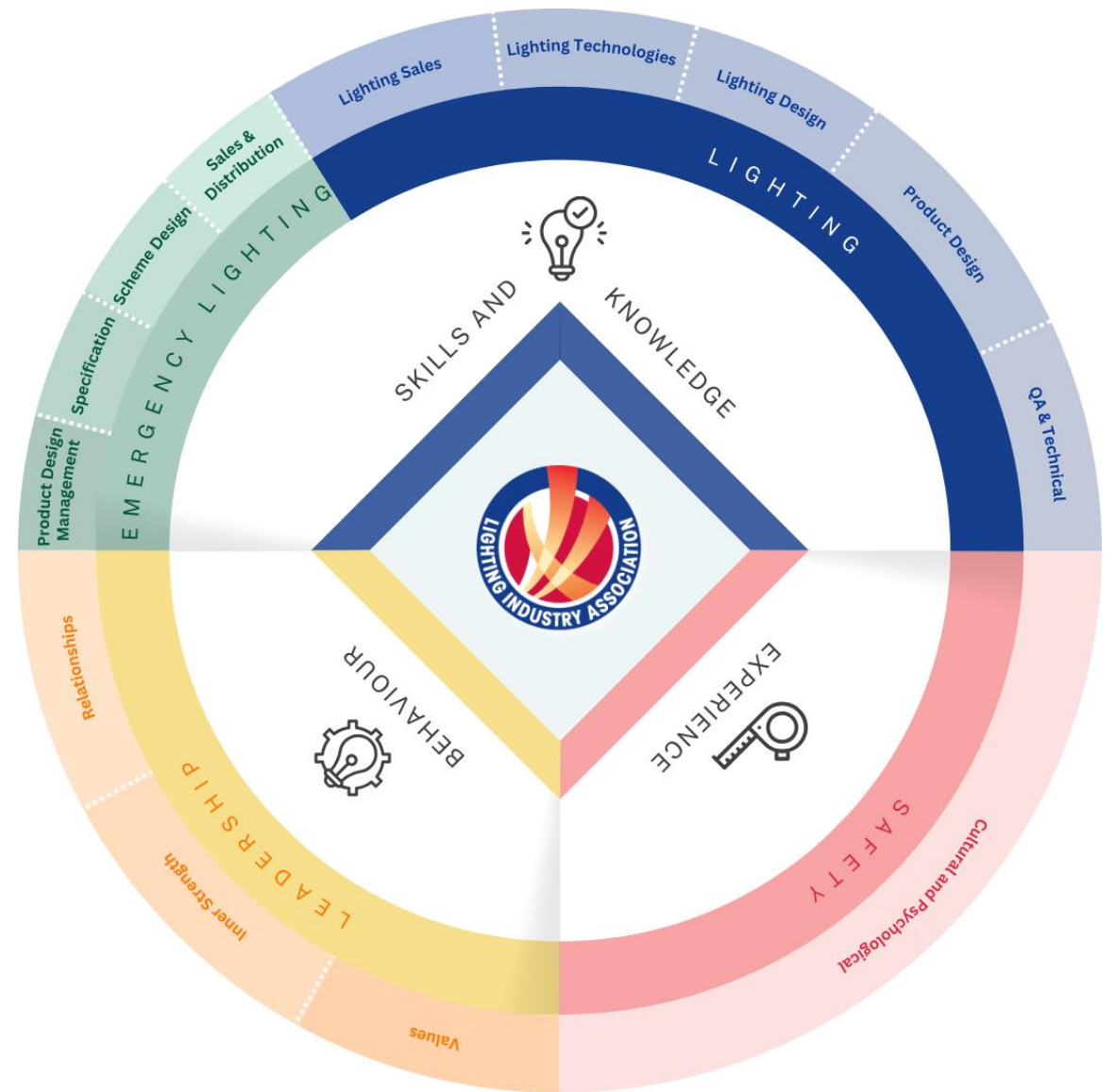


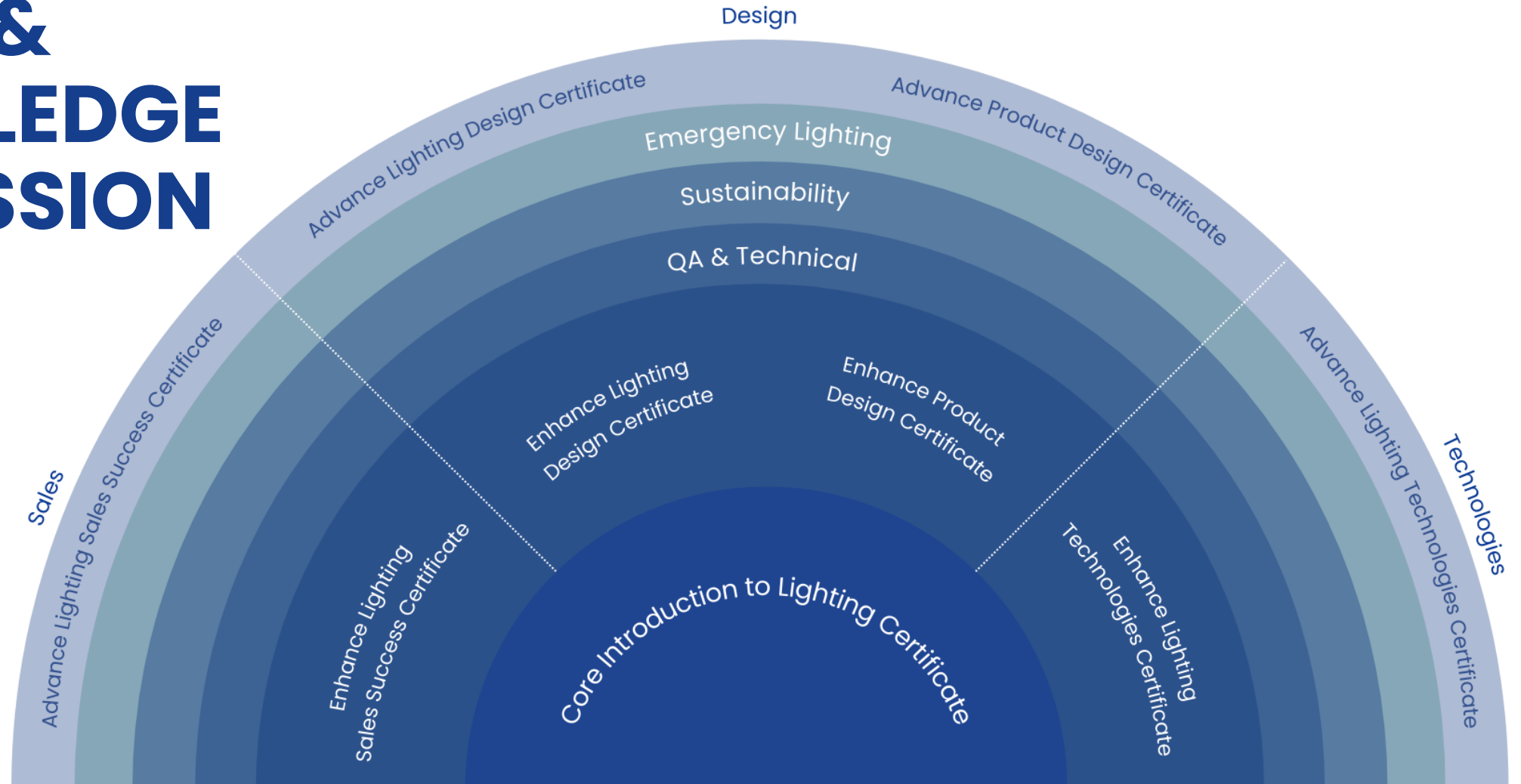
# STRATEGIC PROFESSION MAP



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# SKILLS & KNOWLEDGE PROFESSION MAP



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# COURSE LIST:

## INTRODUCTION TO LIGHTING CERTIFICATE

TITLE	OVERVIEW
CK01 – <a href="#">Love Light</a>	Discover why lighting is a vital part of modern life, and how it delivers sight, wellbeing, productivity, safety, and much more.
CK02 – <a href="#">Introduction to Lighting Sustainability</a>	Gain clarity over how sustainability and sustainable practices applies to the lighting sector.
CK03 – <a href="#">Introduction to Lighting Software</a>	Learn about Relux and DIALux lighting software, essential tools for model lighting design professionals.
CK04 – <a href="#">Introduction to Lighting Controls</a>	Foundational understanding of lighting control systems and their applications.
CK05 – <a href="#">Introduction to Lighting Design</a>	Discover what lighting design really means, how good lighting can deliver customer objectives, and basic principles of lighting design.
CK06 – <a href="#">Introduction to Lighting Standards</a>	Gain knowledge of lighting standards and how they are applied in the industry.
CK07 – <a href="#">Introduction to Technical Files</a>	Understand how to be compliant when placing a lighting product on the market.
CK11 – <a href="#">Introduction to Emergency Lighting</a>	Providing insights into the legal and moral imperatives, technical specifications, and effective implementation of emergency lighting solutions.

