

The Results Driven Group

CMI LEVELS 3, 5 AND 7 - COACHING AND  
MENTORING QUALIFICATIONS



Residential Courses in Keswick, Cumbria  
& Open Courses in London

Coaching qualifications for Managers and Leaders who  
want to progress to a developmental style of leadership

## Introduction

### CMI LEVELS 3, 5 AND 7 – COACHING AND MENTORING QUALIFICATIONS

Whether you are just starting out in management or are responsible for implementing policies within your organisation, our Coaching and Mentoring qualifications will provide you with the knowledge and skills you need to get the very best from your team.

Each level of learning is available in three different stages designed to improve specific managerial skills and competencies depending on your experience, position and professional needs:



#### LEVEL 3

Designed for supervisors and first line managers to deliver the development of coaching and mentoring skills, with the techniques to manage individuals and teams to achieve their objectives.

#### LEVEL 5

Designed for developing management coaching and mentoring skills, helping you to identify the links between coaching, mentoring and the achievement of business goals.

#### LEVEL 7

Designed for directors and senior managers with authority and drive, helping them to translate organisational strategy into effective business performance.

#### In-house delivery

We can also run these programmes in-house for a minimum of 7 delegates. Please contact us directly for a quote for this type of work on 0845 094 0587 or on [info@resultsdrivengroup.co.uk](mailto:info@resultsdrivengroup.co.uk)

Further Information on each qualification



## LEVEL 3 IN COACHING AND MENTORING

The Level 3 qualifications in Coaching and Mentoring are designed for supervisors and first line managers, to support the development of coaching and mentoring skills and techniques of individuals, teams and achieve objectives.

### AWARD

The Level 3 Award in Coaching and Mentoring will introduce you to the principles, skills and impact of coaching and mentoring and will develop your skills in coaching and mentoring for individual and team needs.

### CERTIFICATE

A more extensive qualification, the Level 3 Certificate in Coaching and Mentoring gives you a broader knowledge of coaching and mentoring skills, focussing on coaching and mentoring relationships, operational processes and evaluation techniques.

### DIPLOMA

The Level 3 Diploma in Coaching and Mentoring is designed for supervisors and first line managers. It builds on the learning gained in the Certificate and introduces organisational culture, values and behaviour while developing your skills in managing team dynamics and equality and diversity.



### Typical units:

- Coaching and mentoring for individual and team needs
- Principles, skills and impact of coaching and mentoring
- Understanding organisational culture, values and behaviour
- Understanding team dynamics
- Completing the coaching and mentoring process

## ASSESSMENT

Assessment is normally via practical work-based assignments provided by your Approved Centre. This ensures you minimise time away from work and that you undertake work study which is relevant to your own organisation's context.

## PROGRESSION

On successful completion of a Level 3 qualification in Coaching and Mentoring, a number of progression opportunities become available:

Enhance your professional status by upgrading your CMI membership

Progress to other qualifications at the same level (e.g. from Level 3 Award to Level 3 Certificate etc.)

Progress to other qualifications at the next level (e.g. from Level 3 Certificate to Level 5 Certificate)

Apply to become a Chartered Manager



## LEVEL 5 IN COACHING AND MENTORING

The Level 5 qualifications in Coaching and Mentoring are designed for practising middle managers and those aspiring to senior management to develop management coaching and mentoring skills, helping you to identify the links between management coaching, mentoring and the achievement of business goals.

## AWARD

The Level 5 Award in Coaching and Mentoring (QCF) will introduce you to the principles, skills and impact of management coaching and mentoring within your organisation.

## CERTIFICATE

A more extensive qualification, the Level 5 Certificate in Coaching and Mentoring (QCF) gives you a broader knowledge of management coaching and mentoring skills, focusing on management coaching and mentoring practice, and management of action learning



## DIPLOMA

The Level 5 Diploma in Coaching and Mentoring is designed for supervisors and first line managers. It builds on the learning gained in the Certificate and includes your personal development as a manager and leader. A Diploma in Management and Leadership is the benchmark qualification for full CMI membership, taking you another step towards Chartered Manager status.

### Typical units:

Personal development as a manager and leader  
Introduction to management coaching and mentoring  
Using coaching and mentoring skills as a manager  
Coaching practice and theory  
Mentoring practice and theory



## ASSESSMENT

Assessment is normally via practical work-based assignments provided by your Approved Centre. This ensures you minimise time away from work and that you undertake work study which is relevant to your own organisation's context.

## PROGRESSION OPPORTUNITIES

On successful completion of a Level 5 qualification in Management Coaching and Mentoring, a number of progression opportunities become available:

Enhance your professional status by upgrading your CMI membership

Progress to other qualifications at the same level  
(e.g. from Level 5 Award to Level 5 Certificate etc.)

