Who are these qualifications for?
These qualifications are designed for anyone considering setting up a business. Learners will explore the implications of working for themselves and in the Certificate start planning and preparing for the practical and personal challenges of launching their new business.

Benefits for individuals
- Understand the process of setting up a business or self-employment
- Think through the financial and other risks involved
- Know the legal and regulatory requirements
- Get to grips with the financial aspects of starting your business
- Tools and techniques for developing your business idea.

There are five mandatory units in this qualification. The first, ‘Assessing your own suitability for enterprise’, focuses on each learner’s personal skills and abilities and their reasons and expectations for setting up on their own. The four remaining units each cover a key practical area.
- How to set up and run your business legally, and where to get help with legal issues
- Market research, how to promote and sell your product or service, and how to offer good customer care
- Business finance, including start-up costs, financial record-keeping and cashflow
- Develop and evaluate your business idea, write a business plan.

Progression
Successful completion of these qualifications will provide progression opportunities including the ILM SCQF Level 5 qualifications in Leadership and Management.
Qualification overview

<table>
<thead>
<tr>
<th>Qualification title</th>
<th>Credit value</th>
<th>Total qualification time</th>
<th>Structure</th>
</tr>
</thead>
<tbody>
<tr>
<td>ILM SCQF Level 5 Award in Understanding Enterprise</td>
<td>3 credits</td>
<td>30 hours</td>
<td>One hour induction</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>At least two hours tutorial support</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>One mandatory unit*</td>
</tr>
<tr>
<td>ILM SCQF Level 5 Certificate in Enterprise</td>
<td>15 credits</td>
<td>150 hours</td>
<td>One hour induction</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>At least three hours tutorial support</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Five mandatory units*</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Minimum of 1 credit from one optional unit from Group 2 (601–628)</td>
</tr>
</tbody>
</table>

*Refer to table below for unit details

Rules of combination

**Award**
- One mandatory unit (total credit value of 3)

**Certificate**
- Five mandatory units from Group 1 (532–536)  
  (total credit value of 14)
- Additional unit(s) from Group 2 (601–628)  
  (maximum of 7 credits)

Overview of units

**Group 1**

<table>
<thead>
<tr>
<th>Reference</th>
<th>Unit title</th>
<th>Level</th>
<th>CV*</th>
<th>GLH**</th>
<th>Mandatory***</th>
</tr>
</thead>
<tbody>
<tr>
<td>8812-532</td>
<td>Assessing Own Suitability for Enterprise</td>
<td>5</td>
<td>3</td>
<td>6</td>
<td>A C</td>
</tr>
<tr>
<td>8812-533</td>
<td>Understanding the Legal and Regulatory Requirements for Starting and Running an Enterprise</td>
<td>5</td>
<td>2</td>
<td>6</td>
<td>C</td>
</tr>
<tr>
<td>8812-534</td>
<td>Understand How to Market and Sell a Product or Service</td>
<td>5</td>
<td>3</td>
<td>9</td>
<td>C</td>
</tr>
<tr>
<td>8812-535</td>
<td>Understanding the Financial Needs of an Enterprise</td>
<td>5</td>
<td>3</td>
<td>6</td>
<td>C</td>
</tr>
<tr>
<td>8812-536</td>
<td>Developing an Idea for a Product or Service</td>
<td>5</td>
<td>3</td>
<td>6</td>
<td>C</td>
</tr>
</tbody>
</table>

*Credit value **Guided learning hours ***A= Award C=Certificate
There is a range of materials available to support ILM qualifications through our online portal, Walled Garden, and the ILM website. Contact us to find out more.

Institute of Leadership & Management membership
All ILM learners receive a minimum of 12 months membership of the Institute of Leadership & Management, bringing access to a wealth of resources to support their leadership development.

Our ethos
Our qualifications combine innovative design with a strong focus on workplace performance. We believe this delivers well-rounded managers with a proven ability to perform to the required standards.

Contact ILM
The ILM Customer Service Team is dedicated to providing the very best in customer care. If you need guidance on any aspect of leadership and management development, whether at an individual or organisational level, contact ILM.

T 01543 266867
E customer@i-l-m.com

All ILM qualifications are awarded by the City and Guilds of London Institute, which was founded in 1878 and is incorporated by Royal Charter.