2	0	-2
10032459	NVQ in Hairdressing	L3	Part Time	Wigan and Leigh College	13	12	-1
10024293	NVQ in Hospitality Supervision	L3	Part Time	Wigan and Leigh College	3	0	-3
10041783	NVQ in Nail Services	L3	Full Time	Wigan and Leigh College	24	20	-4
10041783	NVQ in Nail Services	L3	Part Time	Wigan and Leigh College	18	17	-1
10041795	NVQ in Spa Therapy	L3	Full Time	Wigan and Leigh College	14	32	18
10041795	NVQ in Spa Therapy	L3	Part Time	Wigan and Leigh College	0	1	1
TOTAL					3,784	3,093	-691

#### 4 Annex 2: Background LSC data, 2006-2007: Retail and Commercial Enterprise Sorted by qualification

Learning Aim	Course Title	Level	Mode	Provider	Number of learners
Z9V1307C	Additional 1 NVQ/GNVQ unit, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Trafford College	38
Z9V3307C	Additional 3 NVQ/GNVQ units, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Pendleton College	1
Z9V4307C	Additional 4 NVQ/GNVQ units, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	Full Time	Pendleton College	1
10050061	Award in Commercial Property Agency	L3	Part Time	MANCAT	24
10062282	Award in Practical Supervision of Food Safety in Catering	L3	Part Time	Trafford College	44
10026757	Award in Residential Lettings and Property Management	L3	Full Time	MANCAT	2
10026757	Award in Residential Lettings and Property Management	L3	Part Time	MANCAT	135
10026769	Award in Sale of Residential Property	L3	Full Time	MANCAT	7
10026769	Award in Sale of Residential Property	L3	Part Time	MANCAT	255
10060753	Award in Supervising Food Safety in Catering	L3	Full Time	MANCAT	2
10060753	Award in Supervising Food Safety in Catering	L3	Part Time	MANCAT	23
10060753	Award in Supervising Food Safety in Catering	L3	Full Time	Trafford College	19
10060753	Award in Supervising Food Safety in Catering	L3	Part Time	Trafford College	5
10018694	BTEC Certificate in Hospitality Customer Relations	L3	Full Time	Trafford College	1
10030438	BTEC National Award in Retail	L3	Full Time	Hopwood Hall College	20
10018669	BTEC National Certificate in Beauty Therapy Sciences	L3	Full Time	Stockport College of Further and Higher Education	18
10015590	BTEC National Certificate in Hospitality Supervision	L3	Full Time	Trafford College	2
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	Full Time	City College Manchester	33
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	Full Time	Stockport College of Further and Higher Education	13
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	Full Time	Tameside College	40
10015589	BTEC National Diploma in Hospitality Supervision	L3	Full Time	MANCAT	7
10015589	BTEC National Diploma in Hospitality Supervision	L3	Full Time	Tameside College	11
10015589	BTEC National Diploma in Hospitality Supervision	L3	Full Time	Trafford College	23
10054091	Certificate in National Lottery Retail Management Skills	L3	Part Time	City College Manchester	4

