



GM26 23 Management at SCQF Level 7

To attain the qualification candidates must complete 7 Units in total. This comprises:

- ◆ 4 mandatory Units
- ◆ 3 optional Units

Please note the table below shows the SSC identification codes listed alongside the corresponding SQA Unit codes. It is important that the SQA Unit codes are used in all your recording documentation and when your results are communicated to SQA.

Mandatory Units: Candidates must complete all 4 Units from this group

SQA code	SSC code	Title	SCQF level	SCQF credits
HK26 04	CFAM&LAA2	Develop Your Knowledge, Skills and Competence	7	6
H5XP 04	CFAM&LBA3	Lead Your Team	7	9
HA9V 04	CFAM&LDB4	Manage People's Performance at Work	7	14
H8H2 04	CFAM&LEB1	Provide Healthy, Safe, Secure and Productive Working Environments and Practices	7	7

Optional Units: Candidates must complete 3 Units from this group

SQA code	SSC code	Title	SCQF level	SCQF credits
H68E 04	CFAM&LBA9	Develop Operational Plans	8	11
H69C 04	CFAM&LBA7	Promote Equality of Opportunity, Diversity and Inclusion	8	9
HF80 04	CFAM&LCA4	Implement Change	8	11
HK2L 04	CFAM&LDD1	Develop and Sustain Productive Working Relationships with Colleagues	6	6
H5XR 04	CFAM&LDA2	Recruit, Select and Retain People	9	14
HA9X 04	CFAM&LDC2	Support Individuals' Learning and Development	7	6
H69F 04	CFAM&LDC5	Help Individuals Address Problems Affecting Their Performance	6	5

H683 04	CFAM&LDB1	Build Teams	7	8
H68G 04	CFAM&LDB8	Manage Conflict in Teams	7	5
H68H 04	CFAM&LDD6	Lead Meetings to Achieve Objectives	7	4
HK2K 04	CFAM&LDC4	Coach Individuals	7	6
HK2G 04	CFAM&LDA6	Initiate and Follow Disciplinary Procedures	6	6
HK2J 04	CFAM&LDA7	Initiate and Follow Grievance Procedures	6	6
H68K 04	CFAM&LEA4	Manage Budgets	7	11
H5K4 04	CFAM&LEA3	Manage the Use of Financial Resources	8	14
HK2P 04	CFAM&LEB3	Manage Physical Resources	8	5
H7CD 04	CFAM&LEB4	Manage the Environmental and Social Impacts of Your Work	8	4
H8H1 04	CFAM&LEC5	Use Information to Take Effective Decisions	8	4
H8GX 04	CFAM&LEC4	Communicate Information and Knowledge	7	3
H8H0 04	CFAM&LFA5	Manage Projects	8	11
HK3E 04	CFAM&LFE3	Prepare for and Participate in Quality Audits	8	6
H68M 04	CFAM&LFD3	Manage Customer Service	6	9
H41S 04	CFAM&LBB3	Manage Corporate Social Responsibility (CSR)	8	14
H41T 04	CFAM&LCA5	Evaluate Change	9	6
H41M 04	CFAM&LDA3	Induct Individuals into Their Roles	6	4
H41V 04	CFAM&LDA4	Manage the Redeployment of People	7	7
H41W 04	CFAM&LDB7	Manage Flexible Working	8	8
H41P 04	CFAM&LDB9	Promote Staff Wellbeing	6	5
H41X 04	CFAM&LDC3	Mentor Individuals	6	5
H420 04	CFAM&LFE2	Manage Quality Audits	7	7
HK3A 04	CFAM&LFC3	Sell Products and Services	9	5
H41Y 04	CFAM&LDD3	Develop and Sustain Collaborative Relationships with Other Departments	7	5
H9YF 04	CFACSC5	Monitor and Solve Customer Service Problems	6	6
HK20 04	CFACSD8	Work with Others to Improve Customer Service	6	8

HK2N 04	CFAM&LEB2	Obtain Physical Resources	8	5
HC03 04	CFAM&LFA2	Implement Operational Plans	8	5