

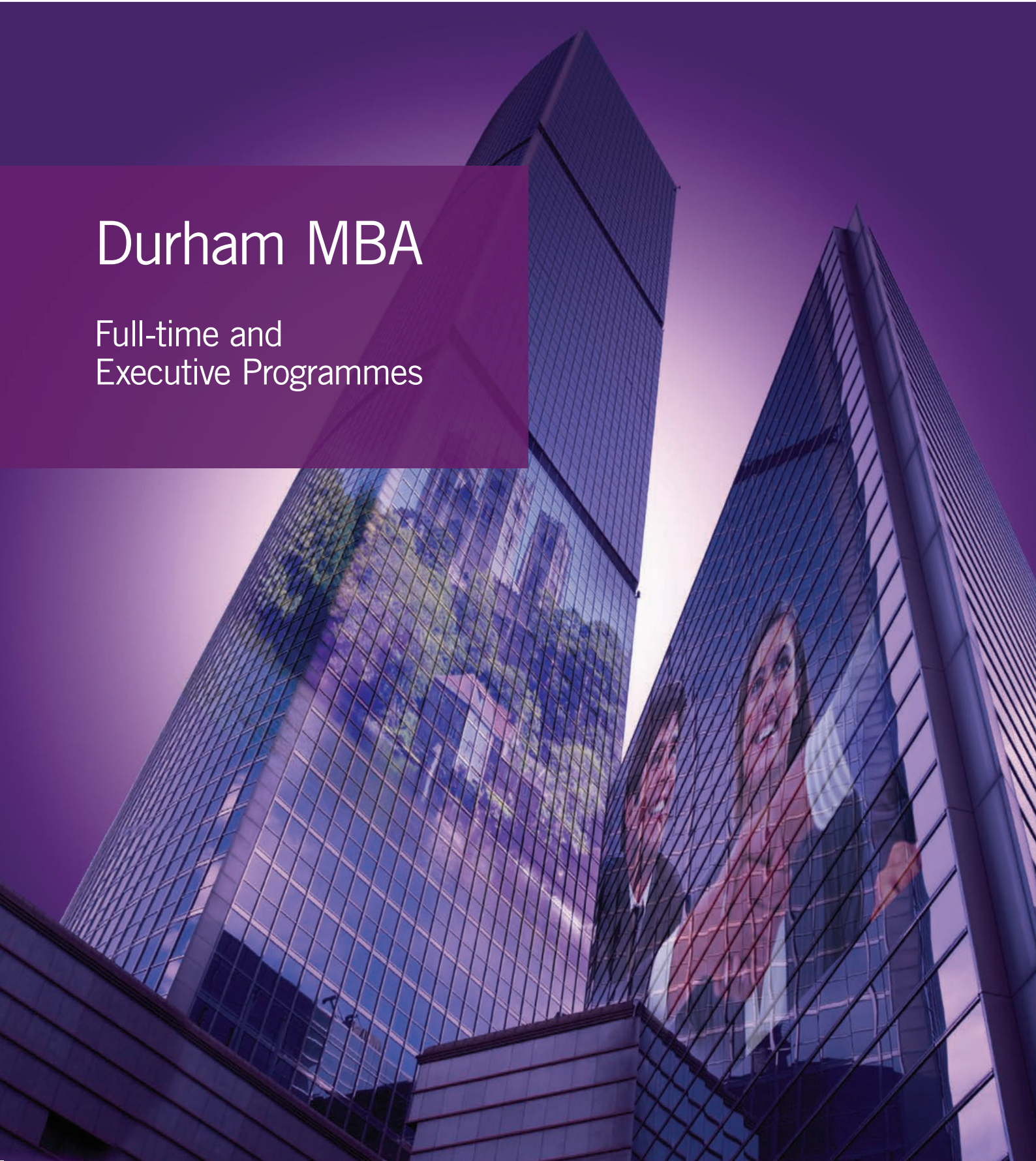


Durham
Business School

Makers of Business Leaders

Durham MBA

Full-time and
Executive Programmes



“Wherever you go in business you’ll take a truly unique experience with you.”

Founded in 1965, Durham Business School is one of the longest established business schools in the UK. We are highly regarded with an international reputation for our innovative approach to business education and enterprise development, and the excellence of our MBA programmes - achievements that are reflected in consistently high rankings.

As England’s third oldest university, we ensure that our education is always relevant and responsive to the changing world of business. At the same time, we recognise that high quality research must underpin any world-class school, and so encourage faculty to contribute to their fields.

