

MANAGEMENT

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Undergraduate:

BUSINESS AND MANAGEMENT
(January, September and January 3 Year Entries)

BUSINESS AND MANAGEMENT WITH APPLIED COMPUTING
(January and September Entries)

BUSINESS AND MANAGEMENT WITH COMMUNICATION STUDIES (EFL)
(January Entry)

BUSINESS AND MANAGEMENT WITH COMMUNICATION STUDIES (ESL)
(January Entry)

BUSINESS AND MANAGEMENT WITH FRENCH OR SPANISH
(January Entry)

BUSINESS ENTERPRISE
(January Entry)

PROFESSIONAL MANAGEMENT CERTIFICATE - AUTOMOTIVE

PROFESSIONAL MANAGEMENT CERTIFICATE

MARKETING WITH FRENCH OR SPANISH
(January Entry)

MARKETING WITH MEDIA COMMUNICATIONS
(January Entry)

MARKETING WITH PSYCHOLOGY
(January Entry)

Postgraduate:

MBA/MASTER OF BUSINESS ADMINISTRATION
(January Entry, Full-time and Part time)

MBA MEDICAL MANAGEMENT AND LEADERSHIP
(January and September Entries)

PG CERTIFICATE IN BUSINESS ADMINISTRATION – MEDICAL MANAGEMENT AND LEADERSHIP
(January and September Entries, Part time)

PG DIPLOMA IN BUSINESS ADMINISTRATION – MEDICAL MANAGEMENT AND LEADERSHIP
(January and September Entries, Part time)

PG DIPLOMA MANAGEMENT IN A SERVICE ECONOMY
(January Entry, Full-time)

MSc MANAGEMENT IN A SERVICE ECONOMY
(January Entry, Part-time)

PG DIPLOMA MANAGEMENT IN A GLOBAL SERVICE ECONOMY
(September Entry, Full-time)

MSc MANAGEMENT IN A GLOBAL SERVICE ECONOMY
(September Entries, Part-time)

MSc IN CONTINUOUS IMPROVEMENT IN PUBLIC SERVICES
(September Entries, Part-time)

PG CERTIFICATE IN CONTINUOUS IMPROVEMENT IN PUBLIC SERVICES
(January Entry, Part-time)

PG DIPLOMA IN CONTINUOUS IMPROVEMENT IN PUBLIC SERVICES
(January Entry, Part-time)

MSc IN LEAN ENTERPRISE
(January Entry, Part-time)

PG DIPLOMA IN LEAN ENTERPRISE
(January Entry, Part-time)

BUSINESS AND MANAGEMENT [BSc] January Entry

All modules are 15 units, except where specified as 30 units.

SINGLE HONOURS			
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	Quantitative Methods 1 [4]	The Economic Environment of Business [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Data Management [4]	Introduction to Management Accounting [4]
THE PRELIMINARY EXAMINATION			
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Introduction to Financial Accounting [4]
4 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Financial Accounting [5] Law for Business [5]	ONE of: BIS 2: Business Applications and IT Management [5] Financial Accounting [5] Law for Business [5] Free Choice* [5] Marketing Communications [5]
THE PART 1 EXAMINATION			
YEAR TWO			
5 Winter	Business Operations [5]	ONE of: Business Psychology [6] Consumer Behaviour [6] Service Management [6]	ONE of: Business Psychology [6] Consumer Behaviour [6] Financial Management [5] (30 units) Service Management [6] Free choice* [5] A Language Module* [5] (30 units)
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6]	ONE of: Cross-Cultural Management [6] Entrepreneurship [6] Financial Management [5] (30 units) Quantitative Methods 2 [5] Supply Chain Management [6] Free choice* [5] A Language Module* [5] (30 units)
THE PART 2 STAGE 1 EXAMINATION			

<p style="text-align: center;">7 Summer</p>	<p>International Business [6]</p>	<p>ONE of: Business Ethics [5] Business Simulation [6] E- Business [5] Operations Strategy [6]</p>	<p>ONE of: Business Ethics [5] Business Simulation [6] E- Business [5] Operations Strategy [6] Free choice* [5/6] A Language Module * [5/6] (30 units)</p>
<p style="text-align: center;">8 Autumn</p>	<p>Human Resource Management [6]</p>	<p>ONE of: Financial Risk Management [6]** International Marketing [6] Statistics for Business and Economics [6]</p>	<p>ONE of: Financial Risk Management [6]** International Marketing [6] Statistics for Business and Economics [6] Free choice* [5/6] A Language Module * [5/6] (30 units)</p>
THE PART 2 STAGE 2 EXAMINATION			

♦ **Introduction to Office Software:** This is a skills module, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills modules.

* A maximum of 60 units of Free Choice and Language module may be chosen.

** Financial Management (Terms 5-6) is a pre-requisite for Financial Risk Management

Note: In terms 5 to 8 there are five option lists enclosed in a double border, like this note. These are lists containing both level [5] and [6] modules. Students are required to select a total of 75 units of options from these lists. To satisfy the University Regulations students must take at least 15 units at level [6] when selecting these options.

