

Tier 4 Courses

Business Management

Level 4 Extended Diploma in Management

The ATHE Level 4 Extended Diploma in Management is a 120 credit size qualification and is the equivalent level to the 1st year of a degree and can take up to take up to 2 years to complete.

Unit Titles

Learners must complete 4 mandatory units totalling 60 credits and a further 4 or 5 optional units to make a total of 120 credits to achieve the ATHE Extended Diploma in Management (QCF)

Mandatory Units

Business Environment Y/601/0546
Resource Management F/503/7083
Communication Skills L/503/7071
People in Organisations T/503/7078

Optional Units

Applying Promotional Techniques A/503/7079
Corporate Social Responsibility A/503/7082
Administrative Services J/503/7084
Planning a Work Based Team Project K/503/7076
Finance For Managers M/503/7080
Planning a New Business Venture R/503/7072
Customer Relationship Management T/503/7081
Study Skills T/503/4455
Employability Skills A/601/0992
Personal and Professional Development T/601/0943
Business Ethics M/601/1024
Business Law R/601/1145
Manage Sustainability in an Organisation F/503/5348

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Levels or an equivalent qualification from another Educational System OR A Level 2 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position.
- CEFR Level B1 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

Exemptions:

Exemption is subject to approval from the awarding body. For further information, please contact the operations department on info@winsoreducation.org.uk. Please note that there is no exemption on the English Language requirement unless it's stated in the UK Border Agency policy guidance.

Level 5 Extended Diploma in Management

The ATHE Level 5 Extended Diploma in Management is a 120 credit size qualification and is the equivalent level to the 2nd year of a degree and can take up to 2 years to complete.

Unit Titles

Learners must complete 5 mandatory units totalling 80 credits and a further 3 or 4 optional units totaling 40 credits to make a total of 120 credits to achieve the ATHE Extended Diploma in Management (QCF).

Mandatory Units

Managing communication D/503/7074
Business Organisations in a Global Context D/503/7088
People Management Y/503/7073
Finance For Managers M/503/7080
Research Project K/601/0941

Managing Stakeholder Engagement D/503/5213
Risk Management H/503/5097
Leading Organisational Equality and Diversity K/503/5120
Corporate Social Responsibility A/503/7082
Manage Sustainability in an Organisation F/503/5348
Resource Management F/503/7083
Administrative Services J/503/7084
Planning a Work Based Team Project K/503/7076
Marketing Principles and Practice M/503/7077
Planning a New Business Venture R/503/7072
Customer Relationship Management T/503/7081
Employability Skills A/601/0992
Business Ethics M/601/1024
Personal and Professional Development T/601/0943
Business Law R/601/1145

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Level 4 or an equivalent qualification from another Educational System OR A Level 3 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position.
- CEFR Level B1 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

Exemptions:

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Level 6 Diploma in Management

The level 6 Diploma in Management is a 120 credit size qualification, equivalent in size and level to the third year of a bachelor's degree.

In a time of ever increasing degree fees, the gap between those who are able to afford access to a university education and those who are not is widening. This Level 6 Diploma is part of a flexible suite of level 6 management qualifications that allow learners to work around their financial or lifestyle constraints to earn recognition for their achievement.

The core content of this qualification is for those entering a strategic level of management. With a key emphasis on making that progression from an undergraduate to a graduate mentality, including an understanding of the research skills and personal development expected of a senior manager.

Qualification Overview

Credit Value – 120 Credits
Qualification – Level 7

Qualification Units

Learners must complete the five mandatory units totalling 85 credits plus a further three or four units from the list of optional units to achieve a minimum of 120 credits.

Mandatory Units (75 Units)

Unit Title	Level	Credit	GLH
Leadership and Management	6	15	60
Research Project	6	10	40
Human Resource Management	6	15	60
Strategic Marketing	6	15	60
Personal Leadership and Management Development	6	10	40
Financial Decision Making for Managers	6	10	40

Optional Units (45 Units)

Unit Title	Level	Credit	GLH
Project Management	6	15	60
Programme Leadership	7	10	40
Economics for Business	6	15	60
Risk Management	6	10	40
Corporate Communication Strategies	7	10	30
Sustainable Business Strategy	7	10	40
Strategic Planning	7	15	45
Managing Quality and Service Delivery	6	10	40
Leading Organisational Equality and Diversity	6	10	40
Managing Stakeholder Engagement	6	10	40

Level 6 Diploma in Management (*Continued*)

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Level 5 or an equivalent qualification from another Educational System OR A Level 4 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position.
- CEFR Level B2 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

Exemptions:

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Level 7 Diploma in Strategic Management

This qualification is inspired and based upon the Masters in Business Administration which is a world renowned higher education qualification which encompasses all the core competencies required of a senior business manager.