Durham Business School is also one of an elite worldwide group accredited by all three major bodies - AACSB, AMBA and EQUIS. This is testament to the quality of our courses and is an achievement that assures our School and programmes have been rigorously tested and proven to be of the high standards demanded by today’s professionals.



The MBA

Choosing to study the world's most highly regarded management qualification is one of the most important decisions you can make. Now the minimum qualification for senior managers and business leaders, the quality and reputation of your MBA has the power to set you apart from the competition. With a long and successful heritage, the Durham MBA offers the prestige, academic standards, triple accreditation and holistic programme you need.

Designed for the business world, our MBA brings together a range of skills needed to ensure relevance for today's environment. Whilst our impressive contacts ensure the MBA continues to be relevant by reacting to the business climate and learning from challenges and successes.

Durham offers a truly international experience, attracting a diverse mix of students from different professional backgrounds, countries and cultures.

It all combines to develop well-rounded business leaders, able to influence and work across organisational and cultural boundaries, now and in the future.

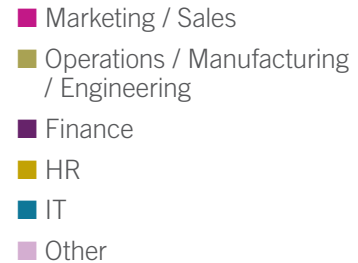
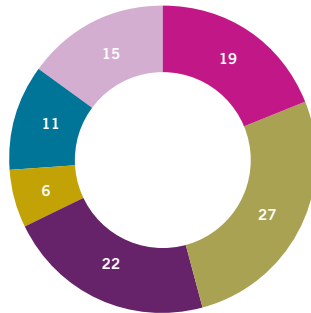
Executive MBA Class Profile for 2011-13

Class Size **36**

Average age **39**

Average work experience **17yrs**

Nationalities **7**



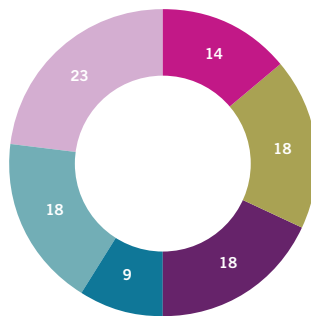
Full-Time MBA Class Profile for 2011-12

Class Size **47**

Average age **32**

Average work experience **10yrs**

Nationalities **25**



“The vast range of electives on offer on the Durham MBA gave me a valuable global understanding of the business environment and how it functions. It gave me a new range of skills that has aided me in effectively steering the direction of my career.”

Geoffrey Wery
Full-time MBA 2010-2011



MBA Structure

“Bringing together analytical skills with the all important soft skills to make your MBA relevant to today’s environment.”

The Durham MBA is structured in three consecutive stages.

Core Modules

Our core modules provide a foundation of managerial knowledge:

- **Strategic Management**
- **Managing People**
- **Managing in the Competitive Environment**
- **Managing in the Global Environment**
- **Managing Finance**
- **Modelling and Analysis for Management**
- **Methods of Inquiry**

Electives

Five electives chosen from a wide selection allow in-depth study, reflection and an opportunity to enhance skills and deepen knowledge in the areas most relevant to your future career. Smaller classes, interactive participation and varied modes of teaching and learning make this a challenging and exciting part of the MBA. Coursework is a mix of lectures, case study analysis, group presentations and assessed individual writing assignments.

As electives offered vary depending on current faculty, research and relevance to business, some examples are listed here, with more available at

www.durham.ac.uk/dbs/degrees/mba

- Change Management
- Corporate Finance
- Globalising Strategic Management
- Global Marketing
- Management Consultancy
- International Enterprise Project – Sri Lanka

Business Project or Dissertation

The programme culminates in a 15,000 word dissertation on a business topic – a choice between an academic dissertation and a project based dissertation. This is an exciting and popular part of the programme, providing an opportunity to put your new skills into practice in the real world.

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul					
Full-time MBA	Core Period																											
					Elective Period																							
Executive MBA					Core Period																							



INTERNATIONAL ENTERPRISE PROJECT – SRI LANKA

This optional module is specifically designed to develop your understanding of traditional management development models and the challenges of sustainable development and globalisation.

It also offers insight into alternative management and development models, and their application in an international setting, particularly within social enterprise.

Students are able to visit Sri Lanka as part of their International Study Experience working with our ‘Project Sri Lanka’ – an all-inclusive project that brings students together with regional partners to support the reconstruction and regeneration of tsunami-devastated communities.

Due to the School's excellent relationship with local, national and international organisations, we are able to offer projects from various sectors to Full-Time MBA students, allowing you to work on a real business issue. This can often act as a stepping stone to a new career.

