

# ABE Qualifications Framework

## Business Management & Professional Streams

### 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)

### 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)