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# COURSE LIST: ENHANCE CERTIFICATE IN LIGHTING SALES SUCCESS

TITLE	OVERVIEW
ES22 - <a href="#">Identify And Understand Your Customers</a>	Combine technical knowledge with strategic selling techniques, understanding how to align each step with customer needs, from initial prospecting to closing the sale.
ES29 - <a href="#">Planning, Presenting, Closing</a>	Learn about adaptive selling techniques to effectively transition from selling individual products to integrated lighting solutions, incorporating the 6C's of selling.
ES30 - Understanding A Specification From A Sales Perspective	Interpret relevant information from a specification to inform value-adding and provide tailored solutions that meet specific customers requirements and needs.
ES32 - Understanding Lighting Design From A Sales Perspective	Learn about the core elements of lighting design compliance, and how this effects the sales process from prospecting through to closing.
AE14 - <i>Advanced Selling Techniques</i>	<i>Master strategic selling approaches to navigate complex customer needs and close high-value sales. (Due Aug 2025)</i>

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# COURSE LIST: ENHANCE CERTIFICATE IN LIGHTING DESIGN

TITLE	OVERVIEW
ES34 – Understanding Lighting Design	Understand the key approaches, regulations, standards, and good practices that ensure compliant lighting designs.
AE02 - <i>Lighting Design (Interior)</i>	<i>TBC</i>
AE15 - <i>Lighting Design (Exterior)</i>	<i>TBC</i>

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# COURSE LIST: PRODUCT DESIGN ROUTEWAY (C)

TITLE	OVERVIEW
CK12 - Introduction to Photometric Data	Providing a fundamental knowledge of the basis of photometric data. (Due June 2025)
ES03 - Understanding A Product Data Sheet	Identifying and utilising key information from product data sheets. (Due June 2025)
ES05 - Understanding Photometric Data	Understanding how to interpret and analyse photometric data. (Due June 2025)
ES28 - <a href="#">TM66 Module 1</a>	Gain insights into TM66, its origins, purpose, and the ways it contributes to creating sustainable approaches.
ES31 - <a href="#">TM66 Module 2</a>	Understand circular economy principles within the broader sustainability landscape and the journey towards Net Zero.
ES39 - Understanding Commercial Product Design	TBC
AE04 - <a href="#">BS EN 60598 Safety Requirements for Electrical Luminaires - Practical Assessment</a>	Walk-through the practical testing process of domestic and commercial, fixed and/or portable luminaires.

# COURSE LIST: PRODUCT DESIGN ROUTEWAY (D)

TITLE	OVERVIEW
ES09 - Understanding 60598	Offering an in-depth understanding of the requirements of BS EN 60598.
ES13 - Principles Of Eco Design	Understand the legislative requirements for product design and labelling.
<i>ES38 - Understanding Domestic Product Design</i>	<i>TBC</i>
<i>AE16 - Domestic Product Design Project</i>	<i>TBC</i>

# COURSE LIST:

## LIGHTING TECHNOLOGIES ROUTEWAY

TITLE	OVERVIEW
<i>ES01 - The Biological And Psychological Effects Of Light</i>	<i>Equips lighting professionals with a deep understanding of how light affects human biology, circadian rhythms, and neurobehavioural responses, while addressing sustainability implications. (Due June 2025)</i>
<i>ES04 - What Are Lighting Controls?</i>	<i>Providing an in-depth overview of core lighting controls. (Due June 2025)</i>
<i>ES35 - Understanding Internal Lighting Controls</i>	<i>Explore the functionality and benefits of lighting control systems for internal environments. (Due June 2025)</i>
<i>ES36 - Understanding External Lighting Controls</i>	<i>Gain insight into control strategies for efficient and effective external lighting solutions. (Due June 2025)</i>

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# COURSE LIST: PDM (EL) ROUTEWAY

TITLE	OVERVIEW
CK08 – <a href="#">Introduction to Emergency Lighting Standards &amp; Legislation</a>	Learn about statutory guidance and legal frameworks governing emergency lighting systems, role boundaries, and the skills and experience needs to maintain safe and professional accountability.
ES23 – <i>Understanding Emergency Lighting Product Design Management</i>	<i>Learn how to effectively manage product design principles for emergency lighting. (Due Aug 2025)</i>
AE15 – <i>PDM Project</i>	<i>TBC</i>

