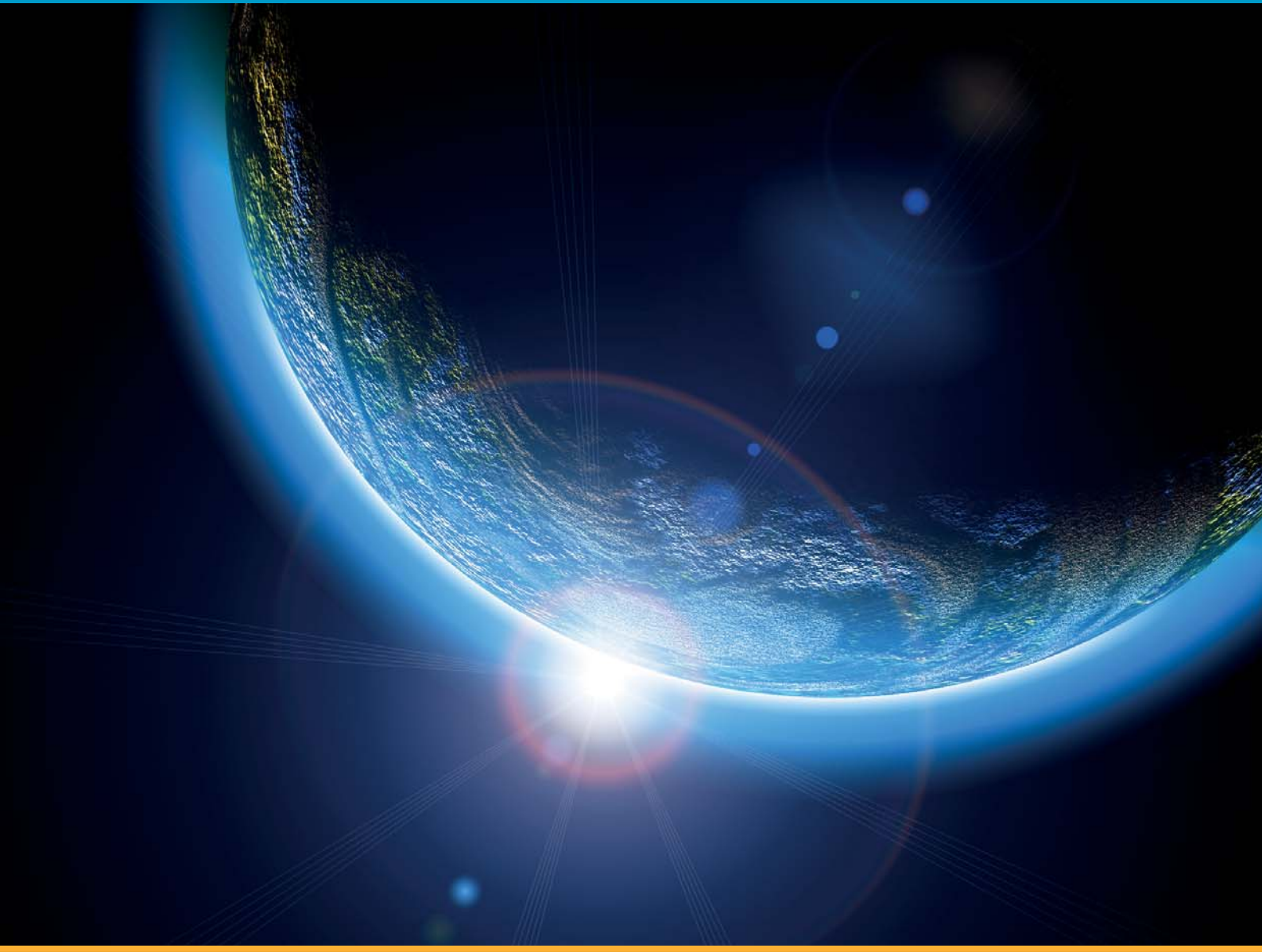


# The Loughborough MBA

## Tomorrow's way of doing business

Full-Time MBA | Part-Time MBA | International Sports Management MBA



[www.lboro.ac.uk/mba](http://www.lboro.ac.uk/mba)

 Loughborough  
University

# The Way We Do Business is Changing

New markets are emerging at a fast pace, led by new technologies and scientific discoveries. The ethical concerns of consumers, growing “green” consciousness, new methodologies, new products and new organisational structures make today’s global business environment a more challenging one than ever before.

But many MBAs reflect the way the world was, rather than the way the world is going to be.

At Loughborough University, we do things differently. We aim to ensure that our MBA graduates are prepared for the challenges of the 21st century’s global economy; that they not only understand the complexity of the issues, but are excited by the opportunities they present. Our graduates embrace change and are capable of making decisions that add value to their organisations and provide long-term benefits to the communities they serve.

Our MBAs strive to develop dynamic leaders equipped with the skills to manage the future: to manage scarce resources in a sustainable manner; to understand different forms of governance and organisational structures (social firms, mutuals and micro-businesses); to become elite performers capable of creating and leading high performing businesses.

Through our three stimulating and practically-relevant MBAs we aim to inspire talented, motivated individuals to make a real difference to both their organisations and the communities they serve.

Embedded across all three programmes is a focus on “real life” management that’s informed by Loughborough’s strong relationship with businesses across sectors and our place at the forefront of technological innovation. All our MBA students get the chance to work with organisations to address real problems and to work alongside technologists in the commercialisation of new products and services.

