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USAV provides an opportunity of a lifetime to live, work and study in the United States or in the United Kingdom

STUDY IN NEW YORK CITY

NYC is a great destination to live and go to College. New York is globally recognized as a financial center of the world, an international destination hot spot for foreign travelers, and arguably home to the most spectacular night life scene in the world! International students studying in New York can choose from a wide range of public colleges and universities. There are also over 70 highly reputable private universities located within the state. Monroe College, for instance, is less than a 30 minute train ride from New York City offering students Certificate, Associate, Bachelor's, and Master's degree programs. With 170 international students from around the world, Monroe College offers a unique culture with small classrooms (most have less than 25 students) and professors who know you by name. New York is most well known for its long history as a central station for immigration to the United States and remains the most populated and culturally influential city in the entire United States.



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Gain a world-class education! Study with the University of Northampton, a top 50 UK University. Every year close to 500,000 students from 200 nations go to the UK to study at a school, college or university and 600,000 more go to do an English language course. In addition, over 500,000 international students each year take a UK qualification overseas – for example, online or at a UK overseas campus. The UK has a long history of welcoming international students from around the globe. With a reputation for academic excellence, it's easy to see why so many international students choose a UK education. Many UK schools, colleges and universities have an international society to help international students settle in and make friends.

USAV USA: 1110 Brickell Avenue, Miami, Florida 11331 **Toll Free:** 1-800- 299 - 7771

USAV CARIBBEAN: 6 Hillview Avenue, Kingston 10. **CARIBBEAN:** (876)754-7822 / (876) 288-7695

WEBSITE: www.uscollegesandmore.org

USAV SCHOLARSHIPS

Thank you for the interest in attaining a scholarship through USA Scholarships and Ventures limited (USAV) located at 1110 Brickell Avenue, Miami, Florida, USA. Our hardworking Scholarship team is busy working with corporations, graduates and governments to secure the funds needed to cover the cost of your degree. That is what we do and make it possible for students from 75 countries to come and study in the United States and United Kingdom annually for degrees from recognized Colleges.

Get the Bachelor's Degree Scholarship Value US\$28,000

FULL Tuition Scholarship for the first 24 Months = 3 College Years (online/Oncampus).

Please note that fees related to texts and supplementary learning resources, examinations, learner services and scholarship application are not covered in USAV Scholarship.

Student Fees: Please see below the fees that the scholarship will not cover

- **US\$30** for new application fee and ID card (***One off Fee***).
- **US\$400** for eBooks, research papers & supplementary textbooks, handouts, videos. Teaching & Instructional Resources, administrative and pastoral services (***For the Year***).
- **US\$92** for research & final papers assessment (***Per Unit***).

* You will need to go to questia.com, online library source to purchase the library access valid for one year.

Get the Master's Degree Scholarship Value US\$17,000

FULL Tuition Scholarship covering the first year of the MBA (online).

Please note that fees related to texts and supplementary learning resources, examinations, learner services and scholarship application are not covered in USAV Scholarship.

* You will need to go to questia.com, online library source to purchase the library access valid for one year.

AUXILIARY FEES: MASTER'S DEGREE COVERING YEAR ONE OF THE MBA (ONLINE)

LEARNING RESOURCES AND e-texts	US\$400 / Year Covers eBooks, research papers & supplementary textbooks, handouts, videos. Teaching & Instructional Resources, administrative and pastoral services. * Does not cover your online library access by Questia.	
AUXILIARY FEE • Finals and Term Paper Assessment • Moderation • Transcript	US\$200/UNIT Term Paper Assessments	Students may commence the class before paying for the module but will need to pay for term papers assessment before the mid semester.

- The Scholarship does not cover for courses students have failed and **must resit** to advance.

EASY APPLICATION AND ACCEPTANCE PROCESSES

1. Apply Online at www.uscollegesandmore.org
2. Submit the Application Fee of US\$30 with the following documents for assessment and approval by the Scholarship Committee;
 - Proof of qualification
 - Government Issued National ID with photograph (eg passport)
 - Resume
 - Letter of Reference from school, employer or notary public
 - 450 -600 Words Personal Statement /Autobiography

After USAV Scholarship is approved you receive written confirmation. You will:

1. Select a timetable.
2. Pay for the online learning resources **OR** arrange a flexi payment with USAV Credit Department.
3. Start Classes.
4. Pay for your term papers and coursework assessments before the mid semester examination starts. See published deadlines for examination fees.