BUSINESS AND MANAGEMENT [BSc]

September Entry

All modules are 15 units, except where specified as 30 units.

	SINGLE HONOURS		
Term	YEAR ONE		
1 Autumn	Introduction to Business [4]	Quantitative Methods 1 [4]	The Economic Environment of Business [4]
	Introduction to Office Software♦		
THE PRELIMINARY EXAMINATION 1			
2 Winter	Introduction to Management [4]	Marketing 1 [4]	Introduction to Financial Accounting [4]
3 Spring	ONE of: Introduction to Entrepreneurship [5] Quantitative Methods 2 [5]	BIS 1: Information Technology and Data Management [4]	Introduction to Management Accounting [4]
THE PRELIMINARY EXAMINATION 2			
4 Summer	Organisational Behaviour [5]	ONE of: Business Ethics [5] E-Business [5] Management Accounting [5]	ONE of: Business Ethics [5] E-Business [5] Management Accounting [5] Free choice* [5] A Language Module* [5] (30 units)
YEAR TWO			
5 Autumn	Marketing 2 [5]	Human Resource Management [6]	ONE of: BIS 2: Business Applications and IT Management [5] Financial Accounting [5] Law for Business [5] Statistics for Business and Economics [6] Free choice* [5/6] A Language Module* [5] (30 units) Marketing Communications [5]
THE PART 1 EXAMINATION			
6 Winter	Business Operations [5]	ONE of: Business Psychology [6] Consumer Behaviour [6] Service Management [6]	ONE of: Business Psychology [6] Consumer Behaviour [6] Financial Management [5] (30 units) Service Management [6] Free choice* [5/6] A Language Module* [5/6] (30 units)

7 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6]	ONE of: Cross-Cultural Management [6] Financial Management [5] (30 units) Supply Chain Management [6] Free choice* [5/6] Entrepreneurship [6] A Language Module* [5/6] (30 units)
THE PART 2 STAGE 1 EXAMINATION			
8 Summer	International Business [6]	ONE of: Business Ethics [5] Business Simulation [6] Operations Strategy [6] Taxation B [6]	ONE of: Business Simulation [6] E-Business [5] Operations Strategy [6]
THE PART 2 STAGE 2 EXAMINATION			

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* A maximum of 60 units of Free Choice and Language module may be chosen.

Note: In terms 5 to 8 there are five option lists enclosed in a double border, like this note. These are lists containing both level [5] and [6] modules. Students are required to select a total of 75 units of options from these lists. To satisfy the University Regulations students must take at least 30 units at level [6] when selecting these options.

BUSINESS AND MANAGEMENT 3 YEARS [BSc] January Entry

All modules are 15 units, except where specified as 30 units.

	SINGLE HONOURS			
Term	YEAR ONE			
1 Winter	English and Study Skills [3]	Life and Institutions [3]	Essential Computing Skills [3]	Critical Thinking [3]
2 Spring	English for Academic Studies [3]	International Studies [3]	Essential Mathematics [3]	The Business Environment [3]
3 Summer	Research Skills [3]	Current Affairs Perspectives [3]	Introduction to Economic Studies [3]	Introduction to Financial Studies [3]
4 Autumn	Introduction to Business [4]		Quantitative Methods 1 [4]	
	Introduction to Office Software♦			
	THE PRELIMINARY EXAMINATION			
	YEAR TWO			
5 Winter	Introduction to Management [4]		The Economic Environment of Business [4]	
6 Spring	BIS 1: Information Technology and Data Management [4]		Introduction to Management Accounting [4]	
	THE PRELIMINARY EXAMINATION II			
7 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Introduction to Financial Accounting [4]	
8 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Financial Accounting [5] Law for Business [5]	ONE of: BIS 2: Business Applications and IT Management [5] Financial Accounting [5] Law for Business [5] Free Choice* [5] Marketing Communications [5]	
	THE PART 1 EXAMINATION			
	YEAR THREE			
9 Winter	Business Operations [5]	ONE of: Business Psychology [6] Consumer Behaviour [6] Service Management [6]	ONE of: Business Psychology [6] Consumer Behaviour [6] Financial Management [5] (30 units) Service Management [6] Free choice* [5] A Language Module* [5] (30 units)	

10 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6]	ONE of: International Finance [6] Cross-Cultural Management [6] Entrepreneurship [6] Financial Management [5] (30 units) Quantitative Methods 2 [5] Supply Chain Management [6] Free choice* [5] A Language Module* [5] (30 units)
THE PART 2 STAGE 1 EXAMINATION			
11 Summer	International Business [6]	ONE of: Business Ethics [5] Business Simulation [6] E- Business [5] Operations Strategy [6]	ONE of: Business Ethics [5] Business Simulation [6] E- Business [5] Operations Strategy [6] Free choice* [5/6] A Language Module * [5/6] (30 units)
12 Autumn	Human Resource Management [6]	ONE of: Financial Risk Management [6]** International Marketing [6] Statistics for Business and Economics [6]	ONE of: Financial Risk Management [6]** International Marketing [6] Statistics for Business and Economics [6] Free choice* [5/6] A Language Module * [5/6] (30 units)
THE PART 2 STAGE 2 EXAMINATION			

BUSINESS AND MANAGEMENT WITH APPLIED COMPUTING [BSc]

January Entry

All modules are 15 units, except where specified as 30 units.