Progress to other qualifications at the next level  
(e.g. from Level 5 Certificate to Level 7 Certificate)

Apply to become a Chartered Manager

## LEVEL 7 IN COACHING AND MENTORING

The Level 7 qualifications in Leadership Coaching and Mentoring are designed for managers and leaders who have the authority and responsibility for developing and implementing a coaching and mentoring strategy across the organisation. The qualifications require managers and leaders to build on their strategic management and leadership skills and to focus on the requirements of embedding the organisation's strategy.

## AWARD

The Level 7 Award in Coaching and Mentoring will introduce you to organisational coaching and mentoring and develop your leadership skills.

## CERTIFICATE

A more extensive qualification, the Level 7 Certificate in Coaching and Mentoring gives you a broader knowledge of strategic coaching and mentoring skills within your organisation.

## DIPLOMA

The Level 7 Diploma in Coaching and Mentoring is designed for managers. It builds on the learning gained in the Certificate and develops your understanding of coaching and mentoring policies and managing organisational culture and change. A Diploma in Coaching and Mentoring is the benchmark qualification for full CMI membership, taking you another step towards Chartered Manager status.

### Typical units:

- Organisational coaching and mentoring
- Coaching and mentoring policies
- Strategic impact of coaching and mentoring
- Leadership coaching and mentoring skills
- Leading equality and diversity

## ASSESSMENT

Assessment is normally via practical work-based assignments provided by your Approved Centre. This ensures you minimise time away from work and that you undertake work study which is relevant to your own organisation's context.

## PROGRESSION OPPORTUNITIES

On successful completion of a Level 7 qualification in Leadership Coaching and Mentoring, a number of progression opportunities become available:

- Enhance your professional status by upgrading your CMI membership
- Progress to other qualifications at the same level (e.g. from Level 7 Award to Level 7 Certificate etc.)
- Apply to become a Chartered Manager

## Open coaching courses in 2017/18

### CMI Level 5 & 7 Coaching Qualifications – open courses

Our coaching and mentoring qualifications help organisations transform performance and individuals to overcome the barriers that prevent them achieving their full potential.

### When do these courses run?

Our next open CMI Level 5 Certificate in Coaching Courses

### Open courses in London and Cumbria

Programme Dates:

#### London

##### Programme 1

6 November 2017; 23 November 2017; 7 December 2017; 15 December 2017; 9 January 2018

##### Programme 2

8 March 2018; 22 March 2018; 16 April 2018; 27 April 2018; 11 May 2018;

### **\*\*5 Day Residential Course in the Lake District\*\***

##### Programme 3

From 11:00 on 25 September 2017 to 16.00 on 29 September 2017

##### Programme 4

From 11:00 on 27 November 2017 to 16.00 on 1 December 2017

##### Programme 5

From 11:00 on 26 February 2018 to 16.00 on 2 March 2018

##### Programme 6

From 11:00 on 25 June 2018 to 16.00 on 29 June 2018

## Our next open CMI Level 5 Diploma in Coaching

Open courses in London and Cumbria

Programme Dates:

