

Pearson BTEC Level 7
Diploma and Extended Diploma
in Strategic Management & Leadership

MBA Progression

Course Information 2018

Intensive Seminars & Distance Learning



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Pearson BTEC Level 7 Strategic Management & Leadership

Stratford Business School has provided intensive seminars for members of the Armed Forces since 2005. More than a thousand military students have completed our Level 7 programmes. The programme is primarily aimed at Officers. Accreditation is available for WO ranks and above. Senior NCOs are welcome to apply.

The awarding body is Pearson – the largest awarding body in Europe. These qualifications are fully accredited as part of the UK Regulated Qualifications Framework (RQF).

Pearson BTEC Level 7 Diploma in Strategic Management & Leadership	60 Masters Level Credits
Pearson BTEC Level 7 Extended Diploma in Strategic Management & Leadership	120 Masters Level Credits

Level 7 is postgraduate level study

Level 7	Pearson Level 7 Extended Diploma , Master's Degree – MA, MBA Pearson Level 7 Diploma
Level 6	Bachelor Degree BA, BSc
Level 5	HND, Foundation Degree
Level 4	Certificate of Higher Education HNC
Level 3	A Levels BTEC National Diploma
Level 2	GCSE

There is no need for mature students to progress sequentially through the levels; these Level 7 management qualifications were designed for mature, experienced managers. The qualifications at Level 5 and 6 are designed for younger students without management experience.

Accreditation

The Level 7 Diploma in Strategic Management & Leadership is a six Unit qualification. The Level 7 Extended Diploma has nine units

- WO1/WO2/WO with CLM or equivalent are usually accredited with two Units
- Captain/Lieutenant/Flt Lt with JOTAC, JOLP, LEOC or equivalent are usually accredited with three Units
- Major/Lt Cdr/Sqn Ldr or ranks above are usually accredited with three Units

Please contact the Business School to discuss any other accreditation possibilities. The four Units in the shaded boxes represent units that are most often accredited through military rank-related courses.

Pearson BTEC Level 7 Extended Diploma in Strategic Management & Leadership

Professional Development	Strategic Change Management	Project Development and Implementation
Corporate Communication Strategies	Strategic Management and Leadership Skills	Strategic Marketing Management and e-strategies
Research Methods & Strategic Human Resource Management	Strategic Planning	Managing Financial Resources

Level 7 Diploma and Extended Diploma – Recognition and Further Opportunities

Pearson Level 7 Management qualifications are widely recognised, and managers in both the private and public sectors study for them at colleges and universities throughout the UK in order to enhance their career prospects.

These qualifications benchmark individuals at Level 7, and put their experience into context. They enable employers to understand an applicant’s level of management and intellectual ability, whatever their technical background. This level of qualification indicates that the holder has a broad outlook, and possesses senior management skills that can be used in any organisation. See comments from previous Armed Forces students included later.

Stratford Business School staff can provide more details of progression routes. Northampton University, Staffordshire University and Plymouth University automatically accept SBS Extended Diploma holders on to the final stage of their MBA.

Progression

Fast Track MBA - a two stage programme

Stage 1

The Level 7 Extended Diploma in Strategic Management & Leadership is a substantial postgraduate qualification in its own right, and entitles holders to use the post nominals PGDip.

Stage 2

The EDSML represents the first two stages of the most widely recognised qualification for strategic managers –the MBA. For successful students who wish to take this route there is a continuous and guaranteed fast track ladder of progression from the EDSML to the final stage of the MBA at our three partner Universities.

Stage 1 L 7 Extended Diploma	Stage 2 MBA top up
Stratford Business School	SBS partner University
Seminar or by Distance Learning.	Distance Learning dissertation
120 Credit Points	180 Credit Points

The points that are accumulated at each stage can be transferred to other programmes or institutions to enable you to plan your professional development in a way that suits your own career plans. Many Universities will negotiate MBA accreditation for the Level 7 Extended Diploma. Most do not offer Distance learning, and many are not registered ELC Learning Providers.

Study Methods

Distance Learning

All units can be completed by distance learning. Course fees are £254.20 for each unit plus a Pearson registration fee of £212.22.

Intensive 5 day Seminars

Stratford Business School are regularly invited to military bases to hold an intensive 5 day seminars to cover most of the main subject areas. This involves pre seminar reading and usually some distance learning work. Students who have no accredited units can achieve these by distance learning before or after the seminar.

