

**CIMA**

Chartered Institute of  
Management Accountants

**MANAGEMENT  
ACCOUNTING**  
A CAREER ADVANTAGE



## AN ADVANTAGE THROUGHOUT YOUR WHOLE CAREER

All accountants are not the same. If you went on an expedition and took a financial accountant and a management accountant with you, they would do very different things.

The financial accountant would take photos, buy souvenirs and keep an accurate diary. Afterwards, the financial accountant would write a book of the expedition to look back and share with family and friends, in the same way as they would report on past financial performance.

The management accountant would do all of that and more. They would plan your journey and give you options of where to go; explaining the attractions of different destinations and routes, and what you would need for each alternative. After the expedition the management accountant would encourage you to think about your next expedition, working with you to ensure it would be even more rewarding than the previous one. Management accountants use past experience and information of all kinds, not just financial, to help manage the future of the business.

Management accountants are highly employable, equipped with a wide variety of skills. Their role in the organisation puts them at the heart of the business. By helping people and businesses to succeed, CIMA is the first choice for employers, with members and students in 176 countries worldwide.

**1**

## WHAT THE BOARD/MANAGEMENT NEEDS

- To keep making a profit\*
- To achieve long-term success:
  - meet customers' and partners' needs
  - contribute to society
  - protect the environment

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\*Not-for-profit and public sector organisations also need to show value for money

**2**

## HOW A MANAGEMENT ACCOUNTANT DELIVERS

- Links business and finance
- Guides business critical decisions
- Drives strong business performance
- Understands how the different parts of the business need to come together
- Communicates with, and works in, departments across the business
- Is trusted to do the 'right' thing
- Measures performance of all kinds, not just financial
- Manages the business's cash and keeps records
- Makes complex information user-friendly
- Uses internal and external data and information
- Plans for opportunities and helps to solve problems
- Continues learning to keep up-to-date

