

BMS Performance Training and Education - Remote Education Offer

We have moved delivery of the L4 Sales Executive Apprenticeship 100% online. Our **ePortfolio** system Aptem enables each learner to experience a comprehensive programme of learning that develops their knowledge, skills and behaviours as a salesperson, and prepares them for success in the apprenticeship at end-point assessment.

Workshops are redesigned into shorter, manageable chunks with facilities such as breakout rooms, interactive polls and editable workbooks used to engage learners. The total number of learners in each session is kept manageable to ensure everyone still receives a positive learning experience. Software used is either Teams or Zoom, as per the preference of the employer.

Coaching sessions between learner and their Development Coach are facilitated online, utilising Teams or Zoom. Learners are supported on an individual level and key models and theories are explored, with learners encouraged to put newly acquired skills into practice with their customers and at their employer. Employer involvement remains key with Milestone Reviews also now facilitated online.

Our **eLearning content** has been enhanced, with elements of knowledge now delivered through a suite of comprehensive and engaging eLearning modules, which are accompanied with Skills Development Activities.

Learners will need a computer, laptop or tablet to access their sessions, ideally with a webcam and microphone to aide communication. Learners with additional needs will be supported accordingly through use of workbooks and printed materials where necessary, this will be supported by their Development Coach.

End-point assessment is able to continue as normal. Once a learner passes through gateway they complete their work-based project remotely, communicating with the awarding organisation via email. Their presentation and professional discussion are facilitated using video-conferencing software.

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