### London

#### Programme 1

6 November 2017; 23 November 2017; 7 December 2017; 15 December 2017; 9 January 2018;  
23 January 2018

#### Programme 2

8 March 2018; 22 March 2018; 16 April 2018; 27 April 2018; 11 May 2018; 18 May 2018

### **\*\*5 Day Residential Course in the Lake District\*\***

#### Programme 3

From 11:00 on 25 September 2017 to 16.00 on 29 September 2017

#### Programme 4

From 11:00 on 27 November 2017 to 16.00 on 1 December 2017

#### Programme 5

From 11:00 on 26 February 2018 to 16.00 on 2 March 2018

#### Programme 6

From 11:00 on 25 June 2018 to 16.00 on 29 June 2018



## Our next open CMI Level 7 Certificate in Coaching Courses

### CMI Level 7 Certificate in Coaching

#### Open courses in London and Cumbria

#### Programme Dates:

##### London

##### Programme 1

6 November 2017; 23 November 2017; 7 December 2017; 15 December 2017; 9 January 2018;  
23 January 2018

##### Programme 2

8 March 2018; 22 March 2018; 16 April 2018; 27 April 2018; 11 May 2018; 18 May 2018

#### **\*\*5 Day Residential Course in the Lake District\*\***

##### Programme 3

From 11:00 on 25 September 2017 to 16.00 on 29 September 2017

##### Programme 4

From 11:00 on 27 November 2017 to 16.00 on 1 December 2017

##### Programme 5

From 11:00 on 26 February 2018 to 16.00 on 2 March 2018

##### Programme 6

From 11:00 on 25 June 2018 to 16.00 on 29 June 2018

## Our next open CMI Level 7 Diploma Coaching Courses

### CMI Level 7 Diploma in Coaching

#### Open courses in London and Cumbria

#### Programme Dates:

##### London

##### Programme 1

6 November 2017; 23 November 2017; 7 December 2017; 15 December 2017; 9 January 2018;  
23 January 2018

##### Programme 2

8 March 2018; 22 March 2018; 16 April 2018; 27 April 2018; 11 May 2018; 18 May 2018

#### **\*\*5 Day Residential Course in the Lake District\*\***

##### Programme 3

From 11:00 on 25 September 2017 to 16.00 on 29 September 2017

##### Programme 4

From 11:00 on 27 November 2017 to 16.00 on 1 December 2017

##### Programme 5

From 11:00 on 26 February 2018 to 16.00 on 2 March 2018

##### Programme 6

From 11:00 on 25 June 2018 to 16.00 on 29 June 2018

## Programme delivery

These programmes are delivered by a team of our coaching experts. Louise Gozzard heads up the team consisting of Dave Reynolds, Chris Goodwin and Ian Shepherd. All the team are qualified executive coaches and coach supervisors and deliver the programme across the UK

## Programme costs

We are the most competitively priced provider of CMI professional coaching qualifications in the UK and understand how tough it is out there in the current economic environment and to cater for this it is possible to enquire about flexible payment terms of up to 10 months for the following programmes.

The CMI Level 3 Award in Coaching – £995 + VAT per delegate.

The CMI Level 3 Certificate in Coaching – £1195 + VAT per delegate.

The CMI Level 5 Certificate in Coaching is £1,495 + VAT per delegate.

The CMI Level 5 Diploma in Coaching is £2,195 + VAT per delegate.

The CMI Level 7 Certificate in Coaching is £2,095 + VAT per delegate.

The CMI Level 7 Diploma in Coaching is £2,595 + VAT per delegate.

## Flexible payment terms

\*If you are self-funding then a 30% deposit will be taken on booking, which will secure your place on the course\*

For the balance it is then possible to set up a 7-10 payment plan by direct debit or credit card for the remaining balance

## Open residential courses in the Lake District with Results Driven Group

What makes the results driven experience different from any other residential course?

Firstly we will start with the location...

The northern Lake District around Keswick and Derwent Water is arguably one of the most beautiful areas in the UK, it does not matter which time of year you are there, the panorama is always changing and the views are always stunning...



Secondly we use nature as a metaphor for learning...

We believe that you think and work differently according to the environment you are exposed to and work in, we use all of the elements of nature to enhance the learning experience and take you out on each day of the programme to experience learning outdoors...☺

“All of the activities we use are safe and are tailored to the capabilities of each group”

**Earth** – the landscape around us, the Mountains, Valleys and different vistas according to the seasons

**Air** – the different forces that the wind can create and the effect on the landscape that it has is awe inspiring!!

**Fire** – the strength of the sun and difference it can make to a view or an experience or how you feel allows you to reflect and look at things from different perspectives

**Water** – the lakes and the rain, the background vistas that you can embrace in the different seasons make this a stunning place to learn

### Client testimonial

*Fantastic way to learn and improve your skills. Environment unbelievable, enthusiastic trainer and the chance to meet an interesting group of people to exchange views and theories.*

Debbie Frisker



Thirdly, the delegate experience is completely different...

Normally on a residential course you would just turn up at 0930 in the morning and then go home at 1600 back to your Hotel, as part of the programme we spend time learning together, undertaking activities together, eating together and most of all having FUN, one delegate recently described this as Homeliness, and that he has never come across this type of experience before on a training course...

### Client testimonial

*A fast moving inspirational course which utilises a range of teaching methods in beautiful surroundings...*

Lisa Aitken

And finally the networking aspect...

This is something you can never recreate on a closed course programme, when you mix up clients who come from the public, private and third sectors, who have had completely different life experiences, different perspectives of how things work and job roles – then anything can happen!!, it is usually pretty special and we have seen long lasting friendships developed over the time that they spend with us in the Lakes...

Your accommodation whilst in Keswick...

We have 3 beautiful Houses in Keswick where you will stay whilst on your residential course in the Lakes, you will have your own bedroom and you will be fully catered for as well over the period of your stay...

If you would like to see the properties, then please visit; [www.newlandshousekeswick.co.uk](http://www.newlandshousekeswick.co.uk) for further information

Hopefully this will give you an insight to why the results driven learning experience is different...

Regards

Chris Goodwin – MD – Results Driven Group