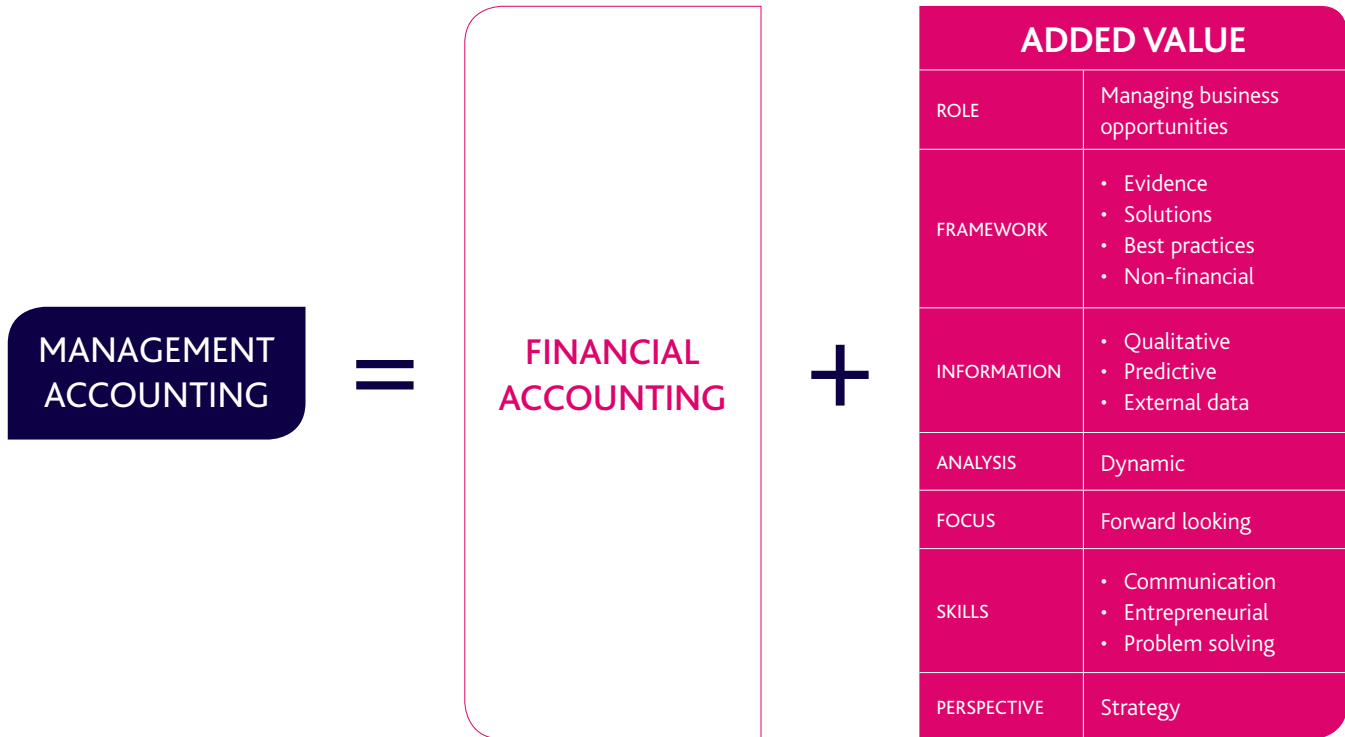
**3**

## HOW CIMA DELIVERS WORLDWIDE

- Gives ambitious people rewarding careers in respected businesses
- Opens doors for people to work throughout organisations and across the world
- Makes members the first choice for employers
- Consults with employers to stay up-to-date
- Examines management accounting skills
- Sets and supports professional standards
- Produces leading research, tools and techniques
- Hosts global communities and networks to support students and members
- Helps to drive growth and build the world's economies
- Changes people's lives, throughout their whole career

# MANAGEMENT ACCOUNTING IS MORE THAN YOU THINK

It includes and adds value to financial accounting.



# THE CIMA CHARTERED MANAGEMENT ACCOUNTING QUALIFICATION

The diagram opposite sets out the CIMA Professional Qualification syllabus and the skills you learn at every level. The entry level qualification (at the bottom of the diagram) is the CIMA Certificate in Business Accounting, which offers a solid grounding in the basics of management accounting, financial accounting and business. It is also a stepping stone towards the CIMA Professional Qualification.

The CIMA Professional Qualification syllabus is built on three specific learning pillars: Enterprise pillar, Performance pillar and Financial pillar, with each containing three subjects. There are four distinct levels within the CIMA Professional Qualification: operational, management, strategic and professional competence, with interim qualifications awarded at each level. Each level is progressive and will deliver skills relative to that level. Before qualifying, candidates must also pass CIMA's Test of Professional Competence and fulfil three years' practical experience requirements.

## EXEMPTIONS

There may be elements of both the CIMA Certificate in Business Accounting and the CIMA Professional Qualification that you've covered during your degree or other tertiary or professional course of study. This may entitle you to certain exemptions. Please note: exemptions cannot be granted prior to full registration as a CIMA student.

For more information on exemptions, visit: [www.cimaglobal.com/CIMAexemptions](http://www.cimaglobal.com/CIMAexemptions)

# AWARD – Member of the Chartered Institute of Management Accountants

## T4 – Test of Professional Competence in Management Accounting

Part A

Part B

Initial Professional Development – work based practical experience

Case Study Examination based on pre-seen and unseen material

### Enterprise pillar

### Performance pillar

### Financial pillar

Strategic level

#### PAPER E3 – ENTERPRISE STRATEGY

- Analyse corporate environment (internal / external)
- Evaluate strategic options
- Manage change
- Design and run performance management systems

#### PAPER P3 – PERFORMANCE STRATEGY

- Evaluate and manage business risk
- Manage financial risk
- Review, audit and evaluate risk control systems
- Apply risk management to IT/IS environment

#### PAPER F3 – FINANCIAL STRATEGY

- Formulate and evaluate financial strategy
- Conduct business or corporate valuation
- Model and forecast cash flows and other finances
- Advise on mergers, acquisitions and divestments

