

MANAGEMENT

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Undergraduate:

BUSINESS AND MANAGEMENT
(January and September 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)

MARKETING WITH FRENCH OR SPANISH
(January Entry)

MARKETING WITH MEDIA COMMUNICATIONS
(January Entry)

MARKETING WITH PSYCHOLOGY
(January Entry)

Pre-MBA Conversion:

CERTIFICATE IN MANAGEMENT STUDIES
(July Entry)

Postgraduate:

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

MSc/POSTGRADUATE DIPLOMA IN SERVICE MANAGEMENT
(January Entry, Full-time)

MSc/POSTGRADUATE DIPLOMA IN SERVICE MANAGEMENT
(January Entry, Part-time)

MSc/POSTGRADUATE DIPLOMA IN SERVICE MANAGEMENT
(January Entry, Full-time specialising in HR)

BUSINESS AND MANAGEMENT [BSc] January Entry

All courses 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 Systems Development [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]
	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 Course* [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 [5] Financial Management [5] (30 units) Quantitative Methods for Business [5] Supply Chain Management [6] Free choice* [5] A Language Course* [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-Commerce [5] Operations Strategy [6]</p>	<p>ONE of: Business Ethics [5] Business Simulation [6] E-Commerce [5] Operations Strategy [6] Free choice* [5/6] A Language Course* [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 Course* [5/6] (30 units)</p>
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.

* A maximum of 60 units of Free Choice and Language course 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.
These are lists containing both level 5 and level 6 courses.
Amongst these five options (75 units), students must take at least 30 units at level 6.

BUSINESS AND MANAGEMENT [BSc]

September Entry

All courses 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: Entrepreneurship [5] Quantitative Methods for Business [5]	BIS 1: Information Technology and Systems Development [4]	Introduction to Management Accounting [4]
THE PRELIMINARY EXAMINATION 2			
4 Summer	Organisational Behaviour [5]	ONE of: Business Ethics [5] E-Commerce [5] Management Accounting [5]	ONE of: Business Ethics [5] E-Commerce [5] Management Accounting [5] Free choice* [5] A Language Course* [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 Course* [5] (30 units)
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 Course* [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] A Language Course* [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-Commerce [5] Operations Strategy [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.

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

Note: In terms 5 to 8 there are five option lists.
These are lists containing both level 5 and level 6 courses.
Amongst these five options (75 units), students must take at least 30 units at level 6.

BUSINESS AND MANAGEMENT WITH APPLIED COMPUTING [BSc] January Entry

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

SINGLE HONOURS			
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 Systems Development [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]	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 [5]	Internet and World Wide Web [5]
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	International Business [6] Business Simulation [6]	ONE of: E-Commerce [5] Operations Strategy [6] International Business [6] Business Ethics [5]	Multimedia Systems [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			

♦ **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 APPLIED COMPUTING [BSc] September Entry

All courses 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]	Introduction to Financial Accounting [4]	Introduction to Computer Systems [4]
3 Spring	BIS 1: Information Technology and Systems Development [4]	ONE of: Quantitative Methods for Business [5] 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]	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]	Internet and World Wide Web [5]
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-Commerce [5] Business Ethics [5]
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.

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]	Modern English Language [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Systems Development [4]	Modern English Usage [4]
	THE PRELIMINARY EXAMINATION		
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Interpersonal Communication [5]
4 Autumn	Marketing 2 [5]	ONE of: BIS 2: Business Applications and IT Management [5] Quantitative Methods for Business [5]	Mass Communication [5]
	THE PART 1 EXAMINATION		
	YEAR TWO		
5 Winter	ONE of: Consumer Behaviour [6] Service Management [6]	Business Operations [5]	Intercultural Communication (EFL) [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6]	Global Communication (EFL) [6]
	THE PART 2 STAGE 1 EXAMINATION		
7 Summer	International Business [6]	ONE of: E-Commerce [5] Operations Strategy [6]	English in Society [6]
8 Autumn	Human Resource Management [6]	ONE of: International Marketing [6] Law for Business [5]	English in Institutions [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.

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]	English Composition [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Systems Development [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] Quantitative Methods for Business [5]	Global Communication [5]
	THE PART 1 EXAMINATION		
	YEAR TWO		
5 Winter	ONE of: Consumer Behaviour [6] Service Management [6]	Business Operations [5]	Diversity in English [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6]	Change in English [6]
	THE PART 2 STAGE 1 EXAMINATION		
7 Summer	International Business [6]	ONE of: E-Commerce [5] Operations Strategy [6]	Language and Society [6]
8 Autumn	Human Resource Management [6]	ONE of: International Marketing [6] Law for Business [5]	Language and Power [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.