Five day seminars:

Andover	January 15 - 19	2018
Stafford	May 14 – 18	2018
Brize Norton	June 25 – 29	2018
Northwood HQ	February 5 - 9, June 4 - 8, October 1 – 5	2018
Defence Academy	April 23 - 27, December 3 - 7	2018

SBS tutors can deliver the seminar on your base – contact the Business School to arrange dates if you have an interested group, or to check for newly available seminars.

RMAS and 3 Day “top up” Seminar

It is also possible to gain units by attending an intensive 2 day Stratford Business School seminar at RMAS with discounted fees of £312. These are held two times during the year. Students usually follow the RMAS seminar with a three day top up and some pre seminar work, to complete the Level 7 Extended Diploma. Course fees are £2000.

The seminar Units are achieved through Tutor-led development of analytical management techniques and research methods, using private sector case studies and exercises. The tutors are MBA qualified, with previous experience teaching at postgraduate level and in management consultancy.

Former Student Feedback

"I completed the (DSML) on the Late Entry Officers Course, the (EDSML) the following year and plan to begin the MBA this year. I originally undertook this study with one eye on my post-military career, but have found that it also pays dividends whilst still serving. The courses obviously involve an element of work in your own time, but we are all used to that but with no reward! These courses force you to consider many business issues from a civilian perspective; to think 'outside the box'.

I would encourage all military personnel to attempt it unless they already have an MBA. There has been nothing on the course so far which has been overly daunting, and individuals from all cap badges have succeeded."

AH Capt, AGC(SPS) att KRH

"Achieving the Level 7 Management qualifications was a notable achievement for me, it takes a good work ethic and discipline however the benefits are immediate and tangible. Understanding the theory that supports good management practice is a powerful tool and having both the (DSML and EDSML) qualifications together with my 26 years of military management experience is allowing me to meet the challenges of a modern manager in a highly demanding workplace."

*IR AlnstAM MCGI DSML Consultant in Training and Development,
Abu Dhabi, United Arab Emirates. Formerly: 39 Regiment Royal Artillery*

"Achieving the Level 7 Management qualifications was definitely a good thing. Using your military credits towards recognised high levels of achievement within society was good, especially covered & completed in a relatively short period (in comparison to civilian normality). An ideal opportunity to show on paper your "civilian" level of competence after serving many years in the military."

SD Capt, PARA

"Marc, just thought I would drop you a line to let you know that I graduated last week (July 2010) from Northampton University with an MBA. It seems only days ago since I sat down with you on the Late Entry Officers Course (LEOC DSML) discussing whether I had a 'cat in hell's' chance of passing. I'll tell you what Marc it was some journey but one that I'm glad I undertook. It has also opened other doors for me with the Army."

LN Capt ART 6, YORKS

"In a short space of time (6 months) I managed to attend the (DSML, EDSML) and start the final year of an MBA. This type of timescale is unheard of outside of this system. I commend the DSML to all military personnel. The chance to obtain a post graduate certificate in strategic management is well worth the limited outlay of time and money.

Whether for personal development or future opportunities, it is simple, straight forward, engaging and interesting. Add to that another weekend (+) worth of effort to obtain the postgraduate Extended Diploma and you have completed what most mature students take 2 years to finish, all paid for with ELC & SLC. I have found the information learnt valuable in both a work and external capacity. Thoroughly recommended and Marc and Sue (at Stratford Business School) give you the maximum assistance in the short timescale.”

Capt JG Intelligence Corps

“I just really wanted to thank you and Sue for your help while I was an instructor at RMAS with regard to guiding me through the DSML and EDSML. You should know that I have now completed the Master of Business Administration (MBA) with the University of Northampton and achieved a Merit pass.

I am due to leave the Army in 6 months time and I have been tentatively applying for a few jobs to ‘test the market’. I have to say, so far, I have got to the final stage of the interview process for both posts and I am absolutely convinced that the management qualifications that sit next to my name on my CV have opened the necessary doors to get me to this stage.”

P W M Lt Col SO1 MS Occurrences

“Achieving a Level 7 Management qualification was a good thing for me because it demonstrated how easily available higher education really is. Any Officer in the British Army wanting to pursue a full career whether DE or LE understands that Personal Development has never played a more significant part in achieving individual potential, this award offers a fantastic opportunity to gain a leading qualification not only at level 7 but gaining an MBA with a little additional extra effort.”