### AWARD – CIMA Advanced Diploma in Management Accounting

Management level

#### PAPER E2 – ENTERPRISE MANAGEMENT

- Analyse competitive environment
- Plan, set up, manage and execute projects
- Lead the team
- Negotiate and communicate effectively

#### PAPER P2 – PERFORMANCE MANAGEMENT

- Advise on product manufacture and pricing
- Plan and manage cost for competitive advantage
- Design and manage budgeting system
- Evaluate performance of organisational units

#### PAPER F2 – FINANCIAL MANAGEMENT

- Prepare group accounts
- Evaluate and apply IFRS
- Analyse and interpret financial statements
- Prepare CSR reports

### AWARD – CIMA Diploma in Management Accounting

Operational level

#### PAPER E1 – ENTERPRISE OPERATIONS

- Awareness of IT/IS issues and environment
- Awareness of key marketing issues
- Awareness of efficiency and quality issues
- Awareness of people management

#### PAPER P1 – PERFORMANCE OPERATIONS

- Calculate and analyse cost of products
- Forecast and budget for organisational activities
- Evaluate capital expenditure
- Manage short-term finance (e.g. cash)

#### PAPER F1 – FINANCIAL OPERATIONS

- Prepare basic tax computations
- Prepare financial statements for single company
- Use IFRS and GAAP
- Manage general and other ledger systems

### CIMA CERTIFICATE IN BUSINESS ACCOUNTING

Paper C01 – Fundamentals of Management Accounting | Paper C02 – Fundamentals of Financial Accounting | Paper C03 – Fundamentals of Business Mathematics  
 Paper C04 – Fundamentals of Business Economics | Paper C05 – Fundamentals of Ethics, Corporate Governance and Business Law

## CIMA ENTRY OPTIONS

The road to obtaining the CIMA Professional Qualification is open to all, regardless of educational background. Our flexible entry policy enables anyone with a passion for business the chance to study with CIMA. If you are new to business or accounting studies, you will first need to work towards gaining the CIMA Certificate in Business Accounting.

It is a foundation level qualification which will equip you with the knowledge you need to progress towards the CIMA Professional Qualification.

For more information about the CIMA Certificate in Business Accounting, visit: [www.cimaglobal.com/cimacertificate](http://www.cimaglobal.com/cimacertificate)

### CIMA gateway routes

CIMA's gateway routes allow members of recognised professional accounting bodies and graduates of relevant masters degrees the opportunity to gain certain exemptions and fast track their pursuit of full CIMA membership.

For more information about the criteria and eligibility for any of the three gateway routes currently available, visit: [www.cimaglobal.com/CIMAgatewayroutes](http://www.cimaglobal.com/CIMAgatewayroutes)

### Entry routes to the CIMA Professional Qualification

#### CIMA Certificate in Business Accounting

Relevant degrees in accountancy or business

Accounting Technician qualification

Recognised Open University certificates in accounting

#### CIMA gateway routes:

- Professional gateway route
- Masters gateway route
- Management accountant gateway route

**CIMA  
PROFESSIONAL  
QUALIFICATION**

For more information about entry routes to CIMA, visit: [www.cimaglobal.com/entryroutes](http://www.cimaglobal.com/entryroutes)

## STUDY OPTIONS

CIMA can be studied in a number of different ways to suit your preference and lifestyle.

- **Tuition classes** offer classroom experience, giving you the benefit of qualified lecturers, face to face tutoring and interaction with fellow CIMA students.
- **Distance learning packages** offer you a structured training programme and tutorial support.
- **Online learning** and **study resources** allow you to study at your own pace. **CIMAstudy.com** is the official online learning system which takes you step by step through the CIMA qualification.

If you are working, you might want to consider asking your employer for support, including financial support and time off to study and sit your exams. Support is given at your employer's discretion.

### Studying for CIMA through a degree programme

CIMA has partnered with three UK universities to offer students globally the opportunity to achieve a degree while also studying towards their CIMA qualification.

