



School of Business and Economics Undergraduate Courses in Business

www.lboro.ac.uk/sbe

 Loughborough
University

Welcome



Studying business at Loughborough University gives you access to first class resources and an outstanding learning experience. The School of Business and Economics is a vibrant and forward looking centre of business and management education. We have an exceptional reputation for the quality of our teaching and for the support we offer to our students.

In the National Student Survey we are regularly in the Top 5, especially in terms of Overall Student Satisfaction. Our teaching aims to combine theory with practical application and our richly varied degree programmes give you the flexibility to specialise in the areas that are of interest to you, which will help you to realise your career aspirations. We transform well-qualified and highly motivated students into enthusiastic, successful and highly employable graduates who will be prepared to meet the challenges of a rapidly changing business environment.

A salaried placement is an integral part of all of our undergraduate courses in business. The experience adds real value to your studying and our final year students regularly comment on how it builds their understanding of what we teach. A year-long professional placement gives students useful contacts, valuable skills and a better understanding of the sector they want to work in. The placement year is one reason why Loughborough University is ranked among the best universities for graduate employment, with our graduates being consistently targeted by the UK's top recruiters.

Finally, our students regularly comment on the care and support they receive. Each student has a personal tutor, and with very supportive Programme Directors and module leaders, there is always someone for a student to turn to.

The following pages give details of our range of four-year business degree programmes. From reading this brochure I am sure you will agree that we are providing high quality and relevant degree programmes that will enable well-qualified students to achieve their full management potential.

Dr Dave Coates
Director of Undergraduate Programmes, Business

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The University

Loughborough University is a fantastic place to study, boasting internationally acclaimed research, unrivalled sporting achievement and outstanding teaching quality. These attributes see us regularly placed among the top universities in the UK, and have helped us top the Times Higher Education Best Student Experience poll five years in succession.

There is a real pride in the University felt by everyone associated with it.

An Attractive Campus Environment

We have the largest single-site green campus in the UK, covering 437 attractively landscaped acres. Loughborough provides an environment that is stimulating and supportive, offering a secure base for your studies and first-class facilities for every aspect of student life. It lies within walking distance of the town itself and is easily accessible by rail. Our proximity to Junction 23 of the M1 and East Midlands airport means you have convenient links to rest of the UK and worldwide.

Industry's Choice

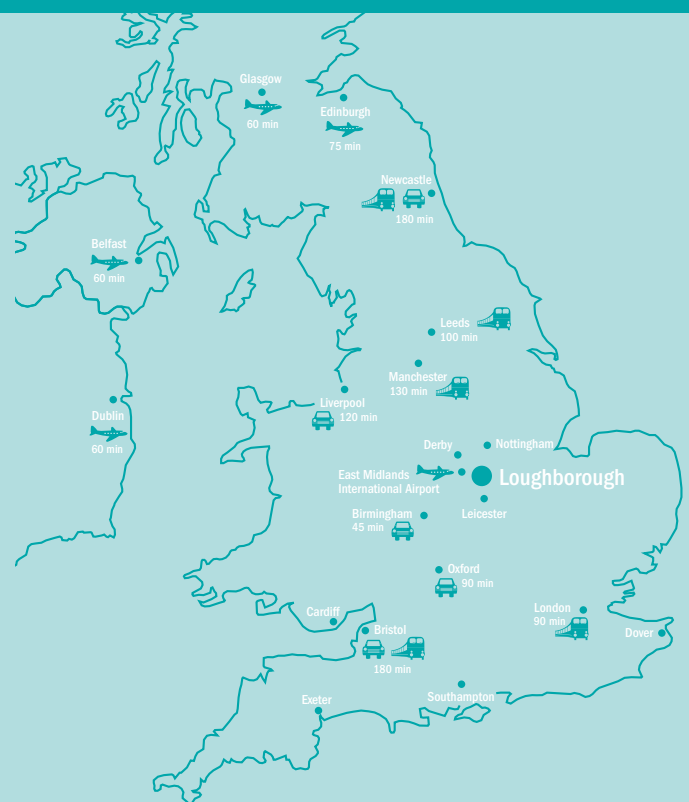
Ranked among the best universities for graduate employment, and having strong working relationships with major companies, our graduates are consistently targeted by the UK's top recruiters, giving you a competitive edge over other graduates. Over 90% of Loughborough graduates who indicated they were available for work or study were successful in achieving their goal within six months of completing their studies.*

Sports For All

The University is renowned for its international sporting successes and students can access excellent sports facilities including tennis and squash courts, gyms, dance studios, the 50 metre swimming pool and athletics stadium. The Athletics Union, which looks after sport on campus, seeks to cater for all levels and offers a very wide variety of clubs and fitness activities, including football, rugby, hockey, cricket, swimming, martial arts, badminton and netball.

Study Resources

With wireless networking available in all academic buildings, campus cafés and the Students' Union, computer suites open around the clock, and the Pilkington Library housing around 700,000 volumes, DVDs and CDs and over 1000 study spaces, Loughborough University gives you access to high quality learning resources seven days a week.



What I love about Loughborough is that it's got the balance: you work hard, play hard. It's been really good!

Holly Pearce (Banking, Finance and Management finalist)

Voted the UK's Best Student Experience

Times Higher Education Awards
2006 2007 2008 2009 2010

- For Employability
- For Teaching and Research
- For Support
- For Activities
- For Location
- For Facilities



Consistently Top 10 for Business and Management

- The Times 2012 Good University Guide
- The Independent Complete University Guide 2012
- The Guardian 2012 University Guide



Loughborough University has recently celebrated 100 years as a leading educational establishment, dating back to 1909 when the original Loughborough Technical Institute was founded.