NH, Capt and AGC (SPS).

“This was the first time in my career that I was afforded the opportunity to translate my managerial skills into something transferable. It was also the first course in 20 years that I had time to dedicate to a civilian qualification without sacrificing the valuable time I have to spend with my family. I’m extremely glad that I completed the course and I would urge you all to think long before dismissing, quite possibly the only point in your career to invest in yourself.”

RC Capt 14 Signal Regiment (Electronic Warfare).

“Despite going on the course with the attitude of just attending to gain a qualification I actually found the syllabus interesting and dare I say it even enjoyable, more importantly I also found it well within my capability with much being akin to military day to day business. On completion of the Diploma course at Sandhurst I applied for my Enhanced Learning credits and have now successfully completed the Extended Diploma course. A colleague who I attended both courses with has found employment in a 50k a year job on the back of these 2 qualifications, leaving me feeling confident and well poised in the same position. However having ‘googled’ MBA on employment websites and seeing the value of the qualification I intend to use my accumulated 120 points and complete the MBA using a correspondence course with Plymouth University.”

PL Capt RHA

“The Stratford seminar was well run, tuition and advice were first rate, and all delivered in a relaxing environment conducive to study and learning. The project work required received honest and frank critique by the staff which serves as a guide to any future study. The whole process has kick started a drive in management and leadership personal development and I am currently registering with a university to undertake an MBA.”

NP Capt Royal Electrical and Mechanical Engineers

“Achieving a Level 7 Management qualification ensures that my progression within the army is matched with civilian recognized qualifications in management. I have since enrolled on the MBA (Top Up) Sep 11 with Plymouth Business School and expect to pass the course in 2012.

I recommend all candidates to attend the courses as they provide a fast track route to civilian recognized courses required in many management roles.”

Captain J E F 3RSME Royal Engineers

“For me, achieving the level 7 Diploma in Strategic Management & Leadership (DSML) was excellent, although the weekend was very busy, it opened my mind and I subsequently enrolled on the Extended Diploma and attended this in June 11. Following the successful completion of this, I applied for the MBA top up with the University of Plymouth and I am pleased to say that I was accepted and the programme commenced on the 19 Sep. With some hard work ahead, I will be the proud achiever of an MBA in Jul 2012.

12 months ago, I hadn't even thought of this, and with redundancies and uncertainty ahead, this qualification will not only improve my abilities and thought processes within the army, but will enable me to be more employable upon leaving the army, at whatever stage. Both Marc & Sue opened the door for me and were very encouraging, the courses attended with them, although very frantic, were enjoyable and productive. Thanks again”

SB Captain Unit: 111 Pro Coy, 1 RMP, BFPO 30 (Hohne, Germany)

“During my career I had concentrated on military courses and my current position and viewed my training for life after the military as something to do in the last 2 years; this did not happen. On leaving as a Major I was very successful at getting interviewed for jobs but found most employers required a formal qualification, not just experience. I was lucky to have a serving LE friend who put me in touch with the Stratford Business School and after some sage advice, I attended the Diploma and Extended Diploma and I am now completing the MBA. The business world uses the same processes as the Seven Questions or Military Appreciation, just with different wording and most areas in have a direct comparison.

I strongly recommend completing the DMSL and further courses as they are a quick route in gaining much required qualifications. I now earn a ridiculous salary as MD and Business

Development Manager of a very successful company thanks to my military career and business qualifications.”

Regards Ian Simpson

I have found the information learnt valuable in both a work and external capacity. Thoroughly recommended and Marc and Sue (at Stratford Business School) give you the maximum assistance in the short timescale.”

JG Capt Intelligence Corps OC Defence Security Wing

Level 7 Extended Diploma Intensive Seminar

Example 5 day Schedule

Monday

0930 hrs Strategic Planning

Please note this will involve groups working into the evening

(Attend if do not have a Level 7 Diploma)

Tuesday

0900 hrs Strategic Planning work checks
Individual Project tutorials

1000 hrs Strategic HR and Research Methods

Expected finish time: 1700 hrs

(Attend if do not have a Level 7 Diploma)

Wednesday

0900 hrs Strategic Marketing and e Strategies

(All Attend)

Please note this may involve groups working into the evening

Thursday

0900 hrs Managing Financial Principles and Techniques

(All Attend)