Universities participating in the scheme are:

- Manchester Metropolitan University
- Robert Gordon University
- Middlesex University

For more information about this scheme, visit:

[www.cimaglobal.com/cimathroughdegree](http://www.cimaglobal.com/cimathroughdegree)

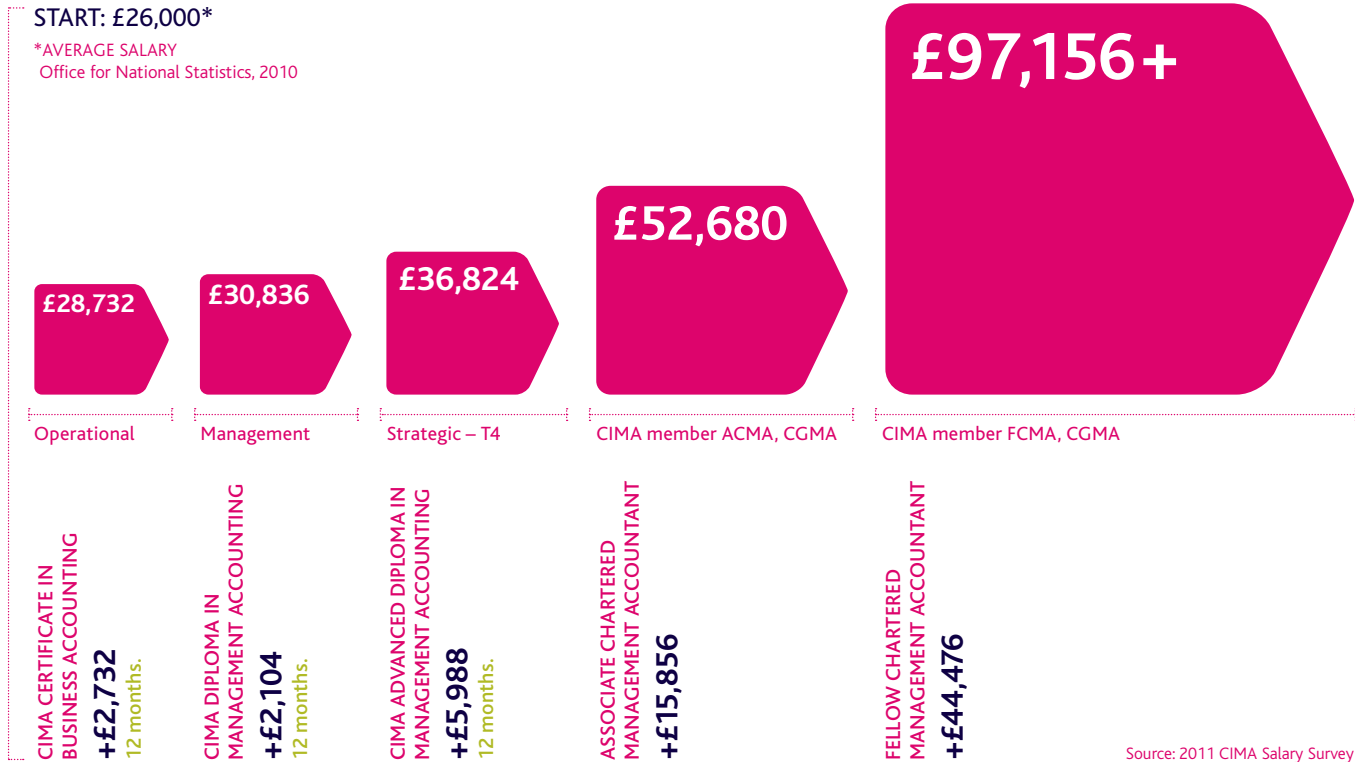
For more information on study options and local teaching centres, visit: [www.cimaglobal.com/studyoptions](http://www.cimaglobal.com/studyoptions)

Alternatively, contact your local CIMA office at: [www.cimaglobal.com/ourlocations](http://www.cimaglobal.com/ourlocations)



## LEARN AND EARN

You can see how much you can expect to earn, and the qualifications you will get as you progress through the CIMA Professional Qualification syllabus. You can also see how your investment in studying and exams, which ranges from £500 to £3,000 at each stage depending on how you wish to study, is quickly rewarded.