Bachelor's Program: coursework assessment (examination fees) is \$92 per unit. Eight (8) units are delivered in one year ($\$92 \times 8 = \736). You will take maximum of 2 of the units at a time ($\$92 \times 2 = \184). You can pay for examination fee per unit, or up to 4 parts. You are awarded Pearson (of Pearson college, London) Higher National Diploma at the end of the first 24 months of study. You commence the final 12-15 months for the Bachelor's Degree Online / On-campus in the US or UK with the selected university.

Master's Program: coursework assessment costs are \$200 per unit. Seven (7) units are delivered in the one year ($\$200 \times 7 = \$1,400$). You pay for examination fee per unit, or up to 5 equal parts. You are awarded Pearson Postgraduate Diploma in Strategic Management and Leadership in year 1. You commence the final 12-15 months for the MBA Online with Northampton or On-campus or Online with Monroe College

HOW TO PAY YOUR AUXILIARY FEES

- ❖ **Online:** Make Credit Card Payment to USAV at www.uscollegesandmore.org
- ❖ **Pay with A Bank Draft:**
 - USA Bank Name:** Bank of New York City and State: NY, NY
 - Swift Code:** IRVTUS3N **Routing Number:** 021000018
 - Receiving Bank:** RBC Bank **Swift Code:** RBTJMKCN
 - Address:** 56 Great George's Street, Savannalamar, Westmoreland, Jamaica
 - Account Name:** Advanced Educational Services **Account #:** 0081700014559
- ❖ **Western Union:** Olive Reid c/o USAV Caribbean, 6 Hillview Avenue, Kingston 10.
- ❖ **Pay in Jamaica:** RBC Bank ac: 0081700014559 - Advanced Educational Services.

[CLICK HERE TO APPLY NOW](#)

Programs Sponsored

USAV recruits students globally to facilitate their transition to US and UK Colleges and Universities and manages the student scholarship portfolios fulltime. USAV is not just a business offering scholarship - Scholarship is our business. USAV pays large fees to attract students worldwide, manages offices in United States and the Caribbean with overhead costs. USAV pays staff - scholarship advisors, marketing staff, examiners, proctors and very important staff who work inexhaustibly with corporations, university partners, individuals and government agencies to build relationships to secure funds to cover the cost of your tuition. We do our best to manage our administrative costs in order not to transfer large fees to you thus ensuring that you can afford to start and also finish your degree. USAV cares about the high cost of higher education and provides affordable alternate.



EARN THE BACHELOR'S DEGREE IN A TOTAL OF JUST 36 MONTHS

Study On-line from anywhere in the world for the first 24 Months of the bachelor's degree BUT finish the Degree on-campus with Monroe College in NY OR in the UK with University of Northampton. The first 24 Months of the program can also be completed on-campus at Colbourne College, Jamaica. You then finish the final 12-15 months for the degree on-campus or online with the University -Monroe College, in New York, University of Northampton in the UK, or another US/UK University selected.

Undergraduate Diploma and Bachelor's Degree sponsored

- ❖ Business Administration (Accounting, Management, Human Resources Management)
- ❖ Hospitality Management (with Airline, Travel, Tourism and Flight Attendant Modules)
- ❖ Health and Social Care
- ❖ Hair and Beauty Management

Important Information! USAV Scholarship covers only the first 24 Months of the bachelor's program AND the first year of the Master's Degree. The Final year/s College you select publishes the fees, manages the application directly, and awards the degree.

EARN THE MBA IN 20 MONTHS.

GET USAV SCHOLARSHIP OF OVER US\$8,000 TO COVER THE TUITION FOR THE FIRST 8 MONTHS OF THE MBA. Study the first 8 Months of the MBA online from anywhere in the world BUT complete the final 12 Months On-campus in the United States or in the United Kingdom. The entire degree can also be completed 100% Online from the United States, Bahamas, Jamaica or anywhere else in the World.