Expected finish time: 1700 hrs

Friday

0900 hrs Individual Project tutorials

Strategic Change Management

(All Attend for Project tutorials and/or Strategic Change Unit)

Please bring a laptop

Level 7 Extended Diploma in Strategic Management & Leadership Military Base Seminar Example Course Fees 2018

Attendance requirement and fees depend on accreditation

Rank Equivalent	Accreditation	Seminar Requirement	Distance Learning Requirement	Course Fee
Sergeant Petty Officer	None	Strategic Planning HRM & Research Methods Marketing & E- Strategies Finance Change Management Pre seminar: Project Planning	Leadership Professional Development	£2500
WO1 WO2 with CLM or equivalent	Professional Development Leadership			£2500
Captain RN Lieutenant Flt Lt JOTAC and JOLP, LEOC or equivalent	Professional Development Leadership	Pearson L7 Diploma holder		£2000
	Corporate Communications			£2500
Major Lt Cdr Sqn Ldr with ICSC or equivalent	Professional Development Leadership	ICSC(L) post-2010 holder		£2000
	Corporate Communications Strategic Change Management			£2500

Accreditation is based on military rank related training and cannot be based on experience or number of years' service.

Civilian qualifications at postgraduate Level 7 can be taken into account for accreditation if units have required academic study and are essentially the same in content.

Please contact the SBS office for confirmation of your accreditation.

Level 7 Extended Diploma Course

2018 Course Fees for other study modes and levels of accreditation

Study Mode	Course Fee
3 Day Defence Academy Seminar Post 2010 ICSC(L) Majors	£1600.00
Nine Units by Distance Learning	£2500.00

The SBS Course fees represent a considerable saving in both time and money, when compared to typical University fees, to achieve the PG Dip and gain the 120 Masters level credits.

Please note that Resettlement Funding cannot be used for courses that include seminars.



Master of Business Administration (top-up from EDSML) by distance learning

Course content

The MBA is the leading internationally recognised qualification for practising managers. This is a distance learning programme designed as a top-up to the MBA for holders of the Pearson Level 7 Extended Diploma in Strategic Management and Leadership (EDSML).

The focus of the programme is in developing holistic strategic thinking within an organisation. The ability to recognise and exploit opportunities and the development of strategies and plans to cope with managing change are addressed. Course members will complete a Critical Issues in Business module that is designed to assist students in the choice of research topic, and to satisfactorily complete a Dissertation.

Special course features

- Designed to build on learning from the EDSML
- Extend the academic reach of candidates
- Specialised resources support distance learning

Top up Requirements 60 Points

- Critical issues in Business – Dissertation topic choice
- Dissertation

For Stratford Business School EDSML holders there is a fast track application procedure. Use the link below to apply online and Click on “Apply for a Course”. Choose the year of study and type “MBA” in the Search box. You will then see the link to “Master of Business Administration Top Up”. Click on this to then be given the option of choosing a Stratford Business School May, September or February Application. Complete the Application Form and, when asked to upload a personal statement, send a Word Document stating “Contact Marc Gisborne, Stratford Business School”.

Go to www.northampton.ac.uk/applyonline

Contact Information

Admissions Co-ordinator: Gemma Butt distancelearning@northampton.ac.uk

Applicants also need to send a copy of their passport or driving license details to:
distancelearning@northampton.ac.uk

The Course Details can be accessed with the link below:

www.northampton.ac.uk/study/courses/courses-by-subject/business-and-management/master-of-business-administration-topup-distance-learning-mba

Testimonials

"The opportunity to directly apply unclassified military doctrine to a business environment is of huge value to me as a MBA student. Stratford have been incredibly accommodating in both targeting my research and supporting me in developing a valid MBA thesis to investigate. Combining existing strengths of professional and operational experience provides me a great starting point not only for conducting academic research but also a platform to demonstrate my cross-over potential to business. I have been able to combine Counterinsurgency principles with Global Marketing strategies gaining a greater understanding of both in the process. The opportunities provided by Stratford will be of great value when the time comes for me to transition to civilian employment."

Major Simon Doyle, British Army

I have found the way that Northampton Uni run the course extremely helpful and was one of the reasons along with the cost effectiveness of it compared to other part time programmes, that persuaded me to choose Northampton Uni. Initially I applied and was expected to go to Henley Management School at Reading Uni but the course offered less freedom and was massively over-priced. I found the critical issues assignment most useful as it allowed me to apply newly learnt theory to what I had been doing at work and analyse and evaluate where things had gone wrong. It also set the precedence for my dissertation by highlighting the level of work, analysis and depth of work required. - Captain Jez, British Army.