Our extensive campus has a lively atmosphere, bringing together over 17,000 staff and students from across the world, providing the perfect environment for an unforgettable student experience. Here is a brief introduction to some aspects of campus life.

Accommodation

Nearly 6,000 students live in University halls on (or very close to) the campus – at the very centre of student life. We offer a range of high-quality accommodation, including fully catered and self-catering halls. What you pay depends on the facilities provided, giving you great value and flexibility. In return for your early commitment to Loughborough as your first choice, if you accept and meet our entry offer you will be guaranteed a place in halls for your first year. A high proportion of students in other years also take advantage of campus accommodation, with priority given to those in their final year. Please see: www.lboro.ac.uk/accommodation for more information about accommodation options open to you at Loughborough.

Clubs and Societies

The University offers over 100 recreational clubs and societies to enable you to pursue existing interests or discover new ones. Loughborough Rag is consistently top in the UK for raising funds for charity.

Students' Union

The University's Students' Union is one of the largest in the country and plays a prominent role in the social life on campus. Owned, controlled and run by students, it offers an unrivalled array of facilities and services. The Union offers entertainment every night of the week – from live bands to special evenings for international students.

Arts and Entertainment

Loughborough University has a vibrant and diverse arts programme showcasing contemporary artwork and classical music concerts featuring some of the most exciting musicians working today. On campus there is a 300-seat theatre, a 100-seat studio and a 250-seat auditorium, hosting concerts, film, art, dance and drama.

Support Facilities

Student care and welfare is a priority at Loughborough, as reflected in the professional services provided on-site by the Counselling Service, the Disabilities and Additional Needs Service, the Warden Service, the Centre for Faiths and Spirituality, the Medical Centre and the Student Support Centre. The Careers and Employability Centre is recognised by major employers as one of the best in the country.

Why Choose Loughborough?

We have a reputation for excellence in our teaching. Together with world-class research and consistently outstanding League Table rankings, this confirms our standing as one of the UK's leading providers of business and management education.

Excellence In Teaching

All our business programmes develop a range of personal skills and provide a broad understanding of the core management disciplines and management activities. The programmes develop openness, awareness and a desire for excellence with a visionary and proactive view of the future. We will help develop your communication skills, your ability to work in groups and your proficiency in using modern information technology. These skills ensure our graduates are highly sought after.

You will encounter a rich diversity of teaching and learning experiences, from conventional lectures and tutorials to syndicate discussion groups, presentations, supervised computer sessions, off-campus visits and visiting speakers from industry and commerce. Our close links with industry include company sponsorship of prizes for academic performance.

Excellent Support

With a range of support services available that includes healthcare and counselling, careers advice, extra maths tuition and first class IT provision, Loughborough University is committed to the care, well-being and support of all students, and enables you to achieve your potential. In fact, feedback from our students tells us that this support helps make the Loughborough University experience what it is.

In addition to the Programme Director for your degree, you will have a Personal Tutor to monitor and advise you on your academic progress throughout your degree programme. He or she will also provide pastoral advice and support when required.

Integral Placements

A year spent on placement is an integral part of our business degree programmes. Most placements are in the UK but it is possible to spend the placement year abroad. We have one of the best success rates among all universities for securing salaried placements and we have many well-known companies regularly targeting our students for positions.

The placement year gives you valuable experience and contacts that could help you secure a job after graduation. It also boosts your confidence and helps you achieve a better degree result. It has been demonstrated repeatedly that the majority of students across all degree disciplines who obtain a 2:1 or better in their final degree have undertaken a placement (source: The Guardian).

Respected by Employers

Our degree programmes thoroughly prepare you for a career in business and management. All subject material is related to real-life management – an aspect enhanced by the partnership we have with many organisations and the placement year.

The excellent teaching and academic support we provide underpins our excellent success rates in terms of students completing their degrees.

The combination of outstanding academic excellence together with solid practical skills means that high profile companies regularly employ our students upon graduation.




Matt Scotland

Michael Colyer

The Fast Track to Success

Loughborough University business students **Matt Scotland** and **Michael Colyer** fought off strong competition from other universities to be named 'Undergraduate of the Year' in the categories of 'Business and Finance' and 'Management' at the 2011 national TARGETJobs awards.



Our degree programmes are structured around two semesters each year (October to January and February to June). Each semester consists of 11 weeks of teaching followed by revision time and examinations, and in each semester you will typically study six single modules (or equivalent).

Depending on the nature of the material, some modules are assessed by a mixture of coursework and written examination (for example 25% coursework and 75% examination), whilst other modules are assessed by 100% coursework or 100% examination. Coursework assessment is based on a variety of tasks including individual essays, work on problem sheets, contributions in tutorials, group reports, presentations and computer-based projects. Particular importance is attached to student feedback, regular programme reviews and input from sponsoring companies and other external sources.



I would recommend Loughborough University to anyone. The Students' Union is the best in the country.

Joanne Dunkason
(International Business finalist)

Go for it! It's the best experience. If you want to get a good career, go to Loughborough because they have great contacts. You're helped every step of the way.

