

# The International Study Partner Programme

**EXponential**  
Training & Assessment

“Making a World of Difference Together ...”



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John Moore  
Managing Director

## Why partner with Exponential?

Exponential's mission is simple:

“To improve the performance of managers and organisations, thereby achieving Exponential Growth for our customers, our Partners and ourselves”

Everyone at Exponential has been fortunate enough to go to university or to complete one or more vocational qualifications. But this is not the case for everyone. So when I established Exponential, not only did I want to make a difference to the careers and performance of people and organisations, I also wanted to make quality, affordable training and professional accreditation available to as many people as possible.

The whole Exponential team is committed to enabling as many aspiring and experienced managers, coaches and consultants as possible to benefit from our practical, internationally recognised qualifications accredited by professional institutes such as the Chartered Management Institute.

I believe that the need for excellent leaders, managers, coaches and consultants is probably greater now than at any time in the past. This why we have introduced our International Study Partner Programme.

If you are interested in becoming an Exponential Partner and share a similar set of values and beliefs, I would be delighted to hear from you. Just pick up the telephone, drop me an e-mail or speak to one of my team.

**John Moore BA. MSc, Cmgr, FCMI, MCIPD,**  
**Managing Director, Exponential Training & Assessment**



## The Exponential team believes

We believe that together we can make a world of difference.

**Learning should be practical, enjoyable and relevant.** Yes research and theories are important, but not if they get in the way of performance and impact

**Affordability should not be an issue.** Learning and development should not be the right of the wealthy and so we aim to make our programmes affordable for all

**Learning should be flexible** using a blend of lots of different methods to meet the needs of learners, organisations and Partners

**Professional accreditation** enhances personal credibility and career progression, business performance and the bottom-line and separates the excellent from the many

**Success should not cost the earth.** Conscious of our fragile environment, more and more of our learners are choosing to use web-based learning tools and resources thereby minimising the impact on the environment

**Distance should not be a barrier.** We aim to we impact globally, but deliver locally through an ever increasing network of Partners and through our distance learning programmes

**Quality must not be compromised.** Our reputation is precious and therefore our standards are high and we deliver on our promise. We choose our Partners with care



## Introducing the Partner Programme

Exponential's expertise lies in the development and delivery of flexible, affordable and professional programmes for managers, coaches and consultants, accredited by professional membership Institutes.

Our programmes are 'content-rich' meaning they are packed with practical tools, techniques and strategies designed to develop the knowledge and skills required for professional performance and professional accreditation.

Until recently, our programmes were only available in the UK, but today we now have students in South East Asia, the West Indies, South Africa, West Africa and throughout Europe.

We want to increase this to 15,000 international learners by 2015, enabling thousands of people with the drive, ambition and aspiration to become outstanding professionals.

To achieve our goals, we are building a network of International Study Partners so that 'together we can make a world of difference'.

### Partner Benefits

Our Partner Programme provides Exponential with a route to market and a network of like-minded experts who understand local cultures and markets. It enables Partners to:

- Differentiate from competitors by adding UK qualifications accredited by internationally recognised professional institutes
- Access high quality 'content rich' learning resources to support direct delivery
- Develop new revenue streams with low/no programme development costs
- Join a network of like-minded Partners committed to delivering best practice education and training
- Make a difference to people's careers and the productivity and performance of their organisations



## Exponential programmes

Exponential delivers programmes in management and leadership, coaching and mentoring and consulting and business support.

The modular design enables learners to progress from Awards to Diplomas and to progress from one level to the next.