	COMBINED HONOURS		
	MAJOR	MINOR	
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	ONE of: Quantitative Methods 1 [4] The Economic Environment of Business [4] Introduction to Financial Accounting [4]	Introduction to Computer Systems [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Data Management [4]	Introduction to Operating Systems [4]
THE PRELIMINARY EXAMINATION			
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Principles of Database Systems [5]
4 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Law for Business [5] Financial Accounting [5] Marketing Communications [5]	Software Engineering [6]
		THE PART 1 EXAMINATION	
YEAR TWO			
5 Winter	Business Operations [5]	ONE of: Consumer Behaviour [6] Service Management [6] Business Psychology [6]	Software Project Management [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6] Entrepreneurship [6]	Information Security [6]
		THE PART 2 STAGE 1 EXAMINATION	
7 Summer	ONE of: Business Simulation [6] International Business [6]	ONE of: Business Ethics [5] E-Business [5] International Business [6] Operations Strategy [6]	Human-Computer Interaction [5]
8 Autumn	Human Resource Management [6]	ONE of: International Marketing [6] Law for Business [5] Statistics for Business & Economics [6] BIS 2: Business Applications and IT Management [5]	Cloud Computing [6]

	THE PART 2 STAGE 2 EXAMINATION
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◆ **Introduction to Office Software:** This is a skills module, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills modules.

BUSINESS AND MANAGEMENT WITH APPLIED COMPUTING [BSc]

September Entry

All modules are 15 units, except where specified as 30 units.

	COMBINED HONOURS		
	MAJOR		MINOR
Term	YEAR ONE		
1 Autumn	Introduction to Business [4]	Quantitative Methods 1 [4]	The Economic Environment of Business [4]
	Introduction to Office Software♦		
	THE PRELIMINARY EXAMINATION 1		
2 Winter	Introduction to Management [4]	Introduction to Financial Accounting [4]	Introduction to Computer Systems [4]
3 Spring	BIS 1: Information Technology and Data Management [4]	ONE of: Quantitative Methods 2 [5] Introduction to Entrepreneurship [5]	Introduction to Operating Systems [4]
	THE PRELIMINARY EXAMINATION 2		
4 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Principles of Database Systems [5]
	YEAR TWO		
5 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Financial Accounting [5] Law for Business [5] Human Resource Management [6] Marketing Communications [5]	Software Engineering [6]
	THE PART 1 EXAMINATION		
6 Winter	Business Operations [5]	ONE of: Consumer Behaviour [6] Service Management [6] Business Psychology [6]	Software Project Management [6]
7 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6]	Information Security [6]
	THE PART 2 STAGE 1 EXAMINATION		

8 Summer	ONE of: International Business [6] Business Simulation [6] Operations Strategy [6]	ONE of: Operations Strategy [6] Business Simulation [6] International Business [6]	ONE of: E- Business [5] Business Ethics [5]
THE PART 2 STAGE 2 EXAMINATION			

♦ **Introduction to Office Software:** This is a skills module, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills modules.

BUSINESS AND MANAGEMENT WITH COMMUNICATION STUDIES (EFL) [BSc]

January Entry

All courses are 15 units, except where specified as 30 units.

	COMBINED HOURS		
	MAJOR		MINOR
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	ONE of: Quantitative Methods 1 [4] The Economic Environment of Business [4] Introduction to Financial Accounting (4)	Modern English Language [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology & Data Management [4]	Modern English Usage [4]
	THE PRELIMINARY EXAMINATION		
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Intercultural Communication [5]
4 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Law for Business (5) Financial Accounting (5) Marketing Communications [5]	Global Communication [5]
	THE PART 1 EXAMINATION		
	YEAR TWO		
5 Winter	Business Operations [5]	One of: Consumer Behaviour (6) Service Management (6) Business Psychology (6)	Varieties of English [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6] Entrepreneurship (6)	Registers of English [6]
	THE PART 2 STAGE 1 EXAMINATION		
7 Summer	One of: Business Simulation (6) International Business [6]	ONE of: E-Business [5] Operations Strategy [6] International Business (6) Business Ethics (5)	English in Society [6]
8 Autumn	Human Resource Management [6]	ONE of: International Marketing [6] Law for Business [5] Statistics for Business and Economics (6) BIS2: Applications and IT Manager (5)	English in Institutions [6]

◆ **Introduction to Office Software:** This is a skills module, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills modules.

BUSINESS AND MANAGEMENT WITH COMMUNICATION STUDIES (ESL) [BSc] January Entry

All courses are 15 units, except where specified as 30 units.