Bianca Sartori-Sigrist
(Accounting and Financial Management student)



The Placement Year

We were one of the first business schools to include a year-long placement as a compulsory part of its undergraduate degree programmes. We have a long history for placing students in top businesses throughout Britain, helping you develop skills and experiences and giving you the chance to 'test drive' a career with big name companies like 3M, IBM, Lloyds TSB, Microsoft, PricewaterhouseCoopers, Waitrose and Walt Disney, to name a few.

What might I do on placement?

The varied nature of business and the different needs of companies make it impossible to set out a 'typical' placement experience. However, we expect students to be given a real job with all the challenges and responsibilities of a real job.

Very often placement students are treated in a similar way to new graduates and become important members of the team. Sometimes students are part of a project team working on a specific business problem, or they may be responsible for providing regular reports which are an integral part of a team's operations. They may even be responsible for the duties of other people within a team. Always, we would expect our students to be appropriately challenged and developed.

How do I get a placement?

Although it will be your responsibility to find your own placement, we offer plenty of help and support. We have a Placements Office with three full-time placement administrators, regularly in contact with more than 250 organisations. Not only will the Placements Office support you throughout the process by keeping you aware of vacancies with weekly emails, but they will also help you prepare for interviews and for the placement itself.

Our reputation for producing excellent graduates ensures that many companies specifically target us for placement students. A significant proportion of our students are offered a permanent job with their placement employer after they graduate, and some companies sponsor students in their final year of study following successful placement.

Placements are also available abroad, and International Business degree students with appropriate language skills are particularly encouraged to seek placements in other countries.

What are the benefits of a placement?

Every year we see the benefits of the placement year, and every year the returning placement students talk about the value of their year out.

A year-long placement gives you the opportunity to put theory into practice. It gives you the chance to develop valuable work-related skills such as teamwork, leadership and communication, and to take on managerial responsibilities. It will increase your self-confidence and give you a more mature outlook.

The year also provides indispensable, first-hand experience of a specific job function, company and industry, developing your understanding of business and helping you focus more clearly on your own career objectives.

According to recent research*, the majority of the Top 100 graduate employers would not even consider offering a position to a graduate without work experience – regardless of their academic achievements and qualifications. Your placement year gives you a cutting edge in an increasingly competitive job market.

All placement students are paid a salary by their employing organisation during their placement year. Satisfactory completion of the placement results in a Diploma in Professional Studies in addition to your degree on graduation.

To watch a video about our Placement Programme visit:
www.lboro.ac.uk/departments/sbe/ug/placement

*Source: High Fliers Research, February 2011

Placement students are expected to adapt to a professional environment quickly and the students we recruit have risen to this challenge. The success of our placement students is demonstrated by the fact we employ over 90% of them on to our graduate scheme each year and our Placement Programme has grown annually; this year, we will recruit over 60 placement students into our London and regional offices.

Spokesperson for Ernst & Young, major graduate employer

Without the placement year I would simply have been another student fresh out of university with a load of certificates, but no experience of 'real life' work. Employers are quite simply sound investors – they don't want to invest in unknown assets. A Loughborough University degree with a professional placement proves you're an asset worthy of investment.

Paul Dales

(Banking, Finance and Management graduate)



The placement year gave me an opportunity to experience post-university life... a real job with real responsibilities. Nothing could have incentivised me more to work hard in my final year.

David Shackman

(Banking, Finance and Management finalist)

At PricewaterhouseCoopers we've recruited a number of students from Loughborough University onto our business placement programme, and successfully converted these to full time graduate offers. As a major employer of graduate trainees, we recognise the important role played by the School of Business and Economics in producing high-calibre, motivated individuals, who are ready to enter the world of financial services.

Spokesperson for PricewaterhouseCoopers



UCAS Code:

NN34 BSc/FinMg4 – 4yr full-time Sandwich

Contact: bsadmissions@lboro.ac.uk

Accounting and Financial Management

Programme Content

Year 1

- Introduction to Management Accounting
- Financial Accounting Fundamentals
- Micro and Macroeconomics
- Organisational Behaviour
- Introduction to Law
- Quantitative Methods for Business
- IT for Professional Development
- Business Modelling
- Personal Effectiveness

Year 2

- Intermediate Financial Accounting
- Management Accounting
- Introduction to Corporate Finance
- Business Information Management
- Managerial Economics
- Company Law
- Information Systems Development

Plus four modules from a list of options including: International Business, Human Resource Management, Marketing, Operations Management, International Economics and languages

Year 3

Placement

Year 4

- Advanced Financial Accounting
- Management Accounting and Control
- Corporate Finance

Plus a number of modules from a wide range of options including: Auditing, International Financial Reporting, Financial Risk Management, Corporate Reconstruction and Turnaround, Sources of Funds and Financial Packages, Corporate and Wholesale Banking, International Financial Management, Enterprise Information Systems, Strategic Information Management, Career Management, Marketing Strategy and Planning, Small Business Issues, Project Management, Business Ethics, Business Programming, Business Forecasting, International Marketing, and Enterprise Resource Planning

The core subjects and options may vary from year to year. The latest information can be obtained via our website, or by emailing us.

The Programme

Ranked 5th for Accounting and Finance in The Times Good University Guide 2012, this degree programme is not only accredited by the major professional accounting bodies in the UK but also informed by our links with industry and professional firms. Relevant, practical and constantly updated, the programme prepares you for a career in the accounting and financial management professions, or other management roles, including consultancy.

In the first two years you will receive a thorough grounding in the major disciplines of accounting and financial management, together with the legal, economic and organisational contexts in which accountants and financial managers operate.

