



## CASE STUDY

# UPSKILLING SKILLSET

## BP'S MANAGEMENT-TRAINING PROGRAMME PROVIDER



Professional Academy's professionalism and flexibility help win the day for BP's management-training programme provider...

### SUMMARY

Professional Academy is an ideal partner for learning and development organisations wanting to embed professional qualifications into their own solutions. This case study explores how partnering with Professional Academy enabled leading provider of training and e-learning solutions, SkillSet, to deliver a best of breed management-training programme to BP.

**“OUR REQUIREMENTS WERE NOT STRAIGHTFORWARD, BUT PROFESSIONAL ACADEMY WAS EXTREMELY FLEXIBLE. THEY WORKED CLOSELY WITH US TO IDENTIFY THE APPROPRIATE MODULES FROM THE CHARTERED MANAGEMENT INSTITUTE'S (CMI'S) LEVEL 3 PROGRAMMES”**

**Tim Marshall**

SkillSet's lead learning consultant

### SITUATION

SkillSet is a leading provider of e-learning and training solutions with an impressive client list, including Tesco, Syngenta, Plan International, GlaxoSmithKline and BP. When they were designing a comprehensive management-training programme for BP's Business Services Centre in Budapest, they recognised the potential to include professional accreditation to elements of the programme.

“Doing so would add value in terms of providing structure to the course and an incentive to the delegates. After all, gaining an official qualification that is recognised by the market place would improve their career profiles,” advises Tim Marshall, SkillSet's lead learning consultant on the project.

TALK TO US TODAY

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## SOLUTION

It didn't take SkillSet long to work out the best solution: partnering with Professional Academy. Professional Academy's infrastructure, track record in providing multiple accreditations from a range of professional bodies and business processes would enable them to integrate professional qualifications, successfully, quickly and cost efficiently. It turned out that these were not the only benefits of partnering with Professional Academy, as Tim explains:

"Our requirements were not straightforward, but Professional Academy was extremely flexible. They worked closely with us to identify the appropriate modules from the Chartered Management Institute's (CMI'S) Level 3 programmes. They also helped us to contextualise the assignments around BP's desired learning outcomes.

"Professional Academy also provided us with the study material; this included slide sets and speaker notes. They allocated a support tutor to each of the students to answer queries they had during the assignments too." Whilst I delivered the learning content, Professional Academy acted as an independent third party test centre, adding credibility to the process, which worked brilliantly. As the individual delivering the learning, I felt supported the whole way through. Thanks to the superb service of Professional Academy's support tutors, so did BP's delegates. Professional Academy's level of communication was excellent thorough-out. Their service was seamless.

"As we began to deliver the programme, its true impact became clear. Delegates quickly became recognised for their potential and were seconded onto projects by BP. This complicated their attendance at the scheduled courses, their completion of the scheduled course work and the scheduling of their exams. Without the co-operation and extraordinary flexibility between SkillSet and the Professional Academy, they would never have been able to complete the programme.

## SUCCESS

Complete it they did. Without exception all 36 delegates on the BP Budapest Business Service Centre Management Training Programme completed and gained the CMI Level 3 qualification.

BP went on to commission a second programme. Again all 14 delegates qualified.

Would SkillSet recommend Professional Academy as a learning and development partner?

"Yes. They provide a seamless service. They are great to work with. Their staff are excellent. I cannot describe how important and impressive their levels of cooperation and ability to be flexible were during the course of this programme. In short, excellent partners," Tim concludes.

## ABOUT SKILLSET

With over 22 years of experience, it's fair to say SkillSet knows a thing or two about training. Witnessing its clients' training budgets becoming more and more squeezed, SkillSet has become adept at helping them to do less training yet provide more learning.

To find out how, visit <http://www.skillset.co.uk>.

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