

IoSCM Management and Business Academy

WHY IoSCM?

Guarantee success in your industry with IoSCM. We offer every student much more than just a qualification, we provide the opportunity to grow, learn and progress as a professional with our unrivalled support network.

- The most **flexible** distance learning package in the industry, adapt the course to study at your **own pace** and in your **own time**
- An **easy to use**, accessible online learning platform which provides **unlimited access** to customised resources and course materials
- Self-assessments, assignment preparation and **tailored tutor feedback** available at any time to provide you direction and guidance in your progress
- Access to **premium** revision and **study tools** such as timetables, planning guides, real life industry examples and useful websites
- Unlimited **1 to 1 support**, guidance and feedback from IoSCM's **industry expert tutor** team
- **First class** study materials designed and developed by **subject specialists**
- Individually assigned Student Support Liaison **dedicated** to handling all enquiries or issues throughout your studies and acting as your **personal mentor**
- **Communicate** with your appointed support team through a **range of methods** including Whatsapp, Skype, Facetime, text, email or phone call
- **Free monthly 1 to 1 workshops** available to attend in person or online
- An impressive **98% pass rate** across all qualifications
- Connect with students and **professionals across the globe**, interact on forums, offer or receive peer support and **expand your network** with IoSCM's online platforms
- Access even **more benefits** when you become a certified member of the Institute of Supply Chain Management, including **discounts and free short courses**

Spend less time and less money when you study with IoSCM. We offer the best possible chance to pass your qualification first time. In fact, we're so confident in your ability to succeed, we guarantee that if you fall into the 2% that don't pass first time, you can re-sit your study period, fully inclusive of IoSCM's signature support package, for **FREE**.

Attend **monthly workshops** for additional study support and

1 TO 1 TUITION

available **free of charge** to all students

Communicate with your **dedicated support team** through

WHATSAPP, SKYPE, FACETIME, TEXT, EMAIL OR CALL

at any time



UNLIMITED SUPPORT, GUIDANCE AND FEEDBACK

from IoSCM's **industry expert tutor** team

IoSCM Level 3 Management and Business

ABOUT THIS COURSE

The IoSCM management academy is dedicated to helping those within the management industry develop and grow their knowledge and expertise. This level 3 qualification means whether you have previously studied a lower level qualification or have experience working as a team leader, here at IoSCM we can still develop and teach you valuable topics which you can apply to your career/business.

*Through completion of the IoSCM level 3 - Management you will receive certification from IoSCM and also a regulated qualification, Level 3 in Supply Chain and Operations, via our partnership with SFEDI Awards as the Ofqual regulated Awarding Organisation.

Course Breakdown

A

Award Requirements

To gain the award you must complete 1 core unit

C

Certificate Requirements

To gain the certificate you must complete 1 core unit and any other 2 units

D

Diploma Requirements

To gain the diploma you must complete 1 core unit and any other 3 units

Equivalent

The level 3 qualification is of the same level as an A Level qualification.

All IoSCM
qualifications are
INDUSTRY RECOGNISED



Level 3 job title and
salary expectations:

JUNIOR PRODUCTION MANAGER

£25,000

LOGISTICS AND OPERATIONS TEAM LEADER

£21,000

FACILITIES MAINTENANCE SUPERVISOR

£20,000

WAREHOUSE AND TRANSPORT SUPERVISOR

£19,000

PRODUCTION CONTROLLER

£18,000

*Salaries are based on national averages
and may vary depending on location

IoSCM Level 3 Management and Business

UNIT SELECTION

Core Units

Business Improvement Techniques

- The need and application of business improvement
- Improvement Activities
- Improvement Activities Resources
- Communication

Business

- Range of Business
- Business Functions and Departments
- Quality Management Systems
- Communication
- Legislation
- Health and Safety
- Marketing

Optional Units

Leadership

- Leaders
- Objectives
- Leadership Theory
- Leaders mistakes/challenges
- Communication

Improving Team Performance

- Team Development
- Effective characteristics
- Issues encountered
- Team building
- Team evaluation

Customer Service

- Customers
- Standards
- Improvements
- Policies and procedures
- Barriers to dealing with customer complaints

Sales Fundamentals

- Importance of up-to-date information for sales planning
- Benefits and risks of information sources
- Limitations of sales related information
- Sources of information
- Collation of information
- Analytical protocol
- Provision of sales related information for target audiences

HR Management

- The Meaning and Importance of Human Resource Management (HRM)
- The Meaning and the Role of Human Resource Planning (HRP) in Organisations
- The Meaning of Human Resource Development (HRD)
- The Recruitment and Selection Process

Learning and Development within the Workplace

- Learning and Development preparation
- Positive environment
- Communication techniques
- Engagement of learners
- Monitoring

IoSCM Level 3 Management and Business

UNIT SELECTION

Optional Units

Key Account Management

- Strategic, relationship, tactical development
- Team facilitation
- Leadership
- Loyalty
- Sustainability
- Long term business relationship
- Resource Management
- Strategic direction
- Team development

Basic Finance Costing

- The role of Costing systems in organisations
- Recording and Analysing Cost Information
- Apportion Costs

Warehousing Operations

- Warehouse Departments
- Bridge Between Supply and Demand
- Warehouse Management Systems (WMS)
- Types of Warehouses
- Warehouse Location Factors

Transport Planning Operations

- Role of Transport
- Transport
- Principles of Transport Planning
- Legislation & Regulations
- Health & Safety Measures
- Transport Equipment

