



eLearning Programmes from IPS

These programmes have been designed to complement the full blended solution qualifications currently available from IPS. They provide an interim solution for busy sales executives by allowing access to higher level qualifications, but without the

time commitment required to complete a full study programme. Sales executives will gain credits against the full suite of ICM/ IPS sales qualifications which they can complete at some time in the future.

There are three eLearning programmes currently available:

1. IPS eLearning Diploma in Professional Selling

The IPS eLearning Diploma in Professional Selling has nine learning units divided into three modules. There are a number of work-related exercises to submit during the programme; self-test quizzes; and an assignment at the end of each module. Students are allocated a tutor throughout their study, who is available to provide guidance, feedback, and assessment of the Module assignments.

The structure of the programme is:

1. **Module eDPS1 – Selling as a Profession** – delivery of three learning units; three work-based exercises; and an end of Module assignment.
2. **Module eDPS2 – Planning for Sales Success** - delivery of three learning units; three work-based exercises; and an end of Module assignment.
3. **Module eDPS3 – Implementing the Sales Process** – delivery of three learning units; three work-based exercises; and an end of Module assignment.

The eLearning programme must be completed within 12 months, although it is possible to complete it within 5 months – each Module taking approximately 6-7 weeks. The pace of the programme delivery is up to each individual student in consultation with their tutor.

Students will receive a certificate for each Module successfully completed. Each certificate is worth 10% of the overall marks of the ICM diploma in professional selling.

Each Module costs £300 to enrol, however there is a £100 discount for students enrolling on all three modules at one time.

2. IPS eLearning Advanced Diploma in Professional Selling

The IPS Advanced eLearning Diploma in Professional Selling has nine learning units divided into three modules. There are a number of work-related exercises to submit during the programme; self-test quizzes; and an assignment at the end of each module. Students are allocated a tutor throughout their study, who is available to provide guidance, feedback, and assessment of the Module assignments.

The structure of the programme is:

1. **Module eADPS1 – Personal Awareness in Sales** - delivery of three learning units; three work-based exercises; and an end of Module assignment.
2. **Module eADPS2 – Focus on Customers** - delivery of three learning units; three work-based exercises; and an end of Module assignment.
3. **Module eADPS3 – From Sales to Sales Management** –delivery of three learning units; three work-based exercises; and an end of Module assignment.

The eLearning programme must be completed within 12 months, although it is possible to complete it within 5 months – each Module taking approximately 6-7 weeks. The pace of the programme delivery is up to each individual student in consultation with their tutor.

Students will receive a certificate for each Module successfully completed. Each certificate is worth 10% of the overall marks of the ICM diploma in professional selling.

Each Module costs £350 to enrol, however there is a £150 discount for students enrolling on all three modules at one time.

3. IPS eLearning Graduate Diploma in Sales Coaching

The IPS Graduate eLearning Diploma in Sales Coaching has nine learning units divided into three modules. There are a number of work-related exercises to submit during the programme; self-test quizzes; and an assignment at the end of each module. Students are allocated a tutor throughout their study, who is available to provide guidance, feedback, and assessment of the Module assignments.

The structure of the programme is:

1. **Module eGDSC1: Sales Coaching in Context** – delivery of three learning units; three work-based exercises; and an end of Module assignment.
2. **Module eGDSC2: Preparation and Planning for Effective Coaching** – delivery of three learning units; three work-based exercises; and an end of Module assignment.
3. **Module eGDSC3: Implementing Sales Coaching** – delivery of three learning units; three work-based exercises; and an end of Module assignment.

The eLearning programme must be completed within 12 months, although it is possible to complete it within 5 months – each Module taking approximately 6-7 weeks. The pace of the programme delivery is up to each individual student in consultation with their tutor.

Students will receive a certificate for each Module successfully completed. Each certificate is worth 10% of the overall marks of the ICM diploma in professional selling.

Each Module costs £400 to enrol, however there is a £200 discount for students enrolling on all three modules at one time.