The fact that I am able to combine my experience with my chosen dissertation title has been key to what I would describe as presenting an 'Applied Dissertation', I have been able to 'tailor' my dissertation to not only provide written proof of my intention to take the next step in my new career seriously but also been able to take the first step towards completing the first piece of 'real work' that may be applied by my employer (I hope!) On the softer side, I feel that having the freedom that the programme provides, gives me a lot of confidence that my previous experience is applicable in the business environment - learning that what I have been doing all of these years is business management - just different words and procedures. - Clint Barker, British Army (Ret.)

Northampton University Business School and in particular Dr Mills Hills have been instrumental in the success of my studies and the enjoyment of my educational journey. As a full time British Army officer in a busy operational unit my study time is at a premium so having the flexibility and freedom to select topic titles that are relevant to my current position and potential future second career has been invaluable. Dr Hills' wealth of knowledge, positive feedback and encouragement has allowed me to progress quickly and produce results far above my expectations. As a mature student having to fit my studies in around full time employment, having a tutor who responds so rapidly and professionally to requests for information and advice has been pivotal to my successful studies. – Captain Guy Batchelor, British Army.

The course has not only allowed me to research an idea I have always been very interested in but it has also enhanced my professional knowledge of the commercial sector. I'm currently looking at the recruiting process and the effects organisational culture may have on it. Because of the research I've had to conduct I've learned so much more than I ever thought I would. The leadership element of the critical issues essay was a fantastic tool for learning. The Military always talks about leadership but not many of them know the theory behind it. I've served two years in the Royal Military Academy and I'm certain I have learned more about leadership in the last 8 months than what I have learned in my 26yrs in the Army. This can only be a positive.

Major MW, British Army.

Master of Business Administration (MBA)

For personnel who have completed:

Pearson Level 7 Extended Diploma in Strategic Management and Leadership

Why choose Staffordshire University to study for your MBA?

Staffordshire University Business School working in collaboration with Stratford Business School are able to offer military personnel who have successfully completed the Edexcel Level 7 Extended Diploma in Strategic Management and Leadership a place on the dissertation stage of an MBA. This arrangement recognises the depth of learning you have undertaken as part of your military training and development; augmented by your study towards the Pearson qualification.

The dissertation stage of the MBA consists of:

- a taught research methods module
- an independent, but supported, masters dissertation.

When can I begin my studies?

Entry points are September and January each year. However, should there be sufficient registrations additional research methods modules will be scheduled.

From commencement of the taught research methods module till the submission of a completed dissertation, the usual timescale is 8 months.

How will I study?

You will receive, prior to attending the research methods study period at the University, a study pack which will help you to prepare for your studies and subsequent research.

The research methods module will be delivered at the University's Stafford Campus through a five day intensive programme, which is supported by the University's Virtual Learning Environment. You will have a module tutor who will support your independent study.

Your appointed dissertation supervisor will be a subject matter expert providing support for your dissertation research either face-to-face, by email or by telephone.

I want more information or I want to start the course; who do I contact now?

To discuss your study options please contact;

Lesley Allen

University Armed Forces Partnership Manager
01785 353572 or 07917 270083
HMForces@staffs.ac.uk

ENTERPRISE WITH PLYMOUTH UNIVERSITY

MBA top up for Pearson Level 7 Extended Diploma holders:

Dissertation only by distance learning (15,000 words):

- Flexible delivery
- Study from any location worldwide
- Supported by online learning resources
- Access to Plymouth University e-library
- Choice of 3 start dates: September, January or March with corresponding completion dates in August, December and February

The programme provides on-line support but visits, if possible, to Plymouth during the year would be beneficial. Once you are enrolled you will be asked to produce a dissertation proposal and will be allocated a tutor.

Stratford Business School students have been offered discounted course fees.

Contact details for questions:

Mr David Adkins

Email: david.adkins@plymouth.ac.uk

The link for information and application is:

<https://www.plymouth.ac.uk/courses/postgraduate/mba-business-administration>

<http://www1.plymouth.ac.uk/courses/postgraduate/3070/Pages/HowToApply.aspx> for how to apply for this programme.

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