Postgraduate Diplomas and Master's Degree sponsored

- ❖ Postgraduate Diploma in Strategic Management and Leadership
- ❖ Masters of Business Administration (MBA)

USA Scholarship and Ventures Limited (USAV)

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Courses Description

PEARSON DIPLOMA – 24 MONTHS

Specialism 1. Hospitality Management

Select Hospitality & Complete ALL 12 Units within this elective

Unit 1: The Contemporary Hospitality Industry	This unit will enable learners to gain understanding of the nature and diversity of hospitality and its constituent industries, including the range of job roles and employment possibilities. This unit introduces learners to the scope, scale and diversity of hospitality. It establishes a framework for the industry, using agreed definitions and the Standard Industrial Classification of the industries that encompass hospitality. Centres and their learners may reasonably wish to adopt a national perspective for this unit; however, it is also important for learners to consider local and international aspects to gain a comprehensive and balanced view.
Unit 3: Customer Service	This unit enables learners to gain understanding of customer service policies and the purpose of promoting a customer-focused culture and to gain skills to provide customer service. The units will help learners to appreciate how important information gathered from customers is and its relevance to improved delivery of services. Learners must ensure that their evidence relates to the hospitality industry.
Unit 5: Food and Beverage Operations Management	This unit will enable learners to gain understanding of the day-to-day activities and procedures involved in food and beverage operations, whilst also developing a range of practical operational skills. The effective use of planning, coordination and communication skills will be emphasised and developed to underpin the work of the unit.
Unit 6: Rooms Division Operations Management	This unit will provide learners with a comprehensive understanding of contemporary rooms' division operations management and the importance of revenue management to operations. The unit examines the role of the rooms division within the management of a hospitality operation, the operational elements that comprise the rooms division and how these are deployed by management to maximise both occupancy and rooms revenue.
Unit 12: Hospitality Operations Management	This unit enables learners to gain understanding of the operational and economic characteristics, product development, pricing and profitability concepts and gain skills to analyse and improve operational performance in hospitality. It is designed to introduce learners to the management principles of hospitality operations.
Unit 13: Conference and Banqueting Management	This unit will enable learners to gain an understanding of the operational issues that affect the success of the conference and banqueting sector and the factors influencing its development. Learners will investigate the size, scope and diversity of the industry and the strategic and operational issues that influence business success.
Unit 14: Hospitality Contract and Event Management	This unit will enable learners to gain understanding of contract and event management in the hospitality industry, including the diversity of the services and products, and factors that optimise business performance.
Unit 35: The Entertainment Industry and Venue Management	This unit is designed to give an over-arching view of the entertainment industry with a particular emphasis on venue management, operation and funding of live performance, conference/banqueting and on-licensed trade.
Unit 37: The Travel and Tourism Sector	This unit will provide learners with an understanding of the global environment within which the travel and tourism sector operates. The unit examines the historical evolution of tourism, the current structure of the tourism sector, the external influences on tourism and the impact tourism has on host communities and the environment.
Unit 38: Sustainable Tourism Development	The aim of this unit is for learners to gain understanding of the rationale and different approaches to tourism planning and development, sustainable tourism, current issues and impacts of tourism.
Unit 39: Tourist Destinations	The aim of this unit is to enable learners to gain understanding of Jamaica and worldwide destinations, their cultural, social and physical features, their characteristics and issues affecting their popularity.
Unit 40: Tour Operations Management	This unit enables learners to gain understanding of the tour operators industry, the stages involved in creating holidays, brochures and methods of distribution used to sell holidays, and strategic decision making.