A range of options enables you to study further subjects in the accounting and financial management discipline in more detail and to pursue selected broader business topics in substantial depth. The programme will assist in developing your cognitive skills (such as critical evaluation), practical skills (for example, the use of appropriate analytical tools) and transferable skills (such as team working) that will enhance your employability.

In the final year you will study accounting and financial management subjects at an advanced level, drawing on the experiences from your placement year.

Your Placement Year

Your third year will be spent on a professional training period in a business placement. This could be with a firm of chartered accountants (some of whom will allow students to begin their professional training contract during this period) or in an accounting or financial management position with a commercial, industrial or public sector organisation.

Career Prospects

Most of our graduates follow careers and professional qualifications in accounting and financial management, either in industry, commerce, the public services or professional practice, whilst some move into other management areas, including consultancy. Our graduates hold senior positions in major companies and firms of chartered accountants.

Example graduate destinations: Operations Analyst – Goldman Sachs; Tax Adviser – Ernst & Young; Finance Analyst – Aston Martin; Trainee Accountant – PricewaterhouseCoopers.

Recent Placements

Abbott (Germany) (Financial Analyst)
 Accenture (Analyst Consultant)
 Adidas (UK) Ltd (Financial Planning Analyst)
 American Express (Financial Analyst)
 BAE Systems (Assistant Cash Accountant)
 Barclays (Senior Administrator in Finance)
 DAF Trucks Limited (Business Intern)
 Deloitte (Auditor)
 Ernst & Young LLP (Audit Trainee)
 Experian (Trainee Management Accountant)
 Fiat Group Automobiles UK Ltd (Budgeting and Reporting Assistant)
 Goldman Sachs (Operations Analyst)
 HP (Finance Intern)
 IBM (UK) Ltd (Finance Analyst)
 Microsoft Ltd (Customer Satisfaction Analyst)
 Morgan Stanley (Finance Controller)
 NHS (Finance Management Accounts Assistant)
 Renault UK Ltd (Assistant Fleet Analyst, Finance)
 Robert Bosch Ltd (Customer Supply Chain Assistant)
 Walt Disney Company Ltd (Retail Sales and Marketing Intern)



Accounting and Financial Management is more than a degree. In my case it was four fantastic years of my life. I would recommend it to those who want to go far.

James Thomson
(Accounting and Financial Management graduate)

I gained several exemptions from CIMA by taking the degree and feel ready to take on the 'real world' with a proper job in finance.

Debbie Shaw
(Accounting and Financial Management graduate)

UCAS Code:

N301 BSc/BanMF4 – 4yr full-time Sandwich

Contact: bsadmissions@lboro.ac.uk

Banking, Finance and Management

Programme Content

Year 1

- Introduction to Banking
- Banking Law and Practice
- Financial Accounting Fundamentals
- Organisational Behaviour
- Micro and Macroeconomics
- IT for Professional Development
- Quantitative Methods for Business
- Business Modelling
- Personal Effectiveness

Year 2

- Business Lending
- Marketing
- Human Resource Management
- Introduction to Corporate Finance
- Accounting for Management Decisions
- Managerial Economics
- Economics of the Financial System
- Business Information Management

Plus three modules from a list of options, including: Operations Management, International Economics, International Business, International Management, Consumer Behaviour, Brand Management, International Employment Relations and Information Systems Development

Year 3

Placement

Year 4

- Sources of Funds and Financial Packages
- Corporate Finance
- Corporate and Wholesale Banking
- Principles of Strategic Management
- Strategy in Banking

Plus seven modules from a wide range of options, including: Financial Risk Management, Corporate Reconstruction and Turnaround, Career Management, Knowledge Management, Marketing Communications, Small Business Issues, Business Planning for New Ventures, Enterprise Information Systems, Strategic Information Management, Project Management, Business Ethics, Business Forecasting, Marketing Strategy and Planning, Enterprise Resource Planning

The core subjects and options may vary from year to year. The latest information can be obtained via our website, or by emailing us.

The Programme

Graduates of this degree programme have a long and established track record of excellent employment, with many employed in the City of London by prestigious UK and international banking and finance organisations. This illustrates the high regard with which the degree is seen by leading graduate employers.

Combining the three elements of economic and banking theory, finance theory and management education, the multidisciplinary nature of the programme means that it also provides a strong foundation for careers in accounting and general management.

Taught by lecturers with first-hand industry experience, you will develop an understanding and awareness of the practices and problems of modern day banking, finance and management. You will also develop quantitative, communication and computing skills, as well as your ability to work in groups.

The first year introduces you to the core elements of banking, finance and management, while the second and final years will cover these elements in greater depth and also enable you to choose a number of subjects from a comprehensive list of options, allowing you to tailor your programme to focus on areas that support your career aspirations.

Our Banking, Finance and Management programme has been approved by various professional bodies, and degree holders can receive exemptions from the examinations of such bodies as the Institute of Financial Services, the Association of Corporate Treasurers and the Chartered Institute of Management Accountants.

Your Placement Year

If you have not already had some significant professional experience, your third year will be spent on professional training in a business placement. This may be with a bank or other financial institution or with one of a broad range of UK companies.

Career Prospects

Over recent years our close partnerships with industry, commerce and the City has led to exceptionally high graduate employment rates and starting salaries significantly above the national average. While most of our graduates follow careers in banking and financial services, many have also moved into accountancy and the financial departments of multinational companies.

