



PLUG THE GAP

This Bulletin has regularly encouraged school leavers not to settle for a gap between school and enrolling on a postgraduate course. It's very interesting that this **'No Gap'** policy has also been confirmed as the wisest route as the result of a recent study, backed up by a Department of Education report. The findings were:

- School leavers who move straight from school to higher education are more confident in their academic abilities;
- They are more focused on completing their courses;
- Gap-takers tend to earn less by age 30 with significantly lower hourly wages.

NEVER TOO YOUNG TO QUALIFY

This true story is most inspiring!

One of our students left school 4 years ago and joined the family business. He immediately enrolled on a work-related course and flew through it as he was still in 'school learning mode'. The course, which included Health & Safety, gave him a broad base of knowledge of the products that he was to sell. He was then put through another more practical course in the same trade, which resulted in his becoming fully qualified to carry out assessments on customers' premises. Recently he visited a customer in a consultancy capacity to assess his needs. The customer looked at him and his business card somewhat disbelievingly and said "How old are you?" He replied: "21", to which the customer said "How on earth have you managed to get to this position so young? Most people doing your job are old and grey-haired!" So the young man explained the extra studies he had done to obtain these qualifications. The customer was visibly impressed!

What do we learn from this experience?

If you train you can talk with authority. If you talk with authority you will earn respect. If you get respect you can win your customer. If you win your customer you can win a sale.

The business owner who sent in this story concluded by saying that he **fully** believes in training. His 21-year-old is now working through the ABM Course, which is building his confidence in managing personnel in the workplace, to name just one benefit of this excellent course.

NEW ACCOUNTANCY COURSE

Now available to our students is an opportunity to qualify for the prestigious Certificate in Finance, Accounting and Business (CFAB) provided by the Chartered Institute of Accountants in England and Wales (ICAEW). The ICAEW is a respected Accountancy Institute, globally recognised as of superior quality and **there is no membership issue**. The Certificate can be achieved by online learning within 12 months, anywhere in the world, with professional tutor support, and consists of six modules: Accounting, Assurance, Management Information, Law, Principles of Tax, Business & Finance. More details can be obtained from geoff.holding@ubteam.com or oliver.woodcock@ubteam.com

DON'T FORGET ABOUT LATIN

Many have forgotten about it, believing that Latin is now almost extinct, but have later regretted doing so. Regrets arise because Latin lies at the root of most other languages, it increases your vocabulary, broadens your understanding of your language and fills in the gaps left nowadays in both English and Modern Foreign Languages. You can learn whilst at school or later in life, with no upper age limit. A further huge benefit is that, except for the cost of the excellent study material (at present about £15), this distance learning course is **free of charge**, including tutor support. Contact peter.allen1@focus-school.com or oliver.woodcock@ubteam.com for more details.

FRENCH GRIT!

We are glad to pass on these positive words of advice from two hard-working students in France -

I'm taking a BTS Assistant de Gestion (Management Assistance Course). I feel these courses are very inspiring and mandatory to develop your personal skills and team skills. I have 13 subjects to learn so it enables me to go over all the parts of a business: customer relationships, accounts, communication, laws, management and economics. It is hard work keeping up to date with the courses, but it is worth going for it. Perseverance and self-discipline are the keys to success. I like the quote of UBT: 'Take responsibility for your education and your future. It's not your circumstances that define your future. It's your attitude and commitment'.

Since I left school, I have carried on learning by doing a BTS NRC (Customers Negotiation & Relations). I work 15-18 hours per week on my PGS (always in the morning). Honestly, this course is very interesting because I learn how to sell and how to manage a team. For example, it showed me that motivation, perseverance, team spirit are personal capacities that are needed to lead the company to the final customer. As UBT said in one of its Silver Bulletins: 'You simply have to FOCUS on your course', which means follow through the course until success.

RARE PRAISE

The strong calibre of our **ABM** students who opted for the **ILM** Course (Institute of Leadership and Management), an extension of **ABM**, came to light after their Unit 2 assignments had been marked.

The **ILM** Lead Assessor said: *"I thought you would be interested to know that the overall standard is very high indeed, a number of the scripts are the best we have ever seen for this unit. For this quarter, UBT has the highest pass rate and the highest average mark for any ILMA unit. So, thank you for the work and effort you have put into this unit as a Centre, and thanks to the learners themselves! Congratulations to you all - that is excellent."*



PRACTICE MAKES PERFECT

Developing a business rescue strategy

A two-day ABM workshop was held in April at Exchange Place for Europe and UK ABM students who had just completed the ABM Course. Its purpose was to transpose into real life the theories learnt. One of the tasks was to analyse the problems of a failing fictitious business and make organisational recommendations. This involved the hands on demonstration of revised leadership, delegation, accountability, finance, marketing and sales. The outcome was the emergence of a group of fired-up students declaring that this was a brilliant way to round off the course, with business processes and practical solutions now firmly etched in their minds.

The ABM Course is thoroughly worthwhile, right from the start through to the finish! It is recommended for persons with 2-3 years business experience.

"Time is what we want most, but what we use worst."