Our MBAs go beyond the standard textbook approaches to management decision making. Why study an MBA that teaches you how to solve the problems of today when you can study one that addresses the problems of tomorrow? Look to the future with a Loughborough MBA.

**Stuart West, MBA Programme Director**



“LOUGHBOROUGH OFFERS AN EXCELLENT LEARNING ENVIRONMENT WITH A BROAD SPECTRUM OF STUDENTS, WHOSE PERSONAL AND PROFESSIONAL EXPERIENCES ENRICH THE LEARNING PROCESS. THE LOUGHBOROUGH MBA HAS BEEN BRILLIANT. I HAVE BEEN SELF-FUNDED AND DO NOT RESENT A POUND!”

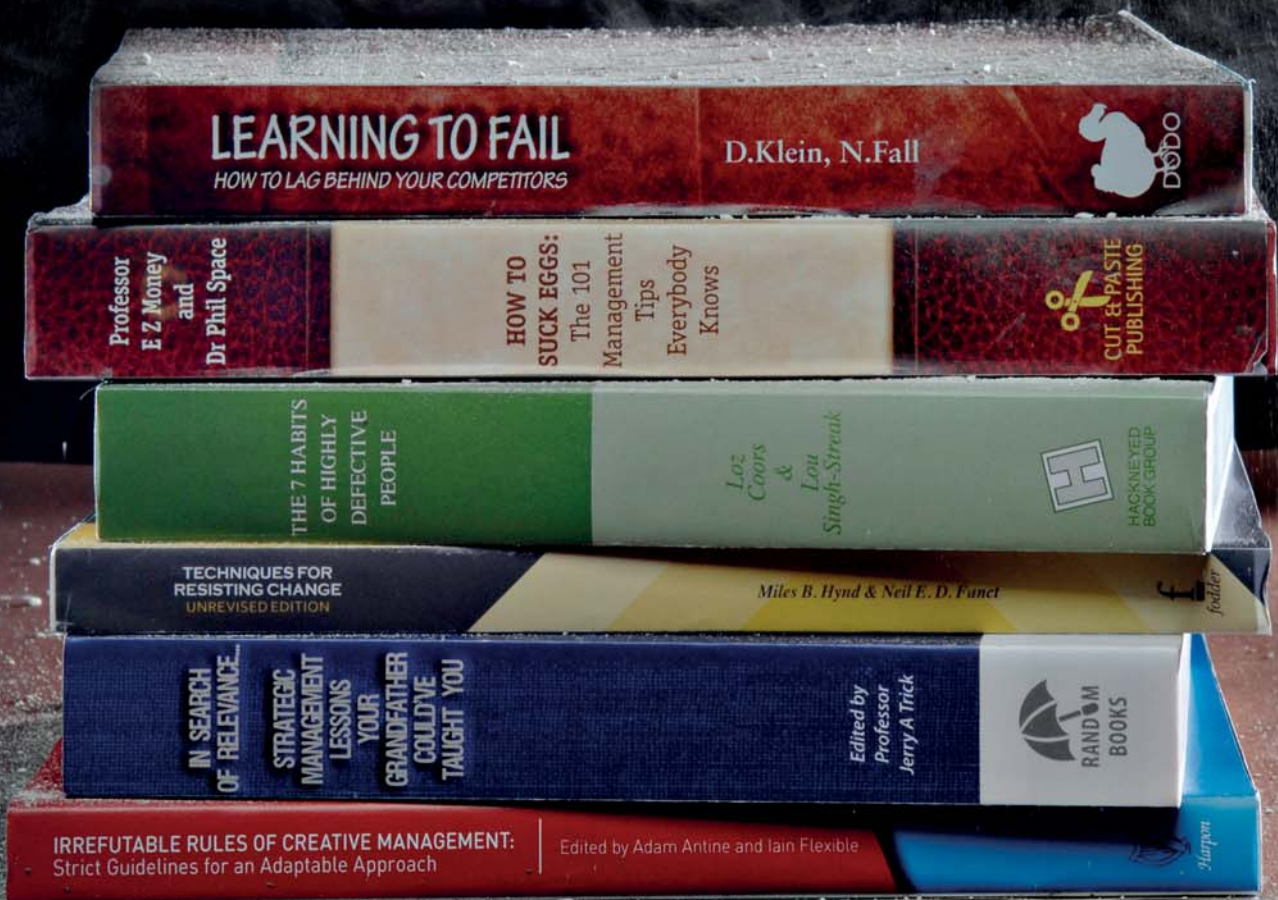
– Emma Rosamund, MBA participant

## Contents

- 2 Developing the Leaders of Tomorrow
- 4 The Full-Time Loughborough MBA
- 6 The Part-Time Loughborough MBA
- 8 International Sports Management MBA
- 10 About the University
- 12 How To Apply
- 13 Stand Out From The Crowd

“OUR MBAs GO BEYOND THE STANDARD TEXT-BOOK APPROACHES TO MANAGEMENT DECISION MAKING. LOOK TO THE FUTURE WITH A LOUGHBOROUGH MBA.”

