

ILM Level 4

Qualifications in Leadership and Management



Who are these qualifications for?

The Level 4 Award, Certificate or Diploma in Leadership and Management is designed for new and aspiring middle managers. These qualifications help learners to really get to grips with their role, gain comprehensive business knowledge, and develop the technical skills they need to lead effectively at this level.

Benefits for individuals

- Consolidate your management skills and experience
- Build knowledge of specialist business areas such as finance and marketing
- Develop the capabilities and personal awareness you need to be a leader
- Accredite your experience with a nationally recognised qualification.

Benefits for employers

- Middle managers with an advanced understanding of their role and function in your organisation
- Managers who can assess and improve their own leadership styles and behaviours
- Flexible choice of units – customise this qualification to close skills gaps in your organisation.

Each unit in this qualification focuses on a specific set of skills and knowledge in six broad areas – working with people, managing yourself and personal skills, providing direction, facilitating innovation and change, achieving results, and using resources. Employers can work with learners to find the units that best fit individual and organisational requirements.

Progression

This qualification will provide progression opportunities to other qualifications such as:

- ILM Level 5 Award or Certificate in Leadership and Management.

Qualification overview

Qualification title	Credit value	Structure
Level 4 Award in Leadership and Management	Minimum 5 credits Maximum 12 credits	<ul style="list-style-type: none"> ● Two hour induction ● At least two hours tutorial support ● Minimum of two units from Group 1, which contains Level 4 units* ● All units must be taken from Group 1
Level 4 Certificate in Leadership and Management	Minimum 13 credits Maximum 36 credits	<ul style="list-style-type: none"> ● Two hour induction ● At least two hours tutorial support ● Choice of optional units from Groups 1 and 2, where Group 1 contains Level 4 units and Group 2 contains units at Levels 3 and 5* ● Maximum of 6 credits from Group 2
Level 4 Diploma in Leadership and Management	37 credits	<ul style="list-style-type: none"> ● Three hour induction ● At least four hours tutorial support ● Choice of optional units from Groups 1 and 2, where Group 1 contains Level 4 units and Group 2 contains units at Levels 3 and 5* ● Maximum of 18 credits from Group 2

*Refer to table below for unit details

Rules of combination

Award

- Minimum 5 credits, maximum 12 credits
- Minimum of two units from Group 1
- All units must be taken from Group 1

Certificate

- Minimum 13 credits, maximum 36 credits
- Choice of units from Groups 1 and 2
- Maximum of 6 credits from Group 2

Diploma

- Total credit value of 37
- Choice of units from Groups 1 and 2
- Maximum of 18 credits from Group 2

Overview of units

Group 1

Reference	Unit title	Level	CV*	GLH**	eWorkbook†
8605-400	Understanding the Management Role to Improve Management Performance	4	4	15	
8605-401	Planning and Leading a Complex Team Activity	4	4	6	
8605-402	Managing Equality and Diversity in Own Area e	4	4	12	WB2
8605-403	Managing Risk in the Workplace e	4	3	6	WB11
8605-404	Delegating Authority in the Workplace	4	3	3	
8605-405	Developing People in the Workplace	4	5	21	
8605-406	Developing Your Leadership Styles	4	4	10	
8605-407	Understanding Financial Management	4	3	12	
8605-408	Management Communication	4	4	18	
8605-409	Managing Personal Development (Diploma only)	4	15	6	
8605-410	Managing the Analysis of Secondary Data	4	4	15	
8605-411	Managing a Healthy and Safe Environment	4	2	9	
8605-412	Managing Meetings e	4	3	15	WB5
8605-413	Managing Marketing Activities	4	3	15	
8605-414	Data Collection and Analysis to Justify Management Decision Making	4	2	10	
8605-415	Motivating People in the Workplace e	4	2	6	WB3
8605-416	Solving Problems by Making Effective Decisions in the Workplace e	4	3	14	WB12
8605-417	Managing and Implementing Change in the Workplace e	4	6	24	WB7
8605-418	Understanding the Organisational Culture and Context	4	6	25	
8605-419	Understanding Work in Contemporary Society	4	3	8	
8605-420	Budgetary Planning and Control e	4	3	6	WB10
8605-421	Interpreting Financial Statements to Assess Organisational Performance Using Financial Ratios	4	3	6	
8605-422	Understanding the Importance of Marketing for an Organisation	4	4	6	
8605-423	Using Quantitative Methods to Solve Management Problems	4	6	10	
8605-424	Understanding the Economics of the Marketplace	4	6	10	
8605-425	Developing Individual Mental Toughness	4	2	5	
8605-426	Understanding the Macro Economic Environment	4	7	25	
8605-427	Developing a Culture to Support Innovation and Improvement	4	3	12	

*Credit value **Guided learning hours †ILM eWorkbooks are available to support unit delivery

