

Owner	Learning Area	Unit/Thin qual	* Unit Number	Unit Title	Qualification Type	Level	Banding	Standard Learner	Programme Weighting	Funding Rate 2008/09 (£)
								Number (SLN) Value		
e-Skills UK	IT Pro	Unit	Y5021116	IT Consulting Skills	QCF	3	5	0.126	1.5	540
e-Skills UK	IT Pro	Unit	L5021114	IT Project Management	QCF	3	6	0.15	1.5	643
e-Skills UK	IT Pro	Unit	K5021119	Business Concepts (for IT Professionals)	QCF	3	4	0.101	1.5	433
e-Skills UK	IT User	Unit	K5007298	Website Software	QCF	2	4	0.101	1	289
e-Skills UK	IT User	Unit	M5007299	Website Software	QCF	3	6	0.15	1	429
e-Skills UK	IT User	Unit	Y5007295	Database Software	QCF	2	4	0.101	1	289
e-Skills UK	IT User	Unit	D5007296	Database Software	QCF	3	6	0.15	1	429
e-Skills UK	IT Pro	Unit	A5012604	Installing, Configuring and Administering MS Windows XP Professional	QCF	3	4	0.101	1.5	433
e-Skills UK	IT Pro	Unit	D5007217	Remote Support for Products and Services Level 3	QCF	3	6	0.15	1.5	643
e-Skills UK	IT Pro	Unit	H5012712	Planning and Maintaining a Microsoft Windows Server 2003 Network Infrastructure	QCF	3	2	0.054	1.5	232
e-Skills UK	IT Pro	Unit	H5012824	Implementing, Managing, and Maintaining a Windows Server 2003 Network Infrastructure	QCF	3	6	0.15	1.5	643
e-Skills UK	IT Pro	Unit	J5007390	Technical fault diagnosis Level 3	QCF	3	6	0.15	1.5	643
e-Skills UK	IT Pro	Unit	J5012606	Managing and Maintaining a Windows Server 2003 Environment	QCF	3	4	0.101	1.5	433
e-Skills UK	IT Pro	Unit	K5012825	Installing, Configuring, and Administering Microsoft Internet Security and Acceleration (ISA) Server 2000, Enterprise Edition	QCF	3	3	0.079	1.5	339
e-Skills UK	IT Pro	Unit	H5012967	Introduction to Cisco Networking Technologies (CCNA parts 1 and 2)	QCF	3	6	0.15	1.5	643
e-Skills UK	IT Pro	Unit	K5012968	Interconnecting Cisco Networking Devices (CCNA Parts 3 and 4)	QCF	3	6	0.15	1.5	643
e-Skills UK	IT Pro	Unit	L5007312	CompTIA Network+	QCF	3	5	0.126	1.5	540
e-Skills UK	IT Pro	Unit	L5013594	CompTIA A+ 604	QCF	2	5	0.126	1.5	540
e-Skills UK	IT Pro	Unit	M5012826	Installing, Configuring, and Administering Microsoft SQL Server 2000 Enterprise Edition	QCF	3	4	0.101	1.5	433
e-Skills UK	IT Pro	Unit	R5007389	Technical fault diagnosis Level 2	QCF	2	4	0.101	1.5	433
e-Skills UK	IT Pro	Unit	R5012866	Implementing and Administering Security in a Microsoft Windows Server 2003 Network	QCF	3	4	0.101	1.5	433
e-Skills UK	IT Pro	Unit	F5013592	CompTIA A+ 602	QCF	2	5	0.126	1.5	540
e-Skills UK	IT Pro	Unit	R5013595	CompTIA A+ Essentials	QCF	2	5	0.126	1.5	540
e-Skills UK	IT Pro	Unit	J5013593	CompTIA A+ 603	QCF	2	5	0.126	1.5	540
e-Skills UK	IT Pro	Unit	T5012827	Implementing and Managing Microsoft Exchange Server 2003	QCF	3	4	0.101	1.5	433
e-Skills UK	IT Pro	Unit	Y5007216	Remote Support for Products and Services Level 2	QCF	2	5	0.126	1.5	540
e-Skills UK	IT Pro	Unit	Y5012867	Installing, Configuring and Administering MS Windows 2000 Professional	QCF	3	4	0.101	1.5	433
ICS	Customer Servi	Unit	M5008971	Give Customers a positive impression of yourself and your organisation	QCF	2	3	0.079	1	226
ICS	Customer Servi	Unit	J5008829	Deliver reliable customer service	QCF	2	3	0.079	1	226
ICS	Customer Servi	Unit	R5008977	Resolve customer service problems	QCF	2	4	0.101	1	289
ICS	Customer Servi	Unit	J5008975	Support customer service improvements	QCF	2	3	0.079	1	226
ICS	Customer Servi	Unit	Y5008916	Deal with Customers in writing or using ICT	QCF	3	4	0.101	1	289
ICS	Customer Servi	Unit	D5008917	Organise the delivery of reliable customer service	QCF	3	5	0.126	1	360
ICS	Customer Servi	Unit	A5008830	Improve the customer relationship	QCF	3	5	0.126	1	360
ICS	Customer Servi	Unit	K5008919	Work with others to improve customer service	QCF	3	4	0.101	1	289
ICS	Customer Servi	Unit	H5008918	Monitor and Solve customer service problems	QCF	3	4	0.101	1	289
ICS	Customer Servi	Unit	F5008831	Promote continuous improvement in customer services	QCF	3	6	0.15	1	429