– Stuart West, MBA Programme Director,  
Loughborough University



# Developing the Leaders of Tomorrow

The Masters in Business Administration (MBA) has long been the programme of choice for professionals looking to advance to senior management positions, often with an eye on the financial returns long-term. According to 2010 research by AMBA (Association of MBAs), the earnings of MBA graduates shot up by an average of 33% immediately after completing their study, and rose by 151% within 10 years of graduation.

But enrolling on to an MBA course represents a substantial investment in both time and money. Taking a career break to study full-time or attempting to complete an MBA while juggling the pressures of work and home are not matters to be taken lightly. And, with so many business schools at home and abroad offering programmes, it can be hard to choose the right one.

Most MBAs offer a strong foundation in the building blocks of organisational management, managing people, information, funds and resources. They also consider organisational strategy, markets and business environments. But the Loughborough MBA goes further. We want our graduates to stand out from the crowd and be equipped to succeed in facing the challenges of tomorrow.

Our forward-looking, innovative Full-Time MBA, its Part-Time equivalent and our International Sports Management MBA are embedded with an approach to management decision making that recognises and addresses issues of scarcity, sustainability, alternate forms of ownership, governance and new demands from consumers.

We aim to empower self-motivated, driven individuals from diverse professional and educational backgrounds with skills to manage complex situations effectively and efficiently, and to turn challenges into opportunities through smarter ways of working. By developing managers who can thrive in the increasingly volatile global business environment, we hope to develop leaders that both stand out professionally and add immense value to organisations across sectors.

## Return on Investment

Choosing an MBA is one of the most important investment decisions for your career you will ever make. If you are self-funding you want to be sure you will reap the benefits, personally and professionally from your studies. Loughborough University's unrivalled industry links ensure that the UK's leading organisations recognise and respect a qualification from Loughborough while access to the University's highly regarded Careers and Employability Centre gives you all the career support you need, including individual consultations, a global database of vacancies and jobs fairs attended by the world's leading recruiters.

Company sponsors also recognise a direct return on investment through their managers becoming equipped with practical, up-to-date and commercially-relevant knowledge that is immediately applicable in the workplace.



“THE OTHER STUDENTS ON THE PROGRAMME WERE OF VARYING BACKGROUNDS, BOTH FROM NATIONALITY AND MARKET SECTOR PERSPECTIVES, AND THIS IMPROVED THE DEBATE IN THE MODULES AND ENHANCED THE LEARNING EXPERIENCE GREATLY.”

– Simon Higginson,  
Loughborough MBA graduate



- A Top-10 UK business school
- Unrivalled industry links
- One of just 1% of business schools worldwide to be EQUIS accredited
- Excellent career prospects
- Unique modules in enterprise and innovation
- Work on live commercial projects
- Practical, relevant learning
- Industry speakers
- A forward-looking Full-Time MBA
- Flexible Part-Time learning also available
- Develop the skills to manage the future
- Gain a truly global perspective



“THE LOUGHBOROUGH MBA HAS A STRONG REPUTATION AND IS RECOGNISED WITH VALUE BY INDUSTRY EMPLOYERS.”

– Sarah Mallory, Loughborough MBA graduate

Renowned for excellence in research and teaching, Loughborough University’s School of Business and Economics is the ideal venue for your MBA.



### Gain A Respected Qualification

The School of Business and Economics is among the global elite of business schools to be EQUIS-accredited by the European Foundation for Management Development (EFMD) in recognition of its programmes, teaching, facilities, engagement with industry and commitment to internationalisation. At Loughborough you’ll be part of a leading UK business school, ranking 2nd for Finance & Accounting and 2nd for Management in The Sunday Times University Guide 2012 and placed Top-10 in league tables by The Times, The Independent and The Guardian.

### A Unique MBA

Each of our MBAs offers modules in enterprise and innovation that are unique in the UK. Teaming participants up with Loughborough University’s cutting edge technologists, you will work on a practical hands-on project that teaches you how to evaluate and commercialise new products and services. Not only will you gain valuable expertise, you also have a genuine opportunity to start your own business. Our Full-Time MBA also boasts a unique Managing Enterprise summer school, giving participants the chance to carry out a group consultancy project on a real business enterprise.

### Add Value to Your Studies

Because we only recruit MBA participants with extensive managerial experience and proven leadership abilities, you will study alongside fellow professionals from a variety of backgrounds, all of whom have new insights and new ideas to share. The networking opportunities are great, not just in establishing lifelong friendships but also potential business partners and career contacts around the world.

# The Loughborough MBA – Full-Time

- Gain a world-class, career accelerating MBA in just 1 year
- Unique enterprise and innovation modules
- Managing Enterprise summer school
- A forward-looking approach to management decision-making

For experienced professionals looking to take their career to the next level, our Full-Time MBA's focus will suit those who want to build on their strategic management skills to successfully lead organisations or grow their own business. Developing practical knowledge and skills underpinned by theory and academic rigour, the Full-Time Loughborough MBA helps you build confidence as a decision-maker and manager of people. Your education will be enhanced by a cohort of like-minded students from diverse professional and academic backgrounds. Learning from group discussion and shared experiences not only provides a stimulating educational environment, but also enables you to develop your understanding of the ways organisations and individuals operate, transforming the way you work with others and building your skills as a creative problem-solver able to turn challenges into opportunities for competitive advantage.