10061605	Certificate in Swedish Massage	L3	Full Time	Bury College	17
10061605	Certificate in Swedish Massage	L3	Part Time	City College Manchester	16
10061605	Certificate in Swedish Massage	L3	Part Time	Hopwood Hall College	29
10061605	Certificate in Swedish Massage	L3	Full Time	Pendleton College	7
10061605	Certificate in Swedish Massage	L3	Part Time	Pendleton College	28
10061605	Certificate in Swedish Massage	L3	Full Time	Salford College	1
10061605	Certificate in Swedish Massage	L3	Part Time	Salford College	18
10061605	Certificate in Swedish Massage	L3	Full Time	Stockport College of Further and Higher Education	1
10061605	Certificate in Swedish Massage	L3	Part Time	Stockport College of Further and Higher Education	1
10061605	Certificate in Swedish Massage	L3	Full Time	Tameside College	4
10061605	Certificate in Swedish Massage	L3	Part Time	Tameside College	87
10061605	Certificate in Swedish Massage	L3	Full Time	The Oldham College	66
10061605	Certificate in Swedish Massage	L3	Part Time	The Oldham College	5
10061605	Certificate in Swedish Massage	L3	Full Time	Trafford College	125
10061605	Certificate in Swedish Massage	L3	Part Time	Trafford College	74
10061605	Certificate in Swedish Massage	L3	Full Time	Wigan and Leigh College	19
ZN13071A	Conversion Code: EDEXCEL BTEC National Award to Certificate, SSA 7.1, PWF A	L3	Full Time	Hopwood Hall College	5
ZN13074B	Conversion Code: EDEXCEL BTEC National Award to Certificate, SSA 7.4, PWF B	L3	Full Time	Trafford College	18
ZN33071A	Conversion Code: EDEXCEL BTEC National Award to Diploma, SSA 7.1, PWF A	L3	Full Time	Hopwood Hall College	6
ZN23071A	Conversion Code: EDEXCEL BTEC National Certificate to Diploma, SSA 7.1, PWF A	L3	Full Time	Pendleton College	37
10058667	Diploma in Hairdressing	L3	Full Time	Hopwood Hall College	7
10018335	Diploma in Holistic Body Therapies	L3	Full Time	Trafford College	32
50010475	Diploma in Holistic Therapies	L3	Full Time	Bury College	19
50010475	Diploma in Holistic Therapies	L3	Full Time	Stockport College of Further and Higher Education	36
50010475	Diploma in Holistic Therapies	L3	Full Time	Tameside College	20
50010475	Diploma in Holistic Therapies	L3	Full Time	The Oldham College	18
50010475	Diploma in Holistic Therapies	L3	Part Time	The Oldham College	1
50010475	Diploma in Holistic Therapies	L3	Full Time	Trafford College	11
10061502	Diploma in Indian Head Massage	L3	Full Time	Bury College	14
10061502	Diploma in Indian Head Massage	L3	Full Time	City College Manchester	2

10061502	Diploma in Indian Head Massage	L3	Part Time	City College Manchester	59
10061502	Diploma in Indian Head Massage	L3	Full Time	Salford College	16
10061502	Diploma in Indian Head Massage	L3	Part Time	Salford College	22
10061502	Diploma in Indian Head Massage	L3	Full Time	Stockport College of Further and Higher Education	18
10061502	Diploma in Indian Head Massage	L3	Part Time	Stockport College of Further and Higher Education	1
10061502	Diploma in Indian Head Massage	L3	Full Time	Tameside College	20
10061502	Diploma in Indian Head Massage	L3	Part Time	Tameside College	43
10061502	Diploma in Indian Head Massage	L3	Full Time	The Oldham College	1
10061502	Diploma in Indian Head Massage	L3	Part Time	The Oldham College	2
10061502	Diploma in Indian Head Massage	L3	Full Time	Trafford College	2
10061502	Diploma in Indian Head Massage	L3	Part Time	Trafford College	40
10061502	Diploma in Indian Head Massage	L3	Part Time	Wigan and Leigh College	30
1002587X	Diploma in Spa Treatments	L3	Part Time	Trafford College	5
10062257	Diploma in Stone Therapy	L3	Full Time	Tameside College	7
10062257	Diploma in Stone Therapy	L3	Part Time	Tameside College	13
10062257	Diploma in Stone Therapy	L3	Part Time	The Oldham College	1
10052136	Diploma in Stone Therapy Massage	L3	Full Time	Trafford College	5
10052136	Diploma in Stone Therapy Massage	L3	Part Time	Trafford College	23
10062312	Diploma in Theatrical and Media Make-Up	L3	Full Time	City College Manchester	18
10062312	Diploma in Theatrical and Media Make-Up	L3	Full Time	Hopwood Hall College	12
10052628	Diploma in Theatrical and Media Make-Up	L3	Part Time	Hopwood Hall College	4
10062312	Diploma in Theatrical and Media Make-Up	L3	Part Time	Hopwood Hall College	5
10062312	Diploma in Theatrical and Media Make-Up	L3	Full Time	The Oldham College	16
10062312	Diploma in Theatrical and Media Make-Up	L3	Part Time	The Oldham College	16
260036	GCE A2 Level Home Economics	L3	Full Time	Aquinas College	7
1000614X	GCE AS Level Home Economics	L3	Full Time	Aquinas College	12
10029278	Higher Professional Certificate in Technical Salon Management	L4+	Full Time	Bolton Community College	14
10029266	Higher Professional Diploma in Technical Salon Management	L4+	Full Time	Bolton Community College	1
10029266	Higher Professional Diploma in Technical Salon Management	L4+	Part Time	Bolton Community College	1
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Bolton Community College	4
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Bolton Community College	19
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and	L3	Full Time	City College Manchester	2