AREA 3. Elective 2. Health and Social Care

Complete 8 Units within this elective

Unit 1: Communicating in Health and Social Care Organisations	This unit will enable learners to develop an understanding of the importance of continually monitoring the implementation of health and safety legislation and policies within any health and social care setting.
Unit 2: Principles of Health and Social Care Practice	Learners will consider theories and policies that underpin health and social care practice and explore formal and informal mechanisms required to promote good practice by individuals in the workforce, including strategies that can influence the performance of others.
Unit 3: Health and Safety in the Health and Social Care Workplace	This unit provides learners with an opportunity to develop as reflective practitioners. A minimum of 200 hours of work experience will be completed in order to achieve the unit. This practice will provide the basis of evidence for assessment of the unit. Learners' practice, observations and learning in the workplace will be supplemented with wider understanding and knowledge from all parts of the course.
Unit 5: Working in Partnership in Health and Social Care	Learners will explore the nature of partnership on three levels. First they will examine partnerships with users of services that empower individuals to make informed decisions and encourage independence. Second they will consider partnerships between different professionals within health and social care and explore inter-agency working. Finally, they will investigate organisational partnerships and examines different ways of joint working at a strategic level.
Unit 7: Social Policy	This unit covers the many factors that influence social policy, including historical, conceptual, political, regional, national and other agents of social change. Learners will explore their effect on social policy.
Unit 8: The Sociological Context of Health and Social Care	First, learners will explore how legislation and the sector skills standards regarding the design and review of services promote independence, which in turn is captured within organisational policies and procedures. Second, learners will investigate factors that can affect participation, independence and choice, including systems for assessing and minimising risk. Finally, learners will investigate the administration of medicine and the effectiveness of policies and procedures for administering medication in achieving the best possible outcomes for users of services. Learners will study legislation and factors that affect the care that is received.
Unit 11: The Role of Public Health in Health and Social Care	The unit requires learners to investigate the roles of different agencies working within communities to reduce the incidence of disease and illness. They will investigate infectious and non-infectious diseases that are widespread in their own country and analyse the effectiveness of strategies that are in place to control the incidence of disease.
Unit 12: Physiological Principles for Health and Social Care	The aim of this unit is to provide a holistic overview of the structure and functioning of the human body as appropriate for those working in health and social care.
Unit 15: Psychology for Health and Social Care	The aim of this unit is to develop understanding of the psychological factors which influence human behaviour throughout the lifespan and how these apply to health and social care settings.
Unit 16: Understanding Specific Needs in Health and Social Care	Learners will have the opportunity to develop understanding of the impact the approaches and interventions have on individuals (particularly those who display challenging behaviour) and how, in turn, their needs affect the ways that services are provided.
Unit 17: Community Development Work	First, the learners will examine diversity within communities and the strengths and potential problems that can arise in different communities. Second, they will consider the knowledge and skills that community development workers require in order to successfully engage with communities. Finally, they will look at possible outcomes of development work within communities, potential barriers and strategies for improvement.
Unit 18: Complementary Therapies	The aim of this unit is to provide an understanding of the delivery and usage of a range of complementary therapies and in particular to compare this to conventional medicine. Learners will consider the principles behind complementary therapies commonly used in health and social care and will assess the advantages and disadvantages associated with their use.