Our Managing Innovation module and Managing Enterprise summer school, both unique in the UK, give you the opportunity to work alongside technologists on live commercial projects and plan a strategy for taking a new product to market. The Full-Time MBA's focus on enterprise makes it a particularly ideal choice for students with entrepreneurial aspirations.

Informed by Loughborough University's expertise in business and management, the Full-Time Loughborough MBA gives you a thorough grounding in the core competencies of management but also recognises the real-life issues facing organisations in the years ahead. You will look at smarter approaches for managing scarce resources and adapting to global trends and economic uncertainties to competitive advantage – skills increasingly in demand, across sectors.

## Programme Structure

Learning and teaching is provided through lectures, seminars and workshops, consultancy style projects, web-based guided study and guided independent work. Case studies and group work feature on a number of modules;

Feedback to the learning process is through coursework assignment, class tests, one-to-one contact with lecturers and/or tutors. Feedback may sometimes occur through tutorials, seminars or workshops, as determined by individual module organisers;

Demonstration of learning achievement is through formal examination, tests, coursework assignments, and project reports.

Studied over one year, the Full-Time MBA programme consists of 12 core modules (including a Business Project module and the Managing Enterprise summer school). Semester 1 introduces the core modules, delivering practical knowledge and skills that can be applied directly to any work environment, and giving you the relevant concepts and theories to enhance your understanding of management and organisations. Semester 2 builds on your learning in the first semester by developing your research skills and giving you a chance to apply your knowledge in the solution of real-life business problems.



## Marketing

The importance of marketing in today's challenging economic environment cannot be overstated, and in an increasingly crowded marketplace, organisations have to work harder than ever to ensure messages reach their target audience. With a focus on the processes by which marketing strategies are developed, this module builds an understanding of the principles behind the marketing concept and the marketing mix and their application in addressing marketing problems.

## Decision Support Systems

Exploring the range of technologies, systems and modelling techniques that can be used to manage information and support the decision making process, this module also examines the approaches used by organisations to successfully plan, develop and implement technology.

## Accounting for Managers

This module covers the scope of financial management and accounting, the objectives and processes of financial reporting, the role of management accounting and an introduction to financing issues. It equips you with the ability to analyse and interpret financial information and understand the financial dimensions of the management process.

## Management of Human Resources

The turbulent economic climate makes effective management of people more crucial to organisational success than ever. This module tackles the critical issues in human resources management from morale and motivation to culture and commitment and staff selection and retention.

## Business Economics

Understanding the behaviour of consumers is key to ensuring the profitability of any business

venture. In this module you will learn to use economic theory to explain and analyse the behaviour of both consumers and organisations, and build an understanding of the economic concepts and models used in business decision making. You will also apply relevant economic concepts to real-life situations.

## Operations Management

Covering both service and manufacturing operations this module develops knowledge of the factors that help formulate operational strategies and the implications of implementing them. Process design, resourcing and capacity management approaches are evaluated with reference to real situations through case study analysis and application in the workplace.

## Corporate Finance

This module explains modern theories of corporate finance and shows how these theories can be applied to understanding the financing and investment decisions of major companies.

## Career Development and Management

Examining the shifting economic, cultural, organisational and demographic context of careers in the globalised business environment, this module provides an understanding of different types of career, theories of career development, career change and work/home dynamics that will support people to manage their own careers as well as those of others.

## Leading Strategic Change

We live in a time of enormous change. Organisations need leaders who can keep pace with these changes. In particular, they need individuals who are open to new ideas and who recognise that in any situation there are a range of alternative options to evaluate. The aims of this module are to develop an understanding of the

practice and processes of strategic management while building skills in the areas of strategic analysis, strategy development and change management.

## Managing Innovation

Unique in the UK, this module provides the opportunity for small groups to assess the commercial potential of real technological innovations. Within a structured framework, the first sessions evaluate the technologies and explore the products and markets within which they may be exploited. The second half of the module covers the commercialisation strategies to be adopted. Intensely practical in nature, and working alongside innovators and businesses to bring about exploitation of technologies, you will engage fully in the complex process of evaluating and commercialising new ideas.

## Managing Enterprise\*

This module builds on your learning from previous modules by developing an understanding of the contexts and processes in which enterprise and innovation are able to thrive and prosper – including managerial style, organisational culture and stakeholder expectations. You will also learn how to effectively engage with organisations adopting new approaches to managing enterprise and produce a group consultancy report on an organisational strategic initiative.

## Business Administration Project and Research Methods

This major piece of work, supported by an academic supervisor, allows you to research and write an independent, detailed piece of work in an area of personal or company interest, in order to improve your research, evaluation and report-writing skills, as well as your ability to directly apply the management concepts you have learnt across the modules.

### \*Managing Enterprise Summer School

Exploring enterprise as a cultural mind-set and as types of business venture, structures, management systems and as a resource utilisation, this unique module will focus on the origins and drivers of enterprise culture, exploring the entrepreneurial mentality and its link to innovation.

The summer school will also look at alternative approaches to organisational design and development such as social enterprise. The module will cover the impact of the contemporary business environment on the management of an entrepreneurial organisation.

The two week summer school module has a 30 credit weighting. In addition to classroom study, students will visit and carry out a group consultancy project on a real business enterprise.

The Managing Enterprise Summer School is a unique feature of our Full-Time MBA programme.



