



## *Global Academy – Enterprise Unlimited*

***Building better leaders and managers.***

# Global Management Academy

Online Career Development for Managers at all levels.

## Global Academy (Unlimited)

Designed for busy managers at all levels, The Global Academy provides aspiring and experienced managers with structured online career development pathways. Key features of GMA Unlimited include:

- **Management Levels:** develop your knowledge and skills in your current or aspired level of management.
- **Skills Choice:** Select from 30+ courses at each level.
- **Competency:** Select from 6 Competency Domains.
- **Duration:** 12 months access from date of registration.
- **Credentials:** get recognition for your learning with internationally recognized Management Credentials.

## Learning with GMA

GMA learning programs provide feature:

- **Online learning:** through videos, online lectures, quizzes, and self-assessments.
- **Offline Learning:** downloadable learning manuals (100+ pages) with each course.
- **Course Duration:** each courses takes 10 to 20 hours to complete
- **Assessment:** M | C Course Quizzes
- **Support:** continuous personal tutor support
- **Certification:** Downloadable Course Certificates shareable on social media.

## The GIAM Competency Framework

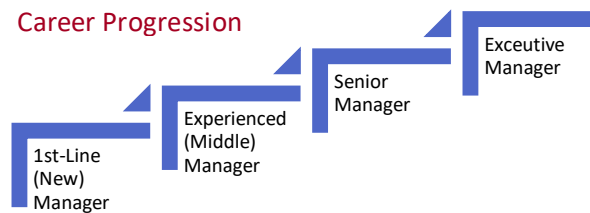
GMA Unlimited courses are classified into 6 categories based on the internationally recognized GIAM competency framework. Select the courses you need to develop your skills within key business and management disciplines.



## Management Levels

GMA unlimited is available at 4 levels of management enabling you to continue learning throughout your career in management.

### Career Progression



Develop your knowledge and skills, and earn qualifications throughout your career.

## Management Credentials

*Showcase your achievements with Global Management Credentials.*

On completion of a minimum number of courses, you will be eligible for a Global Management Credential.



3 Credentials are available at each level:

- **Certificate:** Complete 5 required courses.
- **Diploma:** Complete 10 required courses.
- **Advanced Diploma:** Complete 15 required courses.

The learning outcomes you've demonstrated are translated into a digital certificate and digital badge, issued, and managed through the Credential.net platform. This enables you to manage, share and verify your competencies digitally.

## Skills and your Career

All Global courses feature skills profiles, which are derived from internationally recognized skills frameworks use by leading recruitment companies. Your credentials provide data-rich evidence of your skills and competencies.

Global Digital credentials enable employers to gain a granular understanding of a candidate's capabilities and what they can bring to the role. This is also helpful for internal use. As you gain additional digital credentials, your managers will be aware of your growing value within the organization and your readiness for new challenges and promotions.

## The Portal Service

The Global Management Academy E-Learning Portal is used by companies in Europe, Asia, and Australia to develop the management and leadership skills of employees at all levels

Comprising 2000+ hours of leadership and management courses and programs, the Global E-Learning Portal is a high value management development platform, which offers an exceptional return on investment for your training spend.

## E-Learning Portal features

- **Complete Management Learning Portal** – 2000 learning hours+ in core Management Skills. *Each Academy contains between 500 and 600 hours of online learning.*
- **Learning for Managers at all Levels** – 4 academies ‘from first line through to senior executive’.
- **Management (Micro) Credentials** - earned through courses and online M/C exam completion.
- **CPD hours on course certification** – earn CPD hours recorded also on your completion certificates.
- **Digital Credentials available through GMA’s Credential.net** to share on social media – and blockchain verifiable.
- **Gamification enabled** – customizable to client needs.
- **Own Domain name** – for LMS URL.
- **Own Branding** – for LMS.
- **Complete Flexibility** – Courses Accessible 24/7
- **Course duration** - (courses range from 10 - 24 hours).
- **Mixed multi-media learning** - (video, self-assessments, presentations and quizzes).
- **Resources** – downloadable Learning Manuals (80 pages +) and additional resources with each course.
- **Blended learning** – resources available to enable blended learning delivery of all qualification programs.
- **Local Administration** – assign courses, monitor progress and produce wide range of reports.
- **G-IAM Qualifications** – Global courses are G-IAM and ILM equivalent courses.