	Commercial Enterprise (SSA 7), PW C				
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	City College Manchester	1
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Trafford College	3
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Trafford College	67
230027	Nutrition and Weight Management Certificate	L3	Full Time	Trafford College	3
10041618	NVQ in Beauty Therapy	L3	Full Time	Bolton Community College	29
10041618	NVQ in Beauty Therapy	L3	Part Time	Bolton Community College	1
10041618	NVQ in Beauty Therapy	L3	Full Time	Bury College	36
10047529	NVQ in Beauty Therapy	L3	Full Time	City College Manchester	33
10041618	NVQ in Beauty Therapy	L3	Full Time	Hopwood Hall College	10
10041618	NVQ in Beauty Therapy	L3	Part Time	Hopwood Hall College	13
10041618	NVQ in Beauty Therapy	L3	Full Time	MANCAT	21
1004307X	NVQ in Beauty Therapy	L3	Full Time	Pendleton College	47
1004307X	NVQ in Beauty Therapy	L3	Full Time	Salford College	19
1004307X	NVQ in Beauty Therapy	L3	Part Time	Salford College	10
10041618	NVQ in Beauty Therapy	L3	Full Time	Stockport College of Further and Higher Education	15
1004307X	NVQ in Beauty Therapy	L3	Full Time	Stockport College of Further and Higher Education	18
1004307X	NVQ in Beauty Therapy	L3	Part Time	Stockport College of Further and Higher Education	7
10041618	NVQ in Beauty Therapy	L3	Full Time	Tameside College	38
10041618	NVQ in Beauty Therapy	L3	Part Time	Tameside College	2
10041618	NVQ in Beauty Therapy	L3	Full Time	The Oldham College	29
10041618	NVQ in Beauty Therapy	L3	Full Time	Trafford College	70
10041618	NVQ in Beauty Therapy	L3	Full Time	Wigan and Leigh College	29
10021061	NVQ in Distribution, Warehousing and Storage Operations	L3	Part Time	City College Manchester	1
10021140	NVQ in Distribution, Warehousing and Storage Operations	L3	Part Time	Economic Solutions Ltd	16
Q1051710	NVQ in Food Preparation and Cooking (General)	L3	Full Time	Wigan and Leigh College	9
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	Bury College	5
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	Tameside College	5
Q1051479	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Full Time	Trafford College	3
Q1051479	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Part Time	Trafford College	3
Q1051481	NVQ in Food Preparation and Cooking (Patisserie and	L3	Full Time	Trafford College	6