# The Loughborough MBA – Part-Time

- **Flexible delivery - perfect for working professionals**
- **AMBA-accredited**
- **Gain an award-winning MBA in 2-3 years**
- **Immediately applicable to the workplace**

A specialist provider of part-time MBAs for a quarter of a century, our AMBA-accredited Part-Time MBA programme is tailored specifically for the needs of working professionals.

In addition to developing lifelong core management skills that are immediately and directly applicable to the workplace, innovation and enterprise are embedded in the programme. Your abilities to understand and adapt to the global challenges of tomorrow will put you ahead of the pack.

Through innovative study, challenging lectures delivered by leading academics and industry leaders and interactive group discussions, you will develop powerful decision-making, problem-solving and leadership skills in an enriching and supportive environment. This stimulating, career-enhancing course will help you get where you want to be with all the benefits of flexible part-time learning.

## Programme Structure

Learning and teaching is provided through lectures, seminars and workshops, consultancy style projects, web-based guided study and guided independent work. Case studies and group work feature on a number of modules;

Feedback to the learning process is through coursework assignment, class tests, one-to-one contact with lecturers and/or tutors. Feedback may sometimes occur through tutorials, seminars or workshops, as determined by individual module organisers;

Demonstration of learning achievement is through formal examination, tests, coursework assignments, and project reports.

The Part-Time MBA programme consists of core modules (including a Business Project module) and optional modules chosen from the current suite of MBA electives.

## Decision Support Systems

Exploring the range of technologies, systems and modelling techniques that can be used to manage information and support the decision making process, this module also examines the approaches used by organisations to successfully plan, develop and implement technology.

## Marketing

With a focus on the processes by which marketing strategies are developed, this module builds an understanding of the principles behind the marketing concept and the marketing mix and their application in addressing marketing problems.

## Accounting for Managers

This module equips you with the skills to analyse and interpret financial information and understand the financial dimensions of the management process, including financial reporting.

## Management of Human Resources

With a focus on the realities of day-to-day line management, this module explores the critical issues in the management of people. Topics covered include culture and commitment, managing performance, motivation, and staff selection and assessment.

## Business Economics

This module provides an understanding of economic concepts and models appropriate to business decision making. You will learn to use economic theory to explain and analyse the behaviour of consumers and organisations, and to select relevant economic concepts and apply them to real-life situations.





## Operations Management

Covering both service and manufacturing operations this module develops knowledge of the factors that help formulate operational strategies and the implications of implementing them. Process design, resourcing and capacity management approaches are evaluated with reference to real situations through case study analysis and application in the workplace.

## Managing Innovation

Unique in the UK, this module provides the opportunity for small groups to assess the commercial potential of real technological innovations. Within a structured framework, the first sessions evaluate the technologies and explore the products and markets within which they may be exploited. The second half of the module covers the commercialisation strategies to be adopted. Intensely practical in nature, and involving liaison with innovators and businesses to bring about exploitation of technologies, you will engage fully in the complex process of evaluating and commercialising new ideas.

## MBA Final Year Project

This is a major piece of work supported by an academic supervisor. The aim of the project is to allow you to research and write an independent, detailed piece of work in an area of personal or company interest, in order to improve your research, evaluation and report-writing skills, as well as your ability to apply management concepts.

*Plus your choice from a variety of electives, including: Professional Development, Creative Problem Solving, Project Management, Marketing Strategy Simulation, International Management, and the European Summer School for Advanced Management (ESSAM)\**

\*This 10-day intensive programme affords you the chance to study at a top European university. The European Summer School for Advanced Management (ESSAM) enables you to choose from seven specialisms and is organised by the Aarhus School of Business, University of Aarhus, Denmark. Taught by an internationally renowned faculty, this is an exciting opportunity to meet MBA students from around the world and actively participate in discussions, case study analysis and group work.



# International Sports Management MBA

## Executive MBA

- Designed for leaders in the global sports industry
- The UK's No.1 university for sport
- World-class sporting expertise
- Modules unique in the UK

The global sports industry requires dynamic managers with strong leadership capabilities who not only understand the particular challenges of sports management, but who also possess wide-ranging business acumen. An understanding of finance and the ability to identify new revenue sources is crucial in these times of economic uncertainty, while those with the commercial instincts and know-how to bring new products and services to market will be highly sought after in this highly competitive environment.

Informed by Loughborough University's expertise in business and management and unique sporting heritage, our International Sports Management MBA equips you with the core business and management skills in decision making, marketing, operations management, project management, leading change and accounting. Specifically tailored for working professionals seeking career advancement and development in the sports industry, the programme covers the fundamentals of management and leadership from an industry-specific perspective. The programme also addresses the unique challenges of media management in the global sports environment and human resources within the context of sports organisations.

Unique to the UK are modules on international sports governance and, enabling you to link up with the University's renowned sports innovators, on managing sports technology and innovation – giving you practical hands-on experience of the processes involved in evaluating and commercialising new products and services.

Loughborough is the ideal venue for your International Sports Management MBA. Not only will you be studying at an EQUIS-accredited Top-10 UK business school, but you'll also be part

of the UK's top sporting university. The University boasts one of the highest concentrations of top class sports training facilities found anywhere in the world with £36 million having been invested in recent years to create the UK's best sports environment. Not only has Loughborough University produced athletes and coaches of the calibre of Sebastian Coe, Steve Backley, Paula Radcliffe and Clive Woodward, but it is also home to many of the UK's top sports governing bodies and national sports organisations and a £15 million Sports Technology Institute.

