

ONE HUNDRED PER CENT



The outstanding value of postgraduate studies is reinforced by the following encouraging comments from the student pictured, who scored **100%** in a recent accountancy exam: "Taking this course has not only increased my knowledge in the accountancy field, which has proved to be so beneficial in the workplace and in everyday life, but was also a silent trainer of **time management** and

self-discipline which can be applied to every aspect of life. There can be nothing more stressful than not having confidence in the work or task that you are completing. Taking this course has given me the knowledge and confidence I need to complete my work with accuracy, thoroughness, and certainty."

Time spent studying is never regretted and provides a lifelong advantage.

We would like this student's 100% achievement to be echoed throughout the postgraduate field this year:

- 100% enrolment amongst this year's school leavers
- 100% commitment to studying
- 100% success
- 100% finishers

SCOPE OF ISMM

Read these valuable comments from a student currently studying ISMM -

"I am finding ISMM very useful even though I am not in sales or marketing. It is helping me understand how all the different departments of a business work together and how the sales process can be applied to each area. In doing this course I am learning lots of interesting information about sales that I didn't realise before: it is like learning the science behind selling."

THAT EXTRA DEGREE COUNTS!

A Swedish student writes:

*"At 211°F water is hot. At 212°F it boils. And with boiling water comes steam. And steam can power a locomotive. **That one extra degree makes all the difference**, and that's what postgraduate study is all about. Postgraduate study develops a range of skills such as confidence and self-discipline, and provides a sound background of business knowledge. Knowing you can achieve in your studies helps you overcome the obstacles that arise during your lifetime."*

CV WHOPPERS

Advice to CV writers is to write yourself up, but always be absolutely honest. Business bosses have recently been warned to be wary of embellished and sophisticated CVs. This results from a study by the Risk Advisory Group who found that 63% of CVs contained discrepancies and instances where the truth had been bent.

Another piece of advice from a well-known national recruitment agency: CVs produced in Arial are less likely to be binned!

MANUAL IS NOT OLD-FASHIONED

Many students are faced with the choice of online or manual study materials when enrolling for the first time, but lack the know-how needed for selecting the best route. Some go for online, which is normally the dearer option, simply because they reckon that using a more up-to-date study method is bound to be more effective. Others opt for the manual route, as the student pictured. You may be surprised to hear that a recent survey of 5000 students worldwide revealed that 74% still prefer the manual method, whereas in the UK and Ireland almost 80% wanted to stay with their hard-copy manuals!

Reasons?

- Manual is cheaper and more flexible.
- Study at your own pace anywhere at any time – not tied to a computer or timed lectures.
- Not subject to IT problems or computer being used by someone else.
- Can refer back to written course notes, which stay in the memory more readily.
- More like schoolwork – tutors on online lectures don't explain what you don't understand.

THE VALUE OF A FELLOW-WORKER

Q. "What can you do when you feel isolated and need motivating?"

A. "There's no need to feel that way. With modern communications you can work with other students anywhere, even on the other side of the world."

Read on to discover one student's experience:

"I am an accounting student, studying for some time now. I started the course fresh out of school with much enthusiasm and reached halfway in very good time. It seemed as though I was on track to have the course completed and end up well ahead when I struck disaster: I failed an exam, retook it and failed again. All this happened whilst my involvement in the family business was increasing, and this combination of events brought my progress to a grinding halt. A couple of times after this I made half-hearted attempts to re-start but each time it fizzled out.

It was at this stage that the tertiary studies coordinator for this course found me and quickly saw what needed to be done. He saw there was no one else nearby on the same section of the course as I was and that I needed the support of someone just ahead of me. We actually looked abroad, identified four such students and a three-week trip was quickly arranged. The time spent with these four students was very informative and helpful. We went over study techniques, we discussed the areas we had trouble with, we worked through the problems we each faced and helped each other work them out. Quite remarkably, when one of us had trouble the other was able to guide him through it, and vice versa. I learned I wasn't the only one that had to retake a module and that, in high-level tertiary studies, course retakes are common, due to the Accountancy Institutes' insistence on the required level of competence.

Most importantly, I learned that, regardless of the number of times you have to retake or retry, you haven't actually failed until you give up trying. Perhaps the most beneficial discovery is the unquestionable value of keeping in touch with students at the same stage or slightly ahead of me to help each other stay motivated and on track. Distance is not a problem. As a result I have set fresh goals to complete the course, knowing the lasting benefits of doing so."

YOU SIMPLY NEVER KNOW

To continue the theme from the article above – we have received the following note from a student: *"...just when I felt like I was alone in this course and wished it was over, I turned up at one of the exams only to find 4 other candidates who I knew also taking the exam on the same day at the same time! So out of 8 students sitting the exam half of them were known to me, which was quite amazing when I was expecting to be in an exam room with strangers! That simply goes to show that it's normally possible to find someone somewhere to work along with."*

"Take the first step in faith. You don't have to see the whole staircase, just take the first step."