

# The ABE Business Management Portfolio

If you are  
ambitious - our  
qualifications will  
give you skills to  
achieve your  
goals



Human Resources



Marketing



Business Management

# Gain an internationally recognised management qualification

Our qualifications develop the skills you need to excel in a managerial role, now and in the future. From entry level (3 or 4), you can progress up to Level 6 which will hone the skills and knowledge required of senior management.

Entrepreneurialism is embedded throughout the programmes. This benefits everyone as employers increasingly value employees who demonstrate entrepreneurial abilities and, in an ever-changing job market, having the know-how to create your own business is an invaluable life skill.

Another strength of ABE's Business Management portfolio is that it offers the option to study human resources (HR) or marketing in more depth whilst continuing to expand your general business management expertise. This will offer you the greatest level of opportunity in the future working environment.

In addition, our full Diplomas all carry 120 credits, which means they match with the stages of a Bachelors degree and offer clear university progression.

ABE Level 3 Certificate in Business Essentials		Ofqual qualification number: 603/1603/2
Credits: 24	Total qualification time: 240 hours	Unit: 1
This qualification provides an introductory grounding in business for those who have not studied the equivalent of a UK A-level. It will help to prepare you for the next academic stage and make the transition to higher level study easier for you		
• Business Essentials	Assessment by exam†	

ABE Level 4 Foundation Diploma in Business Management		Ofqual qualification number: 603/1571/4
Credits: 60	Total qualification time: 600 hours	Units: 4 (15 credits each)
This is a shorter Diploma for those who wish to get a basic grounding in business, progress quickly onto the next ABE level, and go on to employment (if you wish to progress to a university degree the 8 unit - 120 credits - Level 4 Diploma will provide more favourable progression options).		
• Dynamic Business Environments	Assessment by exam	
• Enterprising Organisations	Assessment by exam	
• Employability and Self-development	Assessment by assignment	
• Finance for Managers	Assessment by exam	

ABE Level 4 Diplomas		
Credits: 120	Total qualification time: 1,200 hours	Units: 8 (15 credits each)
Business Management		Ofqual qualification number: 603/1572/6
Provides a thorough grounding in business management and a springboard for academic progression. The units listed below, with the four units in the Foundation Diploma, will provide you with an ABE Level 4 Diploma in Business Management:		
• Introduction to Entrepreneurship	Assessment by assignment	
• Introduction to Quantitative Methods	Assessment by exam	
• Project Management	Assessment by exam	
• Dynamic and Collaborative Teams	Assessment by assignment	
Business Management and Human Resources (HR)		Ofqual qualification number: 603/1573/8
Provides a thorough grounding in business management along with an introduction to the discipline of human resources. Also, serves as a springboard for academic progression. The units listed below, with the four units in the Foundation Diploma, will provide you with an ABE Level 4 Diploma in Business Management and Human Resources:		
• Introduction to Entrepreneurship	Assessment by assignment	
• Introduction to Quantitative Methods	Assessment by exam	
• Project Management	Assessment by exam	
• Principles of HR	Assessment by assignment	
Business Management and Marketing		Ofqual qualification number: 603/1574/X
Provides a thorough grounding in business management along with an introduction to the discipline of marketing. Also, serves as a springboard for academic progression. The units listed below, with the four units in the Foundation Diploma, will provide you with an ABE Level 4 Diploma in Business Management and Marketing:		
• Introduction to Entrepreneurship	Assessment by assignment	
• Introduction to Quantitative Methods	Assessment by exam	
• Project Management	Assessment by exam	
• Principles of Marketing Practice	Assessment by assignment	



Expertise in business management will enable you to choose a huge a huge variety of career paths.



## ABE Level 5 Diplomas

**Credits:** 120

**Total qualification time:** 1,200 hours

**Units:** 6 (20 credits each)

Core units for all qualification streams:

• <b>Managing Agile Organisations and People</b>	Assessment by assignment
• <b>Innovation and Business Performance</b>	Assessment by exam
• <b>Effective Financial Management</b>	Assessment by exam
• <b>International Business Economics and Markets</b>	Assessment by exam

### Business Management

Ofqual qualification number: 603/1596/9

Develops a deeper strategic understanding of business management principles and practical application. In addition to the four core units, select two units from the following list to achieve an ABE Level 5 Diploma in Business Management:

• <b>Operations Management</b>	Assessment by assignment
• <b>Analytical Decision-making</b>	Assessment by assignment
• <b>Managing Stakeholder Relationships</b>	Assessment by assignment

### Business Management and Human Resources (HR)

Ofqual qualification number: 603/1597/0

Develops a strategic understanding of business management and a deeper knowledge of HR principles and practice. In addition to the four core units, select two units from the following list to achieve an ABE Level 5 Diploma in Business Management and Human Resources:

• <b>Human Resource Management</b>	Assessment by assignment
• <b>Employee Engagement</b>	Assessment by assignment
• <b>The HR Professional</b>	Assessment by assignment

### Business Management and Marketing

Ofqual qualification number: 603/1598/2

Develops a deeper strategic understanding of business management and a knowledge of marketing principles and practice. In addition to the four core units, select two units from the following list to achieve an ABE Level 5 Diploma in Business Management and Marketing:

• <b>Integrated Marketing Communications</b>	Assessment by assignment
• <b>Buyer and Consumer Behaviour</b>	Assessment by assignment
• <b>Societal and Social Marketing</b>	Assessment by assignment





The ABE  
Business  
Management  
portfolio is:

Practical  
Affordable  
Recognised  
Entrepreneurial  
Flexible  
A great route to university

## ABE Level 6 Diplomas

**Credits:** 120

**Total qualification time:** 1,200 hours

**Units:** 6 (20 credits each)

Core units for all qualification streams:

• <b>Leading Strategic Change</b>	Assessment by assignment
• <b>Business Strategy and Decision-making</b>	Assessment by exam
• <b>Developing International Markets</b>	Assessment by exam
• <b>Business Ethics and Sustainability</b>	Assessment by exam

### Business Management

Ofqual qualification number: 603/1600/7

Develops the theoretical knowledge and strategic skill needed to excel in a leadership role. Do the four core units and select two from this list to achieve the ABE Level 6 Diploma in Business Management:

• <b>Strategic Stakeholder Relationships</b>	Assessment by assignment
• <b>Corporate Finance</b>	Assessment by assignment
• <b>Advanced Project Management</b>	Assessment by assignment

### Business Management and Human Resources (HR)

Ofqual qualification number: 603/1601/9

Develops the theoretical knowledge and strategic skill needed to excel in a leadership role with a particular expertise in the management of human resources. Do the four core units and select two units from the following list to achieve an ABE Level 6 Diploma in Business Management and Human Resources:

• <b>Strategic HRM</b>	Assessment by assignment
• <b>Organisational Design, Development and Performance</b>	Assessment by assignment
• <b>Contemporary Developments in Global HRM</b>	Assessment by assignment

### Business Management and Marketing

Ofqual qualification number: 603/1602/0

Develops the theoretical knowledge and strategic skill needed to excel in a leadership role with a particular expertise in the discipline of marketing. Do the four core units and select two units from the following list to achieve an ABE Level 6 Diploma in Business Management and Marketing:

• <b>Strategic Marketing</b>	Assessment by assignment
• <b>Strategic Marketing Relationships</b>	Assessment by assignment
• <b>Digital Marketing Strategy</b>	Assessment by assignment

Please note, total qualification time refers to an estimate of the minimum amount of time it will take to complete the qualification. It includes taught classes, private study and revision.

For entry guidelines see: [www.abeuk.com](http://www.abeuk.com)



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