On the QCF at level 7 which is equivalent to MBA level, the ATHE Level 7 Diploma in Strategic Management is recognised by a variety of UK universities as equivalent to their own MBA content.

The qualification is not tied to any specific industry or country, and instead outlines the skills and knowledge that meet the needs of managers in different sectors on a domestic and international platform.

Qualification Overview

Credit Value – 120 Credits

Qualification – Level 7

Qualification Units

Learners must complete the five mandatory units totalling 85 credits plus a further three or four units from the list of optional units to achieve a minimum of 120 credits

Unit Title	Level	Credit	GLH	Mandatory
Organisational Behaviour	7	15	60	Yes
Global Business Strategy	7	15	60	Yes
Strategic Resource Management	7	15	60	Yes
Finance for Strategic Managers	7	15	60	Yes
Research for Senior Managers	7	25	60	Yes
Human Resource Management	6	15	60	
Project Management	6	15	60	
Programme Leadership	7	10	40	
Economics for Business	6	15	60	
Risk Management	6	10	40	
Strategic Marketing	6	15	60	
Corporate Communications Strategies	7	10	30	
Manage Continuous Organisational Improvement	7	15	60	
Sustainable Business Strategy	7	10	40	
Strategic Planning	7	15	25	
Managing Quality and Service Delivery	6	10	40	
Personal Leadership and Management Development	6	10	40	

Level 7 Diploma in Strategic Management *(continued)*

Progression Routes

This qualification is on the QCF and so is recognised by all UK universities and employers, however if you would like to see information on our university partners please see our Management progression routes page.

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- – A Bachelors degree or a Pre-Masters or an equivalent qualification from another Educational System OR A Level 5 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position.
- – CEFR Level B2 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>

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Healthcare Management

Level 4 Extended Diploma in Management for Health and Social care

The ATHE Level 4 Extended Diploma In Management for Health and Social Care is a 120 credit size qualification and is the equivalent level to the 2nd year of a degree.

Unit Titles

Learners must complete the 3 mandatory units totalling 45 credits and a further 5 to 9 optional units to make a total of 120 credits to achieve the Extended Diploma.

Mandatory Units

Health and Social Care in Context F/503/7164
Communication Skills for Health and Social Care Management H/503/7156
People in Organisations T/503/7078

Learners may not achieve both of these units Safeguarding Children and Young People (L/503/7166) Safeguarding Adults (R/503/7167)

Optional Units

Corporate Social Responsibility A/503/7082
Resource Management F/503/7083
Management of Activity Provision H/503/7190
Administrative Services J/503/7084
Planning a Work Based Team Project K/503/7076
Safeguarding Children and Young People L/503/7166
Finance For Managers M/503/7080
Safeguarding Adults R/503/7167
Manage Sustainability in an Organisation F/503/5348
Working with Multi-disciplinary Teams M/503/7189
Planning a New Business Venture R/503/7072
Empowering Users of Health and Social Care Services D/601/1598
Health and Safety in the Health and Social Care Workplace K/601/1569
Employability Skills A/601/0992
Personal and Professional Development T/601/0943
Contemporary Issues in Health and Social Care A/601/1639
Study Skills T/503/4455
Management of Health and Social Care Provision M/503/7192
Equality and Diversity in Health and Social Care F/503/7245

ATHE encourages centres to combine the study of ATHE qualifications in centre with a work placement relevant to the unit the learners are studying. The work placement must be assessed in accordance with the guidelines set out in the Delivering ATHE Qualifications Handbook.

Level 4 Extended Diploma in Management for Health and Social care (*continued*)

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Levels or an equivalent qualification from another Educational System OR A Level 2 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position.
- CEFR Level B1 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

Exemptions:

Exemption is subject to approval from the awarding body. For further information, please contact the operations department on info@winsoreducation.org.uk Please note that there is no exemption on the English Language requirement unless it's stated in the UK Border Agency policy guidance.

Level 5 Extended Diploma in Management for Health and Social care

The ATHE Level 5 Extended Diploma in Management for Health and Social Care is a 120 credit size qualification and is the equivalent level to the 2nd year of a degree. You can click on the unit numbers below to see the qualification content, including credit value, learning outcomes and assessment criteria.

Unit Titles

Learners must complete the 4 mandatory units totalling 65 credits and a further 4 or 5 optional units to make a total of 120 credits to achieve the Extended Diploma.

