
GET QUALIFIED: MANAGEMENT & LEADERSHIP



Level 3 First Line Management

Level 5 Management & Leadership

Level 7 Strategic Management & Leadership



01 Your 'A-Game' Plan

A Winning Strategy for Personal and Professional Growth

Our purpose at Exponential Training is to “support managers and leaders to improve individual and organisational performance”. To do this, we start by understanding where you are right now; understanding your goals; and finding out where you want to be.

“

”

...if you don't know where you are going, you'll never get there.

Our Vision:

To create a world of high performance Managers, Coaches and Consultants regardless of geographical borders and time zones.

Our Mission:

To provide a stimulating and supportive environment where current and aspiring managers, leaders, coaches and consultants can develop, grow and succeed.

Your Game Plan:

Your 'game plan' might be to become a Chartered Manager; to get your next career promotion; or to drive increased team performance and company growth. Our Performance Coaches will help you to define and clarify your 'game plan' and then to implement it.

“A shared vision provides direction. The right behaviours, skills and actions get you closer to your goals. Support from your own Exponential Training Performance Coach creates momentum and accelerates the achievement of your goals.”

John Moore, Exponential Training, Managing Director

02 Your Journey and Your Performance Coach

“It was a brilliant experience. I started off not knowing the meaning of PDP, I am now asking team members to complete them. The programme will benefit young managers and new managers enormously even if they have no previous managerial qualifications or experience. I have recommended to a colleague and she is now on the programme.”

Lindsey Dewart

Whether you are the Human Resources Director of a multinational enterprise, a manager in a small business or an individual sponsoring your own personal and professional career development, you can sure of one thing:

Exponential Training delivers. We deliver on our commitments. We deliver practical and flexible support. We also deliver highly effective, focused Performance Coaching to help you achieve your goals.

From the moment, you enrol on an Exponential Management & Leadership programme, you have the support of the whole Exponential Training Team. You will work with a professional and dedicated Performance Coach who will engage you, inspire you and challenge you to achieve your goals.

Your Learning Journey:

Whilst everyone’s Learning Journey is unique, there are five core elements you can expect from the Exponential Team:

1. One-to-one support from your own Performance Coach from Day 1
2. ‘Second-to-none’ support from your Performance Coach
3. Expert and practical feedback on your work and assignments
4. 24/7 access to our on-line tools and resources
5. FREE news, tools and top tips sent direct to your email in-box

Your Learning Journey will inspire you, challenge you and help you to become the professional manager and leader you want to be.

P.S. As a bonus when you enrol on either our Level 5 or Level 7 Diploma, you will also be assessed to become recognised as a Chartered Manager



03 Team Leaders and First Line Managers



CMI Level 3 In First Line Management

At the heart of all high-performance organisations are highly effective team leaders, supervisors and first line managers.

Recognising the difficult role played by first line managers, our CMI First Line Management qualifications equip them with the operational tools and techniques essential for today’s front line managers. Practical, fast-paced and engaging, managers learn and apply simple, but powerful tools and techniques that deliver results and performance.

Certificate in First Line Management (Duration: 12 – 16 weeks)

Two Units:

Unit Title	This unit is about:
Improving team performance	Supporting teams and team members to improve, meet and exceed their performance targets
Managing and communicating information	Using and sharing performance management information to make GREAT decisions that deliver results

Diploma in First Line Management (Duration: 9 - 12 months)

Four Units plus the Certificate Units:

Personal development as a first line manager	Looking after and supporting your team enabling them to perform and deliver on their targets
Resource planning	Maximising the efficient use of scarce organisational resources and still delivering results on time and on budget
Meeting stakeholder needs	Consistently delivering the service and quality that customers, colleagues and other stakeholders expect
Identifying development opportunities	Identifying and supporting the development needs of teams and individuals so they can perform and develop

“I have really enjoyed quantifying and discovering the theory to support what have been instinctive skills and decisions for me previously. I now feel more confident in what I have to offer, and I’m sure will use the knowledge and understanding gained to improve my effectiveness, grow good relationships, and in turn manage.”

Clair Haynes

04 Middle Managers and Operations Managers



Our CMI Level 5 Management and Leadership qualifications are designed for middle managers and managers aspiring to advance to a senior management role.

We challenge and inspire managers to raise their game and to make a genuine impact where it counts – in the workplace. Supported by a Performance Coach and ManagementDirect, which is packed with thousands of practical tools and ideas, managers make a ‘step-change’ in performance.

Our Diploma includes the Chartered Manager recognition – setting our management graduates apart from other managers (see page 06).