COMBINED HONOURS			
		MAJOR	MINOR
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	ONE of: Quantitative Methods 1 [4] The Economic Environment of Business [4] Introduction to Financial Accounting (4)	English Composition [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology & Data Management [4]	Discourse and Debate [4]
THE PRELIMINARY EXAMINATION			
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Intercultural Communication [5]
4 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Law for Business (5) Financial Accounting (5) Marketing Communications [5]	Global Communication [5]
THE PART 1 EXAMINATION			
YEAR TWO			
5 Winter	Business Operations [5]	ONE of: Consumer Behaviour [6] Service Management [6] Business Psychology (6)	Diversity in English [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6] Entrepreneurship [6]	Change in English [6]
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	ONE of: International Business [6] Business Simulation (6)	ONE of: E-Business [5] Operations Strategy [6] International Business (6) Business Ethics (5)	Language and Society [6]
8 Autumn	Human Resource Management [6]	ONE of: International Marketing [6] Law for Business [5] Statistics for Business and Economics (6) BIS 2: Business Applications and IT Management (5)	Language and Power [6]

	THE PART 2 STAGE 2 EXAMINATION
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◆ **Introduction to Office Software:** This is a skills course, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills courses.

BUSINESS AND MANAGEMENT WITH FRENCH OR SPANISH [BSc]

January Entry

All modules are 15 units, except where specified as 30 units.

	COMBINED HONOURS		
	MAJOR		MINOR
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	ONE of: Quantitative Methods 1 [4] The Economic Environment of Business [4] Introduction to Financial Accounting [4]	French or Spanish (30 units)
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Data Management [4]	
THE PRELIMINARY EXAMINATION			
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	French or Spanish (30 units)
4 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Law for Business [5] Financial Accounting [5] Marketing Communications [5]	
THE PART 1 EXAMINATION			
YEAR TWO			
5 Winter	Business Operations [5]	ONE of: Consumer Behaviour [6] Service Management [6] Business Psychology [6]	French or Spanish (30 units)
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6] Entrepreneurship [6]	
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	ONE of: Business Simulation [6] International Business [6]	ONE of: E-Business [5] Operations Strategy [6] International Business [6] Business Ethics [5]	French or Spanish (30 units)
8 Autumn	Human Resource Management [6]	ONE of: International Marketing [6] Law for Business [5] Statistics for Business and Economics [6] BIS 2: Business Applications and IT Management [5]	
THE PART 2 STAGE 2 EXAMINATION			

Note: Students taking this programme need to be aware that to satisfy University Regulations they need to take at least 225 units at level [5] or [6] and of these at least 105 units must be at level [6]. The major programme will provide 165 units of which at least 75 will be a level [6] (and an additional 30 could be at level [6]). The levels of the language modules and the options chosen need to be considered in light of this information.

**BUSINESS ENTERPRISE [BSc]
January Entry**

YEAR ONE						
Term	Academic Stream			Starting a Business Stream		
1 Winter	Introduction to Financial Accounting (15 units) [4]	BBE: Introduction to Marketing (7.5 units) [4]		SAB: Innovation & Entrepreneurship 1 (7.5 units) [4]	SAB: Marketing (7.5 units) [4]	SAB: Business Planning (7.5 units) [4]
2 Spring	BBE: Law for Business Enterprise 1 (15 units) [4]	BBE: Introduction to Management Accounting (7.5 units) [4]	BBE: Quantitative Methods (7.5 units) [4]	SAB: Operations Management 1 (7.5 units) [4]		SAB: Business Model Generation (7.5 units) [4]
May	Assessment of written business plan for 'Starting a Business' module in May. Venture capital "pitch" (Oral examination) for the business start-up funding in May.					
PRELIMINARY EXAMINATIONS						
Term	Academic Stream			Business Launch Stream		
3 Summer	BBE: Marketing: Building a Customer Focus (15 units) [5]	BBE: Management (7.5 units) [5]		BL: Innovation & Entrepreneurship 2 (7.5 units) [5]	BL: Operations Management 2 (7.5 units) [5]	BL: Financial Control (7.5 units) [5]
4 Autumn	Business Information Systems 2 (15 units) [5]	BBE: Economics of Firm (7.5 units) [5]		BL: E-Business (7.5 units) [5]		BL: Marketing Communications (7.5 units) [5]
November	Students' First Quarterly Business Review Report (to be presented in November) (7.5 units) [5]					
PART 1 EXAMINATIONS						

Note 1: Students **must attend** all the modules/workshops contributing to the 'Starting a Business' section. Some tutors will require students to complete and pass class tests and/or module assessments in these sessions and students cannot normally continue with their studies in Part 1 until they have satisfied the module tutors in these subjects. All subjects embedded in this module contribute to the written business plan.

Note 2: Students **must attend** all the modules/workshops contributing to the 'Business Launch' section. All subjects embedded in this section contribute to the First Quarterly Business Review Report that must be presented in November.

