

**October 2018 Examination - J07 Supervision in a regulated environment**

**Syllabus learning outcomes being examined**

1.	1. Understand the characteristics and role of a supervisor
2.	1. Understand the characteristics and role of a supervisor
3.	2. Understand different leadership and behavioural models.
4.	3. Understand how communication is made effective and be able to describe a range of communication methods
5.	4. Understand the legal and regulatory aspects of recruitment, training and competence.
6.	3. Understand how communication is made effective and be able to describe a range of communication methods.
7.	5. Understand how learning takes place.
8.	6. Understand the coaching, counselling and assessing processes and the roles within them.
9.	7. Understand the role of compliance in the sales process.
10.	7. Understand the role of compliance in the sales process.
11.	8. Understand the setting and measuring of objectives.
12.	8. Understand the setting and measuring of objectives.
13.	9. Understand management information and quality standards.
14.	10. Understand relevant legislation in connection with employment, performance management and termination of employment.
15.	10. Understand relevant legislation in connection with employment, performance management and termination of employment.