AREA 3. Elective 3. HAIR AND BEAUTY MANAGEMENT

Complete 8 Units within this elective

Unit 1: Management of Health, Safety and Security in the Salon	Learners will learn how to conduct risk assessments, evaluating the effectiveness of practices in the salon and the risk assessment itself, recommend and implement modifications to health and safety practices in the salon and evaluate staff's compliance with health, safety and security practices, while managing improvements.
Unit 2: Salon Management	The unit develops evaluative and analytical skills within the wider context of products and services. Learners will plan the management of products and services in the salon. This will include producing a plan with operational objectives, analysing data for management planning, devising and implementing salon requirements for staff and monitoring working practices.
Unit 3: Sales Management in the Hair and Beauty Sector	This unit enables learners to evaluate and improve the selling skills of employees, leading to improved sales and revenue in a hair and beauty-related business. This unit not only highlights the importance of negotiation and persuasion, but also of integrity when managing client care during the selling process.
Unit 4: Quality Management of Client Care in the Hair and Beauty Sector	This unit is intended to equip learners with the knowledge and skills required to manage client care and ensure a high quality of customer experience. Learners will explore the importance of gaining feedback from clients in order to improve client satisfaction and enhance their experience. Learners will also conduct client satisfaction surveys and analyse the impact the results have on businesses.
Unit 6: Project Design, Implementation and Evaluation	This unit requires the learner to select, plan, implement and evaluate a project and finally present the outcomes, in terms of the process and the product of the project. It also allows learners to develop the ability to work individually and/or with others, within a defined timescale and given constraints, to produce an acceptable and viable solution to an agreed brief.
Unit 7: Manage the Creation of a Hairstyle Collection	Many salons engage in regular local and national hair shows or photographic work to promote their salons and demonstrate their team's creative hair fashion skills. This unit will provide the learner with the opportunity to learn how to manage the planning and design of a style collection consisting of complex, even extreme, themed images. The learner will plan and research ideas to develop a theme for the style collection, project costs, and produce the final style collection.
Unit 8: Hair and Scalp Specialist Services	This unit will enable the learner to develop the skills and knowledge required to provide a specialised hair and scalp treatment service for a range of conditions that would otherwise be unavailable to clients in a busy commercial salon.
Unit 12: Human Health and Nutrition	This unit will enable learners to develop an understanding of how nutrients are structured and the function that each one has in the human body. It allows learners to investigate how each nutrient fulfils its own specific role within the human body.
Unit 15: Reflexology for Beauty Therapy	Reflexology is the study and practice of treating reflex points and areas in the hands and feet that relate to corresponding parts of the body, and is an increasingly popular treatment that is requested in beauty therapy. This unit covers both the holistic and therapeutic approaches to reflexology treatment. Learners will also develop their practical ability in reflexology, through interpreting data, applying skills and evaluating treatment.
Unit 16: Provide Spa Treatments	The unit is about providing spa treatments. The knowledge and practical skills gained in this unit include preparing and providing a range of spa treatments to include sauna, steam, hydrotherapy, flotation and body wraps. To carry out this unit the learner will need to maintain effective health, safety and hygiene procedures throughout their work.
Unit 17: Monitor and Maintain Spa Area	This unit will allow the learner to gain understanding and skills in monitoring and maintaining the spa area. Learners will investigate risks and hazards associated with spa treatments and the importance of preparing and maintaining equipment used in spa therapy. This unit covers why health and safety is essential in the spa and how to prepare, monitor and maintain the spa area.
Unit 20: Physiology of Ageing	The underlying mechanisms of ageing are investigated with specific consideration given to factors contributing to the ageing of the skin, and degenerative disorders affecting body systems. This unit is about the nature of ageing, causes and effects of ageing on the body systems, and the beauty treatments and products that may delay the ageing process.

AREA 3.

Specialism 4. General Business (with paths in Accounting, Marketing and HRM)

Complete 8 Units within this elective

Unit 9: Management Accounting: Costing and Budgeting	This unit looks at the cost information, both current and future, of businesses, deals with budgetary planning and control and considers different costing and budgetary systems and the causes of resulting variances, together with the possible implications and the corrective action the business will need to take.
Unit 10: Financial Accounting and Reporting	Learners will also develop tools for the interpretation of financial statements. The unit considers the current regulations governing financial reporting, the formats of financial statements and the purpose of these statements for different users.
Unit 11: Financial Systems and Auditing	Learners will also analyse the management control systems of a business and evaluate their effectiveness, particularly in terms of controls and safeguards against error and fraud. This unit will also enable learners to develop audit skills by contributing to the planning and performance of an audit and the preparation of an audit report.
Unit 12: Taxation	This unit aims to give learners an understanding of the taxation of individuals and limited companies referencing Jamaica, United Kingdom and US and gives learners the skills needed to understand and compute the calculation of income tax for both individuals and businesses.
Unit 17: Marketing Intelligence	The aim of this unit is to enable learners to understand the purchase decision-making process and how marketing research techniques are used to contribute to the development of marketing plans.
Unit 18: Advertising and Promotion in Business	The aim of this unit is to provide learners with the understanding and skills for using advertising, promotion and marketing communications effectively. Learners will put this into practice by planning an integrated promotional strategy for a business or product. This will include budget formulation, creative and media selection, and how to measure the effectiveness of their plan.
Unit 19: Marketing Planning	The aim of this unit is to provide learners with the understanding and skills to develop marketing plans that meet marketing objectives, and meet the needs of the target market.
Unit 20: Sales Planning and Operations	The aim of this unit is to provide learners with an understanding of sales planning, sales management, and the selling process. Learners will be taken through the main stages of the selling process, and be expected to put them to use.
Unit 21: Human Resource management	This unit provides an introduction to the concepts and practices of human resource management and focuses on the management of recruitment, retention and employment cessation.
Unit 22: Managing Human Resources	The unit explores the different methods of performance management. It examines issues that may affect performance at work, such as ill health and absenteeism and will develop learner understanding of counselling and human resources practices that support employee welfare in the workplace. Learners develop the skills and understanding needed for planning and designing training and development, through understanding how people learn and the suitability of different training methods and initiatives.
Unit 24: Employee Relations	The aim of this unit is to introduce learners to the importance of good employee relations for business success and the impact of changes which have affected employment relationships. This unit will give learners the opportunity to study the most up-to-date employment legislation and investigate how employment involvement techniques affect human resource management.
Unit 26: Business Law	The aim of this unit is to provide knowledge and application of the law relating to sale of goods, consumer credit, monopolies and intellectual property as it relates to business and its everyday dealings.
UNIT 33: Small Business Management	The aim of this unit is to give learners the opportunity to focus on the processes involved, through change management, of reviewing and improving the performance of a small business enterprise. It draws together topics covered in other units and allows learners to practise the business skills needed in reviewing and managing the performance of a small enterprise.
Unit: 40 Business Work Experience	This unit will develop the skills and knowledge of work practices in industry through the learner undertaking work experience and producing a management report examining a work-based issue. A minimum of 40 hours work placement experience is required. Learners will monitor their progress against an action plan of the agreed aims and objectives, and review the effectiveness of achievement of the targets and their own performance.
Unit 45: Business Ethics	The aim of this unit is to introduce learners to the concept of business ethics and to examine its relevance when considering business objectives and responsibilities.
Unit 24: Employee Relations	The aim of this unit is to introduce learners to the importance of good employee relations for business success and the impact of changes which have affected employment relationships. This unit will give learners the opportunity to study the most up-to-date employment legislation and investigate how employment involvement techniques affect human resource management.

