



**ESI - UK**

**APPRENTICESHIP**

**SUPPORT**

**PROGRAMMES**

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Our **ESI-UK apprenticeship support programmes** are designed for apprenticeship providers to engage their apprentices in a truly blended learning and development experience. These programmes can provide your apprentices with a logical, progressive, and engaging digital learning experience. Comprehensively preparing apprentices with evidence, showcasing all the relevant Knowledge, Skills and Behaviours (KSBs) for their apprenticeship standard, providing them with the confidence that they are 100% ready for their end-point assessment.

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# HOW DO OUR APPRENTICESHIPS WORK?

All apprenticeship support programmes include the following four elements:

1. **INTRODUCTION:** The introduction element provides users a full and comprehensive induction to the apprenticeship standard they are undertaking, and how learning, development and assessment will take place over the period of their programme.
2. **ON-PROGRAMME STUDY:** This is the largest element of the apprenticeship support programme, and includes a series of eLearning courses designed to target key elements of the apprenticeship standard (showcasing the learning journey) and assessment/evidence workbooks targeting all elements of the KSBs (showing assessment coverage). Each programme includes eLearning and assessment against their individual modules.
3. **GATEWAY:** The gateway element provides guidance to the user on what to expect during gateway, including the importance of practice assessments, and self-assessment readiness reviews.
4. **END-POINT ASSESSMENT (EPA):** Whilst the final element of any apprenticeship standard is completed by the approved End-Point Assessment Organisation (EPAO), the apprenticeship support programme provides the user with comprehensive information on the elements that make up EPA, and how these are likely to be carried out.

## Other useful information:

Each of these programmes are readily available to users as a one-off purchase, with no timescale on completion – one registration covers the complete learning journey.

All courses are certificated, again adding further value to your delivery programme.

In addition to the above, where training providers would like their own element of branding included, we can adjust the content, so you have your very own version, including bespoke landing page and fully branded content pages – making everything look and feel like your own. We can also include a branded digital certificate for users upon completion, further enhancing your programme and brand.

## Our current programmes include:

- Level 2 Adult Care Worker
- Level 3 Lead Adult care Worker
- Level 3 Early Years Educator
- Level 4 Sales Executive

... coming soon:

- Level 3 Team Leader/Supervisor
- Level 4 Operations or Departmental Manager



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# LEVEL 3 EARLY YEARS EDUCATOR APPRENTICESHIP

This programme is designed to support students throughout their learning journey for the Early Years Educator Apprenticeship Standard.

## ABOUT THIS ROLE:

Early Years Educators, and other job roles such as nursery nurse and childminders, are highly trained professionals who play a key role in ensuring that young children learn and develop well and are kept healthy and safe. They work in a range of settings including full day care, children's centres, pre-schools, reception classes and as childminders. They may either be working on their own or supervising others to deliver the Early Years Foundation Stage (EYFS) requirements set by Government for the learning, development and care of children from birth to 5 years old.



### **Introduction:**

- Who's who?
- Learning journey overview
- What an early years educator role includes



### **On-Programme Study:**

- There are thirteen modules to complete with an assessment at the end of each one.



### **Gateway:**

- Helps students prepare for their final assessment and showcase all their work so far.



### **EPA:**

- Final assessment of the learner's knowledge, skills and behaviours.



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## MODULES INCLUDED:

1. Child development
2. Early Years Foundation Stage (EYFS)
3. Plan and provide effective teaching and learning
4. Diversity, equality, and inclusion
5. Develop effective and informed professional practice
6. Partnership working in early years
7. Child protection and safeguarding
8. Promote health, safety, and wellbeing
9. Care for the physical and nutritional needs of children
10. Support the development of positive behaviour in children
11. How to promote play and learning in early years
12. Outdoor play
13. Social pedagogic framework



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# LEVEL 2 ADULT CARE WORKER APPRENTICESHIP

This programme is designed to support students throughout their learning journey for the Adult Care Worker Apprenticeship Standard.