Group 2

Reference	Unit title	Level	CV*	GLH**	eWorkbook
8605-300	Solving Problems and Making Decisions	3	2	9	
8605-301	Understanding Innovation and Change in an Organisation e	3	2	9	WB7
8605-302	Planning Change in the Workplace e	3	2	9	WB7
8605-303	Planning and Allocating Work	3	2	9	
8605-304	Writing for Business	3	1	4	
8605-305	Contributing to Innovation and Creativity in the Workplace	3	2	9	
8605-306	Understanding Customer Service Standards and Requirements	3	2	7	
8605-307	Giving Briefings and Making Presentations e	3	2	4	WB14
8605-308	Understanding Leadership	3	2	6	
8605-309	Understand How to Establish an Effective Team	3	1	5	
8605-310	Understanding How to Motivate to Improve Performance	3	2	9	
8605-311	Developing Yourself and Others	3	2	9	
8605-312	Understanding Conflict Management in the Workplace e	3	1	4	WB6
8605-313	Understanding Stress Management in the Workplace	3	1	7	
8605-314	Understanding Discipline in the Workplace	3	1	5	
8605-315	Understanding Recruitment and Selection of New Staff in the Workplace	3	2	7	
8605-316	Understanding the Induction of New Staff in the Workplace	3	1	3	
8605-317	Understanding Training and Coaching in the Workplace	3	2	7	
8605-318	Understanding Quality Management in the Workplace	3	2	6	
8605-319	Understanding Organising and Delegating in the Workplace	3	1	4	
8605-320	Managing Workplace Projects e	3	2	7	WB9
8605-321	Understanding Health and Safety in the Workplace	3	2	7	

Group 2 continued

Reference	Unit title	Level	CV*	GLH**	eWorkbook
8605-322	Understand the Organisation and its Context	3	2	7	
8605-323	Understanding Performance Management e	3	2	7	WB3
8605-324	Understand Costs and Budgets in an Organisation e	3	1	7	WB10
8605-325	Understand How to Manage the Efficient Use of Materials and Equipment	3	2	7	
8605-326	Understanding the Communication Process in the Workplace	3	2	7	
8605-327	Understanding Negotiation and Networking in the Workplace e	3	1	6	WB13
8605-328	Understand How to Lead Effective Meetings e	3	2	4	WB5
8605-329	Understanding Workplace Information Systems	3	1	6	
8605-330	Understanding Marketing for Managers	3	1	4	
8605-331	Understanding Support Services Operations in an Organisation	3	3	7	
8605-332	Understanding Sustainability and Environmental Issues in an Organisation	3	3	10	
8605-333	Understanding Procurement and Supplier Management in the Workplace	3	2	7	
8605-334	Understanding and Developing Relationships in the Workplace	3	2	8	
8605-335	Understand How to Manage Contracts and Contractors in the Workplace	3	2	8	
8605-336	Understanding Incident Management and Disaster Recovery in the Workplace	3	2	7	
8605-337	Understanding Security Measures in the Workplace	3	2	7	
8605-338	Understanding How to Manage Remote Workers	3	2	7	
8605-339	Understanding Good Practice in Workplace Coaching	3	3	9	
8605-340	Understanding Good Practice in Workplace Mentoring	3	3	9	
8605-341	Leading and Motivating a Team Effectively	3	2	7	
8605-501	Managing Improvement	5	3	8	
8605-502	Making a Financial Case	5	3	14	
8605-503	Developing Critical Thinking	5	4	18	
8605-504	Leading Innovation and Change	5	5	24	
8605-505	Managing Individual Development	5	4	18	
8605-506	Managing Stress and Conflict in the Organisation e	5	3	8	WB6
8605-507	Understanding the Organisational Environment	5	5	24	
8605-508	Understanding Organisational Culture and Ethics	5	3	12	
8605-509	Managing Customer Relations	5	3	10	
8605-510	Managing for Efficiency and Effectiveness	5	4	18	
8605-511	Managing Projects in the Organisation e	5	4	18	WB9
8605-512	Managing Resources	5	4	12	
8605-513	Managing Information	5	4	12	
8605-514	Managing Recruitment	5	5	24	
8605-515	Managing Work Analysis	5	3	12	
8605-516	Analysing and Interpreting Statistics to Inform Management Decisions	5	2	10	
8605-517	Understanding the Management of Facilities	5	2	9	
8605-518	Making Professional Presentations e	5	2	9	WB14
8605-519	Developing and Leading Teams to Achieve Organisational Goals and Objectives	5	4	18	
8605-520	Assessing Your Own Leadership Capability and Performance	5	6	15	
8605-521	Managing Own Continuing Professional Development (Diploma only)	5	15	20	
8605-522	Becoming an Effective Leader	5	5	9	
8605-525	Improving and Maintaining the Organisation's Environmental Performance	5	5	14	
8605-526	Managing Remote Workers	5	5	12	
8605-527	Partnership Working e	5	4	10	WB8
8605-528	Understanding Governance of Organisations	5	6	18	
8605-529	Knowledge and Information Management	5	5	14	
8605-530	Understanding the Skills, Principles and Practice of Effective Management Coaching and Mentoring	5	5	18	
8605-533	Managing Mental Health in the Workplace	5	3	8	

eWorkbooks

We offer a range of eWorkbooks on essential leadership and management topics. These interactive resources provide good coverage of the unit learning outcomes, with highly engaging activities that support the learning process and prepare learners to undertake the formal unit assessment.

The following eWorkbooks are available to support delivery of units highlighted with **e** within this qualification:

- WB2 Managing inclusively
- WB3 Managing staff performance
- WB5 Managing meetings
- WB6 Managing team conflicts
- WB7 Managing change
- WB8 Managing collaboration
- WB9 Managing projects
- WB10 Managing budgets
- WB11 Managing risk
- WB12 Managing business improvement
- WB13 Managing negotiations
- WB14 Managing presentations

Find out more: www.i-l-m.com/eworkbooks

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.

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Learning resources

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.