Streamline Your Path to Higher Education

Level 3 Qualification in Business & Management

ABOUT THIS Level 3 QUALIFICATION
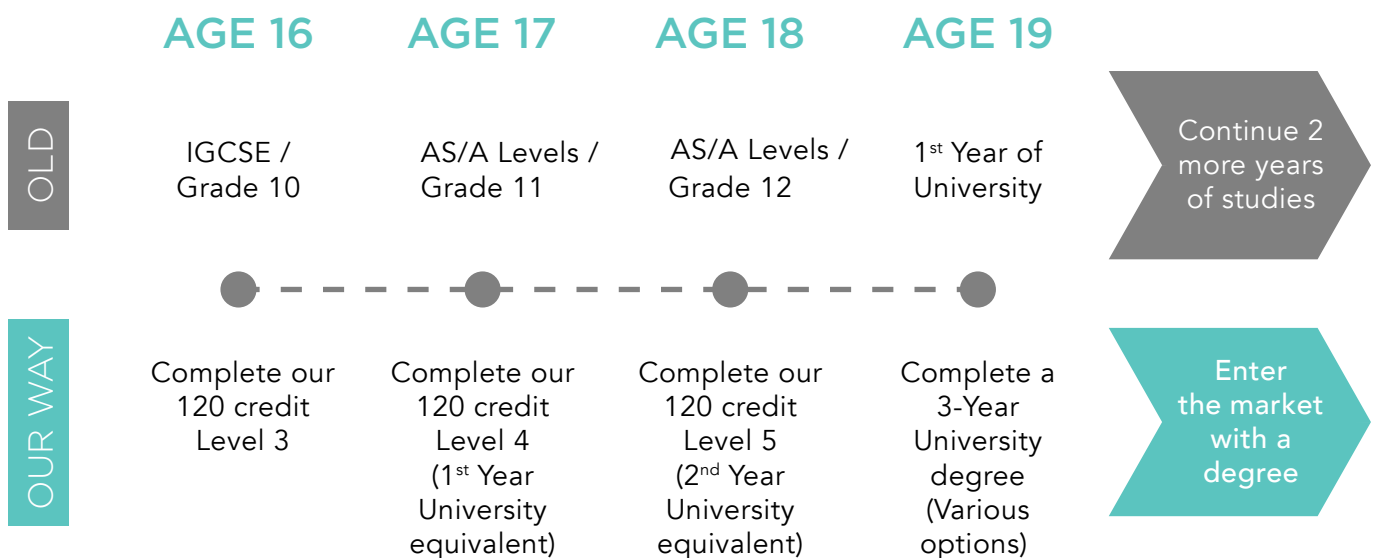
120 Credits

1,200 Total Qualification Hours

720 Guided Learning Hours

9 Modules

P.O.E Including 9 Assignments

THE POWER OF PROGRESSION

The aim is progression which will enable you to obtain internationally-recognised qualifications in less time! Credits earned through these qualifications can be used in further study applications.

Example; Two 16-year old students are working towards a 3-year degree starting in 2024.
- Student 1 follows the **OLD WAY.**
- Student 2 follows **OUR WAY.**

	AGE 16	AGE 17	AGE 18	AGE 19	
OLD	IGCSE / Grade 10	AS/A Levels / Grade 11	AS/A Levels / Grade 12	1st Year of University	Continue 2 more years of studies
OUR WAY	Complete our 120 credit Level 3	Complete our 120 credit Level 4 (1st Year University equivalent)	Complete our 120 credit Level 5 (2nd Year University equivalent)	Complete a 3-Year University degree (Various options)	Enter the market with a degree

COURSE SUMMARY

This qualification will equip you with the skills and knowledge necessary for a career in business or university study. It is the perfect choice if you are looking to pursue a degree in business management or a related field, or if you plan to start your own business.