YEAR TWO				
Term	Academic Stream		Business Operation Stream	
5 Winter	BBE: Finance & Accounting For Small Businesses (15 units) [6]	BBE: Service Management (15 units) [6]	BO: Selling Yourself & Your Products (7.5 units) [6]	
	Students' Quarterly Business Review Report due at the end of Term 5 (7.5 units) [6]			
6 Spring	Corporate Strategy & Strategic Management (15 units) [6]	BBE: Law for Business Enterprise 2 (15 units) [6]	BO: Ops Management 3 (7.5 units) [6]	
	Students' Quarterly Business Review Report due at the end of Term 6 (7.5 units) [6]			
PART 2, STAGE 1 EXAMINATIONS				
	Academic Stream		Business Transition Stream	
7 Summer	International Business (15 units) [6]	Business Ethics (15 units) [6]	BT: Risks In Business (7.5 units) [6]	BT: Business Records (7.5 units) [5]
	Students' Quarterly Business Review Report due at the end of Term 7 (7.5 units) [6]			
8 Autumn	Human Resource Management (with special emphasis on managing people in small businesses) (15 units) [6]		BT: Transition Strategy (7.5 units) [6]	
November	Students' Final Business & Personal Review Report due at the end of Term 8 (15 units) [6]			
PART 2, STAGE 2, EXAMINATIONS				

All subjects embedded in these sections contribute to the Quarterly Business Review and Final Business & Personal Review reports that are normally presented at the end of each term.

PROFESSIONAL MANAGEMENT CERTIFICATE - AUTOMOTIVE

Format

The programme format as currently practiced is based on seven modules, including the introduction but excluding any assessment modules. The formal award is based on six validated modules with the associated presentations and assignments.

'Modules' are:

- Management and leadership
- Analysing your industry, your organisation and / or area of operation
- Developing research and communication skills
- Finance and Business Planning
- Marketing, customer service and quality management
- Strategy and implementation

Assessment

Each 'module' must be passed (min 40%). Work that does not reach the required standard can be reworked and resubmitted for capped marks (40%).

Assessment of written work is double marked by course tutors. Assessment of practical (presentation) work is done by tutors in session (against objective guidelines).

Marks following assessment are distributed as follows:

- Written assignments 3 x 20%
- Reflective log 1 x 10%
- Presentations 3 x 10%

NB each piece of assessed work must reach a minimum standard of equivalent 40% of total available

Engagement

Each module includes 16 hours of formal tutor / student contact time, making 96 hours in total. Informal contact time is provided by tutors being available immediately before and after each teaching session, and through email and phone between modules. Self guided learning time is 494 hours some of which takes place on the middle evenings of the modules.

Additional Information

It should be clearly understood that for this specific programme the teaching material along with the assessments will be contextualised for the client. The clients may come from any sector of business or industry hence the material must have an appropriate bias to be acceptable to the client.

While the main intention is for participants to come from a single organisation where students will be working and selected for the programme by the client organisation it is also possible that a programme may comprise participants from a variety of clients. In this case delivery will be much more generic, with project work carefully selected and managed to maintain client confidentiality.

Where participants come from a single organisation it is expected that senior managers from the organisation will meet the students and discuss issues that arise from the courses. Senior Executives from the client organisation(s) will meet and discuss industry issues arising from the programme with the students.

Where participants come from a range of clients specific arrangements regarding feedback from assignments will be agreed at the outset.

On the "Analysing your industry, your organisation and area of operation" module the criteria are again not prescriptive in order to allow tutors to keep the course relevant for the client. For example an organisation that provides logistics will have different interests to motor dealers or retail management.

PROFESSIONAL MANAGEMENT CERTIFICATE

Format

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'Modules' are:

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- Analysing your industry, your organisation and / or area of operation
- Developing research and communication skills
- Finance and Business Planning
- Marketing, customer service and quality management
- Strategy and implementation

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MARKETING WITH FRENCH OR SPANISH [BSc]

January Entry

All modules are 15 units, except where specified as 30 units.

Students following the degree programme in Marketing with Language, choose one language, which is followed throughout the whole programme. See MFL section. A second language may be taken voluntarily, subject to timetabling constraints.

COMBINED HONOURS			
MAJOR			MINOR
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	ONE of: Quantitative Methods 1 [4] The Economic Environment of Business [4]	French or Spanish (30 units)
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Data Management [4]	
THE PRELIMINARY EXAMINATION			
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	French or Spanish (30 units)
4 Autumn	Marketing 2 [5]	ONE of: BIS2:Business Applications and IT Management [5] Law for Business [5] Marketing Communications [5]	
THE PART 1 EXAMINATION			
YEAR TWO			
5 Winter	Consumer Behaviour [6]	ONE of: Business Psychology [6] Service Management [6]	French or Spanish (30 units)
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Entrepreneurship [6] Supply Chain Management [6] Quantitative Methods 2 [5]	
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	ONE of: International Business [6] Business Simulation [6]	ONE of: E- Business [5] Business Ethics [5] International Business [6] Operations Strategy [6]	French or Spanish (30 units)
8 Autumn	ONE of: International Marketing [6]	ONE of: BIS 2: Business Applications and IT Management [5] Human Resource Management [6] Law for Business [5] Statistics for Business and Economics [6]	
THE PART 2 STAGE 2 EXAMINATION			

♦ **Introduction to Office Software:** This is a skills module, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills modules.

