



ACCREDITED SENIOR MANAGER QUALIFICATIONS

Internationally Recognized Certification

Accredited Senior Manager Qualifications verify the knowledge and skills of senior managers seeking to enter, or already in senior management roles (General Manager, Director etc.). Candidates for the examination will demonstrate comprehensive middle and senior level knowledge across a full range of internationally validated business management competencies.

The Degree Alternative

GIAM qualifications provide individual managers at all levels with a time-efficient, cost-effective scheme of learning and assessment which ensures they have the knowledge and skills to lead and manage effectively at their level of authority.



Global Institute of Accredited Managers
<https://g-iam.org>

**Accredited
Certification for
Senior Managers**

**Fast and Cost-
effective pathway to
internationally
recognized
certification**

**Online examinations
available on demand
worldwide.**

**Best practice on-line
learning available
for all qualifications**

**GLOBAL MANAGEMENT
ACADEMY**

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THE COMPETENCY FRAMEWORK



The GIAM Competency framework is an internationally validated framework of leadership and business management competencies, applicable to Business and Public sector organizations worldwide.

Candidates for GIAM qualifications are required to demonstrate knowledge and proficiency in all six management competency domains, and at levels of proficiency commensurate with the level of accreditation.

The required units of competence for the Accredited Senior Manager Qualification are outlined below:

Senior Manager Competency Domains

Finance Management

- Accounting for Managers
- Understand the Economics of the Marketplace
- Making a Successful Financial Case

Leadership and Strategy

- Mastering Effective Leadership
- Understand and Develop Business Strategy
- Understand Organization Culture
- Leading Innovation and Change in the Organization

Human Resources Management

- Creating a learning Organization
- Understand and Promote Equality and Diversity
- Managing Recruitment and Selection

Principles of Management

- Understand Organization Culture
- Manage Stress and Conflict in the Organization
- Management Coaching and Mentoring
- Developing a High Performance Culture

Operations Management

- Develop and Implement Operations Plans
- Manage Physical Resources and Logistics
- Lead and Manage Business Improvement Programs

Marketing and Sales Management

- Market Assessment
- Develop and Implement Marketing Plans
- Manage Customer Relations Strategy

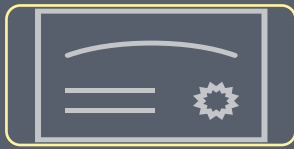
THE QUALIFICATIONS

3 Senior Management Qualifications are available:



Certificate in Senior Management

- 7 Units of Competency
- Examination: 2 M/C exams | Total questions 95 questions | Total time 115 minutes
- Avg. Duration to Complete: 2 months



Diploma in Senior Management

- 13 Units of Competency
- Examinations: 4 M/C exams - Total 210 questions| Total Time 230 minutes
- Avg. Duration to Complete: 4 months



Advanced Diploma in Senior Management

- 20 Units of Competency
- Examinations: 6 M/C exams - Total questions 305 questions | Total Time 345 minutes
- Avg. Duration to Complete: 6 months

Units of Competence for each Qualification

Candidates are assessed on the following units of competence for each qualification:

Certificate Program	Diploma Program	Advanced Diploma Program
<p>MODULE 1: Principles of Management</p> <ol style="list-style-type: none"> 1. Management Coaching and Mentoring 2. Improving efficiency and Effectiveness 3. Develop a High-Performance Culture 4. Managing Stress and Conflict in the Organization <p>MODULE 2: Marketing and Sales</p> <ol style="list-style-type: none"> 5. Market Assessment 6. Develop a Marketing Plan 7. Manage Customer Relations Strategy 	<p>MODULE 3: Financial Management</p> <ol style="list-style-type: none"> 8. Making a Successful Financial case 9. Accounting for Managers 10. Understand the Economics of the Marketplace <p>MODULE 4: Leadership and Strategy</p> <ol style="list-style-type: none"> 11. Master Effective Leadership 12. Understand Organizational Culture 13. Leading Innovation and Change 14. Develop Business Strategy <p>MODULE 5: Operations Management</p> <ol style="list-style-type: none"> 15. Develop and Implement Operations Plans 16. Manage Physical Resources and Logistics 17. Lead and Manage Business Improvement program <p>MODULE 6: H-R Management</p> <ol style="list-style-type: none"> 18. Managing Recruitment and Selection 19. Develop and Promote Equality and Diversity 20. Creating a Learning Organization 	<p>MODULE 1: Principles of Management</p> <ol style="list-style-type: none"> 1. Management Coaching and Mentoring 2. Improving efficiency and Effectiveness 3. Develop a High-Performance Culture 4. Managing Stress and Conflict in the Organization <p>MODULE 2: Marketing and Sales</p> <ol style="list-style-type: none"> 5. Market Assessment 6. Develop a Marketing Plan 7. Manage Customer Relations Strategy <p>MODULE 3: Financial Management</p> <ol style="list-style-type: none"> 8. Making a Successful Financial case 9. Accounting for Managers 10. Understand the Economics of the Marketplace <p>MODULE 4: Mastering Leadership</p> <ol style="list-style-type: none"> 11. Master Effective Leadership 12. Understand Organizational Culture 13. Leading Innovation and Change 14. Develop Business Strategy <p>MODULE 5: Operations Management</p> <ol style="list-style-type: none"> 15. Develop and Implement Operations Plans 16. Manage Physical Resources and Logistics 17. Lead and Manage Business Improvement program <p>MODULE 6: H-R Management</p> <ol style="list-style-type: none"> 18. Managing Recruitment and Selection 19. Develop and Promote Equality and Diversity 20. Creating a Learning Organization

In order to qualify for the designation of '**Accredited Senior Manager**', and use the Post Nominal ASMgr. candidates need to complete all 20 units of competency. By completing the Certificate and Diploma qualifications sequentially, candidates will be eligible for the ASMgr. designation.

Admissions

To qualify for admission to the Accredited Senior Manager Examination, candidates will need to demonstrate prior learning at Middle Management Level, or a comparable qualification, and have at least 2 years' experience in a middle management role.

Examinations

Examinations are conducted online by GIAM, and are available on demand. Your Approved Learning Provider will schedule your examination, and will provide you with the registration and login details. Your preliminary results will be available immediately on completion of the examination. You will receive conformation and your certification within 2 to 3 weeks of completion of your examination.

Digital Certification

GIAM certificates are issued digitally, and are available world-wide 24/7 for you to download and share on social media such as LinkedIn, Facebook and Twitter.

Contact Us



Contact us for further Information and a free trial.

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<https://globalmanagementacademy.co.uk>