AREA ONE. BUSINESS CORE UNITS DESCRIPTION

Compulsory Units

Unit 1: <i>Business Environment (3)</i>	The aim of this unit is to provide learners with an understanding of different organisations, the influence of stakeholders and the relationship between businesses and the local, national and global environments. It is within this business environment that organisations function and have to determine strategies and a modus operandi that allow them to meet their organisational purposes in ways that comply with the relevant legal and regulatory frameworks. Business markets take various forms and the structure of a market enables an understanding of how organisations behave. In this unit learners will consider how different market structures shape the pricing and output decisions of businesses, as well as other aspects of their behaviour.
Unit 2: <i>Managing Financial Resources and Decisions (3)</i>	The unit aim is to provide learners with an understanding of where and how to access sources of finance for a business, and the skills to use financial information for decision making. They will learn how financial information is recorded and how to use this information to make decisions for example in planning and budgeting. Decisions relating to pricing and investment appraisal are also considered within the unit. Finally, learners will learn and apply techniques used to evaluate financial performance.
Unit 3: <i>Organisations and Behaviour (3)</i>	The aim of this unit is to give learners an understanding of individual and group behaviour in organisations and to examine current theories and their application in managing behaviour in the workplace. This unit will develop learner understanding of the behaviour of people within organisations and of the significance that organisational design has on shaping that behaviour.
Unit 4: <i>Marketing Principles (3)</i>	This unit aims to provide learners with understanding and skills relating to the fundamental concepts and principles that underpin the marketing process. This is a broad-based unit which gives learners the opportunity to apply the key principles of marketing.
Unit 5: <i>Aspects of Contract and Negligence for Business (3)</i>	The aim of this unit is to provide learners with an understanding of aspects of the law of contract and tort and the skill to apply them, particularly in business situations. The unit introduces the law of contract, with emphasis on the formation and operation of business contracts. The unit will enable learners to understand how the law of tort differs from the law of contract and examine issues of liability in negligence relating to business and how to avoid it.
Unit 6: <i>Business Decision Making (3)</i>	The aim of this unit is to give learners the opportunity to develop techniques for data gathering and storage, an understanding of the tools available to create and present useful information, in order to make business decisions. ICT is used in business to carry out much of this work and an appreciation and use of appropriate ICT software is central to completion of this unit. Specifically, learners will use spreadsheets and other software for data analysis and the preparation of information. The use of spreadsheets to manipulate numbers, and understanding how to apply the results, are seen as more important than the mathematical derivation of formulae used. Learners will gain an appreciation of information systems currently used at all levels in an organisation as aids to decision making.
Unit 7: <i>Business Strategy(3)</i>	The aim of this unit is to give learners the knowledge and understanding of how a business unit can strategically organise and plan for likely future outcomes in order to be successful. One of the aims of this unit is to build on learners' existing knowledge of the basic tools of business analysis such as PESTLE and draw it together so that the learners think strategically. Learners will be introduced to further analysis tools needed for the process of strategic planning. They will be able to explain the significance of stakeholder analysis and carry out an environmental and organisational audit of a given organisation.
Unit 8: <i>Research Project (3)</i>	The aim of this unit is to develop learners' skills of independent enquiry and critical analysis by undertaking a sustained research investigation of direct relevance to their Higher Education programme and professional development. This unit is designed to enable learners to become confident using research techniques and methods. It addresses the elements that make up formal research including the proposal, a variety of research methodologies, action planning, carrying out the research itself and presenting the findings. To complete the unit satisfactorily, learners must also understand the theory that underpins formal research. The actual research depends on the learner, the context of their area of learning, their focus of interest and the anticipated outcomes.