	Confectionery)				
10032459	NVQ in Hairdressing	L3	Full Time	Bolton Community College	15
10032459	NVQ in Hairdressing	L3	Full Time	Bury College	18
10032459	NVQ in Hairdressing	L3	Full Time	City College Manchester	35
10032459	NVQ in Hairdressing	L3	Part Time	City College Manchester	10
10032459	NVQ in Hairdressing	L3	Full Time	Hopwood Hall College	7
10032459	NVQ in Hairdressing	L3	Full Time	MANCAT	8
10032459	NVQ in Hairdressing	L3	Full Time	Pendleton College	31
10032319	NVQ in Hairdressing	L3	Full Time	Salford College	21
10032319	NVQ in Hairdressing	L3	Full Time	Stockport College of Further and Higher Education	27
10032459	NVQ in Hairdressing	L3	Full Time	Tameside College	23
10032459	NVQ in Hairdressing	L3	Part Time	Tameside College	5
10032459	NVQ in Hairdressing	L3	Full Time	The Oldham College	14
10032459	NVQ in Hairdressing	L3	Full Time	Trafford College	16
10032459	NVQ in Hairdressing	L3	Part Time	Trafford College	10
10032459	NVQ in Hairdressing	L3	Part Time	Wigan and Leigh College	12
10023136	NVQ in Hospitality Supervision	L3	Full Time	Bolton Community College	2
10024293	NVQ in Hospitality Supervision	L3	Full Time	Bury College	9
10024293	NVQ in Hospitality Supervision	L3	Part Time	Hopwood Hall College	1
10024293	NVQ in Hospitality Supervision	L3	Part Time	MANCAT	9
10024293	NVQ in Hospitality Supervision	L3	Full Time	Pendleton College	5
10024293	NVQ in Hospitality Supervision	L3	Part Time	Pendleton College	5
10023136	NVQ in Hospitality Supervision	L3	Full Time	Stockport College of Further and Higher Education	1
10023136	NVQ in Hospitality Supervision	L3	Full Time	Trafford College	9
10023136	NVQ in Hospitality Supervision	L3	Part Time	Trafford College	41
10041783	NVQ in Nail Services	L3	Full Time	Bolton Community College	12
10050693	NVQ in Nail Services	L3	Full Time	City College Manchester	18
10041783	NVQ in Nail Services	L3	Full Time	Hopwood Hall College	9
10041783	NVQ in Nail Services	L3	Full Time	MANCAT	22
10041783	NVQ in Nail Services	L3	Part Time	MANCAT	1
10041783	NVQ in Nail Services	L3	Full Time	Stockport College of Further and Higher Education	14
10041783	NVQ in Nail Services	L3	Full Time	Tameside College	26
10041783	NVQ in Nail Services	L3	Part Time	Tameside College	3

10041783	NVQ in Nail Services	L3	Full Time	Trafford College	6
10041783	NVQ in Nail Services	L3	Full Time	Wigan and Leigh College	20
10041783	NVQ in Nail Services	L3	Part Time	Wigan and Leigh College	17
10053852	NVQ in Professional Cookery	L3	Full Time	Hopwood Hall College	6
10053852	NVQ in Professional Cookery	L3	Part Time	Hopwood Hall College	16
10053852	NVQ in Professional Cookery	L3	Part Time	MANCAT	13
10053694	NVQ in Professional Cookery	L3	Full Time	Stockport College of Further and Higher Education	3
10053852	NVQ in Professional Cookery	L3	Full Time	Tameside College	3
10053852	NVQ in Professional Cookery	L3	Part Time	Tameside College	5
10053852	NVQ in Professional Cookery	L3	Full Time	The Oldham College	4
10053852	NVQ in Professional Cookery	L3	Part Time	The Oldham College	1
10053694	NVQ in Professional Cookery	L3	Full Time	Trafford College	20
10053694	NVQ in Professional Cookery	L3	Part Time	Trafford College	8
10062245	NVQ in Retail	L3	Part Time	City College Manchester	2
10021127	NVQ in Retail Operations	L3	Part Time	Economic Solutions Ltd	1
10041795	NVQ in Spa Therapy	L3	Full Time	Wigan and Leigh College	32
10041795	NVQ in Spa Therapy	L3	Part Time	Wigan and Leigh College	1
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Bolton Community College	7
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Bolton Community College	18
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	City College Manchester	6
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Salford College	18
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Part Time	Salford College	3
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	Full Time	Trafford College	4
TOTAL					3,093