Example graduate destinations: Accounts Investigation Analyst – Citigroup; Enterprise Risk Services Consultant – Deloitte; Risk Manager – Royal Bank of Scotland.

Recent Placements

Access Business Group c/o Amway Europe
(Procurement Measurement)

Amadeus, France (Procurement Assistant)

Barclays Plc (Group Market Risk Unit)

Credit Agricole (Treasury Department)

Deutsche Bank (Fund Administrator)

Fujitsu Services (Project Management Placement Student)

Goldman Sachs (Analyst)

Heineken Group BV (Human Resources)

IBM (UK) Ltd (European Operations Analyst)

JP Morgan (Exotics and Hybrids Proxy Trade Management)

Lloyds TSB (Major Corporates Business Analyst)

Menzies Corporate Restructuring (Case Administrator)

Morgan Stanley (Finance)

Nomura (Product Controller)

PricewaterhouseCoopers (Assurance)

Royal Sun Alliance (Corporate Recovery)

S & K Foods Ltd (Operations Director)

SISU Capital (Junior Analyst)

Warner Bros (Finance Intern)

Xerox Ltd (Distribution and Operations Executive)

With the range of modules that are taught, the Banking, Finance and Management programme has made me knowledgeable in many areas. Loughborough University develops well-rounded individuals and successful managers.

Anisha Patel

(Banking, Finance and Management graduate)

Through my studying and my placement year with Barclays, this degree has widened my knowledge of finance in a professional environment.

Becca Jeffries

(Banking, Finance and Management graduate)



UCAS Code:

N110 BSc/IntBus4 – 4yr full-time Sandwich

Contact: bsadmissions@lboro.ac.uk

International Business

Programme Content

Year 1

- Principles of Marketing
- Organisational Behaviour
- Microeconomics for Business
- Financial Framework
- The Marketing Mix
- IT for Professional Development
- Quantitative Methods for Business
- Business Modelling
- Personal Effectiveness

Plus two modules from a list of options including: Introduction to Law, Introduction to Management, Sociology of Work, Introduction to Banking and Retailing Environment, and French, German or Spanish

Year 2

- International Business
- International Management
- International Employment Relations
- Macroeconomics for Business
- International Economics
- Human Resource Management
- Business Information Management
- Accounting for Management Decisions
- Data Analysis for Marketing Decisions
- Brand Management

Plus two modules from a list of options including: Managerial Economics, Sales Management, Operations Management, Consumer Behaviour, Corporate Finance, Human Resource Management in Service Industries, and French, German or Spanish

Year 3

Placement

Year 4

- International Firms, Governance and Institutions
- International Negotiations
- International Marketing
- International Human Resource Management
- Strategic Management

Plus six modules from a wide range of options including: Project Management, Sources of Funds and Financial Packages, Corporate and Wholesale Banking, Marketing Communications, Small Business Issues, Business Planning for New Ventures, Business Ethics, Business Forecasting, Enterprise Resource Planning, Contemporary Issues in Human Resource Management, Marketing Strategy and Planning, Enterprise Information Systems, Strategic Information Management, Risk Management, The Changing Work Organisation, Advanced Interpersonal Skills, and French, German or Spanish

The core subjects and options may vary from year to year. The latest information can be obtained via our website, or by emailing us.

The Programme

Being international is not so much a choice for large companies today as a necessity. However, even with globalisation there are important cultural differences between countries which affect the marketing and personnel strategies of companies seeking to develop and expand their international operations.

This programme provides you with an insight into the field of business and management set in an international context and prepares you for careers in management with international or European-oriented organisations, as well as careers requiring fluency in a second language.

The first two years will introduce you to the major management functions as well as the financial, economic and organisational environment within which managers and organisations must operate. As well as developing knowledge of international economics and how management styles vary around the globe, you will build communication, numeracy and computing skills, and your ability to work in groups. There is also the opportunity to enhance your language skills in French, German or Spanish.

You could spend the third year on a business placement in the UK or abroad. Alternatively, you could choose to spend all or part of your third year studying in a university overseas.

The final year allows you to specialise in the management function of your choice and select further business options for detailed study.

Your Placement Year

Your third year can be spent either in a business placement in the UK or overseas, or studying at one of our partner universities, or a combination of both.

Career Prospects

We have very close links with major employers. Consequently our students have enjoyed great success in finding employment, and many organisations specifically target our graduates for recruitment.

Example graduate destinations: Commercial Graduate Trainee – Peugeot; Supply Chain Specialist – EDF Energy; Project Manager – Deutsche Bank, Singapore; Buyer – Sainsbury's.

Recent Placements

3M Health Care Ltd

(eBusiness Co-ordinator)

Accenture

(Analyst, Consulting Group)

American Express Services

Europe Limited

(Junior Finance Analyst)

Amgen

(Finance Planning Analyst)

Arcadia Group plc

(Retail Human Resources Assistant)

BMW (Media Events Assistant)

BSkyB Ltd (Marketing)

Coca Cola HBC, Athens (Brand Management Intern)

E.ON UK plc

(Business Service Team)

Enterprise Rent-A-Car

(International Sales Executive)

ExxonMobil

(Commercial Placement, Lubricants and Specialist)

General Motors

(Marketing Programmes Specialist)

Goldman Sachs, Switzerland

(Operations Analyst)

GlaxoSmithKline (Supply Chain Analyst)

IBM (UK) Ltd (Events Project

Office Manager)

Johnson & Johnson (Marketing

Placement Student)

Renault UK Ltd

(Pricing Assistant/Co-ordinator)

Vodafone Limited

(Finance Assistant)

Waitrose Ltd (Buying)

Walt Disney Company Ltd

(Finance Intern for Disney Channels and Emerging Markets)

Partner Universities

Perth, Australia

Sydney, Australia

Graz, Austria

Grenoble, France

Rennes, France

Toulouse, France

Augsburg, Germany

Frankfurt-Oder, Germany

Amsterdam, Netherlands

Valencia, Spain



Take a placement year! It is invaluable to have on your CV when you come out of university and it is brilliant for making contacts in business. Also, if you can, keep up a language – it gives you a great competitive edge over other graduates in the hunt for employment, especially in this climate.

