ILM Level 2
Certificate in Enterprise

Who is this qualification for?
This Certificate in Enterprise is ideal for anyone considering setting up a business. Learners will explore the implications of working for themselves and 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
- 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 focuses on each learner's personal skills and abilities and their reasons and expectations for setting up on their own. The four additional mandatory units each cover a key practical area.
- How to set up and run your business legally
- How to promote and sell your product or service
- Business finance, including start-up costs, financial record-keeping and cashflow
- Developing and evaluating your business idea.

The qualification is completed by a choice of optional units covering a range of enterprise skills from developing a business plan to acquiring premises.

Progression
Successful completion of this qualification will provide progression opportunities including the ILM Level 3 Award or Certificate in Enterprise and Entrepreneurship.

Leadership without limits

Qualification overview

Qualification title	Credit value	Total qualification time	Structure
ILM Level 2 Certificate in Enterprise QAN: 601/5782/3	Minimum 15 credits	150 hours	● One hour induction ● At least three hours tutorial support ● Five mandatory units from Group 1 (14 credits) plus additional units from Group 2. No more than 7 credits from Group 2.*

*Refer to table below for unit details

Rules of combination

Certificate
● Minimum 15 credits
● Five mandatory units from Group 1 (total credit value of 14)
● Additional unit(s) from Group 2 (maximum of 7 credits)

Overview of units

Group 1

Reference	Unit title	Level	CV*	GLH**
8149-232	Assessing Own Suitability for Enterprise	2	3	6
8149-233	Understanding the Legal and Regulatory Requirements for Starting and Running an Enterprise	2	2	6
8149-234	Understand How to Market and Sell a Product or Service	2	3	9
8149-235	Understanding the Financial Needs of an Enterprise	2	3	6
8149-236	Developing an Idea for a Product or Service	2	3	6

*Credit value **Guided learning hours

Group 2

Reference	Unit title	Level	CV*	GLH**
8149-301	Assessing the Viability of a Business Idea	3	3	16
8149-302	Developing a Customer Service Focus	3	2	6
8149-303	Promoting the Enterprise	3	1	4
8149-304	Researching the Business Market	3	3	7
8149-305	Resources for the Enterprise	3	2	7
8149-306	Understanding the Financial Needs for an Enterprise	3	3	15
8149-307	Understanding Legislative and Regulatory Requirements for an Enterprise	3	3	12
8149-308	Developing a Business Plan	3	1	3
8149-309	Exploring Franchising Opportunities	3	2	6
8149-310	Understanding Human Resources for the Enterprise	3	2	6
8149-311	Understanding How to Manage Personnel in an Enterprise	3	2	6
8149-312	Understanding the Requirements of HMRC and PAYE	3	1	3
8149-313	Understand Marketing and Selling for the Enterprise	3	3	9
8149-314	Protecting the Enterprise	3	1	3
8149-315	Understanding Stock Control in the Enterprise	3	1	3
8149-316	Acquiring Business Premises	3	1	3
8149-317	Working Remotely	3	1	3
8149-318	Presenting a Business Plan	3	2	6
8149-319	Understanding the Environmental and Social Impact of the Enterprise	3	2	7
8149-320	Understanding Financial Records	3	1	5
8149-321	Solving Problems and Making Decisions	3	2	9
8149-322	Planning and Allocating Work	3	2	9
8149-323	Contributing to Innovation and Creativity in the Workplace	3	2	9
8149-324	Understanding Customer Service Standards and Requirements	3	2	7
8149-325	Understanding Conflict Management in the Workplace	3	1	4
8149-326	Understanding Stress Management in the Workplace	3	1	7
8149-327	Understanding Training and Coaching in the Workplace	3	2	7
8149-328	Understanding Quality Management in the Workplace	3	2	6

2

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

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.