Certificate in Management and Leadership (Duration: 12 – 16 weeks)

Two Units:

Unit Title	This unit is about:
Information based decision making	Making effective decisions by analysing data, presenting and communicating your ideas and plans
Managing team and individual performance	Managing and improving the performance of both team and individuals that you manage

Diploma in Management and Leadership (Duration: 9 - 12 months)

Three units plus the Certificate Units:

Practices of resource management	Identifying, using and evaluating the efficient use of resources to meet performance objectives
Meeting stakeholder and quality needs	Meeting stakeholder requirements and achieving agreed quality standards as well as implementing improvements
Conducting a management project	Managing a work-related project that achieves the planned results and evaluating its impact

“Excellent course in a time frame that suited me. Thoroughly enjoyed it and the staff at Exponential made it a more enjoyable exercise. Their dedication and thorough feedback helped encourage me to finish the course and self-improve for the future.”

Adrian Molloy

05 Strategic and Senior Managers and Directors



Our strategic management and leadership qualifications explore the strategic management skills required by senior executives and managers. The Diploma also includes assessment to be recognised as a Chartered Manager (see page 06).

Drawing on current thinking and best practice, this programme focuses on how you can achieve maximum impact and how to deliver results. In addition to using our on-line learning resources, your Performance Coach will help you to focus on improving performance as a qualified strategic manager.



Certificate in Strategic Management and Leadership (Duration: 12 – 16 weeks)

Two Units:

Unit Title	This unit is about:
Strategic planning	Creating and implementing an effective strategic plan to achieve organisational objectives
Developing performance management strategies	Ensuring your team's performance contributes to achieving strategic objectives

Diploma in Strategic Management and Leadership (Duration: 9 - 12 months)

Three units plus the Certificate Units:

Strategic information management	Using management information to take effective strategic decisions
Conducting a strategic management project	Planning and implementing strategic business projects that impact on organisational performance
Implementing organisational change strategies	Using a range of tools and techniques to plan and implement change strategies to meet strategic objectives

"I enjoyed learning practical skills, with generous help from my tutor, which based on evidence in order to actively participate in the development of my organisation."

Hemin Najmadden

06 Become a Chartered Manager



As a Chartered Manager Assessment Centre, Exponential Training includes the Chartered Manager as an integral part of our Level 5 and Level 7 Diplomas. Why?

Reason #1: Exponential Training aspires to deliver excellence and we believe the Chartered Manager represents excellence

Reason #2: Chartered Manager (CMgr) is the highest status that can be achieved in the management and leadership profession.

Reason #3: A Chartered Manager is about performance and impact – a Chartered Manager's average added value to their organisation is a MASSIVE £391,443

Get Chartered with Exponential Training

Our Chartered Manager exemption route is for experienced managers who have a CMI Level 5 or above Diploma plus three years' experience in a management-related role.

Your Performance Coach will support you to meet the Chartered Manager assessment criteria ready for CMI for validation.

Upon approval, you will be awarded Chartered Manager enabling you to use one of the following designations:

- CMgr MCMI
- CMgr FCMI

The Chartered Manager exemption route, only applies to those working towards and/or holding a CMI Level 5 or Level 7 Diploma.

"The Chartered Manager award process has enabled me to focus on applying management theories and techniques to maximise my contribution to the organisation. It has raised my profile and allowed me the flexibility to put my knowledge and skills to good use. It has also set a good foundation for my continual professional development."

Don McKie CMgr MCMI
Shell International

"The process of becoming Chartered has given me more confidence and focus in my abilities especially seeking out new business opportunities. I now look to different ways of undertaking business, saving money and dealing with people."

Simon Howlett CMgr
FCMI, Network
Engineering and
Insight Manager,
Openreach

07 My Action Plan

Turning your ideas and vision into reality requires a healthy, realistic approach and a clear understanding of what you want to achieve. You need to think realistically about your current knowledge and skills, your ideas and plans and then act.

Use this worksheet to help you take your first 'Get Qualified' steps.

Step One: Why are you researching our CMI professional management and leadership qualifications?

Step Two: What is your end goal and why do you believe our CMI professional management and leadership qualification is right for you?

Step Three: Which of Exponential Training's CMI professional qualifications will help you reach your goal?

Step Four: Why is Exponential Training's flexible, on-line delivery supported by your own Performance Coach right for you?

Step Five: On a scale of 1 – 10, how committed are you to achieving your goal? (10 being totally committed)

Step Six: What action will you take NOW to convert your goal into a reality?

- a) Book a complimentary consultation with Exponential Training to explore my options
- b) Talk to other people (i.e. manager, team members) about my options
- c) Carry on researching my options
- d) Do nothing