Manufacturing Alliance	Business Impro	Unit	J1039392	Applying Workplace Organisation Techniques	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	L1039393	Applying Continuous Improvement Techniques (Kaizen)	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	R1039394	Creating Visual Management Systems	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	Y1039395	Analysing and Selecting Parts for Improvements	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	D1039396	Carrying out Lead Time Analysis	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	H1039397	Applying Set-Up Reduction Techniques	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	K1039398	Applying Total Productive Maintenance (TPM)	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	M1039399	Applying Problem Solving Techniques	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	Y1039400	Carrying out Statistical Process Control Procedures (SPC)	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	D1039401	Applying Flow Process Analysis	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	H1039402	Carrying out Potential Failure Modes and Effects Analysis (FMEA)	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	M1039404	Carrying out Mistake / Error Proofing (POKA YOKE)	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	T1039405	Creating Standard Operating Procedures	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	J1039408	Applying Basic Statistics	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	F1039424	Carrying out Problem Solving Activities	NQF	3, 4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	L1039412	Carrying out Value Stream Mapping (VSM)	NQF	3, 4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	Y1039414	Applying Value Management (Value Engineering and Value Analysis)	NQF	3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	L1039409	Carrying out Capability Studies	NQF	3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	K1039417	Producing Multi Variance Charts	NQF	3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	J1039425	Carrying out Design of Experiments (DOE)	NQF	4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	R1039427	Carrying out Evolutionary Operations (EVOP)	NQF	4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	Y1039428	Applying Central Limit Theorem and Confidence Intervals	NQF	4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	D1039429	Producing Taguchi Linear Graphs	NQF	4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	R1039430	Applying response Surface Methodology	NQF	4	QCF Status Pending	n/a	1.5	n/a

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Manufacturing Alliance	Business Impro	Unit	F1039410	Leading Effective Teams	NQF	3,4	QCF Status Pending	n/a	1.5	n/a
Manufacturing Alliance	Business Impro	Unit	F1039391	Contributing to Effective Team Working	NQF	2,3,4	QCF Status Pending	n/a	1.5	n/a
MSSB	Marketing	Unit	T5015730	What is Marketing?	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	R5015735	Understanding Customer Relationships	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	A1039549	Develop marketing strategies and plans for products and services	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	A1039552	Create and develop brand identity and characteristics	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	D1039558	Implement a marketing distribution plan	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	D1039561	Develop a marketing communications strategy and plans for products/services	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	L1039541	Analyse market research data	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	F1039536	Identify and monitor competitors' marketing strategies and activities	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	A1039535	Obtain feedback from existing customers, suppliers and others	NQF	4	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	T1039551	Develop new products and services	NQF	3	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	H1039545	Establish target market segments for products/services and evaluate their potential	NQF	4	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	D1039608	Assess marketing opportunities with international and/or diverse markets	NQF	4	QCF Status Pending	n/a	1	n/a
MSSB	Marketing	Unit	F1039620	Create a brief that captures the market proposition	NQF	4	QCF Status Pending	n/a	1	n/a
SFEDI	Marketing	Unit	H5012225	Business Markets and customers	QCF	2	1	0.028	1	80
SFEDI	Management	Unit	Y5012223	The skills needed to run a business	QCF	2	1	0.028	1	80
SFEDI	Risk Management	Unit	D5012224	Business Opportunities and Risks	QCF	2	1	0.028	1	80
SFEDI	Management	Unit	K5012226	Negotiation in Business	QCF	2	1	0.028	1	80
SFEDI	Management	Unit	T5012228	Planning in Business	QCF	2	1	0.028	1	80
SFEDI	Management	Unit	A5012229	Resources and infrastructure within a business	QCF	2	1	0.028	1	80
SFEDI	Management	Unit	M5012230	Business Help and Support	QCF	2	1	0.028	1	80
SFEDI	Management	Unit	T5012231	Manage Finance in a Business	QCF	2	1	0.028	1	80
SFEDI	Management	Unit	A5013591	What is Enterprise?	QCF	2	1	0.028	1	80
FSSC	SME Finance	Unit	Y5018376	Achieving personal effectiveness	QCF	2	2	0.054	1	154