## 5 Annex 3: Background LSC data, 2006-2007: Retail and Commercial Enterprise Qualification List

Learning Aim	Course Title	Level	Number of learners
Z9V1307C	Additional 1 NVQ/GNVQ unit, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	38
Z9V3307C	Additional 3 NVQ/GNVQ units, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	1
Z9V4307C	Additional 4 NVQ/GNVQ units, Level 3, PW C, Retail and Commercial Enterprise (SSA 7)	L3	1
10050061	Award in Commercial Property Agency	L3	24
10062282	Award in Practical Supervision of Food Safety in Catering	L3	44
10026757	Award in Residential Lettings and Property Management	L3	137
10026769	Award in Sale of Residential Property	L3	262
10060753	Award in Supervising Food Safety in Catering	L3	49
10018694	BTEC Certificate in Hospitality Customer Relations	L3	1
10030438	BTEC National Award in Retail	L3	20
10018669	BTEC National Certificate in Beauty Therapy Sciences	L3	18
10015590	BTEC National Certificate in Hospitality Supervision	L3	2
10018657	BTEC National Diploma in Beauty Therapy Sciences	L3	86
10015589	BTEC National Diploma in Hospitality Supervision	L3	41
10054091	Certificate in National Lottery Retail Management Skills	L3	4
10061605	Certificate in Swedish Massage	L3	498
ZN13071A	Conversion Code: EDEXCEL BTEC National Award to Certificate, SSA 7.1, PWF A	L3	5
ZN13074B	Conversion Code: EDEXCEL BTEC National Award to Certificate, SSA 7.4, PWF B	L3	18
ZN33071A	Conversion Code: EDEXCEL BTEC National Award to Diploma, SSA 7.1, PWF A	L3	6
ZN23071A	Conversion Code: EDEXCEL BTEC National Certificate to Diploma, SSA 7.1, PWF A	L3	37
10058667	Diploma in Hairdressing	L3	7
10018335	Diploma in Holistic Body Therapies	L3	32
50010475	Diploma in Holistic Therapies	L3	105
10061502	Diploma in Indian Head Massage	L3	270
1002587X	Diploma in Spa Treatments	L3	5
10062257	Diploma in Stone Therapy	L3	21
10052136	Diploma in Stone Therapy Massage	L3	28

10052628	Diploma in Theatrical and Media Make-Up	L3	4
10062312	Diploma in Theatrical and Media Make-Up	L3	67
260036	GCE A2 Level Home Economics	L3	7
1000614X	GCE AS Level Home Economics	L3	12
10029278	Higher Professional Certificate in Technical Salon Management	L4+	14
10029266	Higher Professional Diploma in Technical Salon Management	L4+	2
Z9OP307C	Non-externally certificated FE other provision, Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	96
230027	Nutrition and Weight Management Certificate	L3	3
10047529	NVQ in Beauty Therapy	L3	33
1004307X	NVQ in Beauty Therapy	L3	101
10041618	NVQ in Beauty Therapy	L3	293
10021061	NVQ in Distribution, Warehousing and Storage Operations	L3	1
10021140	NVQ in Distribution, Warehousing and Storage Operations	L3	16
Q1051710	NVQ in Food Preparation and Cooking (General)	L3	9
Q1051479	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	6
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	10
Q1051481	NVQ in Food Preparation and Cooking (Patisserie and Confectionery)	L3	6
10032319	NVQ in Hairdressing	L3	48
10032459	NVQ in Hairdressing	L3	204
10024293	NVQ in Hospitality Supervision	L3	29
10023136	NVQ in Hospitality Supervision	L3	53
10050693	NVQ in Nail Services	L3	18
10041783	NVQ in Nail Services	L3	130
10053694	NVQ in Professional Cookery	L3	31
10053852	NVQ in Professional Cookery	L3	48
10062245	NVQ in Retail	L3	2
10021127	NVQ in Retail Operations	L3	1
10041795	NVQ in Spa Therapy	L3	33
ZUNA307C	Unitisation (approved external qualification) Level 3, Retail and Commercial Enterprise (SSA 7), PW C	L3	56
		TOTAL	3,093