Source: 2011 CIMA Salary Survey

## LOTS OF EMPLOYERS TRAIN THEIR STAFF WITH CIMA

If you want to study for the CIMA Professional Qualification while working, it's a good idea to find an employer who will support you while you study and help you gain valuable workplace experience. Thousands of companies around the world, from multinationals to the newest start-ups in the public and private sectors, train their staff with CIMA. Just some of the companies which meet our training quality standards are listed below. For a full listing of over 4,500 companies, visit: [www.cimaglobal.com/trainingpartners](http://www.cimaglobal.com/trainingpartners)

Accenture

Adecco

Afripack

Airbus

Air Products

American Express

Arcadia Group

AstraZeneca

BAE Systems

Balfour Beatty

Barclays

Bombardier

BP

British Airways

BSkyB

BUPA

Capgemini

Capita

Cisco Systems

Coca-Cola

ConocoPhillips

Co-operative Group

Deloitte

Deutsche Bank

Diageo

E.ON

Ernst & Young

Estée Lauder Companies

Ford

Fujitsu Services

GlaxoSmithKline

H.J. Heinz

HSBC

Hilton Group

HM Revenue & Customs

IBM

InterContinental Hotels

JP Morgan

Kellogg's

Kerry Group

Kimberly-Clark

Kraft Foods

KPMG

Legal & General

Lloyds Banking Group

The Man Group

Mars

McDonalds

Metropolitan Police Services

Morgan Stanley

National Grid

Nestlé

NHS

O2

PepsiCo

Phones4u

Pilkington

PwC

Procter & Gamble

QinetiQ

RBS

Redwood International

Rolls-Royce

RWE npower

Sainsbury's

Scottish Widows

Shell

Siemens

Sony

Tesco

Unilever

Vodafone

Whitbread

Wolseley

WS Atkins

Xerox

Zurich



**Richard Kinney**  
ACMA, CGMA  
Commercial Planning Manager,  
Twentieth Century Fox

'The CIMA qualification is highly valued and recognised by top employers around the world. There is no question that it opens a lot of doors and enables you to work at a high level within an organisation.'



**Sereena Malkani**  
Assistant Financial Analyst, Sky

'CIMA gives you the knowledge and skills you need for a career in finance, and is also a great base for those who decide to pursue careers in other sectors such as management consulting, or business in general. At a time where the job market is so competitive, having a globally recognised qualification will definitely aid in setting you apart from other candidates.'



**Margaret Fowler**  
Advisor, KPMG LLP

'Being part of CIMA's network of qualified business professionals will enhance my credibility and enable me to further my career. Also, with the new joint venture between CIMA and AICPA in the USA, there will be an increased understanding of the qualification globally.'



## Philip Sancto

Graduate Finance Executive, Tesco

'I always knew that I wanted to work in industry as well as study a qualification that is forward thinking and progressive rather than looking at past performance. Unlike other accountancy qualifications, the amount of business emphasis that CIMA has makes it great for anybody pursuing a career in industry.'

## CIMA OPENS DOORS ALL OVER THE WORLD

CIMA makes it possible to have both the security of a professional accounting qualification and the rewards and excitement of being a business leader. Academically, CIMA is equivalent to a Masters Degree.\* By the time you qualify you'll also have at least three years' business experience. As you're a member of a professional body, you will be bound by a strict code of ethics and conduct that gains you the trust of your colleagues.

\*UK National Recognition Information Centre

### CGMA – the global designation

Chartered Global Management Accountant (CGMA) is the global designation for management accountants, powered by AICPA (American Institute of Certified Public Accountants) and CIMA, two of the world's most prestigious accounting organisations. On completion of the CIMA syllabus and becoming a CIMA member, you are automatically entitled to the CGMA designation, adding global power to your CV, and demonstrating your business acumen, ethics and commitment. For more information, visit: [www.cimaglobal.com/CGMAnew](http://www.cimaglobal.com/CGMAnew)



Powered by



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To register as a CIMA student please go to:  
[www.cimaglobal.com/registration](http://www.cimaglobal.com/registration)