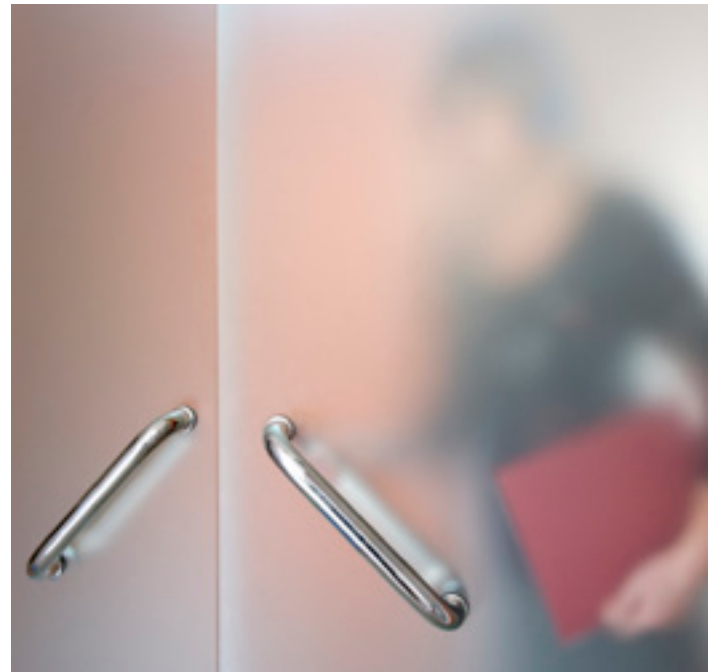
Our programmes are accredited by The Chartered Management Institute and the Institute of Consulting. This enables learners to become members of an internationally recognised professional body on graduation as well as experiencing the numerous benefits of studying membership.

The increasing costs associated with travelling to and living in the UK, are eliminated as our qualifications can be completed as distance learning programmes or delivered in the Partner country by the Partner, by Exponential or by a combination of the two.

Exponential learners typically continue working whilst studying, which we call, “learning while you are earning”. The flexibility of our programmes means that Partners can recruit all year round, setting their own start dates or promoting distance learning programmes.

“Our programmes have been designed to meet the needs of our customers for flexibility, ease of study and impact on performance. They are packed full of practical tools and techniques that can be put into practice straight away resulting in immediate performance improvement backed up by the numerous study resources provided by CMI and IC, they provide learners with all they need to become qualified and make an impact.”

**Michelle More BA**  
**Director**  
**Exponential Training & Assessment**



## Which qualifications?

International Study Partners can offer any or all of the following programmes:

### Management & Leadership

- Award Certificate and Diploma in First Line Management
- Award Certificate and Diploma in Management & Leadership
- Award, Certificate and Diploma in Strategic Management & Leadership

### Coaching & Mentoring

- Award, Certificate and Diploma in Coaching & Mentoring
- Award, Certificate and Diploma in Management Coaching & Mentoring
- Award, Certificate and Diploma in Leadership Coaching & Mentoring

### Consulting and Business Support

- Certificate in Management Consulting Essentials
- Certificate and Diploma in Business Support
- Diploma in Strategic Business Coaching





## What is the role of an Exponential Partner?

### Exponential Partners are local experts delivering quality learning programmes

Exponential recognises the importance of flexibility in the appointment of International Study Partners. Finding Partners who share our beliefs and values is key and we can then work together to identify who will undertake the different aspects of marketing and delivery in the partner country. In this way, it is possible for smaller, less experienced Partners to focus initially on the marketing of programmes, with Exponential providing most or all of the training delivery.

Over time, more of the training and assessment can be delivered by the Partner. More experienced training providers can be approved to deliver the programmes from the outset, with Exponential providing initial training and ongoing quality assurance.

Marketing globally and delivering locally means we understand the need to respect local cultures and to be flexible. Our flexible approach extends not only to the use of different delivery models (distance, classroom based and in-company), but also our pricing policy.