MARKETING WITH MEDIA COMMUNICATIONS [BSc] January Entry

All modules are 15 units, except where specified as 30 units.

	COMBINED HONOURS		
	MAJOR		MINOR
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	Quantitative Methods 1 [4] Economic Environment of Business [4]	Design for Media [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Data Management [4]	Design for Print [4]
THE PRELIMINARY EXAMINATION			
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Media Studies [5]
4 Autumn	Marketing 2 [5]	ONE of: BIS2: Business Applications & IT Management [5] Law for Business [5] Marketing Communications [5]	Principles of Media Practice [5]
THE PART 1 EXAMINATION			
YEAR TWO			
5 Winter	Consumer Behaviour [6]	ONE of: Business Psychology [6] Service Management [6]	Feature Writing [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Entrepreneurship [6] Supply Chain Management [6] Quantitative Methods 2 [5]	From Data to Story [6]
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	ONE of: International Business [6] Business Simulation [6]	ONE of: E-Business [5] Operations Strategy [6] International Business [6] Business Ethics [5]	Advertising [6]
8 Autumn	International Marketing [6]	ONE of: BIS 2: Business Applications and IT Management [5] Human Resource Management [6] Law for Business [5] Statistics for Business & Economics [6]	News Management and Public Relations [6]
THE PART 2 STAGE 2 EXAMINATION			

♦ **Introduction to Office Software:** This is a skills course, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills courses.

MARKETING WITH PSYCHOLOGY [BSc]

January Entry

All modules are 15 units, except where specified as 30 units.

	COMBINED HONOURS		
	MAJOR		MINOR
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	ONE of: Quantitative Methods 1 [4] The Economic Environment of Business [4]	Introduction to Psychology 1 [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Data Management [4]	Introduction to Psychology 2 [4]
	THE PRELIMINARY EXAMINATION		
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	ONE of: Biological Psychology [5] Individual Differences [5] Evolutionary Psychology [5]
4 Autumn	Marketing 2 [5]	ONE of: BIS2:Business Applications and IT Management [5] Law for Business [5] Marketing Communications [5]	ONE of: Cognition [5] Social Psychology [5] Health Psychology [6]
	THE PART 1 EXAMINATION		
	YEAR TWO		
5 Winter	Consumer Behaviour [6]	ONE of: Business Psychology [6] Service Management [6]	ONE of: Business Psychology [6] Perception [5] Forensic Psychology [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Entrepreneurship [6] Supply Chain Management [6] Quantitative Methods 2 [5]	ONE of: Developmental Psychology [5] Animal Behaviour [6] Psychology of Performance and Expertise [6]
	THE PART 2 STAGE 1 EXAMINATION		
7 Summer	ONE of: International Business [6] Business Simulation [6]	ONE of: E-Business [5] Business Ethics [5] International Business [6] Operations Strategy [6]	ONE of: Cognitive Neuroscience and Neuropsychology [6]* Counselling Psychology and Psychotherapy [6] Psychology of Emotion [6] Cyberpsychology [6]
8 Autumn	ONE of: International Marketing [6]	ONE of: BIS 2: Business Applications and IT Management [5] Human Resource Management [6] Law for Business [5] Statistics for Business and Economics [6]	ONE of: Sports and Exercise Psychology [6] Educational Psychology [6] Clinical Psychology [6]

◆ **Introduction to Office Software:** This is a skills module, which students must pass. Students cannot normally continue with studies for Part 1, and cannot graduate without passing all their skills modules.

*Cognition and Biological Psychology are prerequisites

MASTER OF BUSINESS ADMINISTRATION [MBA]

Special Regulations for Master of Business Administration

1. The pass mark for all modules on the MBA is 50%. A student will normally be required to pass modules with a minimum total value of 60 units in any examination diet in order to proceed to the next term of studies.

A student who fails a module at the first examination will normally be permitted by the board of examiners to re-sit that module at the next available opportunity.

2. The degree of MBA will be classified on the basis of the taught modules plus the Project. In order to be awarded the degree, a candidate must pass every module comprised within the degree. A candidate who obtains a mark between 40 – 49 in not more than 30 units of the taught modules may be permitted to pass the degree with merit or distinction as a whole by compensation where, in the opinion of the Board of Examiners, the candidate has demonstrated sufficient strength in the other modules comprised within the degree.