BUSINESS AND MANAGEMENT WITH FRENCH OR SPANISH [BSc]

January Entry

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

Students following the degree programme in Business and Management with Language, choose one language, which is followed throughout the whole programme. See page 206. 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 Systems Development [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] Quantitative Methods for Business [5]	
THE PART 1 EXAMINATION			
YEAR TWO			
5 Winter	ONE of: Consumer Behaviour [6] Service Management [6]	Business Operations [5]	French or Spanish (30 units)
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Supply Chain Management [6]	
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	International Business [6]	ONE of: E-Commerce [5] Operations Strategy [6]	French or Spanish (30 units)
8 Autumn	Human Resource Management [6]	ONE of: International Marketing [6] Law for Business [5]	
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.

BUSINESS ENTERPRISE [BSc]

January Entry

Term	Academic Stream	Business Stream
Year one: Starting a Business		
1 Winter	Introduction to Financial Accounting [4] (15 units) BBE: Introduction to Marketing [4] (7.5 units) Introduction to Office Software *	BBE: Starting a Business (22.5 units) has the following embedded courses in Term 1: BBE: Business Planning [4] (7.5 units) BBE: Innovation & Entrepreneurship 1 [4] (7.5 units) BBE: Marketing [4] (7.5 units)
2 Spring	BBE: Introduction to Management Accounting [4] (7.5 units) BBE: Quantitative Methods [4] (7.5 units) BBE: Law for Business Enterprise 1 [4] (7.5 units)	BBE: Starting a Business (22.5 units) has the following embedded courses in Term 2: BBE: Operations Management 1 [4] (7.5 units) BBE: Service Management 1 [4] (7.5 units) BBE: Computer Systems [4] (7.5 units)
Total Unit Value Terms 1 & 2 - 90 units Preliminary Examinations for examined courses. Assessment of written business plan for 'Starting a Business' module. Venture capital "pitch" (Oral examination) for the business start-up funding.		
Year one: Business Launch		
3 Summer	BBE: Marketing: Building a Customer Focus [5] (15 units) BBE: Management [5] (7.5 units)	BBE: Business Launch (22.5 units) has the following embedded courses in Term 3: BBE: Innovation & Entrepreneurship 2 [5] (7.5 units) BBE: Operations Management 2 [5] (7.5 units) BBE: Financial Control [5] (7.5 units)
Student Business First Quarterly Review at the end of Term 3 [5] (3.75 units)		
4 Autumn	Business Information Systems [5] (15 units) BBE: Economics of the Firm [5] (7.5 units)	BBE: Business Launch (22.5 units) has the following embedded courses in Term 4: BBE: E-Business [5] (7.5 units) BBE: Marketing Communications [5] (7.5 units)
Total Unit Value Terms 3 & 4 - 90 units Part 1 Examination (includes assessment and/or exams for taught courses)		

Note 1: Students must attend all the courses/workshops contributing to the 'Starting a Business' course. Some tutors will require students to complete and pass class tests and/or course assessments in these sessions and students cannot normally continue with their studies in Part 1 until they have satisfied the course tutors in these subjects. All subjects embedded in this course contribute to the written business plan and the total unit value across the two terms is 45 units.

Note 2: During terms 1 and 2 students will also complete skills courses comprising of Study Skills, team-working skills and the ***Introduction to Office Software Course**. This is a skills course, which students must attend and it will be examined by coursework and an examination. Students cannot normally continue with studies for Part 1 and certainly cannot graduate without passing all their skills courses.

Note 3 Students must attend all the courses/workshops contributing to the 'Business Launch' course. All subjects embedded in this course contribute to the 1st Quarterly Business Review reports that must be presented in Week 7 of the Autumn term and the total unit value across the two terms is 45 units.

	Year two: Business Operation	
5 Winter	BBE: Finance & Accounting for Small Businesses [6] (15 units) BBE: Risks in Business [6] (7.5 units)	BBE: Business Operation (22.5 units) has the following embedded courses in Term 5: BBE: Marketing: Implementation & Growth [6] (7.5 units) BBE: Business Records [4] (7.5 units)
	Student Business Quarterly Review at the end of Term 5 [6] (7.5 units)	
6 Spring	Corporate Strategy & Strategic Management [6] (15 units) BBE: Law for Business Enterprise 2 [5] (7.5 units)	BBE: Business Operation (22.5 units) has the following embedded courses in Term 6: BBE: Service Management 2 [6] (7.5 units) BBE: Operations Management 3 [6] (7.5 units)
Total Unit Value Terms 5 & 6 - 90 units Part 2 Stage 1 Examination (includes assessments and/or exams for taught courses)		
	Year two: Business Transition	
7 Summer	Advertising [6] (15 units) Business Ethics and Social Responsibility [6] (15 units)	BBE: Business Transition (22.5 units) has the following embedded course in Term 7: BBE: Selling Yourself and Your Products [6] (7.5 units) BBE: Business Records [5] (7.5 units)
	Student Business Quarterly Review at the end of Term 7 [6] (7.5 units)	
8 Autumn	Human Resource Management (with special emphasis on managing people in small businesses) [6] (15 units)	BBE: Business Transition (22.5 units) has the following embedded courses in Term 8: BBE: Transition Strategy [6] (7.5 units)
Total Unit Value Terms 7 & 8 - 90 units Part 2 Stage 2 Examination at end of Term 8 (includes assessments and/or exams for taught courses)		

Note 1: Students must attend all the courses/workshops contributing to the 'Business Operation' and 'Business Transition' courses. Some tutors will require students to complete and pass class tests and/or course assessments in these sessions and students cannot normally continue with their studies in Part 2 until they have satisfied the course tutors in these subjects.