Time: Average 12- months.
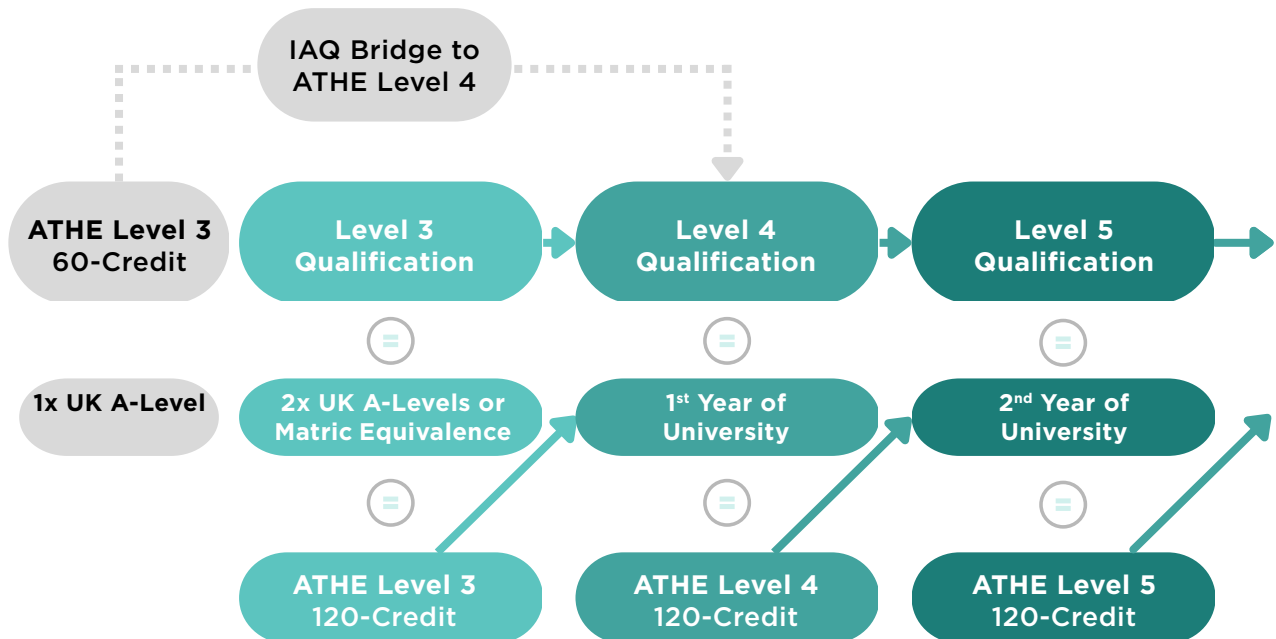
Grading: P.O.E & assignments, no exams.

Method: Distance/ Contact. Part/Full-time.

Progress: To higher qualifications in less time.

QUALIFICATION EQUIVALENCE

The **International Access Qualification (IAQ)** will enable you to pursue certificates, diplomas, and degree programmes at multiple academic institutions internationally.

This ATHE Certificate in Business & Management is designed to provide various progression options to other higher institutions, first-year university or Level 4 ATHE qualifications.

IAQ Bridge to ATHE Level 4

| ATHE Level 3 60-Credit | Level 3 Qualification | Level 4 Qualification | Level 5 Qualification |

| 1x UK A-Level | 2x UK A-Levels or Matric Equivalence | 1st Year of University | 2nd Year of University |

| ATHE Level 3 120-Credit | ATHE Level 4 120-Credit | ATHE Level 5 120-Credit |

PROGRAMME ACCREDITATION

The qualification is fully accredited by the **Awards for Training and Higher Education (ATHE)** and is regulated by the **Office of Qualifications and Examinations Regulation (Ofqual)**.

JUST START.
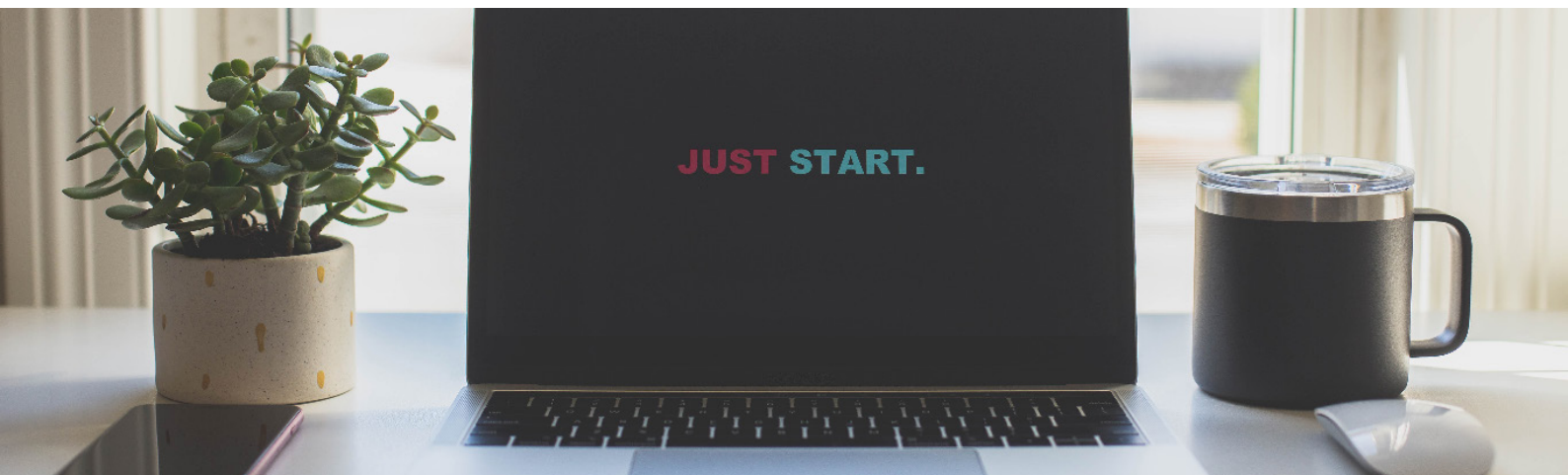
ADMISSIONS REQUIREMENTS

Our goal is to make the qualification **accessible to all** who meet the required standards by removing barriers and promoting equal opportunities.