**MASTER OF BUSINESS ADMINISTRATION [MBA]
January Entry**

Term				
1 Winter	Practical Research Methods (15 Units) [7]	Operations & Information Systems Management (15 Units) [7]	Corporate Strategy (15 Units) [7]	Professional Effectiveness (5 Units) [7]
2 Spring	Project Management (15 Units) [7]	Managing People Across Cultures (15 Units) [7]	Professional Effectiveness (10 Units) [7]	
	EXAMINATION			
3 Summer	Marketing (15 Units) [7]	Financial Information for Business (15 Units) [7]	MBA Project (15 Units) [7]	
4 Autumn	MBA Project (45 Units) [7]			
	EXAMINATION			

MASTER OF BUSINESS ADMINISTRATION (MBA)
January Entry – Part Time
All modules are 15 units unless otherwise stated

YEAR 1		
1 Winter	Corporate Strategy [7]	Professional Effectiveness [7]
2 Spring	Project Management [7]	
JUNE EXAMINATION		
3 Summer	Financial Information for Business [7]	
SEPTEMBER EXAMINATION		
4 Autumn	Marketing [7]	
YEAR 2		
5 Winter	Operations & Information Systems Management [7]	Practical Research Methods [7]
6 Spring	Managing People Across Cultures [7]	MBA Project [7] (60 Units)
JUNE EXAMINATION		
7 Summer	MBA Project ctd [7]	
SEPTEMBER EXAMINATION		
8 Autumn	MBA Project ctd [7]	
9 Winter*	MBA Project ctd [7]	
10 Spring*	MBA Project ctd [7]	

MASTER OF BUSINESS ADMINISTRATION – MEDICAL MANAGEMENT AND LEADERSHIP
January Start

Year 1		
Module Title	Unit Value	Schedule
Accounting and Finance	15	Winter
Healthcare Strategy and Policy	15	Winter
Clinical Leadership	15	Spring
Governance, Audit and Accountability	15	Spring
Managing People in Healthcare	15	Autumn
Health Communication and Marketing	15	Autumn
Year 2		
Quality Improvement	15	Winter
Project & Change Management	15	Winter
Health Informatics	15	Spring
Critical Enquiry and Organizational Analysis	15	Spring
Project	30	Summer/Autumn

MASTER OF BUSINESS ADMINISTRATION – MEDICAL MANAGEMENT AND LEADERSHIP

September Entry

Year 1		
Module Title	Unit Value	Schedule
Accounting and Finance	15	Autumn
Healthcare Strategy and Policy	15	Autumn
Clinical Leadership	15	Winter
Governance, Audit and Accountability	15	Winter
Managing People in Healthcare	15	Spring
Health Communication and Marketing	15	Spring
Year 2		
Quality Improvement	15	Autumn
Project & Change Management	15	Autumn
Health Informatics	15	Winter
Critical Enquiry and Organizational Analysis	15	Winter
Project	30	Spring/Summer

**POSTGRADUATE CERTIFICATE IN BUSINESS ADMINISTRATION – MEDICAL
MANAGEMENT AND LEADERSHIP**

January Entry Part time

Module Title	Unit Value	Schedule
Accounting and Finance (core)	15	Winter/Autumn
Healthcare Strategy and Policy (core)	15	Winter/Autumn
Clinical Leadership (core)	15	Winter/Spring
Governance, Audit and Accountability (optional)	15	Winter/Spring
Managing People in Healthcare (optional)	15	Spring/Autumn
Health Communication and Marketing (optional)	15	Spring/Autumn
Quality Improvement (optional)	15	Autumn/Winter
Project & Change Management (optional)	15	Autumn/Winter
Health Informatics (optional)	15	Winter/Spring

1 core + 1/6 option (60 units)

**POSTGRADUATE DIPLOMA IN BUSINESS ADMINISTRATION – MEDICAL
MANAGEMENT AND LEADERSHIP
September Entry, Part time**

Module Title	Unit Value	Schedule
Accounting and Finance (core)	15	Winter/Autumn
Healthcare Strategy and Policy (core)	15	Winter/Autumn
Clinical Leadership (core)	15	Winter/Spring
Governance, Audit and Accountability (core)	15	Winter/Spring
Managing People in Healthcare (optional)	15	Spring/Autumn
Health Communication and Marketing (optional)	15	Spring/Autumn
Quality Improvement (optional)	15	Autumn/Winter
Project & Change Management (optional)	15	Autumn/Winter
Health Informatics (optional)	15	Winter/Spring

4 core + 4/5 options (120 units)

POSTGRADUATE DIPLOMA MANAGEMENT IN A SERVICE ECONOMY

January Entry

	FULL TIME		
Term	YEAR ONE		
1 Winter	Integrated Service Management and Marketing [7] (20 units)	Service Operations [7] (20 units)	Practical Research Methods [7] (15 units)
2 Spring	Managing People and Leadership in Service [7] (20 units)	Project Management [7] (15 units)	Managing People Across Cultures [7] (15 units)
	JUNE EXAMINATION		
3 Summer	Financial Information for Business [7] (15 units)	Business Simulation [7] (15 units)	
	DECEMBER EXAMINATION		

