



Education Update

June 2010

QCF qualifications update

Thank you to everyone who has given us feedback on the draft QCF units so far. It is really important that the units meet your needs, so your feedback is very valuable to us. At the moment extra level 2 and 3 units are being written and then they will be assigned credit. Level 1 and 4 units are being circulated for feedback: if you would like to see the drafts and send us your views please drop us an email at education@ismm.co.uk.

Funding for existing ISMM qualifications

The Skills Funding Agency have recently written to all awarding organisations informing us that funding for age 19 plus will be withdrawn from NQF qualifications as of 31 July 2010 unless challenged. Given that QCF qualifications are not yet available in the Sales sector, we are challenging this and hope to extend the cutoff point to at least the end of 2010, when the qualifications will be replaced by funded QCF qualifications.

Sales Education Conference 21 October 2010

We will be holding a conference in Birmingham for all teachers and trainers interested in ISMM qualifications. You will be able to see the new QCF qualifications and find out about funding for them. You will be able to meet practicing sales professionals over lunch and will be able to join the prestigious annual Successful Selling Conference in the afternoon, where you can learn sales tips from well known speakers and can take part in seminars discussing aspects of

sales. To find out more see attached Sales Conference Flyer.

Centre contact changes

Recently we have had a few enquiries from potential students who tried to contact centres from the details given on the centre list and found that the contact was no longer current. Please remember to notify us of any changes to the contact details given in your application. It is part of our quality control as laid down by the regulatory authorities that these details are kept up to date. We thank you for your cooperation.

MIAP name change

MIAP (Managing Information Across Partners) are changing their name and also have new contact details. MIAP provide the system which holds learner information for the QCF. As from September 2010, they will be called the Learning Records Service. This new name for their service also describes exactly what they do: they provide a completely free service to the education sector and support them in streamlining their administrative functions: when collecting candidate information, processing and publishing award data. Their new name also positions the service within the heart of the learner and customer experience. MIAP's existing services, products and applications are also being merged and the current MIAP PLR is being enhanced with functionality that will support QCF.

They will also be launching an enhanced and consolidated website in early autumn www.learningrecordsservice.org.uk. All awarding bodies and their exams officers will be able to access their services via this refreshed web-portal where information rich content from formerly MIAP and UKRLP will be available in one central and easy to use location.

Please forward this information to your own exams officers and administrative staff within your awarding organisations. If you are a marketing or communications manager wishing to receive tailored information for your own use within your centres, please email them with your requests.

Customer service & contact details:

E: lrssupport@miap.gov.uk (until end of August)

E: LRSupport@learningrecordsservice.org.uk from early September

T: 0845 602 2589 LRS Customer Helpdesk

BESMA winners

Outstanding performance in Sales Education was celebrated at the prestigious British Excellence in Sales and Marketing Awards at the Lancaster London hotel last month.

Sultan Charaniya was the worthy winner of the Student of the Year award. Judges praised his performance, saying, 'Our Winner lives and breathes selling in a natural and engaging way. His enthusiasm for learning and application at work was inspiring!'

The winner of the Sales Trainer of the Year category was Jeremy Malindine of Finesse Sales Training. Judges said, 'The winner for this category was truly a worthy winner, fully professional and showing considerable enthusiasm for sales'.

Jeremy was delighted with the award, saying, 'Winning the Sales Trainer of the Year award is

a great honour for me and my clients, demonstrating that sales training and continuous development plays an important part in corporate success. The ISMM are leading the drive to improve Sales qualifications and training in the UK and I am delighted that myself, and my fellow finalists, have been recognised for our contribution to this mission.'



(Above left) Jeremy Malindine receives his award from Paul Wilkes of Hewden.

(Above right) Peter Humphreys of SHL presents the award to Sultan Charaniya

Sales tip of the month

This month's sales tip comes from our BESMA Sales Trainer of the Year winner, Jeremy Malindine:

The World Becomes a Reflection of Yourself

"How you behave with other people is reflected back onto you. Don't let other peoples negative attitudes reflect poorly on you – stay positive, enthusiastic and passionate about who you are – you will be surprised how different the world looks! Your attitude is simply your chosen response to a given set of circumstances – choose well!"

Jeremy can be contacted at jeremy@finessesalestraining.co.uk, mobile 07768 802077. Finesse Sales Training's website is at www.finessesalestraining.co.uk

For more information please contact the ISMM on +44 (0)1582 843260