Karen Bird
(International Business graduate)

My placement was at Robert Bosch GmbH in Stuttgart, Germany. I was in the International Advertising and Sales Promotion Department, responsible for relaunch and campaigns for the professional power tools market. The year out gave me the opportunity to learn many facets of the business world, plus a language.

James Harley
(International Business graduate)



UCAS Code:
N201 BSc/MgSc4

Contact: bsadmissions@lboro.ac.uk

Management Sciences

Programme Content

Year 1

- Quantitative Methods for Business
- IT for Professional Development
- Business Modelling
- Microeconomics for Business
- Financial Framework
- Marketing
- Organisational Behaviour
- Personal Effectiveness

Plus two modules from a list of options including: Introduction to Law, Introduction to Management, Sociology of Work, Introduction to Banking, Macroeconomics, Retailing Environment, and French, German or Spanish

Year 2

- Decision Making Analysis
- Management Science
- Managerial Economics
- Accounting for Management Decisions
- Human Resource Management
- Brand Management
- Operations Management
- Business Information Management

Plus three modules from a list of options including: Sales Management, International Economics, Macroeconomics, Human Resource Management in Service Industries, Business Lending, Introduction to Corporate Finance, International Business, International Management, Consumer Behaviour, and languages

Year 3

Placement

Year 4

- Applications of Management Science
- Enterprise Information Systems
- Strategic Management

Plus eight modules from a wide range of options including: Career Management, Project Management, Corporate and Wholesale Banking, Marketing Communications, International Marketing, International Human Resource Management, Small Business Issues, Business Planning for New Ventures, Business Ethics, Contemporary Issues in Human Resource Management, Business Forecasting, Marketing Strategy and Planning, Marketing Strategy Simulation, Retail Location Studies, Enterprise Resource Planning, and languages

The core subjects and options may vary from year to year. The latest information can be obtained via our website, or by emailing us.

The Programme

Providing you with a broad-based preparation for a wide range of management careers, this degree programme will develop your understanding of the process and styles of management, the context of business decisions and the integral role played by the acquisition, organisation and analysing of information.

In the first two years you will be introduced to the functional, economic and organisational environments within which managers and organisations must operate. You will develop your communication and interpersonal skills as well as your ability to work in groups.

By studying all the main management functions of accounting, finance, marketing, human resource management, operations management and information management you will be able to make an informed choice of business placement for your third year.

With an emphasis on the role of information systems and quantitative approaches in modern management, you will develop core skills in numeracy and computing while also building problem-solving and analytical skills. These will help you deal with the complex decision-making needed by today's leading companies. Furthermore, you have the option of beginning or developing your language skills in French, German or Spanish.

Your final year will enable you to pursue a number of core management subjects in further depth, drawing on the experiences from your professional placement. You will also be able to specialise in the management functions of your choice and select further business options for detailed study.

Your Placement Year

If you have not already had some significant management experience your third year will be spent on professional training in a business placement. This is usually in a management-trainee situation with one of a broad range of major UK companies. However, there is considerable flexibility in the nature of the placement year.

Career Prospects

Management Sciences graduates are highly regarded by major employers and go on to follow a wide range of careers. As a result we achieve an exceptionally high graduate employment rate with starting salaries well above the national average. Career destinations include consultancy, banking, marketing and human resource management.

Example graduate destinations: Business Analyst – Accenture; Project Support Manager – Microsoft; Treasury Services Analyst – JP Morgan; Trainee Marketing Manager – L'Oreal; Buyer – Rolls Royce.

Recent Placements

Accenture (Analyst)

Adidas UK Ltd (Financial Planning Analyst)

Bank of England (Human Resources Recruitment Associate)

Barclays (Senior Administrator)

Caterpillar (Human Resources Intern)

Fujitsu Services (Sales and Marketing Account Manager)

GE Healthcare (Customer Care Process Intern)

GlaxoSmithKline (Acting Communications Manager)

Kimberley-Clark (Marketing Services Co-ordinator, Europe)

KPMG (Auditor)

Mars (Supplier Development Analyst)

Microgen (Business Analyst)

Molson Coors Brewing Company UK Ltd (Placement Student)

PricewaterhouseCoopers (Assurance Department Associate)

Toyota (GB) Plc (Lexus Strategy and Planning)

Tui Travel Plc (Commercial Assistant)

UBS (New Business Development)

Volkswagen Group UK Ltd (Marketing Communications Assistant)

Waitrose Ltd (Supplier Management Administrative Assistant)

Warner Brothers (International Television Marketing Intern)

The placement is an invaluable experience that not only provides you with opportunities in some huge global organisations, but also gives you skills you can carry forward and use in your final year. I even got a job at the end of mine.

