



What are VRQs?

Vocationally Related Qualifications (VRQs) are nationally recognised qualifications which follow the traditional study process of teach, practice, assess. ISMM VRQs are based on the National Occupational Standards for Sales and are applicable to individuals at any stage of a career in sales. They can also be studied effectively by individuals not yet working in sales, for example school and college students or people wishing to change career. VRQs can be studied at college, with a private training provider, in the workplace or through distance or online learning

The focus of a VRQ is on learning new skills and knowledge. Unlike NVQs, there is no requirement for a portfolio of evidence to be built. To achieve a VRQ a student is required to complete a series of practical and written assignments that demonstrate their knowledge and understanding. For ISMM VRQs these assignments are usually in the form of a written report, a presentation or a roleplay.

Are VRQs fundable?

ISMM VRQs are listed on the Learning Aims Database as eligible for Learning and Skills Council (LSC) funding. Centres approved for funding by the LSC can apply for funding as ISMM VRQs are listed in Section 96 and Section 97.