

# Director of Golf Modules

Unit	Director of Golf Module	NOS Level	Candidates need to evidence they can
<b>Unit 1</b>	Personal Management	Management - Level 4	<ul style="list-style-type: none"> <li>Manage &amp; monitor personal development and Experience</li> </ul>
<b>Unit 2</b>	Strategic Management	Management - Level 4	<ul style="list-style-type: none"> <li>Establish &amp; Implement Strategic/Operational Business Plans</li> <li>Manage/Lead/Organise Projects</li> <li>Develop/Operate Business Systems and Processes</li> </ul>
<b>Unit 3</b>	Operational Management	Management - Level 4	<ul style="list-style-type: none"> <li>Manage/Develop the culture of your organisation.</li> <li>Manage Health and Safety Issues</li> <li>Manage the Environment in which your organisation operates</li> <li>Manage effective communication in your organisation</li> </ul>
<b>Unit 4</b>	Managing People	Management - Level 4	<ul style="list-style-type: none"> <li>Plan the workforce and recruit staff</li> <li>Provide effective team leadership</li> <li>Provide and encourage effective workforce development.</li> </ul>
<b>Unit 5</b>	Managing Finance	Management - Level 4 Accounting - Level 3	<ul style="list-style-type: none"> <li>Develop and Present Financial Proposals/reports.</li> <li>Manage and Monitor Budgets</li> </ul>
<b>Unit 6</b>	Managing Marketing and Customer Service	Marketing/Sales - Level 3 Customer Service - Level 2/3	<ul style="list-style-type: none"> <li>Establish and Implement Effective Marketing Strategies</li> <li>Develop and Improve Customer Service</li> </ul>
<b>Unit 7</b>	Areas of specific knowledge	Golf specific content knowledge	<ul style="list-style-type: none"> <li>Golf Course Maintenance</li> <li>Accommodation</li> <li>Food and Beverages Operations</li> <li>Corporate Functions/Events</li> <li>Practice/Teaching Facilities</li> <li>Golf Club Administration</li> </ul>

**Unit 7** (Area of Specific Knowledge) - deals with specific subjects, business methods and areas of expertise that may exist in an organisation for which a PGA Director of Golf may be responsible. Candidates achieve the qualification by submitting evidence of their personal competence and understanding in each of these areas. Each Unit may be achieved (and certificated) separately and the qualification need not be completed in any particular order. However the full qualification will only be approved and certificated upon successful completion of all units.