Executive MBA students normally investigate an issue from within their own organisation, bringing immediate benefits to sponsors, although support is available to source external opportunities if you prefer.

Development Opportunities

As well as a supportive academic team on hand to discuss your options, there are many opportunities to enhance your skills in other ways. Our skills development programme, ‘Leading Edge’, is an integral part of your Durham MBA and is designed to complement your core and elective modules (see page 6).

Our MBA students are also offered the chance to learn another language, in addition to various international opportunities.

Leading Edge Skills Development

The Leading Edge Programme develops the essential business skills needed to succeed by integrating and complementing the core academic programme. Partnering with experts and training partners, we've identified what global MBA recruiters demand, consulted previous MBA cohorts and liaised with course directors to inform this invaluable programme. It includes the following key elements:

Personal and Team Development Residential

The weekend residential is designed to enhance your interpersonal skills and develop self-awareness through Insights psychometric profiling. Taking place during induction, it's an ideal transition to the MBA and a valuable opportunity to build relationships with students and staff.

Skills Development Programme

Workshops and events run all year and include opportunities for reflective and experiential learning. Development sessions include networking, projecting your leadership and influential communication.

Leadership Skills Conference and Corporate Social Responsibility (CSR) Project

The Leadership Skills Conference is a one-day event of participative, engaging sessions such as managing conflict and negotiation skills. The Leadership CSR Project is a three-day group activity that focuses on a consultancy project for a local charity. Both are highly interactive and allow you to demonstrate and receive feedback on key leadership skills.

Boardroom Activity

This unique activity integrates learning from core modules into a live boardroom situation. Replicating the tensions of real leadership challenges, the activity culminates in a role play of a boardroom meeting. Experienced company executives chair the session and provide guidance, feedback and networking opportunities.

Building Performance

Building Performance is a series of facilitated action learning sets for full-time MBA students, in terms 1, 2 and 3. As part of a small group, you can attend interactive sessions to enhance reflective learning and support your development and ongoing focus on Personal Development Plans and goals.

Durham Speaker Series

Our extensive schedule of guest speaker events combines thought leadership and the chance to network with leading thinkers, senior business leaders and alumni. A rare insight into real world experiences and current practices, it ensures up-to-date learning in a rapidly changing environment. In recent years we have played host to a wide variety of high profile speakers from academia and both the public and private sectors, ranging from Nobel Prize winners to high-ranking civil servants.





Guest speakers have included:



Robin Gilchrist
VP, Alcatel Lucent



Steve Morrison
Head of Credit, Lloyds Banking Group



Chris Lendrum
Chairman, Barclays Pension Funds Trustees Ltd



Rob Gray
Lead Product Marketing Manager, Google Enterprise



Martin Wolf
CBE - Chief Economics Commentator, Financial Times



Michael Izza
Chief Executive, ICAEW



Simon Brooks
VP, European Investment Bank



Phil Jones
President, Northern Powergrid

“The Leading Edge programme began with a fun-filled residential weekend and ended with the Finale Day. The co-ordinators of the programme worked assiduously to ensure that we not only had fun but that we were exposed to a rich breadth of opportunities and events - from an Institute of Directors meeting in London to interview skills and effective communication workshops. My time at Durham Business School was one filled with hard work, challenging experiences and lots of fun. I met and became friends with an amazing group of people from different countries and the time spent here was worth it. I am definitely proud to say that I am the holder of a Durham MBA.”

Hanna Chrysostom
Full-time MBA 2010-2011



International Opportunities

“Additional opportunities that add value to the experience and your MBA.”



International Opportunities

Your course fees include an international study experience of around a week.

Destinations vary depending on global business and economic interest, and in the past have included South Africa, Germany, Chile, Sri Lanka, Brazil and China. With company visits, lectures and cultural events, it's the chance to immerse yourself in an overseas business environment. Also from time to time, through our international partners, we can facilitate time abroad during the dissertation period.

Language Opportunities

As part of our focus on developing global managers, you will also benefit from beginner's language classes in, for example, French, German, Spanish and Mandarin - International students also have the option of in-session English language courses.

Trips and Visits

Our City of London trip is a great networking opportunity and the chance to experience the financial district first hand. Key organisations that students have visited include The Bank of China, State Bank of India, Barclays Capital, BT, Cafe Direct, Divine Chocolate, Lloyds Banking Group, PRTM Consulting and Standard Chartered. MBA students also regularly attend the annual Institute of Directors conference in London to hear inspirational speakers address topical issues and network across business sectors and with MBA peers from other institutions.