Students 15 years or older who meet at least one of the following criteria are encouraged to apply.
• 5 or more GCSEs at grades C and above /
• Other related level 2 subjects /
• Other equivalent international qualifications

Students whose first language is not English may need to submit an English proficiency test.

TECHNICAL REQUIREMENTS

Our platform is fully technology-driven, therefore students will need a reliable PC/laptop/tablet or regular access to one.

A stable internet connection with sufficient data to access online resources and participate in programme activities will be provided.

You will also get access to a Microsoft (MS) Office 365 account, giving you access to the full MS suite along with numerous resources during the program that will assist you in completing tasks and assignments.

PROGRAMME DELIVERY

This programme can be delivered through either a distance-learning approach or contact learning, either part-time or full-time, each of which offers the support of a dedicated tutor.

Students will access the content through an interactive and engaging online platform and receive regular support from an online mentor who will guide the student on their journey to academic success.

The qualification is not examination-based and is assessed through graded assignments including self-testing exercises, continuous assessments of theory, and practical applications consisting of 9 modules and 9 written assignments.

1. The Business Environment (10 credits)

Explore the intricacies of The Business Environment where learners will cultivate a deep knowledge and understanding of the dynamic landscapes within which organisations thrive. This module serves as a foundation, fostering comprehension of the diverse and frequently intricate contexts that shape the functioning of organisations.

2. How Businesses and Organisations Work (10 credits)

Explore the inner workings of businesses and organisations in this comprehensive module. Gain a holistic overview of key business facets as you delve into the fundamentals. Develop an understanding of business objectives and structures, unravel the intricacies of effective customer service, and grasp the essentials of managing resource requirements. This module serves as a foundation, equipping learners with the knowledge and insights necessary to navigate the multifaceted landscape of business operations. Whether you're aiming to understand the core tenets or seeking a solid base for future studies, this module provides a valuable exploration of the essential elements that drive business success.

3. Business Communication (10 credits)

Unlock the power of effective communication with our Business Communication module. Delve into communication theory to cultivate a deep understanding of its principles and applications in the business context. Gain valuable knowledge, hone essential skills, and recognise the pivotal role effective communication plays in the success of any business. This module is designed to equip you with the expertise needed to navigate the intricate landscape of business communication, ensuring you excel in conveying ideas and information with impact.

4. Working in Teams (10 credits)

Unlock the essentials of effective teamwork in this comprehensive module. Explore key aspects of collaborating with others, gaining valuable insights into teams and their varied roles. Dive into practical exercises that offer learners the chance to cultivate and enhance their employability skills, ensuring a well-rounded and impactful professional journey.

5. Market Research (20 credits)

Dive deep into the core principles and practices of marketing with a specialised focus on market research in this comprehensive module. Participants will not only gain knowledge but actively apply these principles through a hands-on market research project. Elevate your research skills by seamlessly integrating them into the execution of your chosen market research project, ensuring a practical and immersive learning experience.

6. Introduction to Financial Controls in Business (15 credits)

Unlock a comprehensive understanding of financial controls with this dynamic course. Dive into the intricacies of budgets, mastering budgetary control, costings, cash flow, and fundamental ratio analysis. Take a hands-on approach as you construct simple budgets and cash flows, applying your newfound knowledge in practical scenarios. This module is your gateway to developing the skills and insights necessary to navigate the financial landscape of the business world.

7. Leading and Managing People (15 credits)

Explore the intricacies of leading and managing people as you develop a robust foundation in the concepts, principles, and skills crucial for effective leadership. Gain comprehensive knowledge and understanding that will empower you to navigate the dynamic landscape of people management.

8. Principles of Marketing and Sales (15 credits)

Unlock the realm of marketing and sales with our Principles of Marketing and Sales module. Dive deep into the foundational principles that drive successful marketing strategies, gaining invaluable knowledge and understanding. Begin honing the essential skills needed to execute effective marketing activities that make a lasting impact. This module goes beyond theory, providing you with hands-on opportmoduleies to apply these principles and skills. Through practical exercises, you'll develop a marketing mix plan, putting your newfound knowledge into action. Elevate your capabilities and set yourself on the path to becoming a proficient marketer in the dynamic world of business.

9. Human Resources (15 credits)

Unlock a comprehensive exploration of Human Resources. Delve into the intricacies of HR functions, gaining valuable insights into recruitment, selection, retention, and the ongoing monitoring and development of employees. Equip yourself with the knowledge and understanding essential for navigating the dynamic landscape of human resource management.

Total credits: 120

UNIVERSITY
PARTNERS