All subjects embedded in these courses contribute to the Quarterly Business Review and Final Business Review reports that are to be presented at the end of each term and the total unit value across the two terms is 45 units.

MARKETING WITH FRENCH OR SPANISH [BSc]

January Entry

All courses 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 page 206. A second language may be taken voluntarily, subject to timetabling constraints.

	COMBINED HONOURS		
	MAJOR		MINOR
Term	YEAR ONE		
1 Winter	Introduction to Management [4]	Quantitative Methods 1 [4]	French or Spanish (30 units)
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Systems Development [4]	
THE PRELIMINARY EXAMINATION			
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	French or Spanish (30 units)
4 Autumn	Marketing 2 [5]	Quantitative Methods for Business [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 [5] Supply Chain Management [6]	
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	International Business [6]	E-Commerce [5]	French or Spanish (30 units)
8 Autumn	ONE of: International Marketing [6] Marketing Project [6]	ONE of: BIS 2: Business Applications and IT Management [5] Human Resource Management [6] Law for Business [5]	
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 MEDIA COMMUNICATIONS [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]	Quantitative Methods 1 [4]	Publication Design [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Systems Development [4]	Applied Publication Design [4]
	THE PRELIMINARY EXAMINATION		
3 Summer	Marketing 1 [4]	Organisational Behaviour [5]	Media Studies [5]
4 Autumn	Marketing 2 [5]	Quantitative Methods for Business [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]	Press Journalism [6]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Entrepreneurship [5] Supply Chain Management [6]	Online Media [6]
	THE PART 2 STAGE 1 EXAMINATION		
7 Summer	International Business [6]	ONE of: E-Commerce [5] Operations Strategy [6]	Advertising [6]
8 Autumn	ONE of: International Marketing [6] Marketing Project [6]	ONE of: BIS 2: Business Applications and IT Management [5] Human Resource Management [6] Law for Business [5]	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 courses 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]	Introduction to Psychology 1 [4]
	Introduction to Office Software♦		
2 Spring	Introduction to Business [4]	BIS 1: Information Technology and Systems Development [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]
4 Autumn	Marketing 2 [5]	Quantitative Methods for Business [5]	Cognition [5]
THE PART 1 EXAMINATION			
YEAR TWO			
5 Winter	Consumer Behaviour [6]	ONE of: Business Psychology [6] Service Management [6]	Perception [5]
6 Spring	Corporate Strategy and Strategic Management [6]	ONE of: Cross-Cultural Management [6] Entrepreneurship [5] Supply Chain Management [6]	ONE of: Developmental Psychology [5] Forensic Psychology [6]
THE PART 2 STAGE 1 EXAMINATION			
7 Summer	International Business [6]	ONE of: E-Commerce [5] Operations Strategy [6]	ONE of: Counselling Psychology and Psychotherapy [6] Educational Psychology [6]
8 Autumn	ONE of: International Marketing [6] Marketing Project [6]	ONE of: BIS 2: Business Applications and IT Management [5] Human Resource Management [6] Law for Business [5]	ONE of: Clinical Psychology [6] Cognitive Neuroscience and Neuropsychology [6]*
THE PART 2 STATE 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.

Special Regulations for The Buckingham Master of Business Administration

In addition to satisfying the General Regulations for Higher Degrees the following regulations will also apply.

1. The Pre-Masters course will be assessed on the basis of continuous assessment and class tests. The pass mark for each element of the Pre-Masters course is 50%. Candidates who fail an element of the Pre-Masters course will be provided with the opportunity to redeem this failure within the Pre-Masters term, which may include the setting of an additional assessed essay, written questions, an oral examination, any combination thereof, or such other assessment as approved by the Chairman of the Board of Examiners.
2. In order to proceed onto the MBA programme, candidates taking the Pre-Masters course must achieve an overall average of 50% across all elements of the Pre-Masters course.
3. The pass mark for all courses on the MBA is 50%. A student will normally be required to pass courses with a minimum total value of 48 units in any examination diet in order to proceed to the next term of studies.

