



ABE 2017 Qualifications Framework

Business Management & Professional Streams

ABE's updated professional portfolio is designed to provide the dynamic skills you need to succeed in business for the coming decades. With future employability and practical workplace skills embedded into every unit, our qualifications provide a thorough and all-embracing business management education at Levels 3, 4, 5 & 6.

Alongside our core Business Management qualification, if you wish, you can opt to study a discipline such as Human Resources or Marketing in more depth. There are core units in each stream which provide a solid grounding at each level with further optional units which you can choose depending on your interests or chosen career path.

ABE Level 3 Certificate in Business Essentials (24 credits)

Learners must complete one mandatory unit

Business Essentials

ABE Level 4 Foundation Diploma in Business Management (60 credits)

Comprised of four units in total.

Mandatory units

Dynamic Business Environments
(15 credits)

Enterprising Organisations
(15 credits)

Employability and Self-development
(15 credits)

Finance for Managers
(15 credits)

ABE Level 4 Diplomas (120 Credits)

Comprised of eight units in total, the four mandatory units from the Foundation Diploma, plus one of the following blocks of four additional units.

Business Management	Business Management & Human Resources	Business Management & Marketing
Introduction to Entrepreneurship (15 credits)	Introduction to Entrepreneurship (15 credits)	Introduction to Entrepreneurship (15 credits)
Introduction to Quantitative Methods (15 credits)	Introduction to Quantitative Methods (15 credits)	Introduction to Quantitative Methods (15 credits)
Project Management (15 credits)	Project Management (15 credits)	Project Management (15 credits)
Dynamic & Collaborative Teams (15 credits)	Principles of HR (15 credits)	Principles of Marketing Practice (15 credits)

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ABE Level 5 Diplomas (120 Credits)

Comprised of six units in total, four core units plus two optional units.

Mandatory units (all streams)

Managing Agile Organisations & People (20 credits)	Innovation & Business Performance (20 credits)	Effective Financial Management (20 credits)	International Business Economics & Markets (20 credits)
PLUS two optional units (a further 40 credits) from a Specialist Stream			
Business Management Optional Units (choose 2)	Business Management & Human Resources Optional Units (choose 2)	Business Management & Marketing Optional Units (choose 2)	
Operations Management (20 credits)	Human Resource Management (20 credits)	Integrated Marketing Communications (20 credits)	
Analytical Decision-making (20 credits)	Employee Engagement (20 credits)	Buyer & Consumer Behaviour (20 credits)	
Managing Stakeholder Relationships (20 credits)	The HR Professional (20 credits)	Societal & Social Marketing (20 credits)	

ABE Level 6 Diplomas (120 Credits)

Comprised of six units in total, four core units plus two optional units.

Mandatory units (all streams)

Leading Strategic Change (20 credits)	Business Strategy & Decision-making (20 credits)	Developing International Markets (20 credits)	Business Ethics & Sustainability (20 credits)
PLUS two optional units (a further 40 credits) from a Specialist Stream			
Business Management Optional Units (choose 2)	Business Management & Human Resources Optional Units (choose 2)	Business Management & Marketing Optional Units (choose 2)	
Strategic Stakeholder Relationships (20 credits)	Strategic HRM (20 credits)	Strategic Marketing (20 credits)	
Corporate Finance (20 credits)	Organisational Design, Development & Performance (20 credits)	Strategic Marketing Relationships (20 credits)	
Advanced Project Management (20 credits)	Contemporary Developments in Global HRM (20 credits)	Digital Marketing Strategy (20 credits)	

For more information please contact ABE head office by email at info@abeuk.com, or alternatively contact your local ABE Accredited Centre. Full details of all our centres are listed on our website. www.abeuk.com



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