## 6 Annex 4: Background LSC WBL data, 2006-2007: Retail and Commercial Enterprise

### Qualification List

Learning Aim	Course Title	Level	Provider	Number of learners
10021061	NVQ in Distribution, Warehousing and Storage Operations	L3	Alliance Learning Ltd	1
10021085	NVQ in Distribution, Warehousing and Storage Operations	L3	Alliance Learning Ltd	1
10061885	NVQ in Retail	L3	Blue Training Ltd	1
10032459	NVQ in Hairdressing	L3	Bolton Community College	9
10021140	NVQ in Distribution, Warehousing and Storage Operations	L3	Bury College	1
10032459	NVQ in Hairdressing	L3	Bury College	12
10024293	NVQ in Hospitality Supervision	L3	Bury College	7
10032459	NVQ in Hairdressing	L3	City College Manchester	4
10021140	NVQ in Distribution, Warehousing and Storage Operations	L3	Economic Solutions Ltd	5
10032459	NVQ in Hairdressing	L3	Economic Solutions Ltd	55
Q1050531	NVQ in Hairdressing	L3	Economic Solutions Ltd	2
1006204X	NVQ in Retail	L3	General Physics (UK) Ltd	1
10021048	NVQ in Retail Operations	L3	General Physics (UK) Ltd	1
10021103	NVQ in Retail Operations	L3	General Physics (UK) Ltd	7
10032459	NVQ in Hairdressing	L3	Graham Austin Training Ltd	42
Q1050531	NVQ in Hairdressing	L3	Graham Austin Training Ltd	1
10024293	NVQ in Hospitality Supervision	L3	HCTC Ltd	29
10024621	NVQ in Hospitality Supervision	L3	HCTC Ltd	39
10053852	NVQ in Professional Cookery	L3	HCTC Ltd	6
10058771	NVQ in Professional Cookery	L3	HCTC Ltd	3
10041618	NVQ in Beauty Therapy	L3	Hopwood Hall College	1
10032459	NVQ in Hairdressing	L3	Hopwood Hall College	1
10053852	NVQ in Professional Cookery	L3	Hopwood Hall College	5
10025832	NVQ in Driving Goods Vehicles	L3	Manchester Training Ltd	2
10031819	NVQ in Driving Goods Vehicles	L3	Manchester Training Ltd	1
10032459	NVQ in Hairdressing	L3	Michael John Training Ltd	68
10032459	NVQ in Hairdressing	L3	Michael McCormack	106

Q1050531	NVQ in Hairdressing	L3	Michael McCormack	1
10061885	NVQ in Retail	L3	National Council on Ageing	1
10021127	NVQ in Retail Operations	L3	National Council on Ageing	2
10023136	NVQ in Hospitality Supervision	L3	North Lancs. Training Group Ltd	21
10042386	NVQ in Storage and Warehousing	L3	North Lancs. Training Group Ltd	7
10021061	NVQ in Distribution, Warehousing and Storage Operations	L3	Oldham Engineering Group Training Association Ltd	1
10032459	NVQ in Hairdressing	L3	Proco Enterprises Ltd	2
1001777X	NVQ in Food Preparation and Cooking (General)	L3	Protocol Skills Ltd	1
10024621	NVQ in Hospitality Supervision	L3	Protocol Skills Ltd	7
1006204X	NVQ in Retail	L3	Protocol Skills Ltd	8
10021103	NVQ in Retail Operations	L3	Protocol Skills Ltd	7
10061885	NVQ in Retail	L3	Quantica PLC	1
10061885	NVQ in Retail	L3	Sheffield Trainers Ltd	3
10041618	NVQ in Beauty Therapy	L3	Stockport College of Further and Higher Education	10
10032319	NVQ in Hairdressing	L3	Stockport College of Further and Higher Education	17
10041618	NVQ in Beauty Therapy	L3	Tameside College	1
10032459	NVQ in Hairdressing	L3	Tameside College	21
Q1050531	NVQ in Hairdressing	L3	Tameside College	1
10032459	NVQ in Hairdressing	L3	The Oldham College	18
10061885	NVQ in Retail	L3	Touchstone Learning and Skills Ltd	3
10021127	NVQ in Retail Operations	L3	Touchstone Learning and Skills Ltd	5
Q1051479	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	Trafford College	8
10032459	NVQ in Hairdressing	L3	Trafford College	5
10053694	NVQ in Professional Cookery	L3	Trafford College	6
10032459	NVQ in Hairdressing	L3	Venture Learning Ltd	59
Q1051708	NVQ in Food Preparation and Cooking (Kitchen and Larder Work)	L3	VT Training PLC	2
Q1051709	NVQ in Food Preparation and Cooking (Patisserie and Confectionery)	L3	VT Training PLC	1
10024293	NVQ in Hospitality Supervision	L3	VT Training PLC	92
10053852	NVQ in Professional Cookery	L3	VT Training PLC	6
10032459	NVQ in Hairdressing	L3	Wigan and Leigh College	15
10024293	NVQ in Hospitality Supervision	L3	Wigan and Leigh College	1
10021127	NVQ in Retail Operations	L3	YMCA Training	2
TOTAL				746