Supply Chain Operation

- The Supply Chain
- Relationships
- Supply Chain Components
- Logistics
- Integrated Systems

Purchasing Processes

- Organisations involved in the purchasing role
- Relationships
- Markets
- External Factors
- Purchasing

Ports and Shipping

- Types of Ports
- Port Functions
- Seaport connection and transshipment
- Maritime network considerations
- Port considerations

Manufacturing and Production

- Organising production
- Level of Demand
- Competitors
- Sales forecasting
- Production planning
- Planning using Buffer Stocks

Logistics

- Logistics services
- Aim of logistics
- Transport
- Policies and influence

Inventory Processes

- Inventory
- Purpose of Inventory
- Inventory Control Process
- Alternatives to holding Inventory

Freight

- Role of freight
- Transport
- Route Plan
- Environmental
- External influences
- Legislative

Management and Business Academy Support

SUPPORT



Unlimited Access to Industry Expert Tutors

IoSCM's Tutor Team are an amalgamation of some of the industry's finest talent. All experts within their field, the team provide preparation for your distance learning experience, assistance with your qualification and support you during each unit. Because we have tutors specialising in every sector of the industry, we have a strong perception of the requirements needed to succeed and progress within every field.



Accessible Online Delivery and Assessment

You'll gain access to a customised learning platform in which you can take mock tests, utilise a huge library of resources and interact with other students across the globe. As well as unlimited first class materials, there are self-assessments available online show the results immediately to give you direction on what you're doing well and what you might need to take another look at. You can take and retake the practise self-tests as many times as you like. By doing this, we're increasing your confidence in your ability to succeed and therefore, also ensuring you pass first time.



Flexibility and Study Methods

Because IoSCM qualifications can be studied entirely online, you can study in your own time and in the comfort of your own home. You can revisit materials and resources as often as required, simply log in to your personal learning platform. We do however, offer free monthly face to face or online workshops for you to attend if necessary. We understand that every individual is different, so we encourage you to learn at your own pace and in a way that suits you.



Pass First Time

Our support package is so important, not only because there isn't currently anyone who offers such a high level, but because we're dedicated to changing the industry statistics, IoSCM's current pass rate across our qualifications is 98%. With the unbeatable support we provide, you can spend less time and less money by increasing your chance of gaining your qualification first time. Our entire approach to learning is to guarantee your success.

INDUSTRY EXPERT TUTOR



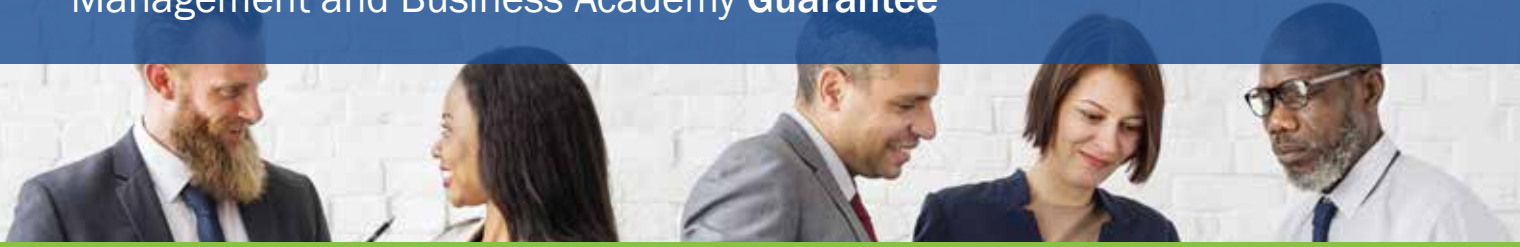
MANAGEMENT TUTOR PROFILE

A 25 Year Career in Management

- Level 7 Qualified in Leadership
- SFEDI Verification Course
- Education in Training Level 5 Certificate

"I'm passionate about supporting our learners throughout their distance learning journey. The level of support we provide, teamed with our customised approach and flexibility, guarantees success."

Management and Business Academy Guarantee



GUARANTEE

IoSCM are honoured to hold a reputation as an influential institution representing the supply chain. Renowned for the quality, expertise and talent behind our qualifications, we're determined to continue our success. Which is why we strive to preserve our impressive **98% pass rate** with an unrivalled support package for every professional.

IoSCM are confident in the standard of our qualifications, the delivery of our curriculum and the support from tutors and mentors combined with your hard work; we know it will lead you to success, first time around. So much so, that we can guarantee that if you are unsuccessful in the passing of your course, we will offer you a second opportunity to achieve your qualification free of charge

There are some conditions to the IoSCM qualification guarantee:

- You must have submitted all assignments on time
- You must have monthly contact with your assigned student mentor to ensure we have given you our full support throughout your course
- You have two years from beginning your distance learning course in order to be eligible for this guarantee. If you have studied for longer than two years, you do not qualify for a free retake
- You must book your free course within 6 weeks of your first unsuccessful attempt
- Institution fees including membership renewal and any possible examination fees are not covered by this guarantee
- Course materials will not be re-issued
- IoSCM's interpretation of these conditions shall be binding
- We reserve the right to change or withdraw this offer at any given time

We strive to preserve
our impressive

98% PASS RATE

with an **unrivalled
support package**
for every professional



With the achievement of
each level, you will

**EXPAND YOUR
EARNING POTENTIAL
AND EVOLVE YOUR
CAREER.**

Speak to us today about our
progression routes on
0800 1422 522

