



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

Analyze and Interpret Financial Statements

Develop a Financial (Business) Case

Leadership and Strategy

Mastering Effective Leadership

Understand Organization Culture

Leading Innovation in the Organization

Human Resources Management

Understand and Promote Equality and Diversity

Managing Recruitment and Selection

Principles of Management

Managing People for Performance

Manage Stress and Conflict in the Organization

Managing Change in the Organization

Operations Management

Develop and Implement Operations Plans

Manage Risk in the Organization

Lead and Manage Business Improvement Programs

Marketing and Sales Management

Develop Marketing Strategy

Manage Customer Relations

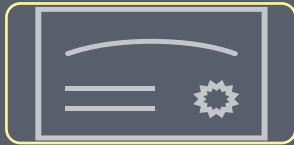
THE QUALIFICATIONS

3 Senior Management Qualifications are available:



Certificate in Senior Management

- 5 Units of Competency
- Examination: 2 M/C exams | Total questions 80 questions | Total time 100 minutes
- Avg. Duration to Complete: 2 months



Diploma in Senior Management

- 10 Units of Competency
- Examinations: 4 M/C exams - Total 160 questions| Total Time 200 minutes
- Avg. Duration to Complete: 4 months



Advanced Diploma in Senior Management

- 15 Units of Competency
- Examinations: 6 M/C exams - Total questions 260 questions | Total Time 305 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. Managing People for Performance 2. Managing Stress and Conflict in the Organization 3. Managing Change in the Organization <p>MODULE 2: Marketing and Sales</p> <ol style="list-style-type: none"> 4. Develop Marketing Strategy 5. Manage Customer Relations 	<p>MODULE 1: Principles of Management</p> <ol style="list-style-type: none"> 1. Managing People for Performance 2. Managing Stress and Conflict in the Organization 3. Managing Change in the Organization <p>MODULE 2: Marketing and Sales</p> <ol style="list-style-type: none"> 4. Develop Marketing Strategy 5. Manage Customer Relations <p>MODULE 3: Financial Management</p> <ol style="list-style-type: none"> 6. Develop a Financial (Business) Case 7. Analyze and Interpret Financial Statements <p>MODULE 4: Leadership and Strategy</p> <ol style="list-style-type: none"> 8. Master Effective Leadership 9. Develop an Innovative Culture 10. Ethical Leadership 	<p>MODULE 1: Principles of Management</p> <ol style="list-style-type: none"> 1. Managing People for Performance 2. Managing Stress and Conflict in the Organization 3. Managing Change in the Organization <p>MODULE 2: Marketing and Sales</p> <ol style="list-style-type: none"> 4. Develop Marketing Strategy 5. Manage Customer Relations <p>MODULE 3: Financial Management</p> <ol style="list-style-type: none"> 6. Develop a Financial (Business) Case 7. Analyze and Interpret Financial Statements <p>MODULE 4: Leadership and Strategy</p> <ol style="list-style-type: none"> 8. Master Effective Leadership 9. Develop an Innovative Culture 10. Ethical Leadership <p>MODULE 5: Operations Management</p> <ol style="list-style-type: none"> 11. Develop & Implement Operations Plans 12. Manage Risk in the Organization 13. Manage Business Improvement program <p>MODULE 6: H-R Management</p> <ol style="list-style-type: none"> 14. Managing Recruitment and Selection 15. Manage Workforce Planning

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>