

## 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 TUTORING**

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 6 Management and Business Strategy

## 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 6 qualification means whether you have previously studied a lower level qualification or have experience working as a senior manager, 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 6 - Management and Strategy you will receive certification from IoSCM and also a regulated qualification, Level 6 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
- ED** Extended Diploma Requirements  
To gain the extended diploma you must complete 1 core unit and any other 5 units

## Equivalent

The IoSCM Level 6 is of the same level as a Bachelor's Degree but without the long hours and years to complete, giving you more time to concentrate on getting that new future.

All IoSCM  
qualifications are  
**INDUSTRY RECOGNISED**



£ Level 6 job title and  
salary expectations:

**AREA MANAGER**  
£45,000

**MERCHANDISE  
PLANNING MANAGER**  
£37,000

**RETAIL AREA  
MANAGER**  
£29,000

**SAP CONSULTANT**  
£28,000

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

# IoSCM Level 6 Management and Business Strategy

## UNIT SELECTION

### Core Units

#### Management and Leadership

- Process of Management Activities
- Impact of Leadership and Management Techniques
- Risk Management
- Organisational Cultures
- Factors Impacting Time Management

### Optional Units

#### Business

- Internal and External Environment
- Operating a Marketing System
- Financial Documentation
- Change Management Processes

#### Cash Management

- Prepare cash budgets
- Use cash budgets to monitor cash flow
- Manage cash balances
- Managing liquidity and the UK financial system
- Raising finance from the bank
- Investing surplus funds
- Statistical techniques

#### Project Management

- Principles of Project Management
- Identify and Justify a Management Project
- Conducting Research and Analyse Data
- Monitor, Review and Evaluate

#### Inventory

- Strategic Role of Inventories
- Inventory Cost on Business Performance
- Managing Order Levels
- Inventory Control

#### Human Resource Management

- Responsibilities of HRM
- HRM Processes and Practices
- HRM and Performance Management
- Methods of Managing Employment Relationships
- Reward Management

#### Operations Management

- Operational Strategy
- Managing People and change in the work place
- Methods of Managing Capacity
- Operational Scheduling and Process Management
- Managing Quality

#### Production Management

- Production
- Requirement of Product Design and Production Strategy
- Location, Layout and Productivity of Manufacturing
- Forecasting, Planning and Scheduling of Production
- Purchasing and Inventory Management

#### Supply Chain Management

- Effective Supply Chains
- Meeting Strategic Objectives of an Organisation
- Value of 3PL and 4PL
- Cause of Supply Chain Failures
- Developments in Information Technology

#### Finance Management

- Balance Sheets, Income Statements and Cash Flow
- Cost vs. Value of Developing a Project
- Financial Analysis and Impact on Short and Long Term Business Plans
- Mergers and Acquisitions

# IoSCM Level 6 Management and Business Strategy

## UNIT SELECTION

### Optional Units

#### International Freight Management

- Strategic Importance of Creating an International Supply Chain
- Multimodal Freight Movement Operation
- Legislation of the International Movement of Freight
- Alternatives to Moving International Freight

#### Logistics Management

- Key Requirements of Logistics Management
- Setting up a Logistic Operation
- Benefits of Different Transport Modes
- Methods of Rationalising Logistic Operations
- Technology in Logistics

#### Ports and Shipping Management

- Shipping and Globalisation
- Value of Operating and Agile Ports
- Resource Requirements
- Containerised Shipping Operation

#### Purchasing Management

- Purchasing Environment
- Purchasing Strategy
- IT in the Purchasing Process
- Supplier Assessment and Performance Rating
- Support Tools for the Purchasing Process

#### Warehouse Management

- Warehouse Requirements of Business
- Warehouse Layout for Specific Business Needs
- Important Considerations of a Warehouse Location
- Services of 3rd Party Distributors

#### Quality Management

- Characteristics of Quality
- Quality Management Systems
- Total Quality Management Systems in an Organisation
- European Foundation for Quality Management (EFQM) Excellence Model

#### Transport Management Planning

- Transport Planning and Economic Development
- Transport within a Supply Chain Infrastructure
- Methods of Trip Distribution Modelling
- Effective Transport Policy
- International Movement of Freight

## 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**

