

Certified International Executive Manager (CIEM) “Pathway to MBA”



This brand new, unique and one-of-a-kind International Executive Management program is composed of core knowledge areas for a focused and defined curriculum that helps current managers obtain skills that can better them as leaders in their field.

This program emphasizes applied learning with classes structured for group problem-solving around a curriculum that puts theory into action. Your presenters will have wide ranging expertise in all aspects of business and provide you with the tools required to succeed.

Designed by the iIET specifically for working executives who strive to complete an MBA in more efficient time frame and cost. The pathway created by this program will allow the delegate to complete their MBA in a period of 3-5 months.

At the completion of this International Executive MBA program you will earn an MBA from a distinguished university in England. The iIET course will provide you the pathway to completion.

One-of-a-kind opportunity to earn an MBA in a 3-5 month time period

Maximum Learning, Minimum Cost

5-Step Process to Completion

The 5-Step Pathway to Your MBA

Program Requirements

Registration and Pre-Course Assessment

- This will test your existing knowledge in Business Administration.
- **Time to Completion: 1 Week**

Intensive 5-Day Instructor-Led Training Program

- Comprehensive, focused, and interactive training with extensive practical case-studies and group activities.
- Includes examination
- **Time to Completion: 1 Week**

Post-Course Project

- This project will be a comprehensive analysis of the key knowledge areas covered in the 5-day instructor-led training.
- **Time to Completion: 1 Week**

Awarding of 120 Credits for Completion of Qualifi Level 7 Diploma in Executive Management

- This step is a collection of paperwork and organization.
- **Time to Completion: 1 Week**

Registration to University to Complete Dissertation for MBA online

- You will be assigned a dissertation adviser to will guide you through the writing and submission process online.
- When your dissertation is accepted by the University committee you will be awarded your MBA degree.
- **Time to Completion: 3 Months**

Delegates must meet the following criteria to be eligible to participate in the MBA pathway program:

1. Hold a Bachelor's degree from a recognized university and be able to provide proof upon request.
2. Recognition of Prior Learning (RPL) is the recognition of non-certificated learning towards a full (not partial) unit or qualification. Submit a portfolio of evidence based on previous relevant knowledge, skills and competences which must be assessed against the assessment criteria of the unit(s) for which RPL is being sought to ensure that all learning outcomes have been achieved.
3. Delegates will be assigned pre-course assessment that must be completed and submitted to iIET prior to commencement of the instructor-led training course.
4. Attend the intensive 5-day training course. Delegates must complete every assessment during the training period. At the end the training course delegates will take a written exam that they will be required to pass with at least 80% correct.
5. After the 5-day course you will be required to complete a post-training assessment. This will be a MBA level business analysis case study that will allow you to exhibit all the topic areas you learned during the training.
6. Upon successful completion of all assessment students receive transcript from Qualifi for 120 credits and a Level 7 Diploma in Executive Management.
7. With completion of the 120 credits you will be guided to register at a top University in England and assigned a mentor for the completion of a dissertation.
8. Receive your International MBA.

Topic Areas

Evaluate strategy in the global corporate context

- Application of different corporate strategies in the global marketplace.
- How to sustain competitive advantage.
- How to generate superior value for customers by designing the optimum configuration of the product mix and functional activities.
- How to balance the opportunities and risks associated with dynamic and uncertain changes in industry attractiveness and competitive position.
- Develop a mastery of a body of analytical tools and the ability to take an integrative point of view.
- Use these tools to perform in-depth analyses of industries and competitors, predict competitive behavior, and analyze how firms develop and sustain competitive advantage over time

The Strategic Position

- Analyze an organization's position in the external environment.
- Use five forces analysis to identify their potential for change.
- Identify strategic groups, market segments and critical success factors, and use them in order to recognize strategic gaps and opportunities in the market.

Strategic Capability

- The determinants of strategic capability – resources, competences and the linkages between them.
- Diagnose strategic capability by means of value chain analysis, activity mapping, benchmarking and SWOT analysis.
- Understand an organization's purposes, taking into account corporate governance, stakeholder expectations and business ethics.
- The role of history and culture in determining an organization's position.

Topic Areas

Strategic Finance and Investment Tools

- Theories and applications in global corporate finance that can serve as tools in a financial manager's decision making process
- Financial strategies of a range of different organizations across different business sectors
- The concept of time value of money
- Understand the relationship between risk and returns
- Apply present value theory to make capital budgeting and investment decisions
- Understand a firm's capital structure and financing decisions

Analysis of Global Exchange Rate Markets

- Foreign exchange market fundamentals and exchange rate regimes
- Financial market risk assessment: qualitative and quantitative
- Specifics of FX markets & risk management
- Management of Exchange Rate Risk
- Hedging Tools & Techniques

Human Resource Management, and Leadership

- Recognize the strategic and competitive advantage associated with effective human resource management practices
- Explicitly link a firm's strategy and key success factors to its HR policies and practices
- How to define an organization's culture and hire for it
- A practical overview of the main theories on motivation, commitment and employee engagement.
- Major factors affecting employee engagement

Strategic Human Resources

- The 4 steps of the strategic HR planning process
- The 6 steps of HR strategy development: Mission Statements, SWOT, and COPS
- Use the McKinsey 7S framework for strategy evaluation
- HR in Global Organizations
- Global Talent Management: The 6 Key Principles
- Proactive methods HR professionals can influence and win over key stakeholders

Topic Areas

Managing Strategic Change

- Identify the scope of a required strategic change.
- Analyze how organizational context might affect the design of strategic change programs.
- Undertake a force-field analysis to identify forces blocking and facilitating change.
- Assess the impact of the role and management styles of change agents.
- Assess the value of different levers for strategic change, including the management of organizational routines, political and symbolic processes and other change tactics.
- Identify the pitfalls and problems of managing change programs.

Assess the role played by global supply chains in organizations

- The three major building blocks of logistics networks: transportation, warehousing, and inventory
- Apply essential process improvement tools of lean six sigma to achieve perfection in operations and service delivery.
- Principles of supply chain strategy and how to link them to business strategy
- Aligning resources and organizations for effective management of the supply chain
- How to better structure a company's supply-chain strategy to achieve competitive advantage

The scope of a global company's supply chain network

- Discuss global transportation options and strategic intermediaries.
- The impact of logistics on the economy and how effective logistics management contributes to the vitality of the economy.
- The strategic profit model
- Demand forecasting methods
- Bridging the gap between procurement and supply chain
- Sourcing/purchasing matrix design

Topic Areas

Supply Chain Risk

- Uncertainty and Risk factors
- Demand and supply uncertainty
- Main components of supply chain risk management
- The Bullwhip Effect
- Risk Analysis Methods
- Risk Mitigation and Risk Treatment

Project Management

- What is Project Management?
- Evaluate project management methods, models and underpinning theories.
- Project management key knowledge areas
- The Seven Steps of Estimating and Scheduling
- Work Breakdown Structures(WBS)
- Planning , Scheduling and Control tools including Gantt, Pert and critical path
- The value of project planning methods, individual plans and project management processes for different organizations.
- Identify how risk is managed in projects and illustrate how risk can be mitigated in global, complex or sensitive projects.