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

4. The degree of MBA will be classified on the basis of the taught courses plus the Business Simulation and the Project. In order to be awarded the degree, a candidate must pass every course comprised within the degree. A candidate who obtains a mark between 40 – 49 in not more than 24 units of the taught courses 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 courses comprised within the degree.
5. Candidates who are not eligible for the award of the degree of MBA will be eligible for the award of Post-Graduate Diploma in Business Administration if they have obtained marks of at least 40% in a minimum of 120 units of the taught courses.

MBA/MASTER OF BUSINESS ADMINISTRATION
January Entry

Term				
1 and 2 Winter and Spring	Project* [7] (24 units)	Finance, Financial Systems and Governance [7] (24 units)	Economic Environment and Strategy [7] (24 units)	Information Technology and Law [7] (24 units)
	Project* [7] (24 units)			
JUNE EXAMINATION				
3 Summer	Business Simulation* [7] (12 units)	Business Operations [7] (24 units)	Managing People in an Organisational Context [7] (24 units)	Contemporary Marketing in a Global World [7] (24 units)
4 Autumn	Project* [7] (24 units)			
DECEMBER EXAMINATION				

*combined 36 units for Project Module and Business Simulation

Each course will involve team teaching, and will take an integrated approach to each subject area. Total credits 180

There will be a Pre-Masters Course for students whose first degree is in a non-business related subject. The Pre-Masters Course will run in the Autumn term prior to commencing the MBA (from September to December). The Pre-Masters Course carries no credits. Students with a first degree in a business area will be exempt the Pre-Masters course and will start in January.

Candidates who are not eligible for the award of the degree of MBA will be eligible for the award of Post-Graduate Diploma in Business Administration if they have obtained marks of at least 40% in a minimum of 120 units of the taught courses.

MSc IN SERVICE MANAGEMENT
January Entry

	FULL TIME			
Term	YEAR ONE			
1 Winter	Integrated Service Management and Marketing [7] (20 units)	Managing People in Services [7] (10 units)	Management Information Systems [7] (10 units)	Practical Research Methods [7] (15 units)
2 Spring	Service Operations [7] (20 units)	Service Leadership for Organisational Transformation [7] (10 units)	Managing People Across Cultures [7] (15 units)	Practical Research Methods [7] (15 units)
	JUNE EXAMINATION			
3 Summer	ONE of: Business Ethics and Governance [7] (15 units) Financial Information for Business [7] (15 units)	Project Management [7] (15 units)	Dissertation [7] (60 units)	
4 Autumn	Dissertation [7] (60 units) This shall consist of an in-depth supervised study of an empirical or developmental nature, selected in consultation with the student's supervisor and shall normally be between 14,000 and 16,000 words in length.			
	DECEMBER EXAMINATION			
	SUBMISSION OF DISSERTATION			

January Entry

PART TIME		
Term	YEAR ONE	
1 Winter	Integrated Service Management and Marketing [7] (20 units)	Managing People in Services [7] (10 units)
2 Spring	Service Operations [7] (20 units)	Service Leadership for Organisational Transformation [7] (10 units)
	JUNE EXAMINATION	
3 Summer	Project Management [7] (15 units)	
	SEPTEMBER EXAMINATION	
4 Autumn	Start of secondary research for dissertation	
	YEAR TWO	
5 Winter	Practical Research Methods [7] (15 units)	Management Information Systems [7] (10 units)
6 Spring	Practical Research Methods [7] (15 units)	Managing People Across Cultures [7] (15 units)
	JUNE EXAMINATION	
7 Summer	ONE of: Business Ethics and Governance [7] (15 units) Financial Information for Business [7] (15 units)	Dissertation [7] (60 units)
8 Autumn	Dissertation [7] (60 units) This shall consist of an in-depth supervised study of an empirical or developmental nature, selected in consultation with the student's supervisor and shall normally be between 14,000 and 16,000 words in length.	
	DECEMBER EXAMINATION and SUBMISSION OF DISSERTATION	

January entry

FULL TIME - SPECIALISING IN HR				
Term	YEAR ONE			
1 Winter	Integrated Service Management and Marketing [7] (20 units)	Managing People in Services [7] (10 units)	Management Information Systems [7] (10 units)	Practical Research Methods [7] (15 units)
2 Spring	Service Operations [7] (20 units)	Managing People Across Cultures [7] (15 units)	Service Leadership for Organisational Transformation [7] (10 units)	Practical Research Methods [7] (15 units)
	JUNE EXAMINATION			
3 Summer	Current and Future Directions in HR [7] (15 units)	Project Management [7] (15 units)		Dissertation [7] (60 units)
4 Autumn	Dissertation [7] (60 units) This shall consist of a supervised study of a live issue in the company where the student is on work placement, selected in consultation with the student's supervisor and shall normally be between 14,000 and 16,000 words in length			
	DECEMBER EXAMINATION and DISSERTATION SUBMISSION			