



POSTGRADUATE BULLETIN

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UNSURE which way to go?

The guidance we have received is clear – students who have completed their secondary schooling and not yet enrolled on an Accountancy or Business course are encouraged to do so **immediately** in order to be set up adequately for the future. Management and Sales & Marketing courses are all

regarded as Business courses. This is rather like being in the army – whatever role you are going to fill you still need to do your basic training. Accountancy and Business courses provide a very valuable springboard from which to build your career.

We are UNDER ORDERS

Promising potential is often not realised because we do what we want to do and forget that **we are under orders!** Please consider the following –

- **Every young person** should have a basic training in accountancy.
- You will never be the same age again, so act **NOW** to avoid regrets later.
- Guidance received is to study 6 to 8 hours per week.
- Take up **one subject** and become an authority on it.
- Prove that having a purpose works and is satisfying when fulfilled.

A human ill is to do what I want to do and fit the rest in only if I can. It follows, therefore, that if I want to do postgraduate studies I will find the time to do it. Conversely, if I'm not really interested I will almost certainly waste my precious potential. The answer is to become convinced that postgraduate studies are not only of immense value but are a **MUST** because we are under orders.

More law STUDENTS NEEDED

We must not forget that valuable counsel – '**Every young person needs an understanding of accounts, tax and law**'. If you are interested in studying Law email oliver.woodcock@ubteam.com and he will put you in touch with the excellent well-established provider of Law courses by distance learning, used by many of our students. The courses recommended take 1-2 years and on successful completion the award is a Certificate or Diploma with the Chartered Institute of Legal Executives. If your interest is in a particular branch of Law such as Contract, Employment, etc, individual modules can be studied, with certification on completion. You will then be better equipped for the business world and more useful in legal matters.

A student writes: '*From the detail of the litigation process to the ingredients of a legally binding contract, I can truly say that the CILEX Law Course is an enlightening experience!*'



Will YOU be hitting the ground running?

The CAP initiative is now taking root in our schools, with both parents and students thoroughly believing in the need to prepare our young people for the workplace while they are still at school. A UK Government Minister who was recently given our CAP brochure told the story of an academically intelligent young person from school who did some work at his office but had no idea about basic business procedures. He pointed to the CAP book and said "this would fix it!".

So with smart time management either during or outside school hours all of our students now have the opportunity to study a business-related course under the CAP programme in order to acquire valuable business skills. For those who did not see the dialogue reproduced in our February 2015 Bulletin we are repeating part of it here -

Year 12 student: What do they mean by 'hit the ground running'?

Campus Careers Coordinator (CCC): It means you've started a business-related course during the last 2 years at school and are therefore much more ready for the workplace when you finish your secondary education. Your new boss won't have to train you from scratch.

Student: So what do you suggest I do about it?

CCC: Sometimes 6th-formers have less than full timetables, so if the school, your parents and you all agree that you could manage a postgraduate course without jeopardising your chances of doing well in your main subjects, then I'll gladly help you choose a course that would suit you. This could give you a much broader base of knowledge and skills in a subject that you are good at.

Student: I understand. What a brilliant idea! I'll certainly get it sorted.

EXCELLENCE recognised

Professional Academy, the providers by distance learning of Sales and Marketing Courses, has recently highly commended two of our students for the professional and businesslike quality of their UKB submissions. Their work significantly exceeded what was required and included detail to a depth that indicated a great deal of research, study and hard work. The submissions also showed that both students possessed a real and broad enthusiasm for their companies and products in addition to just sales as a business function. Professional Academy has decided to use one of the assignments as a benchmark exemplar for the 'Understanding the Sales Environment' unit.

May these examples inspire us all to strive for excellence in our studies!

"When you make your peace with authority you become an authority".