## ABOUT THIS ROLE:

Adult Care Workers are the frontline staff who help adults with care and support needs to achieve their personal goals and live as independently and safely as possible, enabling them to have control and choice in their lives. To work in care is to make a positive difference to someone's life when they are faced with physical, practical, social, emotional or intellectual challenges. Adult Care Workers need to have the right values and behaviours developing competences and skills to provide high quality compassionate care and support.



### **Introduction:**

- Who's who?
- Learning journey overview
- What an adult care worker role includes.



### **On-Programme Study:**

- There are nine modules to complete with an assessment at the end of each one.



### **Gateway:**

- Helps students prepare for their final assessment and showcase all their work so far.



### **EPA:**

- Final assessment of the learner's knowledge, skills and behaviours.



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## MODULES INCLUDED:

1. Responsibilities of an adult care worker
2. Adult safeguarding
3. Personal development
4. Person centred approaches
5. Wellbeing
6. Equality and inclusion
7. Effective communication
8. Duty of care
9. Health and safety in care settings



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# LEVEL 3 LEAD ADULT CARE WORKER APPRENTICESHIP

This programme is designed to support students throughout their learning journey for the Lead Adult Care Worker Apprenticeship Standard.

## ABOUT THIS ROLE:

Lead Adult Care Workers are the frontline staff who help adults with care and support needs to achieve their personal goals and live as independently and safely as possible, enabling them to have control and choice in their lives. In addition, Lead Adult Care Workers have responsibility for providing supervision, frontline leadership, guidance, and direction for others, or working autonomously, exercising judgement and accountability



### **Introduction:**

- Who's who?
- Learning journey overview
- What a lead adult care worker role includes.



### **On-Programme Study:**

- There are eleven modules to complete with an assessment at the end of each one.



### **Gateway:**

- Helps students prepare for their final assessment and showcase all their work so far.



### **EPA:**

- Final assessment of the learner's knowledge, skills and behaviours.





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## MODULES INCLUDED:

1. Responsibilities of a lead adult care worker
2. Adult safeguarding
3. Personal development
4. Promoting person centred approaches
5. Promoting wellbeing
6. Promoting equality and inclusion
7. Promoting effective communication
8. Promoting duty of care
9. Promoting health and safety in care settings



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# LEVEL 4 SALES EXECUTIVE APPRENTICESHIP

This programme is designed to support students throughout their learning journey for the Level 4 Sales Executive Apprenticeship Standard.

## ABOUT THIS ROLE:

The main role of a sales executive is leading sales interaction with customers and managing sales within an organisation. They plan their sales activities, lead the end-to-end sales interaction with the customer and manage their sales internally within their organisation. They will be responsible for retaining and growing a number of existing customer accounts, and generating new business by contacting prospective customers, qualifying opportunities and bringing the sales process to a mutually acceptable close. Typically, a Sales Executive will deal with a single point of contact for each sale and will present a pre-considered value proposition. The entire sales process may be completed during a single customer 'conversation', or over a series of interactions



**Introduction:**  
-Who's who?  
-Learning journey overview  
-What a sales executive role includes.



**On-Programme Study:**  
-There are fourteen modules to complete with an assessment at the end of each one.



**Gateway:**  
-Helps students prepare for their final assessment and showcase all their work so far.



**EPA:**  
-Final assessment of the learner's knowledge, skills and behaviours.



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## MODULES INCLUDED:

1. Organisational vision, mission, and values
2. Business strategy
3. Sales planning, monitoring, and reviewing
4. Understanding a product or service
5. Importance of sector intelligence
6. Legal, regulatory, and ethical frameworks
7. Account management
8. Different types of customers
9. Communication skills
10. Sales presentations
11. Negotiation and closing sales
12. Teamwork
13. Utilise digital technologies to maximise and support sales
14. Sales finance
15. Ensuring profitable performance



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