# VQA Factsheet

## T Level Foundation Course in Sales, Marketing and Procurement

| Course Information | |
|---|---|
| **Course title:** | VQA T Level Foundation Course in Sales, Marketing, and Procurement |
| **Course type:** | Level 2 VQA Endorsed Course (unregulated) |
| **Target audience:** | Students aged 16-19 with the potential to progress onto a T Level with the extra support and preparation that an additional year can provide |
| **Guided learning hours (GLH):** | 150 |
| **Grading model:** | Pass/Fail |
| **Course fee:** | £45 |

### Features of a T Level Foundation Course

**Preparation for T Levels:** a one-year course, completed as part of a foundation year, designed to provide students with a strong foundation in the knowledge and skills directly relevant to their chosen T Level route, preparing them for level 3 study.

**Development of Core Skills:** the course embeds essential English, maths, and digital skills, ensuring that students develop literacy and numeracy skills that are key to academic success and in the workplace.

**Workplace Experience:** students will benefit from a work experience opportunity or experience of a simulated work environment, providing an opportunity to apply their learning in a practical context.

**Professional Behaviours:** The course introduces students to professional behaviours expected in the workplace, including communication, teamwork, and time management.

**Progression Opportunities:** Successful completion of the Foundation Course, together with the other components of the foundation year to include English and maths, will support students to progress to a T Level, apprenticeship, or employment.

### Focus of the Sales, Marketing and Procurement T Level Foundation Course

- introduces core theories, concepts, and principles relevant to the T Level in Marketing
- develops technical skills such as research and asset creation linked to marketing practice
- builds transferable skills including communication, numeracy, and digital skills applicable in wider business contexts
- provides insight into marketing occupations, such as brand and promotional management, and their working environments

- highlights collaboration with sales, operations, PR, IT, and interactions with external partners.