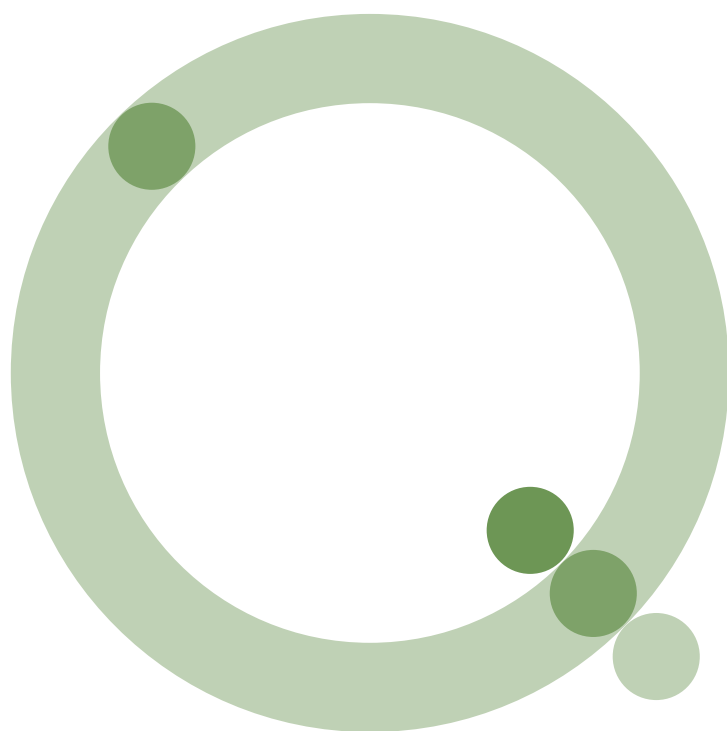


7CO03

Personal effectiveness, ethics and
business acumen

*November 2022 moderation window -
Assessment Questions*



Level 7 Advanced Diploma in

- Strategic People Management
- Strategic Learning and Development

LO1 Be able to model principles and values that promote inclusivity aimed at maximising the contribution that people make to organisations.

Question 3

To be able to self-evaluate personal and professional integrity in relation to ethical practice, professional courage and influence, and valuing people.

LO2 Be able to achieve and maintain challenging business outcomes for yourself and organisations.

Question 5

To be able to reflect on levels of self-awareness, self-management and continuous self-improvement, leading to improved organisational success and career progression.

Question 7

To be able to demonstrate impactful behaviour that is aligned with wider organisational vision, values, strategies and plans.

LO3 Be able to apply learning to enhance personal effectiveness.

Question 11

To be able to assess the impact that sharing of learning has on organisational success.

LO4 Be able to influence others during decision-making while showing courage and conviction.

Question 12

To be able to assess own approaches to decision-making on complex issues, taking ownership to remedy mistakes.

Question 13

To be able to demonstrate appropriate influencing style to communicate and engage different audiences.

Marking Guidance	REFER/FAIL / 1	PASS / 2	MERIT / 3	DISTINCTION / 4
Focus	An inadequate portfolio. Few aspects are covered effectively. Needs a much clearer focus on the assessment criteria. Brief or non-existent CPD plans.	A basic portfolio that addresses the assessment criteria accurately and generally thoroughly. No major omissions. Basic CPD plans.	A good portfolio that addresses the assessment criteria accurately and thoroughly. No major omissions. Good CPD plans.	An outstanding portfolio that addresses all aspects of the assessment criteria in an accurate, clear, thorough and focused way. No major omissions. Outstanding CPD plans.
Depth & breadth of understanding	Demonstrates inadequate knowledge and limited understanding of each topic.	Demonstrates adequate knowledge and sufficient understanding of each topic.	Demonstrates good knowledge and understanding of each topic.	Demonstrates comprehensive knowledge and deep understanding of each topic.
Strategic application & professional advice	Portfolio and plans fail to address the topics effectively at a managerial or strategic level. Needs more evidence of self-awareness.	Portfolio and plans broadly address the topics at a managerial and strategic level. Adequate self-awareness and critique.	Provides business-focused proposals that address the topics almost always at a strategic level. Good self-awareness and critique.	Convincing business-focused portfolio and plans that clearly address the topics at a strategic level. Outstanding self-awareness and deep, and well-informed critique.
Research & wider reading	Needs to provide much more evidence of wider reading. Inadequate referencing.	Evidence of adequate wider reading which is well-applied. Adequate referencing.	Evidence of excellent wider reading which is well-applied. Detailed referencing.	Evidence of considerable and appropriate wider reading, which is excellently applied. Excellent referencing.
Persuasiveness & originality	Unconvincing. Claims are generally unsound, incomplete or without justification.	Presents ideas that are generally sound, but which are not always well followed through or well-supported. Satisfactory CPD plans.	Presents ideas that are generally sound and well supported. Good CPD plans.	Convincing ideas that are well supported. Evidence of original and insightful thinking. Excellent CPD plans.
Presentation & language	Poorly presented portfolio. Requires more structure and clearer language. Cross-referencing of evidence to claims needs to be clearer.	A satisfactory standard of presentation. Mostly clear and succinct. Cross-referencing of evidence to claims generally clear.	An excellent standard of presentation. Clear and succinct in all areas. Cross-referencing of evidence to claims clear.	An outstanding standard of presentation. Very clear and succinct - exceptionally well crafted. Cross-referencing of evidence to claims very clear.
Overall standard of the submission	A very poor portfolio in either content or presentation or both.	A sound portfolio in both content and presentation.	An excellent portfolio, in both content and presentation, that leaves the reader with few questions or doubts about the claims made.	An outstanding portfolio, in both content and presentation, that convinces the reader about the claims made.