FSSC	SME Finance	Unit	F5019036	Book Keeping and Accounts	QCF	2	3	0.079	1	226
FSSC	SME Finance	Unit	J5019023	Business Finance	QCF	2	3	0.079	1	226
FSSC	SME Finance	Unit	L5018990	Computerised Accounts	QCF	2	3	0.079	1	226
FSSC	SME Finance	Unit	R5018375	Contribute to the maintenance of a healthy, safe and productive working environment	QCF	2	2	0.054	1	154
FSSC	SME Finance	Unit	J5017983	Introductory accounting	QCF	2	6	0.15	1	429
FSSC	SME Finance	Unit	T5004694	Personal financial planning	NQF	2	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	L5018374	Working with computers	QCF	2	2	0.054	1	154
FSSC	SME Finance	Unit	L5017306	Completing PAYE documents	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	D5017309	Costing and pricing the product	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	R5017307	Final Accounts and their Interpretation	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	Y5017311	Financial planning and control	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	T5006266	Home reversion plans	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	A1024498	Investment products	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	L5018827	Maintaining working relationships with external bodies (payroll)	QCF	3	3	0.079	1	226
FSSC	SME Finance	Unit	T1024497	Principles of investment	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	F1024499	Protection	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	J5017305	Recording Business Financial Transactions	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	K1024500	Retirement planning	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	Y5017308	The small business and HMRC	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	F5017304	Value Added Tax	NQF	3	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	R5020126	Budgetary control and assessment of financial performance	NQF	4	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	L5020125	Financial management and investment decision making	NQF	4	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	F5014726	Preparing Business Taxation computations	NQF	4	QCF Status Pending	n/a	1	n/a
FSSC	SME Finance	Unit	A5014725	Preparing Personal Taxation computations	NQF	4	QCF Status Pending	n/a	1	n/a
MSC	SME Finance	Unit	F5013821	Working with costs and budgets	QCF	3	1	0.028	1	80
MSC	Management	Unit	T5013282	Understanding the Management Role	QCF	4	2	0.054	1	154
MSC	Management	Unit	L5013286	Developing Management Skills	QCF	4	2	0.054	1	154
MSC	Management	Unit	K5013795	Solving Problems and Making Decisions	QCF	3	1	0.028	1	80
MSC	Management	Unit	K5013800	Managing Creativity and Innovation in the Workplace	QCF	3	1	0.028	1	80
MSC	Management	Unit	J5013805	Building the Team	QCF	3	1	0.028	1	80
MSC	Management	Unit	F5013804	Introduction to Leadership	QCF	3	1	0.028	1	80
MSC	Management	Unit	R5013855	Leading a Team Effectively	QCF	3	1	0.028	1	80
e-Skills UK	IT Pro	Thin qual	M5013913	ITIL Foundation (Certificate in Service Management)	QCF	3	2	0.054	1.5	232
		Thin qual	500/3469/8	Award in IT Service Management (ISEB) (QCF)	QCF	3	2	0.054	1.5	232
		Thin qual	500/3582/4	Award in Leadership (QCF)	QCF	3	2	0.054	1	154
		Thin qual	500/4207/5	Award in Team Leading (QCF)	QCF	2	2	0.054	1	154
		Thin qual	500/3588/5	Award in Team Leading (QCF)	QCF	2	2	0.054	1	154
		Thin qual	500/4119/8	Award in First Line Management (QCF)	QCF	3	2	0.054	1	154
		Thin qual	500/3563/0	Award in Workplace Coaching for Team Leaders and First	QCF	3	2	0.054	1	154
		Thin qual	500/3583/6	Award in Leadership (QCF)	QCF	4	3	0.079	1	226
		Thin qual	500/4685/8	Award in Book-Keeping and Accounts (QCF)	QCF	2	3	0.079	1	226
		Thin qual	500/4377/8	Award in Business Finance (QCF)	QCF	2	3	0.079	1	226
		Thin qual	500/4292/0	Award in Computerised Accounts (QCF)	QCF	2	3	0.079	1	226
		Thin qual	500/3598/8	Award in Leadership and Management Skills (QCF)	QCF	3	3	0.079	1	226
		Thin qual	500/3599/X	Award in Management (QCF)	QCF	4	3	0.079	1	226
		Thin qual	500/3736/5	Award in Introduction to Business Improvement (QCF)	QCF	2	3	0.079	1.5	339
		Thin qual	500/3586/1	Award in First Line Management (QCF)	QCF	3	4	0.101	1	289
		Thin qual	500/4264/6	Award in Bookkeeping (QCF)	QCF	2	5	0.126	1	360
		Thin qual	500/4768/1	Award in Accounting and Book-keeping (QCF)	QCF	3	6	0.15	1	429
		Thin qual	500/4306/7	Award in Business Finance (QCF)	QCF	3	6	0.15	1	429
		Thin qual	500/4279/8	Award in Computerised Accounts (QCF)	QCF	3	6	0.15	1	429
		Thin qual	500/3680/4	Award in Customer Service (QCF)	QCF	3	6	0.15	1	429