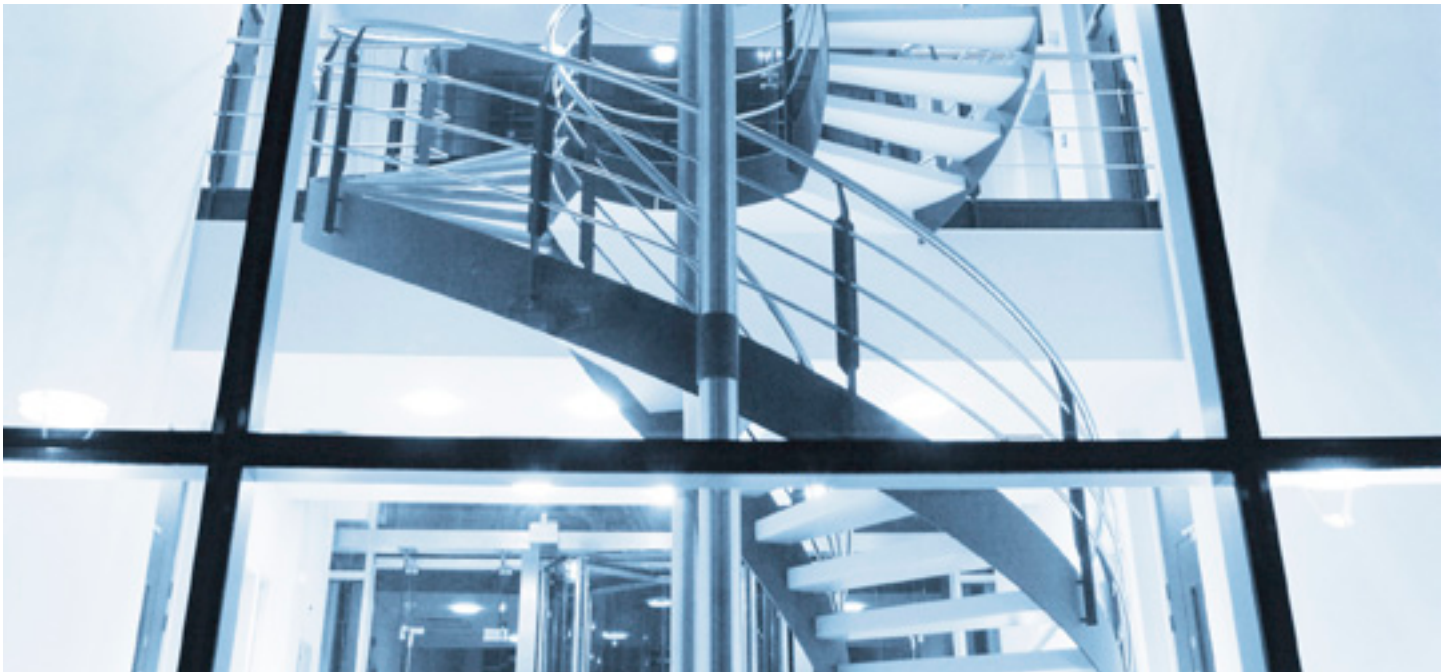
To ensure our programmes are affordable, we work with Partners to agree fair and realistic price points. In this way, we can achieve a Win:Win:Win situation – that is a win for our Partners, a win for learners and a win for Exponential.



## Support for Partners

Partners can expect a high level of support from Exponential

- Help with completing the Partner Application
- Copies of promotional resources and presentations with partner branding
- Copies of Exponential's 'In the Loop' newsletter
- Listing on the Exponential website and an Exponential Partner Certificate and/or plaque
- Approval as a CMI Satellite Centre of Exponential, where full training delivery is carried out by the Partner
- Partner induction and training course
- Delivery Partner Guide and resources
- CMI learner presentation and membership benefits and Studying Membership of the appropriate institute for learners
- Use of Exponential's help desk
- Approval as a Perspectives 360 assessment centre with a complimentary licence for each registered learner, featuring partner own branding
- 24/7 access to the learning resources and materials
- Use of Exponential assignments with an opportunity to develop your own approved assignments
- One moderation visit by Exponential per year (minimum)
- Advice and guidance on student assessment including attendance at on-line tutor and standardisation meetings
- Case studies featuring partner learners and successes
- Referrals from Exponential (not guaranteed)



## Take the next step

If you are interested in becoming an Exponential Partner and would like to find out more, contact us on +44 (0)1455 845071 or email Ashleigh Oakes at [ashleigh@exponentialtraining.com](mailto:ashleigh@exponentialtraining.com)

Get more information by calling  
**+44 (0)1455 845071**  
or visit [www.exponentialtraining.com](http://www.exponentialtraining.com)

**Skype enquiries:** [exponential.partnerships](https://www.skype.com/partnerships)

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