MSc MANAGEMENT IN A SERVICE ECONOMY

January Entry - Part Time

Term		
1 Winter	Integrated service management and marketing [7] (20 units)	
2 Spring	Managing People and Leadership in Services [7] (20 units)	
	EXAMINATIONS	
3 Summer	Financial Information for Business [7] (15 units)	
	EXAMINATIONS	
4 Autumn	Global Management [7] (15 units)	
5 Winter	Service Operations [7] (20 units)	Practical research methods [7] (15 units)
6 Spring	Project Management [7] (15 units)	
	EXAMINATIONS	
7 Summer	Dissertation	
8 Autumn	Dissertation (60 units) 14000-16000 words	

POSTGRADUATE DIPLOMA MANAGEMENT IN A GLOBAL SERVICE ECONOMY

SEPTEMBER ENTRY

Term			
1 Autumn	Advanced Academic English and Business Skills [7]	International Business Environment [7]	Global Management [7]
DECEMBER EXAMINATION			
2 Winter	Integrated Service Management and Marketing (20 units) [7]	Service Operations (20 units) [7]	Practical Research Methods [7]
3 Spring	Managing People and Leadership in Services (20 units) [7]	Project Management [7]	Global Issues in Service – Research Project and Dissertation [7]
JUNE EXAMINATION			
4 Summer	Dissertation (60 units) 14000-16000 words in length.		

MSc MANAGEMENT IN A GLOBAL SERVICE ECONOMY
SEPTEMBER ENTRY (Part Time)

Term		
1 Autumn	International Business Environment [7] (15 units)	
	EXAMINATIONS	
2 Winter	Integrated Service Management and Marketing [7] (20 units)	
3 Spring	Managing People and Leadership in Services [7] (20 units)	
	EXAMINATIONS	
4 Summer	Financial Information for Business [7] (15 units)	
	EXAMINATIONS	
5 Autumn	Global Management [7] (15 units)	
	EXAMINATIONS	
6 Winter	Service Operations [7] (20 units)	Practical Research Methods [7] (15 units)
7 Spring	Project Management [7] (15 units)	Dissertation (ctd next term)
	EXAMINATIONS	
8 Summer	Dissertation (50 units) 12,000-14,000 words	

MSc IN CONTINUOUS IMPROVEMENT IN PUBLIC SERVICES

September Entry Part Time

All modules are Level 7

YEAR ONE			
Module Title	Unit Value	Venue	Assessment
1. Foundations of Continuous Improvement	15	Buckingham	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
2. Leadership and Change	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
3. Systems for Continuous Improvement	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
4. Quality Management systems	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
5. Management and Information Systems	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
6. Service Operations management	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
7. Demand, Capacity and Flow	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
8. Innovation and New Service Development	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
YEAR 2			
9. Dissertation	60	2 day preparation session at Buckingham or a hotel + report-back sessions	Oral Presentation (20%) and 15,000 word dissertation (80%)

POSTGRADUATE DIPLOMA/CERTIFICATE IN CONTINUOUS IMPROVEMENT IN PUBLIC SERVICES

(January Entry Part-time)

YEAR ONE			
Module Title	Unit Value	Venue	Assessment
1. Foundations of Continuous Improvement	15	Buckingham	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
2. Leadership and Change	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
3. Systems for Continuous Improvement	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)
4. Quality Management systems	15	Public sector/service venue	2,500 word Report (60%) and 1,500 word Reflective Learning Assignment (40%)

MSc IN LEAN ENTERPRISE
(January Entry Part-time 180 units)

YEAR ONE			
Module Title	Units	Venue	Assessment
Preparation	0	Home	Multiple Choice Test (not part of summative assessment)
1. Foundations and Stability	15	Buckingham	4,000 word Assignment (66%) & Exercise (33%)
2. Practical Skills: Systems and TWI	0	Taught on-site	No assessment
3. Improvement and Systems	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
4. Demand, Capacity, and Flow– part 1	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
5. Demand, Capacity, and Flow – part 2	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
6. Layout, TPM	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
7. Leadership and Change	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
8. Supply Chain	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
9. Innovation, New Product Introduction, and Policy Deployment	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
YEAR 2			
10. Dissertation	45	Taught on-site	Oral Presentation (20%) & 15,000 word dissertation (80%)

POSTGRADUATE DIPLOMA IN LEAN ENTERPRISE

January Entry, 120 units

Modules are Level 7

YEAR ONE			
Module Title	Units	Venue	Assessment
Preparation	0	Home	
1. Foundations and Stability	15	Buckingham	4,000 word Assignment (66%) & Exercise (33%)
2. Practical Skills: Systems and TWI	0	Taught on-site	No assessment
3. Improvement and Systems	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
4. Demand, Capacity, and Flow– part 1	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
5. Demand, Capacity, and Flow – part 2	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
6. Layout, TPM	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
7. Leadership and Change	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
8. Supply Chain	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)
9. Innovation, New Product Introduction, Policy Deployment & Lean Accounting	15	Taught on-site	4,000 word Assignment (66%) and Exercise (33%)