"I was also impressed by the emphasis the School put upon the non-academic aspects of management and the diversity of activities students could get involved with. The comprehensive induction, the boardroom activity, the International Sri Lanka project, the city tour, the CBI conference, the charity consulting project, visiting guest speakers, interviewing/CV workshops and the mentoring programme demonstrated to me that I would not have my head in books the whole time."

Chris Atkins
Full-time MBA 2010-2011



Careers Support

At Durham, careers support is an integral element of your MBA programme. Whatever your strengths, we work with you to help identify your career aspirations and develop the skills to achieve them. Our careers consultancy team have extensive experience in HR, recruitment and career coaching and provide a dedicated and tailored service to MBA students and graduates. From one-to-one appointments and workshops to career resources and events during the year, they provide professional advice in key areas such as career planning and strategy, CVs and applications, routes into the job market, self-employment and job search, as well as:

Career Skills Workshops

Our programme of career workshops enhance essential personal career skills and can include Career and Skills Strategy, CV and Cover Letter, Job Search Strategy, Portfolio Working, Interview Skills and Case Interview.

Sector Specific Presentations

Delivered by specialists in their field, presentation topics can include MBAs and Management Consultancy, and career development in industries such as Financial Services, Banking, Telecommunications, Upstream Global Oil and Biopharmaceuticals.

Simulated Sessions

Simulated interviews and assessment centres are designed to help you develop the skills you need to confidently and successfully progress through the selection process.

Online Resources

Our wealth of online resources includes Top MBA, Vault, Going Global, Workmaze and Career Leader. As well as a selection of career guides and books, including the Executive Grapevine Directory, and full access to the University's careers library and events programme.



Global MBA
Ranking 2011

Ranked 55th in the world, top 20 in Europe and one of the UK's Top Business Schools.

“Whatever your strengths, we will work with you to develop skills to maximise them.”



Employer Partnerships

We continually develop relationships with employers in key business areas, with many contributing to our workshops, presentations and events.

Networking Events

Networking events run throughout the year, however, students are encouraged to identify and attend additional events within the University and local area that are relevant to them. Events that we organise or fund include the Durham Speaker Series, Durham Convention, Business Project Networking event, City of London Tour and Institute of Directors Convention.

“Doing the Durham MBA was the best career decision I have made; it was also one of the most challenging and enjoyable experiences of my life.

I gained confidence from acquiring a broader skill set through studying the theory and practice of business in previously uncharted areas. It has simply enabled me to bring more to the table at work, especially through the dissertation. This was recognised in my company with a promotion to a new and exciting role.”

Linda Hicks
Executive MBA 2008-2010

Studying an MBA is a challenging and rewarding experience, and demonstrates a significant personal commitment.

As a leading MBA provider, we respect that decision and are committed to helping you concentrate on your studies and achieve your personal and career goals.

Here you'll find a brief overview of the wide-ranging support we provide, but for more detailed information, please visit www.durham.ac.uk/dbs/degrees/mba

Staff Team

Each member of our academic and support teams is dedicated to ensuring that you receive the support you need to go far.

Always on hand to provide advice, support or a listening ear, we adopt a personal approach that our students have benefitted from time and time again.

Facilities

We offer all the facilities you'd expect from a leading business school. From the latest IT and library services to a virtual learning environment, you can access all the dedicated services you need to make the most of your learning experience.


Accommodation

All full-time students are members of one of our colleges. Once you have received an offer, our Colleges Postgraduate Office will provide you with further information about college membership and accommodation options. Then once you have accepted your offer, you can express a preference for membership of a particular college, but this is not compulsory. If you do express a preference and your first choice is unable to offer membership, your application will be passed to an alternative college. If you prefer not to select a college, we will select one on your behalf. At this stage you can also apply for college accommodation.

Many MBA students choose Ustinov College – the largest collegiate community of postgraduate students in the UK. It provides self-catering accommodation in single study bedrooms and has a number of two and three bedroomed flats for families.

Agora Alumni Network

When you enrol you become a member of our alumni association, Agora. A network of around 11,000 Durham MBA, MA, MSc, PhD and DBA graduates, and reaching over 100 countries worldwide, Agora's global network facilitates friendship and business connections in both social and professional circles. Serving alumni and current students alike, Agora is an inclusive, diverse community and sits very much at the heart of the 'Durham Experience'.



“Achieving your goals through high levels of help and support.”

Supporting your Studies

All our graduates and students are invited to join the Agora online community and enjoy a range of alumni benefits, including searching for friends, establishing a network of professional contacts and access to resources that support your professional development. For more information on all Agora has to offer, please visit www.agora.org.uk

Organisational Sponsorship

Organisational sponsorship is not only a commitment to your employer – the return on investment for them can be much higher than you might first expect.