Area 2. MANAGEMENT CORE UNITS DESCRIPTION

Compulsory Units Are 13, 14, 15 &16

Unit 13: Personal and Professional Development (3)	This unit is designed to enable learners to assess and develop a range of professional and personal skills in order to promote future personal and career development. It also aims to develop learners' ability to organise, manage and practise a range of approaches to improve their performance as self-directed learners in preparation for work or further career development.
Unit 14: Working with and Leading People (3)	An organisation's success depends very much on the people working in it, and recruiting the right people is a key factor. Organisations with effective recruitment and selection processes and practices in place are more likely to make successful staffing appointments. In competitive labour markets this is a major advantage that well-organised businesses will have over their competitors. It is important, therefore, for learners to appreciate that the processes and procedures involved in recruitment and selection to meet the organisation's human resource needs are legal. This unit aims to develop learner knowledge and understanding of the impact of the regulatory framework on the recruitment process.
Unit 15: Managing Business Activities to Achieve Results (3)	This unit focuses on the effective and efficient planning and management of business work activities. It gives learners with understanding and skills needed to design and implement operational systems to improve their effectiveness and efficiency and achieve the desired results for the business. Learners are encouraged to consider the importance and interrelationship of business processes and the implementation of operational plans, together with quality systems and health and safety, in achieving satisfactory results.
Unit 16: Managing Communications, Knowledge and Information (3)	The unit is designed to develop learner understanding of the interaction between communications, knowledge and information. It also covers how IT systems can be used as a management tool for collecting, storing, disseminating and providing access to knowledge and information.
Unit 47: Employability Skills	This unit gives learners an opportunity to assess and develop an understanding of their own responsibilities and performance in, or when entering, the workplace. It deals with the everyday working requirement of problem solving which includes the identification or specification of the 'problem', strategies for its solution and then evaluation of the results through reflective practices.
Unit 48: Project Design Implementation and Evaluation	To develop learners' skills of independent enquiry by undertaking a sustained investigation of direct relevance to their vocational, academic and professional development. This unit provides opportunities to develop skills in decision making, problem solving and communication integrated with the skills and knowledge developed in many of the other units within the programme to complete a realistic project. It requires the learner to select, plan, implement and evaluate a project and finally present the outcomes, in terms of the process and the product of the project. It also allows learners to develop the ability to work individually and/or with others, within a defined timescale and given constraints, to produce an acceptable and viable solution to an agreed brief.

MASTER OF BUSINESS ADMINISTRATION DEGREE



**IN THE FIRST 8 MONTHS YOU EARN THE
UK L7 DIPLOMA IN STRATEGIC MANAGEMENT
AND LEADERSHIP (POSTGRADUATE) FROM
PEARSON OF PEARSON COLLEGE, LONDON**

