

BIIAB Profitable Business Portfolio

Qualifications for licence holders and managers

To ensure that the BIIAB's management development qualifications remain relevant within this dynamic market, it has developed the Profitable Business Portfolio (PBP).

The PBP is the first of a new breed of programmes designed to meet the needs of all hospitality businesses that sell alcohol, the training for which is delivered in bite-size chunks.

- Individual business operators are able to select bite-size chunks of learning appropriate to their personal business needs.
- Larger companies have an opportunity to develop management development programmes that include PBP units.

The PBP comprises 14 units which address a range of management and business skills essential to the licensed hospitality industry. The training for each unit is delivered in a single day.

Each unit is recognised by the Qualification and Curriculum Authority (QCA) and is individually certificated. A candidate may take as many or as few of the units as they choose. However, each unit that an individual passes counts toward the following full BIIAB qualifications:

BIIAB Level 3 Advanced Certificate in Licensed Hospitality

Awarded to candidates who pass the three core PBP units below. These provide the candidate with the foundation stone of sound business performance. The three core units are:

- Unit 1 - Profit & Loss and Budget Control
- Unit 2 - Understanding Your Market
- Unit 3 - Motivating Your Team

QCA Accreditation Number: Q100/3526/6



BIIAB Level 3 Diploma in Licensed Hospitality

Designed to enable licensed hospitality operators to broaden their management and business development skills in subject areas specific to business requirements. The Diploma will comprise:

The BIIAB Level 3 Certificate in Licensed Hospitality

Plus passes in four further units to be selected from the elective units of the PBP:

- Unit 4 - Customer Service Procedures
- Unit 5 - Training Design and Delivery
- Unit 6 - Sales Promotions
- Unit 7 - Business Planning
- Unit 8 - Merchandising and Selling
- Unit 9 - Introducing a New Catering Offer
- Unit 10 - Managing Capital Expenditure
- Unit 11 - Stock control
- Unit 12 - Improving Your Catering Operation
- Unit 13 - Recruitment and Employment Practice
- Unit 14 - Accommodation Controls

Programme Fees

the cost of the programme fully inclusive of tuition, examination, comprehensive course handbook, workshop pack and refreshments (including lunch) is £195+ vat per unit, £595 + vat for 3 units or £975+ vat for the complete 7 unit Diploma.