## How it Works

On agreement, Global will set up a dedicated LMS for your organization. The LMS will be populated with white labelled GMA courses and can be administered by the partner (GMA Admin option is also possible).

### Selecting your Academy

Your employees will then be enrolled in the academy which best meets their current experience and career aspirations:

- **First-Line Management Academy** – for new and aspiring team leaders and supervisors.
- **Middle Management Academy** – for experienced first-line managers wishing to enter a middle management role.
- **Senior Management Academy** - for experienced middle managers entering a senior management role.
- **Executive Management Academy** – for experienced senior managers aspiring to, or newly appointed in C-Level positions.

### Progressing Between Academies

We suggest that learners earn entry to the next level academy on completion of a minimum of 10 courses within their assigned academy. This will be equivalent to a Diploma credential, or up to 200 hours of learning). Where the candidate wishes to complete a G-IAM qualification, the credentials require completion of a mandatory series of courses across the 6 competency domains.

## Portal Administration

We can assign Account Owner administrative status to your training manager or coordinator, to your LMS, enabling you to assign courses, and monitor and report on learner progress.

Portal Administrators can:

- **Add Learners** - Portal Administrators can add new people, and assign people to courses.
- **Manage Teams** - Portal administrators can manage teams and sub teams for each department/unit.
- **Reporting** - Portal Administrators can view results, average scores and all reports across their entire organisation.

## Training and Support

Global will provide the Partner with a User Handbook and training on use of the Learning Management System. Global provides continuous technical and content support through the duration of your contract.



# Academy Courses

The Global Enterprise Academy comprises 120+ on-demand courses approximating 2000 hours of study. Learners select the courses which best meet their career needs / or which are required for specific credentials.

## First-Line Management Academy

### Principles of Management Courses



Foundations in Management



Building an Effective Team



Interpersonal Communication



Managing Yourself



Managing Conflict



Run Team Meetings



Writing for Business



Manage Workplace Relationships

### Leadership and Strategy Courses



Leadership Foundations



Motivating for Performance



Understanding Business



Business Development

### Operations Management Courses



Quality Management



Materials and Equipment



Customer Service Essentials



Manage Customer Complaints

### Marketing and Sales Courses



Essential Sales Skills



Negotiating Skills



Foundations in Marketing



Manage a Sales Campaign

## Finance and Administration Courses



Develop Business Budgets



Cost Management



Accounting Foundations



Writing Business Reports

## Human Resources Management Courses



Training and Induction



Understanding Recruitment



Develop your Career



Foundations in H-R-M



## The G-IAM Accredited Supervisor Qualification Program

Upgrade your Unlimited membership to the accredited Supervisor Qualification.

Certificate Program	Diploma Program	Advanced Diploma Program
<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>Foundations in Management</li> <li>Building Effective Teams</li> <li>Managing Personal Effectiveness</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>Essential Sales Skills</li> <li>Business Negotiating skills</li> </ol>	<b>MODULE 3: Finance and Administration</b> <ol style="list-style-type: none"> <li>Understanding Business</li> <li>Understanding Costs and Budgets</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>Foundations in leadership</li> <li>Motivating People for Performance</li> <li>Lead and Manage Effective Workplace Relationships</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>Foundations in Quality Management</li> <li>Essential Customer Service Skills</li> <li>Solving Problems at Work</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>Foundations in Human Resources Management</li> <li>Foundations in Training and Development</li> </ol>	<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>Foundations in Management</li> <li>Solving Problems and Making Decisions</li> <li>Managing Personal Effectiveness</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>Understanding Sales</li> <li>Foundations in Marketing</li> </ol> <b>MODULE 3: Financial and Administration</b> <ol style="list-style-type: none"> <li>Understanding Business</li> <li>Understanding Costs and Budgets</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>Foundations in leadership</li> <li>Motivating People for Performance</li> <li>Lead and Manage Effective Workplace Relationships</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>Foundations in Quality Management</li> <li>Essential Customer Service Skills</li> <li>Solving Problems at Work</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>Foundations in Human Resources Management</li> <li>Foundations in Training and Development</li> </ol>