Mandatory Units

Facilitating Change in Health and Social Care D/601/1665
Managing communication D/503/7074
People Management Y/503/7073
Research Project K/601/0941

Optional Units

Leading Practice in Health and Social Care K/503/7191
Working with Multi-disciplinary Teams M/503/7189
Management of Safeguarding for Health and Social Care Y/503/7168
Corporate Social Responsibility A/503/7082
Resource Management F/503/7083
Management of Activity Provision H/503/7190
Finance For Managers M/503/7080
Planning a New Business Venture R/503/7072
Managing Stakeholder Engagement D/503/5213
Leading Organisational Equality and Diversity K/503/5120
Managing Finance in the Public Sector F/503/5219
Manage Sustainability in an Organisation F/503/5348
Managing Quality in Health and Social Care K/601/1670
Empowering Users of Health and Social Care Services D/601/1598
Health and Safety in the Health and Social Care Workplace K/601/1569
Employability Skills A/601/0992
Personal and Professional Development T/601/0943

Barred Units

Finance For Managers (M/503/7080)
Managing Finance in the Public Sector (F/503/5219)

ATHE encourages centres to combine the study of ATHE qualifications in centre with a work placement relevant to the unit the learners are studying. The work placement must be assessed in accordance with the guidelines set out in the Delivering ATHE Qualifications Handbook.

Level 5 Extended Diploma in Management for Health and Social care (*continued*)

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Level 4 or an equivalent qualification from another Educational System OR A Level 3 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position
- CEFR Level B1 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

Exemptions:

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Level 6 Diploma in Healthcare Management

The core content of this qualification is for those entering a strategic level of management. With a key emphasis on making that progression from an undergraduate to a graduate mentality, including an understanding of the research skills and personal development expected of a senior manager.

Our suite of qualifications offer flexibility to those with different needs. Some learners may work full time and want to link their work with study and others may have come from abroad and want to study full-time.

For example, a student might achieve the Level 6 Certificate in International Healthcare Policy via distance learning and then enrol on a classroom-based programme for the full level 6 Diploma.

Qualification Overview

Credit Value – 120 Credits

Qualification – Level 6

Duration – 9 to 24 months

Assessment Assignment

Entry Requirements ATHE does not specify any entry requirements.

Centres are required to ensure that learners who enroll for this qualification have the necessary skills to undertake the learning and assessment.

Qualification Units

The ATHE Level 6 Diploma in Healthcare Management is a 120 credit qualification. Learners must complete the 6 mandatory units plus a further 4 or 5 optional units.

Mandatory Units (70 Credits)

Learners must complete six mandatory units totalling 70 credits. They must complete either Managing Finance in the Public Sector or Financial Decision Making for Managers.

Unit Title	Level	Credit	GLH
International Healthcare Policy	6	15	60
Managing Quality and Service Delivery	6	10	60
Leadership and Management	6	15	60
Managing Finance in the Public Sector	6	10	40
or			
Financial Decision Making for Managers	6	10	40
Research Project	6	10	40
Personal Leadership and Management Development	6	10	40

Level 6 Diploma in Healthcare Management (*continued*)

Optional Units (50 Credits)

Learners must complete six mandatory units totalling 70 credits. They must complete either Managing Finance in the Public Sector or Financial Decision Making for Managers.

Unit Title	Level	Credit	GLH
Human Resource Management	6	15	60
Project Management	6	15	60
Programme Leadership	7	10	40
Risk Management	6	10	40
Managing Sustainability in an Organisation	5	15	60
Strategic Planning	7	15	45
Managing Stakeholder Engagement	6	10	40
Leading Organisational Equality and Diversity	6	10	40

ATHE encourages centres to combine the study of ATHE qualifications in centre with a work placement relevant to the unit the learners are studying. The work placement must be assessed in accordance with the guidelines set out in the Delivering ATHE Qualifications Handbook.

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Level 5 or an equivalent qualification from another Educational System OR A Level 4 qualification or equivalent plus proof of 2 years of work experience in the Health Industry.
- – CEFR Level B2 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

Exemptions:

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Level 7 Diploma in Healthcare Management

ATHE's level 7 qualifications in Healthcare Management provide generic management skills for those planning to or working in the healthcare sector with additional units that are specifically targeted at those working in the public sector.

The qualifications deliver the skills and knowledge that meet the needs of managers on a domestic and international level. They offer management qualification routes for those learners without existing business or management qualifications (e.g. with qualifications in other areas) or experience as an alternative to moving straight into an MBA programme.

Qualification Overview

Credit Value – 120 Credits
Qualification – Level 7

Assessment Assignment

Entry Requirements ATHE does not specify any entry requirements.

Centres are required to ensure that learners who enrol for this qualification have the necessary skills to undertake the learning and assessment.

Qualification Tiles

Learners must complete the six mandatory units totalling 95 credits plus a further two or three units from the list of optional units to achieve a minimum of 120 credits.