Renowned for our sports success, our unbeatable sporting alumnus and links to the industry will ensure that world class experts and guest speakers bring their own insights to your learning experience – and put Loughborough's International Sports Management MBA ahead of the pack.

## Programme Structure

The International Sports Management MBA is an executive MBA delivered over two years on a block release basis. Participants will come to Loughborough for each block. There are six week-long blocks each year.

Learning and teaching is provided through lectures, seminars, workshops, consultancy-style projects, web-based guided study and guided independent work, as well as group work and case studies.

Demonstration of learning achievement is through formal examination, tests, coursework assignments and project reports.

The International Sports Management MBA is made up of core (compulsory) modules and an elective theme within the International Sports Management module. Participants develop the theme further as the subject base of their Sports Management Project module.



## Year 1

### Marketing

Providing participants with an understanding of the introductory principles and concepts relating to the management of the marketing mix, this module explores strategic marketing issues in a sports context.

### Human Resource Management in Sports Organisations

This module gives participants a richer understanding of the issues associated with the management of human resources within sports organisations, including the management of volunteers.

### Accounting for Managers

The aims of this module are to provide participants with the knowledge and skills necessary to understand financial management and its impact on decision-making in a sports industry organisational context. The module also aims to develop skills in analysing and interpreting financial information.

### Operations Management

Exploring the ways in which sports organisations manage their operations and introduce techniques that can be utilised to improve effectiveness, this module also develops skills in obtaining, analysing and applying information from a variety of sources.

### Decision Support Systems

The aims of this module are to develop an understanding of commonly used decision support techniques and an awareness of how Information Systems can support an organisation.

### Sports Management Environment

This module will equip participants with an understanding of sports management environments and models appropriate to management decision-making.

## Year 2

### Project Management

Providing a critical understanding of the role of a project manager in a variety of sports industry contexts as well as a critical understanding of core project planning and control techniques, this module explores human resource management methodologies available to project managers. It builds and develops project management skills that can be applied within sports organisations.

### Media Management

This module looks at the particular significance of the media within the global sports industry. Developing an understanding of the media, media strategy and media management at regional, national and international levels, students will also develop skills in managing the media and media interactions in a rapidly changing media environment.

### Leading Strategic Change

The aims of this module are to develop an understanding of the changing nature of the practice and processes of strategic management. The module develops skills in the area of strategic analysis, the development of strategic options and change management. It encourages an openness to new ideas and an awareness that in many situations there are a range of alternatives that should be evaluated.

### International Sports Management

Unique in the UK, this module equips participants with an understanding of the management

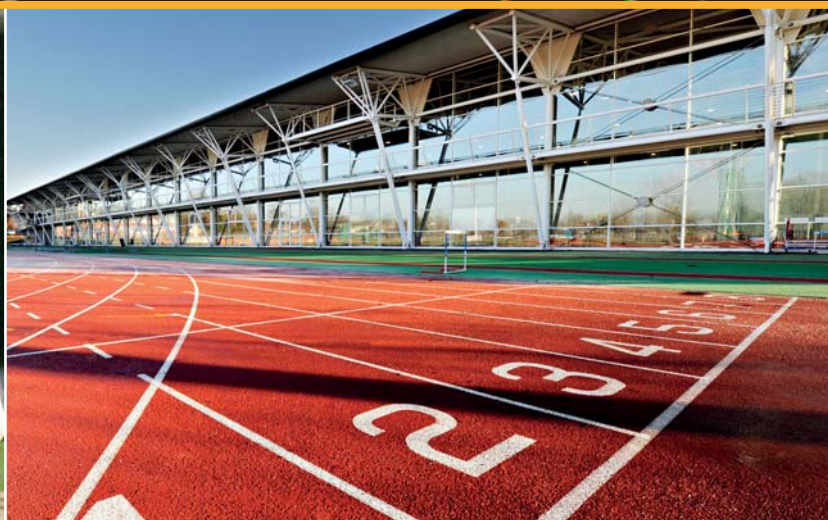
concepts, models and competencies that can be applied in the global sports environment and develops skills in managing sports and sports-related organisations internationally. It enables participants to study in depth one of the following key themes: sports events management, sports performance management, or sports policy and governance.

### Managing Sports Innovation and Technology

This unique module introduces the concepts of sports technology evaluation and commercialisation as incorporated in the HiTec Algorithm developed in the US and adapted for the UK context. It enables participants to apply the algorithm to real sports business opportunities and to engage fully in the complex process of managing innovation and bringing new products and services to market. Participants have the fantastic opportunity to team up with Loughborough's world leading sports technologists and researchers and work on live commercial projects.

### Sports Management Project

Choosing to focus on an aspect of sports management of direct professional relevance or personal interest, participants will execute a practically-based research study. The module develops a working knowledge of processes and methods used in business and management research while enabling participants to integrate ideas from the programme into a problem-solving context.



# About The University

- **Central UK location – excellent transport links**
- **Top 20 in The Times, Sunday Times and The Guardian**
- **A great place to study**

Renowned for excellence in research and teaching, as well as sporting achievement, Loughborough University is regularly placed among the top universities in the UK.

The University's School of Business and Economics has 40 years' experience in management education and strong working relationships with major companies.