# COURSE LIST: SPECIFICATION (EL) ROUTEWAY

TITLE	OVERVIEW
CK08 – <a href="#">Introduction to Emergency Lighting Standards &amp; Legislation</a>	Learn about statutory guidance and legal frameworks governing emergency lighting systems, role boundaries, and the skills and experience needs to maintain safe and professional accountability.
ES15 – <i>Understanding An Emergency Lighting Specification</i>	<i>Learn how to review, assess, and align with emergency lighting specifications, ensuring appropriate and informed product and system selection. (Due Aug 2025)</i>
AE08 – <i>Specification Project</i>	<i>TBC</i>

# COURSE LIST: SCHEME DESIGN (EL) ROUTEWAY

TITLE	OVERVIEW
CK08 – <a href="#">Introduction to Emergency Lighting Standards &amp; Legislation</a>	Learn about statutory guidance and legal frameworks governing emergency lighting systems, role boundaries, and the skills and experience needs to maintain safe and professional accountability.
ES14 – <i>Understanding Scheme Design Requirements</i>	<i>Learn how to evaluate emergency lighting designs for compliance and effectiveness, whilst ensuring risk assessment, management and mitigation. (Due June 2025)</i>
AE07 – <i>Scheme Design Project</i>	<i>TBC</i>

# COURSE LIST: SALES & DISTRIBUTION (EL) ROUTEWAY

TITLE	OVERVIEW
CK08 – <a href="#">Introduction to Emergency Lighting Standards &amp; Legislation</a>	Learn about statutory guidance and legal frameworks governing emergency lighting systems, role boundaries, and the skills and experience needs to maintain safe and professional accountability.
ES22 - <a href="#">Identify And Understand Your Customers</a>	Combine technical knowledge with strategic selling techniques, understanding how to align each step with customer needs, from initial prospecting to closing the sale.
ES30 - Understanding A Specification From A Sales Perspective	Interpret relevant information from a specification to inform value-adding and provide tailored solutions that meet specific customers requirements and needs.
ES32 - Understanding Lighting Design From A Sales Perspective	Learn about the core elements of lighting design compliance, and how this effects the sales process from prospecting through to closing.
AE10 - <i>Advanced Selling Techniques For Emergency Lighting</i>	<i>Master strategic selling approaches to navigate complex customer needs and close high-value sales. (Due Aug 2025)</i>

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# COURSE LIST: QA & TECHNICAL

TITLE	OVERVIEW
CK07 - <a href="#">Introduction to Technical Files</a>	Understand how to be compliant when placing a lighting product on the market.
ES09 - Understanding IEC/EN 60598-1	Offering an in-depth understanding of the requirements of BS EN 60598.
ES13 - Principles Of Eco Design	Understand the legislative requirements for product design and labelling.

# COURSE LIST: BEHAVIOURAL LEADERSHIP

TITLE	OVERVIEW
CB01 – <a href="#">Agile Thinking</a>	Designed to equip learners with the mindset and tools necessary to implement and agile mindset.
CB02 – <a href="#">Effective Networking</a>	Build and maintain strong, strategic relationships, leverage connections, and unlock new opportunities to drive professional growth.
CB03 – <a href="#">Strategic Vision</a>	Discover the core principles of strategic vision and management, exploring time-tested and contemporary models.
CB04 – <a href="#">Resilience</a>	Learn how to assess your current resilience, identifying any skills gaps, and gaining a deeper understanding on cognitive influences.
CB05 – <a href="#">Capacity Building</a>	Assess and enhance organisational capacity through insights and tools that build and maintain a future-ready workforce.
CB06 – <a href="#">Collaboration</a>	Enhance essential skills and explore core principles of collaboration, navigating diverse team dynamics and stakeholder relationships.
CB07 – <a href="#">Emotional Intelligence</a>	Explore core concepts to improve emotional self-awareness, regulate responses and address unconscious biases.
CB08 – <a href="#">Challenges Constructively</a>	Challenge ideas, actions, and perspectives constructively to foster growth, innovation, and a positive team environment.
CB09 – <a href="#">Ethical Judgement</a>	Learn how to navigate ethical dilemmas with confidence, exploring philosophical and decision-making frameworks.

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