COVERING

Unit 1: Developing Strategic Management and Leadership Skills	The main aim of this unit is to investigate how current thinking on leadership influences an organisation's planning to meet current and future leadership requirements. Learners will gain an insight into the current thinking on leadership from an organisational perspective. They will examine the links between strategic management and leadership, particularly the skills a leader needs to support organisational direction. The unit will help learners understand the impact of management and leadership styles on strategic decisions in differing situations, through examining the competences and styles of successful leaders.
Unit 2: <i>Professional Development for Strategic Managers</i>	This unit is designed to enable learners to take responsibility for their learning and development needs to gain the personal and professional skills needed to support the strategic direction of an organisation. Learners can achieve this through analysing their current skills and preparing and implementing a personal development plan.
Unit 3: Strategic Change Management	This unit provides the learner with the understanding and skills to support active engagement in the process of strategic change management. Learners will develop an understanding of the models of strategic change and the role that stakeholders play in this process. They will then examine the need for change in a selected organisation and plan the implementation of a model for change.
Unit 7: Strategic Marketing Management	This unit provides the learner with the understanding and skills to support active engagement in the process of strategic marketing management. Strategic marketing management provides a comprehensive examination of all the major components of marketing strategies and their integration into organisations. It is the basis for continued success in highly competitive markets.
Unit 10: Strategic Human Resource Management	This unit provides the learner with an understanding of how the effective strategic management of human resources supports the achievement of organisational purposes and provides the skills to apply this understanding in an organisational context. By examining human resource management, learners will understand how human resource strategy and policies enable personnel to work in ways that contribute to the overall effectiveness of organisations in both the short and long term.
Unit 13: Managing Financial Principles and Techniques	This unit provides the learner with the skills to apply financial principles relevant to strategic management in an organisational context, including forecasting, capital appraisal, budgeting, financial appraisal and analysis. This unit gives learners the opportunity to enhance their competency in the construction, review and evaluation of cost-based financial information, and introduces them to the analysis and control or reduction of costs in a range of situations.
Unit 16: Research Methods for Strategic Managers	This unit provides the learner with an understanding of the methods and techniques used and required when carrying out formal research. The unit addresses a variety of research methodologies and offers the learner the opportunity to develop research skills. Learners will understand the techniques, both quantitative and qualitative, used in research to analyse data. They will select an appropriate research methodology for their question, and record and present their findings. Tutor approval should be sought before learners begin their research and their final report should be presented in a format agreed by the tutor.

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Hair & Beauty Management. The satisfaction that comes from helping people look and feel their best is one of the benefits to a career in the beauty and aesthetics industry. The Hair and Beauty specialism covers a wide range of areas: Hair, Scalp and Specialist Services, Human Health and Nutrition, Reflexology for Beauty Therapy, Physiology of Aging, Spa Treatment, Salon Management, Management of Hair Style Collections, and other beauty management preparations.



Health Care Administration. Health care administration is a broad term for any management-level position in the health care industry. It's an exciting career that requires you to earn a bachelor's degree. Medical and health services managers had an average of \$73,340 in 2006, and the job prospects continue to be strong, according to the U.S. Department of Labor.



Business Administration. Business administration is a broad term covering degree and preparation programs that could teach you how to operate and manage business. This is a broad field - including everything from corner stores and local businesses to multinational corporations. Business preparation and education may cover broad topics, including everything from accounting and finance, human resources management, management, law to marketing and sports management.



Hospitality Management. This industry opens up wide opportunities for an international career with prospects for employment in the Airline, Travel, Tourism and Hospitality Sector. Hospitality Management specialised units of study covers Cabin Crew/Flight Attendant; Customer Service; Food and Beverage Operations Management ; Rooms Division Operations Management ; Hospitality Operations Management ; Conference and Banqueting Management ; Hospitality Contract and Event Management; Entertainment Industry and Venue Management , and Tour Operations Management among other career specific areas.

SIX WEEKS SHORT COURSES

- Airline Ticketing And Travel Agency Operations
- Basic Spanish for Travel, Tourism and Hospitality
- Basic French for Travel, Tourism and Hospitality
- Business Event Management
- Customer Relationship Management
- Flight Attendant Workshops And In-Flight Experience
- Hospitality And Housekeeping
- Hospitality And Culinary Art 1
- Hospitality And Culinary Art 11
- Hospitality And Culinary Art 111
- Hospitality And Food Service: Beverage
- Hospitality And Baking
- Hygiene, Fashion And Professional Culture
- Grooming And Makeup Art
- Grooming And Makeup Art
- Resume Design And Interviewing Skills
- Small Business Startup
- Swimming: Workshop