

# Unit 14: Working with and Leading People

Learning hours: 60

NQF level 4: BTEC Higher National – H2

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## Description of unit

This unit develops the knowledge and skills needed to work with and lead people. The unit recognises that leadership operates within the internal framework of organisational values, culture, policies and practices. It also recognises that, externally, leadership should meet the requirements of current legislation and ensure ethical and environmentally friendly behaviour.

The unit also considers the requirements for recruitment, selection and retention. It examines team working and leadership roles and identifies the work and development needs of individuals in the workplace.

## Summary of learning outcomes

**To achieve this unit a learner must:**

- 1 Explore **recruitment, selection and retention procedures**
- 2 Understand how to **build winning teams**
- 3 Evaluate the styles and impact of **leadership**
- 4 Analyse the **work and development needs of individuals considering performance monitoring and assessment.**