Peter Wakeling
(Management Sciences finalist)

Management Sciences, offers a great mix of topics and the best introduction to business, whilst Loughborough University provides the best student lifestyle you can get.

Mark Watson
(Management Sciences student)



UCAS Code:
NN25 BSc/RMM

sponsored by



Contact: bsadmissions@lboro.ac.uk

Retailing, Marketing and Management

Programme Content

Year 1

- Introduction to Retail Management
- Retailing Environment
- Marketing
- Microeconomics for Business
- Financial Framework
- Organisational Behaviour
- IT for Professional Development
- Quantitative Methods for Business
- Business Modelling
- Personal Effectiveness

Year 2

- Retail Buying
- Visual Merchandising
- Retail and Service Operations
- Sales Management
- Consumer Behaviour
- Business Information Management
- Human Resource Management
- Accounting for Management Decisions
- Accounting for Management Decisions

Plus three modules from a list of options including: Brand Management, Fashion Marketing, Product Design, International Business, International Management, Human Resource Management in Service Industries, International Employment Relations, Information Systems Development and Data Analysis for Marketing Decisions

Year 3

Placement

Year 4

- Retailing Logistics
- Retailing Strategy
- Retail Location
- Marketing Strategy and Planning
- International Marketing
- Marketing Communications

Plus four modules from a wide range of options including: Marketing Strategy Simulation, Career Management, International Human Resource Management, Project Management, Sources of Funds and Financial Packages, Corporate and Wholesale Banking, Small Business Issues, Business Planning for New Ventures, Business Ethics, Enterprise Resource Planning and Risk Management

The core subjects and options may vary from year to year. The latest information can be obtained via our website, or by emailing us.

The Programme

Designed in collaboration with major retailers, this well-established programme is commercially relevant and was developed in response to the growing demand from major organisations for high quality graduates in retailing and marketing.

Retailing is a large and dynamic sector of the economy with many UK retailers among the world's most highly respected and innovative businesses. In an increasingly competitive environment, skilled managers capable of leading teams, solving problems and exploiting new opportunities are highly valued. As such, this is the degree for students interested in rewarding careers in retailing and marketing.

Taught by a teaching team drawn from senior positions in retailing and marketing, this degree prepares you for retail management careers in buying, personnel, logistics or store management, as well as equipping you for exciting opportunities in advertising, brand management or market research. We have close working links with retailers, who provide guest lectures, case studies, skills workshops and company visits. In addition, Waitrose sponsors prizes for the programme.

In the first two years you will be introduced to the major functional activities in retailing and the core management function of marketing, alongside economics, financial management and organisational behaviour. We will develop your quantitative and computing skills, your communication and interpersonal skills and your ability to work in groups – all vital skills for modern management.

In the final year you will study specialist retailing and marketing subjects in depth, drawing on the experiences from your placement year. You will also be able to select modules from a wide range of options that include further retailing specialisms, advanced marketing and advanced business modules, enabling you to study in substantial detail those areas which are of particular interest or relevance to you in your future career.

Your Placement Year

If you have not already had some significant management experience in retailing, your third year will normally be spent on a business placement as a trainee manager, typically with a retail organisation or in a major company.

Career Prospects

Opportunities for retail graduates abound – in merchandising, personnel, marketing, buying, logistics, store management or in manufacturing, working for suppliers to the retail sector.

Example graduate destinations: Commercial Manager – Marks & Spencer; Store Experience Manager – Abercrombie & Fitch; Visual Merchandising Manager – Tesco; Group Marketing Communications Executive – Hi-Tec Sports.

Recent Placements

Adidas (Marketing Assistant)
Arcadia Group (Brand Merchandising)
Asda (Replenishment Analyst)
BMW (National Communications Assistant)
Butlins (Marketing Assistant)
Debenhams Plc (Trainee Assistant Merchandiser)
Faith Shoes (Store Manager)
George Clothing (Assistant Buyer)
Halfords (Store Manager)
Janssen Cilag (Marketing Assistant)
Kodak (Key Accounts Representative)
Kraft (Planning and Logistics)
L'Oreal (Buyer)
Marks & Spencer Plc (Trainee Retail Manager)
Mattel UK Ltd (Sales and Marketing Assistant)
Microsoft (Business Analyst)
Robert Bosch Ltd (Marketing Assistant, Power Tools)
Tesco Stores Limited (Product Display and Space Management)
Waitrose Ltd (PR Assistant)
Walt Disney Company Ltd (Sales Manager)



The opportunities provided were second to none. I was introduced to my current employer in the first year of my degree! The exposure to retail companies, the skills workshops and guest lectures provide the basis for students to begin their career long before graduating.

Laura Simpson
(Department Manager, Waitrose; Retail Management graduate)

The programme has really good links with the industry, amazing placement opportunities and really interesting lecturers!

Laura Senescall
(Retailing, Marketing and Management student)



Entry Requirements

The requirements listed below applied for our most recent intake, but please visit our website for the current requirements: www.lboro.ac.uk/sbe

The entry requirements for all five of our degree programmes are identical. This reflects the steady increase in the number of high-quality applications we receive.

A-level Entry Route

Accounting and Financial Management

AAB from three subjects at A-level (not including general studies) plus a minimum of GCSE grade B in Mathematics and English Language.

Banking, Finance and Management

AAB from three subjects at A-level (not including general studies) plus a minimum of GCSE grade B in Mathematics and English Language.