# Experienced (Middle) Manager Academy

## Principles of Management Courses



Effective Management



Management Communication



High-Performing Teams



Solving Problems at Work



Effective Delegating



Professional Presentations



Chair and Manage Meetings



Emotional Intelligence

## Leadership and Strategy Courses



Develop your Leadership Styles



Motivating for Performance



Understanding your Organization



Leadership for Results

## Operations Management Courses



Quality Improvement



Workplace Projects



Manage Service Quality



Manage Physical Resources

## Marketing and Sales Courses



Market Assessment



Conduct a PESTLE Analysis



Develop a Marketing Plan



Promoting the Business



## Finance and Administration Courses



Finance Management



Budgetary Planning and Management



Market Economics



Develop a Business Plan

## Human Resources Management Courses



Foundations in H-R-M



Managing Discipline at Work



Managing Performance



Manage Employee Development



## The G-IAM Accredited Manager Qualification Program

Upgrade your Unlimited membership to the accredited Manager Qualification.

Certificate Program	Diploma Program	Advanced Diploma Program
<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>1. Effective Management</li> <li>2. Management Communication Skills</li> <li>3. Develop and Lead High-Performance Teams</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>4. Foundations in Marketing</li> <li>5. Promoting the Business</li> </ol>	<b>MODULE 3: Finance and Administration</b> <ol style="list-style-type: none"> <li>1. Understanding Financial Management</li> <li>2. Budgetary Planning and Control</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>3. Understanding your Organization</li> <li>4. Develop and Apply Leadership Styles</li> <li>5. Develop Emotional Intelligence</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>6. Managing Service Quality</li> <li>7. Manage Workplace Projects</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>8. Managing Employee Development</li> <li>9. Manage Employee Performance</li> <li>10. Managing Discipline and Grievances</li> </ol>	<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>1. Effective Management</li> <li>2. Management Communication Skills</li> <li>3. Develop and Lead High-Performance Teams</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>4. Foundations in Marketing</li> <li>5. Promoting the Business</li> </ol> <b>MODULE 3: Financial and Administration</b> <ol style="list-style-type: none"> <li>6. Understanding Financial Management</li> <li>7. Budgetary Planning and Control</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>8. Understanding your Organization</li> <li>9. Develop and Apply Leadership Styles</li> <li>10. Develop Emotional Intelligence</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>11. Managing Service Quality</li> <li>12. Manage Workplace Projects</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>13. Managing Employee Development</li> <li>14. Manage Employee Performance</li> <li>15. Managing Discipline and Grievances</li> </ol>

# Senior Manager Academy

## Principles of Management Courses



Managing for Performance



Efficiency and Effectiveness



Understand the Organization



Management Coaching



Organization Culture



Managing Stress and Conflict



Develop a Culture to Support Innovation



Managing Change

## Leadership and Strategy Courses



Mastering Leadership



Leading Innovation



Emotional Intelligence for Leaders



Develop Business Strategy

## Operations Management Courses



Managing Operations



Managing Risk



Plan LEAN Improvement



Manage Business Improvement

## Marketing and Sales Courses



Develop Marketing Strategy



Manage a Marketing Program



Market Research



Manage Customer Relations



## Finance and Administration Courses



Financial Analysis



Making a financial Case



Capital Budgeting



Manage Governance

## Human Resources Management Courses



Manage Recruitment



Manage Equality and Diversity



Create a Learning Organization



Workforce Planning



## The G-IAM Accredited Senior Manager Qualification Program

Upgrade your Unlimited membership to the accredited Executive Manager Qualification.