Mandatory Units

Mandatory Units (95 Credits)

Unit Title	Level	Credit	GLH	Mandatory
Organisational Behaviour	7	15	60	Yes
Managing Finance in the Public Sector	6	10	40	Yes
International Healthcare Policy	6	15	60	Yes
Manage Continuous Organisational Improvement	7	15	60	Yes
Developing Organisational Vision and Strategic Direction	7	15	60	Yes
Research for Senior Managers	7	25	60	Yes
Human Resource Management	6	15	60	
Project Management	6	15	60	
Programme Leadership	7	10	40	
Strategic Resource Management	7	15	60	
Risk Management	6	10	40	
Managing Stakeholder Engagement	6	10	40	
Corporate Communications Strategies	7	10	30	
Leading Organisational Equality and Diversity	6	10	40	
Sustainable Business Strategy	7	10	40	
Managing Quality and Service Delivery	6	10	40	

ATHE encourages centres to combine the study of ATHE qualifications in centre with a work placement relevant to the unit the learners are studying. The work placement must be assessed in accordance with the

Level 7 Diploma in Healthcare Management *(continued)*

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Bachelors degree or a Pre-Masters or an equivalent qualification from another Educational System OR A Level 5 qualification or equivalent plus proof of 2 years of work experience in the Health Industry.
- CEFR Level B2 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

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Travel and Tourism

Level 4 Extended Diploma in Management for Travel and Tourism

Level 4 Extended Diploma in Management for Travel and Tourism is a 120 credit size qualification and is the equivalent level to the 1st year of a degree.

Unit Tiles

Learners must complete the 4 mandatory units which amount to 60 credits. At least 30 credits must come from group O1. The remaining 30 credits may come from either group O1 or group O2

Mandatory Units

The Travel and Tourism Sector A/601/1740 Applying Promotional Techniques A/503/7079
Communication Skills L/503/7071
People in Organisations T/503/7078.

Optional Units (Group 1)

The Management of Visitor Attractions A/503/8149
Passenger Transport Operations M/503/8150
Sustainable Tourism Development T/503/8151
Tourist Destinations K/601/1748
Tour Operations Management T/601/1753
Resort Management A/601/1754
Finance and Funding in the Travel and Tourism Sector J/601/1742
Special Interest Tourism M/601/1752

Optional Units (Group 2)

Corporate Social Responsibility A/503/7082 Resource Management F/503/7083
Administrative Services J/503/7084
Planning a Work Based Team Project K/503/7076
Planning a New Business Venture R/503/7072
Customer Relationship Management T/503/7081
Employability Skills A/601/0992
Business Ethics M/601/1024
Personal and Professional Development T/601/0943
Business Law R/601/1145

Level 4 Extended Diploma in Management for Travel and Tourism *(continued)*

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Levels or an equivalent qualification from another Educational System OR A Level 2 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position.
- CEFR Level B1 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

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Level 5 Extended Diploma in Management for Travel and Tourism

Level 5 Extended Diploma in Management for Travel and Tourism is a 120 credit size qualification and is the equivalent level to the 2nd year of a degree.

Unit Tiles

Learners must achieve the 5 mandatory units which amount to 75 credits.

At least 30 credits must come from group O1.

The remaining 15 credits may come from either group O1 or group O2

Mandatory Units

Travel and Tourism Organisations in a Global Context T/503/8148
Finance and Funding in the Travel and Tourism Sector J/601/1742
Research Project A/503/8152
Managing communication D/503/7074
People Management Y/503/7073

Optional Units (Group 1)

The Management of Visitor Attractions A/503/8149
Passenger Transport Operations M/503/8150
Sustainable Tourism Development T/503/8151
Tourist Destinations K/601/1748
Tour Operations Management T/601/1753
Resort Management A/601/1754
Special Interest Tourism M/601/1752

Optional Units (Group 2)

Marketing Principles and Practice M/503/7077
Business Ethics M/601/1024
Personal and Professional Development T/601/0943
Employability Skills A/601/0992
Business Law R/601/1145
Corporate Social Responsibility A/503/7082
Resource Management F/503/7083
Administrative Services J/503/7084
Planning a Work Based Team Project K/503/7076
Planning a New Business Venture R/503/7072
Customer Relationship Management T/503/7081

Exemptions:

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Level 5 Extended Diploma in Management for Travel and Tourism *(continued)*

Support for Centres

ATHE provides qualification specifications, sample assignments, recommended resources and a range of direct training and support activities including conferences, workshops, bespoke training and consultancy delivered at centre premises.

Entry Requirements

Students must meet all of the following requirements in order to obtain admission:

- Students must be 18 or above in age
- A Level 4 or an equivalent qualification from another Educational System OR A Level 3 qualification or equivalent plus proof of 2 years of work experience at a supervisory or managerial position.
- CEFR Level B1 English Language qualification in speaking, listening, reading and writing (approved in the UKBA SELT provider List. For more information please visit the UK Border Agency website <http://www.ukba.homeoffice.gov.uk/sitecontent/applicationforms/new-approved-english-tests.pdf>)

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