## The University

The largest single-site green campus in the UK, Loughborough University provides a stimulating and supportive environment offering first-class facilities - making it a great place to study your Full-Time MBA programme. The central location will also suit part-time participants.

## Excellent Location

Covering 437 attractively landscaped acres in Leicestershire, the campus is easily accessible by rail with London reachable by train in 90 minutes and Birmingham in just 45. Our proximity to Junction 23 of the M1 means you have convenient links to the rest of the UK by car and, with easy access to Birmingham, Luton and East Midlands airports, world-wide.

## Outstanding Facilities

The campus boasts first-class teaching facilities and IT services with wireless networking available in all academic buildings and in the numerous bars, cafés and restaurants on site. While at Loughborough you can enjoy access to the very best gyms, swimming pools and other sports facilities around. You'll also find a range of shops and services catering for the needs of Loughborough's diverse campus community.

## Renowned Research

Our success in the Research Assessment Exercise (RAE) confirmed our standing as one of the country's Top-20 universities for internationally-recognised research.

## Unrivalled Links With Employers

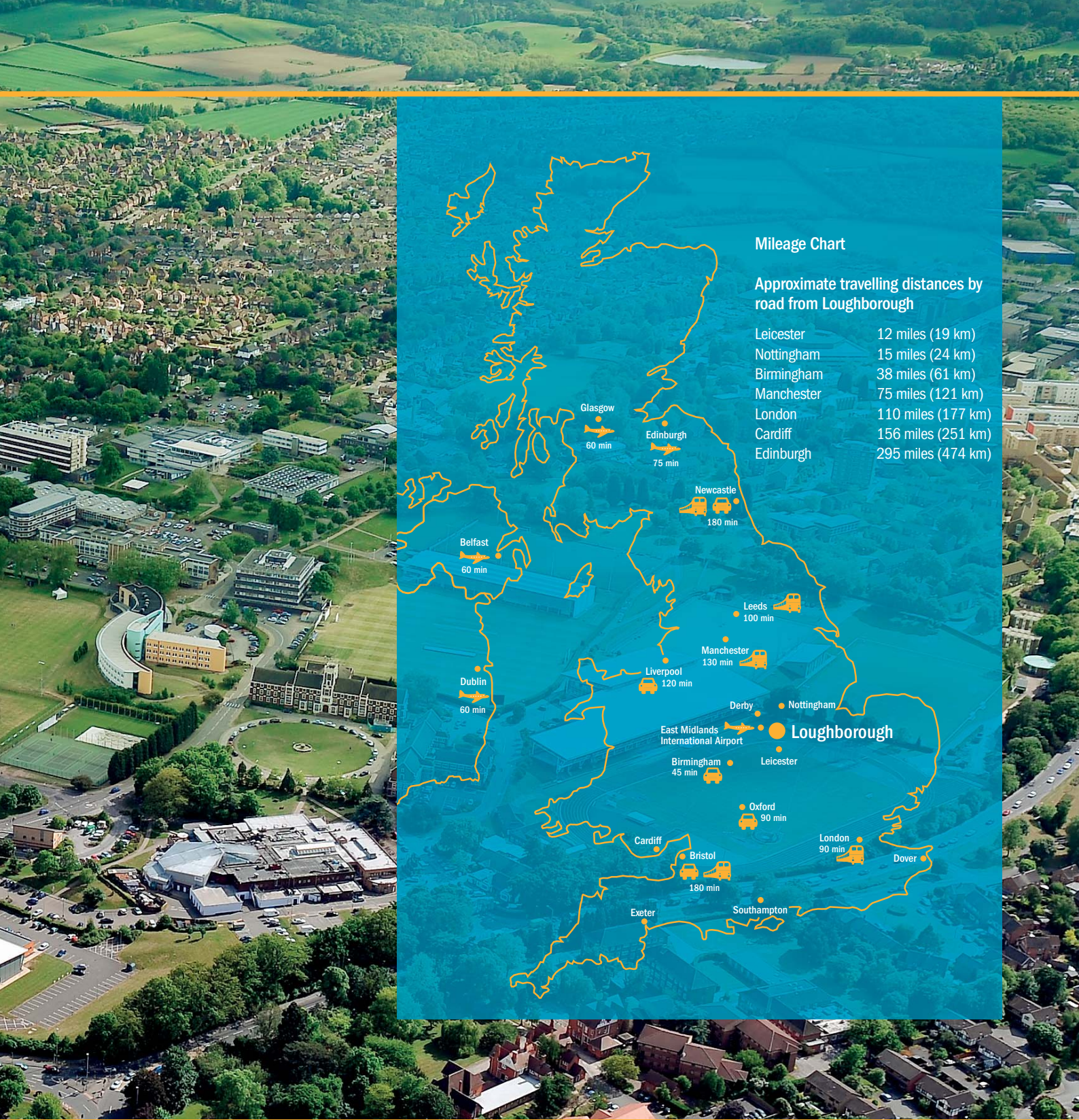
The University has an international reputation for its partnerships with companies of all sizes across sectors. These partnerships not only support teaching, research and consultancy activities, they also ensure that organisations respect and recognise a qualification from Loughborough University.