International Business

AAB from three subjects at A-level (not including general studies) plus a minimum of GCSE grade B in Mathematics and English Language.

Management Sciences

AAB from three subjects at A-level (not including general studies) plus a minimum of GCSE grade B in Mathematics and English Language.

Retailing, Marketing and Management

AAB from three subjects at A-level (not including general studies) plus a minimum of GCSE grade B in Mathematics and English Language.

Loughborough University is a great place to be a student. I love meeting new people and the School's excellent reputation gives you a real sense of pride in what you are doing. I would thoroughly recommend both my course and this university to prospective students.

Sam Jones (Management Sciences finalist)

Applications

If you are interested in applying for any of our programmes, please make your application direct to UCAS. You will need to quote the appropriate reference number.

- BSc (Hons) Accounting and Financial Management – NN34 BSc/FinMg4
- BSc (Hons) Banking, Finance and Management – N301 BSc/BanMF4
- BSc (Hons) International Business – N110 BSc/IntBus4
- BSc (Hons) Management Sciences – N201 BSc/MgSc4
- BSc (Hons) Retailing, Marketing and Management – NN25 BSc/RMM

Alternative Entry Routes

Applications from those offering qualifications other than A-levels are welcome and considered individually. Such applicants should contact Charlotte Connor by emailing bsadmissions@lboro.ac.uk

International Students

We have a long tradition of welcoming students from all over the world. International students can apply for any of our programmes. Those studying on A-level courses will be given our standard A-level offer plus an appropriate IELTS score. Those studying on a Foundation Course for international students at a college in the UK will be invited for a selection interview before an offer is made. If you are an international student interested in studying in the UK, contact the International Office at: international-office@lboro.ac.uk

More information is available on our website at: www.lboro.ac.uk/international

Selection

Offers of places are usually made on the basis of your UCAS form, particularly your referee's report and previous exam performances.

Applicants who are offered a place will be invited to attend one of our Visit Days, held between December and March. The Visit Day gives you the chance to gain more detailed information about individual degree programmes and admissions procedures, meet staff and talk to current students, tour the campus and see some of our accommodation.

Prior to application you can also come along to one of our Open Days. Please visit the Loughborough University website for more information: www.lboro.ac.uk/prospectus/opendays or email admissions@lboro.ac.uk

Fees

For up to date information about tuition fees visit the Loughborough University website: www.lboro.ac.uk/funding



Our relationship with Loughborough is important because of the high calibre of students that attend the University. Loughborough students seem to be very versatile and have a 'can do' attitude. They are suited to the fast track.

Claire Fisher

(Talent Acquisition Manager, Enterprise Rent-a-Car, East England region)

Excellent Prospects

At Loughborough we are very proud of our graduate employment record, where the overall percentage of graduates going into full-time employment immediately following graduation is well above the national average.

Our degree programmes equip you with personal and professional skills as well as academic skills. The professional placement between your second and final year also helps Loughborough graduates stand out from the crowd in an increasingly competitive job market.

Our business graduates go on to work in a wide variety of sectors including finance, retailing and manufacturing. The knowledge and skills acquired during their studies equip our graduates for rewarding careers in such diverse business areas as marketing, banking, consultancy, buying, logistics, accounting, financial management and general management.

Strong industry links mean that Loughborough University graduates are in great demand by employers, and many are very quickly given high levels of responsibility. Indeed, major companies actively target Loughborough finalists for graduate jobs.

Our careers service, The Careers and Employability Centre, based on campus, has an excellent reputation with major employers and has close links to a large number of high-profile companies. The Centre is able to offer a wide range of information and resources and can support you with one-to-one advice, interview training and application guidance from the beginning of your degree programme.

Latest Information

For the most up-to-date information on our business degree programmes (including entry requirements), please visit our webpage at:

www.lboro.ac.uk/sbe

Further Information

For specific enquiries about our undergraduate programmes and admission queries, or for more details about Loughborough University, please contact:

Charlotte Connor

Admissions Assistant

T: +44 (0)1509 223393

F: +44 (0)1509 223960

E: bsadmissions@lboro.ac.uk

Our business graduates are highly employable and are eagerly sought by leading multi-national employers. Despite the recent recession, over the last five years we have typically seen over 85% of those who enter employment each year doing so at graduate level and earning higher than average starting salaries. Combining work experience with vocational study gives our business graduates the best possible advantage in today's competitive graduate employment market.

Jenny Jones

(Director, Careers and Employability Centre, Loughborough University)





Graduate career destinations and positions include:

Nestle IBM Deloitte

Buyer Arcadia Operations Manager IBM

KPMG Account Executive John Lewis

Barclays Project Manager Sainsbury's

Citigroup Management Analyst JP Morgan

Imports Manager Ernst & Young Marketing and

Communications Co-ordinator Pfizer 3m

Lloyds Banking Group European Fund Administrator

Management Analyst Credit Suisse

L'Oreal Account Manager Kraft Rolls-Royce

PricewaterhouseCoopers Retail Manager

E-Marketing Co-ordinator Goldman Sachs

Assurance Associate Debenhams

Morgan Stanley Business Consultant

Business Development Executive Waitrose

Accountant ExxonMobil Territory Manager

Category Manager Auditor



Combine the best social experience with the best business related degree courses and an invaluable placement experience and you have the Loughborough University School of Business and Economics.

David Shackman

(Banking, Finance and Management finalist)



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EXPERIENCE**
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