



DEMONT
INSTITUTE *of*
MANAGEMENT
& TECHNOLOGY

Management and Leadership



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About DeMont

DeMont Institute of Management and Technology is an institution that offers exceptional Technical and Vocational Education and Training (TVET) programs in the UAE. DeMont offers top-notch programs that are permitted by the Knowledge and Human Development Authority (KHDA) and awarded by NCFE, CMI, and Pearson. DeMont strives to serve as a steppingstone for each student who walks through its doors, inching them closer to achieving their goals. Education and training are critical components of personal growth and development. With DeMont's quality education, students can succeed in their chosen careers.

About Chartered Management Institute (CMI), UK

The Chartered Management Institute (CMI) is a professional institution for management, based in the United Kingdom. It works with businesses and educational institutes to inspire people to become skilled, confident, and successful managers and leaders. It is the only chartered professional body dedicated to promoting the highest standards in management and leadership excellence.

Backed by the unique Royal Charter, CMI is the only organization able to award the Chartered Manager status – an ultimate management accolade, proven to boost individuals' career prospects, management capability and impact in the workplace.

CMI's thought leadership, research, events and online resources provide practical insight on critical issues for more than 100k of its members and to professionals looking to improve their performance. It strives to create diverse high-performing teams and nurture the next generation of managers and leaders. Organizations like Jaguar, Land Rover, Royal Bank of Scotland, Fujitsu, Allianz, Silverstone, Royal Air Force, London South Bank and Royal College of Physicians use Chartered Management Institute certifications for certifying their professionals.



Benefits of Choosing CMI

- 💎 The opportunity to work towards Chartered Manager status, the highest accolade in the management profession, awarded only by CMI.
- 💎 Employers highly value the qualifications awarded by the Chartered Management Institute and over 80% of managers advise that a CMI qualification is an essential part of becoming a professional manager.
- 💎 For the duration of your study at any CMI Centre, you'll automatically become an Affiliate Member. This opens access to member benefits to help you progress on your professional journey.
- 💎 Throughout the duration of your study, you'll have access to a whole host of benefits and resources to support you on your journey to becoming a better manager.



CMI Level 5

Management and Leadership

The CMI Management and Leadership (Level 5) have been developed in consultation with employers and other key stakeholders. It is directed towards middle managers and supports the growth in their ability to lead and manage individuals and teams. Learners will get to develop important skills that include developing strategic plans and managing strategic change.

The course is aimed at empowering professionals by enhancing their skills, encouraging a confident professional approach to their careers, and shaping individuals into successful managers and leaders. The Level 5 in Management and Leadership is CMI's benchmark qualification that takes you one step closer to attaining a Chartered Manager Status. With the course designed to give learners all the skills and knowledge required for a senior manager role, it promotes the highest standards of management and leadership excellence



Benefits of pursuing CMI Level 5 in Management and Leadership

- ◆ Access to CMI Membership and Support for the entire study duration.
- ◆ Provides a clear pathway for progression toward Management and Leadership Achievement.
- ◆ Provides a broader knowledge of skills to help you become effective in multiple management areas.
- ◆ Gives you a fully comprehensive set of skills and knowledge required to be a manager.
- ◆ Helps you understand and focus on areas that are most appropriate to your role and organisation.

Programme Structure

Course Duration: 9 Months

Course level: Level 5

Credits: 38

Modules: 7

Course Delivery: Blended



Module List

Modules	Credit
Principles of Management and Leadership in an Organisational Context	07
Principles of Developing, Managing and Leading Individuals and Teams to Achieve Success	06
Managing Stakeholder Relationships	04
Principles of Recruiting, Selecting and Retaining Talent	05
Managing Change	05
Principles of Innovation	05
Principles of Marketing Products and Services	06

Learning Outcomes

✦ Principles of Management and Leadership in an Organisational Context

- ✓ Understand factors that impact an organisation's internal environment
- ✓ Understand the application of management and leadership theories
- ✓ Understand the knowledge, skills, and behaviours to be effective in a management and leadership role

✦ Principles of Developing, Managing and Leading Individuals and Teams to Achieve Success

- ✓ Understand approaches to developing, managing, and leading teams
- ✓ Understand approaches to achieving a balance of skills and experience in teams
- ✓ Know techniques for leading individuals and teams to achieve success

✦ Managing Stakeholder Relationships

- ✓ Understand the different types and value of stakeholder relationships
- ✓ Understand the frameworks for stakeholder management
- ✓ Know how to manage stakeholder relationships
- ✓ Know methods for measuring the impact of stakeholder engagement on organisational performance

✦ Principles of Recruiting, Selecting and Retaining Talent

- ✓ Understand the factors that impact recruitment and selection
- ✓ Know how to plan for recruitment and selection
- ✓ Understand approaches to the recruitment and selection of a diverse and talented workforce
- ✓ Understand strategies for retaining talent



❖ **Managing Change**

- ✓ Understand the reasons for a change in organisations
- ✓ Understand approaches to change management
- ✓ Understand how to initiate, plan, and manage change in an organisation



❖ **Principles of Innovation**

- ✓ Understand the role of innovation within organisations
- ✓ Understand the process of managing innovation in an organisation

❖ **Principles of Marketing Products and Services**

- ✓ Understand the role of marketing to support the achievement of organisational objectives
- ✓ Understand the factors in the organisation's marketing environment which impacts the marketing of a product or service
- ✓ Know how to market a product or service

Assessment Criteria

The assessment criteria of a CMI qualification are regulated as per the module requirement and evaluation

Top skills you will learn

💎 Management Skills

💎 Leadership Skills and Capabilities

💎 Relationship building

💎 Agility and adaptability

💎 Innovation and creativity

Employee motivation 💎

Decision-making 💎

Conflict management 💎

Negotiation 💎

Critical Thinking 💎

Job Opportunities

This course aims at opening doors for professionals looking to take on managerial roles in various fields of business. First-line and middle-level managers will be able to climb up the corporate ladder and acquire senior manager or executive positions.

Who is the programme for?

- ✓ Practising Middle Managers
- ✓ Operations Manager
- ✓ Division Managers
- ✓ Department Managers
- ✓ Senior Managers
- ✓ Business Owners

Eligibility Criteria

High school graduation and 3+ Years of experience in a specific field of business



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802, Eighth Floor, Block No - 10, International Academic City,
Dubai, www.demont.ac.ae

Toll Free  **800** Demont
336668