The strength of the Durham Executive MBA programme is its relevance to you and your employer; we believe in sound, practice-oriented education and our MBA programmes are designed to allow you to put your new knowledge to use immediately. We encourage you to base your assignments and projects on real

work issues, thus offering instant benefits to both you and your organisation.

Please visit www.durham.ac.uk/degrees/mba/pt if you would like more information on the benefits of sponsorship when approaching your employer.

Fees and Finance

For details of current tuition fees and additional sources of finance, please visit www.durham.ac.uk/dbs/degrees/mba

We also offer a number of scholarships worth between 10%-100% of tuition fees, open to self-funded top class candidates with high potential. To learn more, visit www.durham.ac.uk/dbs/degrees/scholarships

“It was a wonderful surprise to win the Durham Business School Alcatel Lucent MBA Scholarship 2011 and an honour which I certainly did not expect. I am very grateful to Alcatel Lucent and the Business School for establishing the scholarship and acknowledging my application in particular. I wanted to come to Durham Business School because of its global reputation; the Scholarship helped me fulfil my dream.”

Sebastian Wolfgarten

**Alcatel Lucent
Scholarship Winner**





Entry Requirements and Application

The Durham MBA programme has the following entry criteria:

- A minimum of three (preferably five) years' relevant management experience since graduation. You may also be asked to offer a satisfactory score in the Graduate Management Admission Test (GMAT), or equivalent.
- A good degree or equivalent professional qualification*.
- Additionally, candidates whose first language is not English will normally be required to demonstrate evidence of proficiency in English language as follows: a recent English language test score of 7.0 or above in IELTS with no element below 6.0, or 100 or above in TOEFL IBT with no element below 25.

**Lack of formal qualifications is not necessarily a barrier to admission, as managerial experience is also a key consideration for entry. The Programme Director will review all applications for evidence of meeting the entry criteria.*

How to apply

To apply using our online application form, read the accompanying guidance notes, or find information regarding entry requirements, supporting documentation, fees or scholarships, visit www.durham.ac.uk/dbs/mba

Preview Events

We also encourage you to attend one of our Durham MBA Preview Events that are held throughout the year. These are a great opportunity to see the School, meet our staff, current students and alumni, and find out more about the course and studying in Durham. Alternatively, if you are unable to get to the School, you may wish to visit us at one of the recruitment fairs we attend throughout the year. For more information on locations and the dates of our events, please visit www.durham.ac.uk/dbs/mba

Interviews

If successful in the initial review stage, we will invite you to attend a face-to-face interview at Durham Business School. This gives you the opportunity to discuss your choice, and see the School and city. For overseas applicants who are unable to attend a face-to-face interview, we can arrange an interview over Skype or the telephone, and inform you by email of the exact time and date.

Contact us

If you have any queries regarding the Durham MBA, please contact our Postgraduate Admissions Office and we'll be happy to help you.

Postgraduate Admissions Office
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Fax: +44 (0) 191 334 5136
Email: pg.bus@durham.ac.uk



“Full-time and part-time delivery options to fit flexibly with your employment, your lifestyle and your commitments.”



For those with mobile devices, please scan the QR code to take you directly to the MBA page of our website.

“I have been MD/Owner of Geocore for the last 13 years. Having grown the business to 24 employees I realised, as owner-manager, I was struggling, so I looked at an MBA to help. I chose Durham because of its reputation. The MBA has benefited Geocore in every possible dimension. The core modules in particular have given me the ability to change. Within 12 months I have completely turned round the business by applying what I’ve learned on the Executive MBA and it’s now a better place to be.”

Adam Woodhead
Executive MBA 2010-2012

You are considering one of the most significant decisions of your career – whether to take an MBA. Studying at MBA level is a challenging and stimulating experience and demonstrates a substantial commitment. An MBA is undoubtedly a career asset, but with the proliferation of programmes available, the quality and reputation of your MBA must distinguish you from others.

The Durham MBA is one of the world's top MBA programmes. Here, you'll join a cutting-edge programme of study, delivered by an internationally renowned faculty at one of the world's leading research-led universities.

Our rigorous, innovative and practical curriculum will help you develop the knowledge and skills you need to become a global business leader, whilst our international cohort of students and faculty will give you the opportunity to enhance your global network.

We are committed to helping you achieve your personal and career goals and look forward to sharing the experience with you.

Professor Rob Dixon
Dean, Durham Business School



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www.durham.ac.uk/dbs

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