## Accommodation

For those studying the Full-Time MBA, campus accommodation is available. We have 298 en-suite rooms and five self-catering halls dedicated to postgraduate students and MBA participants, all within walking distance of the campus and close to local amenities. We can also help you find private accommodation, inspected by the University. For more information, please visit [www.lboro.ac.uk/accommodation](http://www.lboro.ac.uk/accommodation)

Participants on the Part-Time MBA and International Sports Management MBA will find convenient four star hotel accommodation at Burleigh Court ([www.welcometomago.com](http://www.welcometomago.com)), the University's on-campus hotel and spa, in addition to a wide variety of local hotels.





### Mileage Chart

Approximate travelling distances by road from Loughborough

Leicester	12 miles (19 km)
Nottingham	15 miles (24 km)
Birmingham	38 miles (61 km)
Manchester	75 miles (121 km)
London	110 miles (177 km)
Cardiff	156 miles (251 km)
Edinburgh	295 miles (474 km)



# How To Apply

## Entry Requirements

Successful applicants must hold either a Bachelor's degree from a UK or recognised overseas University, membership of an approved chartered institute or a Diploma in Management Studies. Three years' relevant work experience is also required to ensure our high standard of classroom experience. Participants must also be able to evidence substantial professional experience and achievements, leadership potential, self-motivation and commitment to learning and academic ability.

The requirement for a degree or similar qualification is occasionally waived for those who possess significantly higher levels of experience and achievements – in which case a test and interview will normally be required.

## English Language Requirements

The University's requirement of a minimum IELTS result of 6.5 overall average with at least 6.0 in each component (Listening, Reading, Writing, Speaking), or, a TOEFL result of 100 (internet-based) overall with no less than 21 in Listening, 22 in Reading, 23 in Speaking and 21 in Writing.

Applicants without the required IELTS or TOEFL result may be made a conditional offer such that they provide the University's standard IELTS or TOEFL requirement as above.

## Fees and Funding

Please contact our office for up-to-date information on tuition fees on +44 (0)1509 223398, +44 (0)1509 228825 or [mba@lboro.ac.uk](mailto:mba@lboro.ac.uk).

Please also note for those applying for the Full-Time MBA an application fee of £25 is charged for online applications or £50 for paper applications.

## Intakes

Intakes for the Full-Time MBA and the International Sports Management MBA are in October each year. Intakes for the Part-Time MBA are in April and October.

To apply for your place on our Full-Time MBA or any of our exceptional MBA programmes please call MBA Admissions to discuss.

**T:** +44(0)1509 223398 **E:** [mba@lboro.ac.uk](mailto:mba@lboro.ac.uk) Alternatively, visit our website for more information: [www.lboro.ac.uk/mba](http://www.lboro.ac.uk/mba)



## Scholarships

We are able to offer a limited number of Gold, Silver and Bronze sponsorships. Contact [mba@lboro.ac.uk](mailto:mba@lboro.ac.uk) or visit [www.lboro.ac.uk/mba](http://www.lboro.ac.uk/mba) to find out more.



### Silver:

25% of Fees for 5 years+ managerial experience or a 2:1 degree or better from a recognised university



### Gold:

40% of Fees for 5 years+ managerial experience AND a 2:1 degree or better from a recognised university



### Bronze:

10% of Fees for Loughborough University alumni or group enrolment



# Stand Out From the Crowd...

## ...with a Loughborough MBA

### HOW WOULD YOU DESCRIBE YOUR EXPERIENCE OF THE LOUGHBOROUGH MBA OVERALL?

It was a very positive experience. I learned a tremendous amount, both about management of businesses and myself. I feel I am a significantly more competent manager and a more credible leader in my organisation.

### HOW HAS THE MBA HELPED YOUR CAREER AND ORGANISATION?

The Loughborough MBA enabled me to contribute to my organisation at a much more senior level, and was instrumental in making a recent career move to a different industry.

### HOW HAS THE COURSE ENCOURAGED YOU TO THINK AND BEHAVE DIFFERENTLY AT WORK?

My eyes have been opened to business strategy, and my thinking is generally more long-term than it may have been in the past.

### WHY DID YOU CHOOSE THE LOUGHBOROUGH MBA?

I wanted an MBA with a solid, respected reputation.

### WHAT MADE YOU DECIDE TO TAKE AN MBA?

I wanted to progress from middle management to senior management. I realised that I was not comfortable taking the route I have seen others follow where appropriate behaviours are simply learned over a period of years to “appear” to be a credible senior manager on the surface, but without an understanding of the theory and the practice underneath. It was this robust and rigorous foundation that I was seeking.

### WHAT WAS THE SUPPORT LIKE IN ‘RETURNING TO LEARNING’?

The support you receive from the Loughborough team is excellent. The induction process gives you a good start, and the MBA team are there to support you along the way. There are also more formal mechanisms in case of difficulties, but these are rarely needed. You also receive excellent support from your fellow students. My employers recognised the value that an MBA would bring to the business and were also supportive.

### WHAT WOULD YOU SAY TO SOMEONE CONSIDERING THE LOUGHBOROUGH MBA?

I would say that the years I spent enrolled in the Loughborough MBA programme were probably the most important and valuable years of my career to date. The course is well respected and has given me the edge I needed in a crowded pool of talent. I feel I have the skills and knowledge now to escalate my career progression, and with the Loughborough MBA under my belt, there should be no stopping me! For anyone looking for a similar career boost the course is highly recommended.

**Interview with Glen Hotchin,  
Loughborough MBA graduate**



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for six years running  
*The Times Higher Education*

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