Certificate Program	Diploma Program	Advanced Diploma Program
<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>Managing People for Performance</li> <li>Managing Change in the Organization</li> <li>Managing Stress and Conflict in the Organization</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>Develop Marketing Strategy</li> <li>Develop a Marketing Plan</li> </ol>	<b>MODULE 3: Finance and Administration</b> <ol style="list-style-type: none"> <li>Making a Successful Financial (Business) case</li> <li>Analyze and Interpret Financial Statements</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>Mastering Leadership</li> <li>Ethical Leadership</li> <li>Develop an Innovative Organization Culture</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>Develop and Implement Operations Plans</li> <li>Manage Physical Resources and Logistics</li> <li>Lead and Manage a Quality Improvement program</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>Managing Recruitment and Selection</li> <li>Develop and Promote Equality and Diversity</li> </ol>	<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>Managing People for Performance</li> <li>Managing Change in the Organization</li> <li>Managing Stress and Conflict in the Organization</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>Develop Marketing Strategy</li> <li>Develop a Marketing Plan</li> </ol> <b>MODULE 3: Financial and Administration</b> <ol style="list-style-type: none"> <li>Making a Successful Financial (Business) case</li> <li>Analyze and Interpret Financial Statements</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>Mastering Leadership</li> <li>Ethical Leadership</li> <li>Develop an Innovative Organization Culture</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>Develop and Implement Operations Plans</li> <li>Manage Physical Resources and Logistics</li> <li>Lead and Manage a Quality Improvement program</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>Managing Recruitment and Selection</li> <li>Develop and Promote Equality and Diversity</li> </ol>

# Executive Manager Academy

## Principles of Management Courses



Strategic Management



Personal Development for Leadership



Ethical Leadership



Leading Organizational Change



Leading Innovation in the Organization



Creating an Agile Organization



Reviewing Business Performance



Creating a High-Performance Culture

## Leadership and Strategy Courses



Executive Leadership



Executive Leadership in Practice



Develop Strategic Plans



Lead Strategy Implementation

## Operations Management Courses



Operations Management



Review Operational Performance



Develop Operational Excellence



Logistics and Supply Chain Management

## Marketing and Sales Courses



Strategic Marketing Management



The International Business Environment



Develop International Business



International Marketing

## Finance and Administration Courses



Finance for Strategic Managers



Managerial Accounting



International Finance



Corporate Social Responsibility

## Human Resources Management Courses



People and Organizations



Strategic H-R-M



Develop a H-R Strategic Plan



Manage Organizational Development



## The G-IAM Accredited Executive Manager Qualification Program

Upgrade your Unlimited membership to the accredited Executive Manager Qualification.

Certificate Program	Diploma Program	Advanced Diploma Program
<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>1. Personal Development for Strategic leadership and management</li> <li>2. Lead innovation and Entrepreneurship</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>3. Strategic Marketing Management</li> <li>4. Understand International Business</li> <li>5. Develop International Business</li> </ol>	<b>MODULE 3: Finance and Administration</b> <ol style="list-style-type: none"> <li>6. Strategic Financial Management</li> <li>7. International Finance</li> <li>8. Develop and Implement Corporate Social responsibility</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>9. Executive Leadership</li> <li>10. Develop Strategic Business Plans</li> <li>11. Lead and Implement Strategy</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>12. Review Business Performance</li> <li>13. Develop Operations Excellence</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>14. People and Organizations</li> <li>15. Strategic Human Resources Management</li> </ol>	<b>MODULE 1: Principles of Management</b> <ol style="list-style-type: none"> <li>1. Personal Development for Strategic leadership and management</li> <li>2. Lead innovation and Entrepreneurship</li> </ol> <b>MODULE 2: Marketing and Sales</b> <ol style="list-style-type: none"> <li>3. Strategic Marketing Management</li> <li>4. Understand International Business</li> <li>5. Develop International Business</li> </ol> <b>MODULE 3: Finance and Administration</b> <ol style="list-style-type: none"> <li>6. Strategic Financial Management</li> <li>7. International Finance</li> <li>8. Develop and Implement Corporate Social responsibility</li> </ol> <b>MODULE 4: Leadership and Strategy</b> <ol style="list-style-type: none"> <li>9. Executive Leadership</li> <li>10. Develop Strategic Business Plans</li> <li>11. Lead and Implement Strategy</li> </ol> <b>MODULE 5: Operations Management</b> <ol style="list-style-type: none"> <li>12. Review Business Performance</li> <li>13. Develop Operations Excellence</li> </ol> <b>MODULE 6: H-R Management</b> <ol style="list-style-type: none"> <li>14. People and Organizations</li> <li>15. Strategic Human Resources Management</li> </ol>

## Contact us to get started.

For more information about deploying GMA Unlimited in your organization, contact us at:

[info@globalmanagementacademy.com](mailto:info@globalmanagementacademy.com) | or Call us: +44 (0) 77800 65110