

Course Overview

The aim of the Level 3 Diploma in Skills for Business: Sales and Marketing is to develop a core understanding of the imperative skills required to work in a business environment, and gives the learner an understanding of business responsibilities and culture. This qualification allows the learners to develop skills to communicate, solve problems, and work efficiently with others, as well as will enable them to learn how to improve and manage their performance in business settings.

Eligibility Criteria

For entry into this course, students must meet the following criteria:

- This course is offered to students aged 16 and above. BSLM does not specify learning requirements for such qualifications. However, students may find it useful if they have already achieved a Level 2 qualification.
- We ensure that students admitted to the program have the capability to undertake the assessment and learning criteria.
- This course is offered in English.

English language requirement

Learners are expected to have an English language proficiency of CEFR Level B2, this can be met in the following way:

1. Native English language speaker
2. IELTS 5.5 or equivalent
3. Last two years of schooling in English
4. Passing our online English language test

Duration and Delivery

This course is designed to be completed over two-years of full-time study. However, we provide flexible time duration in delivery to accommodate distance and part-time learning. The qualification is delivered through the Virtual Learning Environment (VLE).

Assessment & Verification

All units within this course are internally analyzed by our internal assessors and externally verified by NCFE. This course is criterion-referenced based on specific learning outcome's achievement. Each unit is graded using the following structure; Not Yet Achieved, Pass, Merit, and Distinction.

Progression

Successful completion of this course enables the learners to get direct entry into the Level 3 & 4 Diplomas in Customer Service, Management, a foundation degree in any business-related discipline, and the Level 4 Certificate in Professional Marketing. As this Diploma is regulated and approved by Ofqual (Office of the Qualifications and Examinations Regulations), the learner can progress to higher studies at universities or FE colleges. Completion will also give learners UCAS points, depending on your grade. Learners get: 24 for a pass, 48 for a merit, 72 for a distinction, and 84 for a distinction*.

Course Includes

- ✔ 561 Guided Learning Hours
- ✔ 930 Total Quality Time
- ✔ 10 Units
- ✔ 59 Learning Outcomes
- ✔ 59 Quizzes
- ✔ 10 Assignments
- ✔ 93 Credits

Course Fee **£490**

Enroll Now

Awarding Body Fee **£139**

Payable by the learner to the awarding organisation within 14 days of starting the course

Qualification Structure

Group A

Choose Any Six

- ✔ Business culture and responsibilities
- ✔ Deliver customer service in a business environment
- ✔ Produce documents in a business environment
- ✔ Solve problems in a business environment
- ✔ Work with others in a business environment
- ✔ Communicate in a business environment
- ✔ Contribute to running a project
- ✔ Innovation in a business environment
- ✔ Manage and improve own performance in a business environment
- ✔ Respond to change in a business environment

Group B

Choose Any Four

- ✔ Creative product promotion
- ✔ Market research in business
- ✔ Relationship marketing
- ✔ Internet marketing in business
- ✔ Understanding the relationship between sales and marketing
- ✔ Conferences and events