

**MA MANAGEMENT (DISTANCE LEARNING: N1DM07)**  
**MA MARKETING (DISTANCE LEARNING: N1D707)**  
**MA HUMAN RESOURCE MANAGEMENT (DISTANCE LEARNING: N1D907)**  
(suspended for 2008/09)  
**MA ENTREPRENEURSHIP (DISTANCE LEARNING: N1D507)**  
(suspended for 2008/09)  
*(For students entering before January 2009)*

1. Programme offered at: Durham
2. Mode of study: distance learning (18-48 months). Students may enrol onto the programme at any time.
3. Applicants whose first language is not English will be required to provide evidence of their proficiency in the English language, normally by having recently achieved a score of at least 6.5 in IELTS (written score of 6.0 or above) or 580 in TOEFL (TWE of 5 or above) or an equivalent qualification.
4. The MA Management (Distance Learning), MA Marketing (Distance Learning), MA Human Resource Management (Distance Learning) and MA Entrepreneurship (Distance Learning) have been granted exemption from the University Regulations for Postgraduate Matriculation to allow students to apply for APL up to and including 1<sup>st</sup> February for the May enrolment deadline and 1<sup>st</sup> August for the November enrolment deadline.
5. Programme of study:
  - a) All candidates must study and be assessed in modules to the value of 120 credits from Section A.
  - b) For the award of MA Management, candidates must also study and be assessed in modules to the value of 60 credits from Sections B or C (no more than 30 credits to be taken from Section C).
  - c) For the award of MA Marketing, candidates must also study and be assessed in:
    - (i) Modules to the value of 45 credits from Section C.
    - (ii) Modules to the value of 15 credits from Section B.
  - d) For the award of MA Human Resource Management, candidates must also study and be assessed in:
    - (i) Modules to the value of 15 credits from Section E.
    - (ii) Modules to the value of 30 credits from Section F.
    - (iii) Modules to the value of 15 credits from Sections B, C, D, F or H.
  - e) For the award of MA Entrepreneurship, candidates must also study and be assessed in:
    - (i) Modules to the value of 15 credits from Section G.
    - (ii) Modules to the value of 30 credits from Section H.
    - (iii) Modules to the value of 15 credits from Sections B, C, D, F or H.

Module	Code	Credits	Core (C) or Optional (O)	Level
<b><u>SECTION A</u></b>				
Management Theory and Thought (DL)	<a href="#">BUSI40L15</a>	15	C	4
Business Analysis (DL)	<a href="#">BUSI53615</a>	15	C	4
Strategy (DL)	<a href="#">BUSI59430</a>	30	C	4
Research Methods (DL)	<a href="#">BUSI5A615</a>	15	C	4
Dissertation (DL)	<a href="#">BUSI40N45</a>	45	C	4
<b><u>SECTION B</u></b>				
Management and Career Development (DL)	<a href="#">BUSI53815</a>	15	O	4
Operations and Supply Chain Management (DL)	<a href="#">BUSI40M15</a>	15	O	4
International Strategic Management (DL)	<a href="#">BUSI54115</a>	15	O	4
Information Systems (DL)	<a href="#">BUSI54215</a>	15	O	4
Marketing Management (DL)	<a href="#">BUSI54315</a>	15	O	4
Financial Management (DL)	<a href="#">BUSI54415</a>	15	O	4
OR Financial Management (DL) (Exam Only)	<a href="#">BUSI4ZL15</a>	15	O	4
Human Resource Management (DL)	<a href="#">BUSI54515</a>	15	O	4
Small Business Management (DL)	<a href="#">BUSI54615</a>	15	O	4
<b><u>SECTION C</u></b>				
Practising Social Marketing (DL)	<a href="#">BUSI4V915</a>	15	C	4
Buyer Behaviour and Marketing Communications (DL)	<a href="#">BUSI4D515</a>	15	C	4
Strategic Marketing Management (DL)	<a href="#">BUSI4D615</a>	15	C	4
<b><u>SECTION D</u></b>				
Corporate Governance (DL)	<a href="#">ECON42215</a>	15	O	4
Financial Management (DL)	<a href="#">BUSI53115</a>	15	O	4
Management Information Strategy (DL)	<a href="#">BUSI5C215</a>	15	O	4

#### SECTION E

Human Resource Management (DL)	<a href="#">BUSI53215</a>	15	C	4
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#### SECTION F

Employee Relations and Reward (DL)	<a href="#">BUSI5C315</a>	15	O	4
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Organisational Behaviour (DL)	<a href="#">BUSI5C515</a>	15	O	4
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Change, Work and Society (DL)	<a href="#">BUSI5F015</a>	15	O	4
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#### SECTION G

The Entrepreneurial Process (DL)	<a href="#">BUSI5DL15</a>	15	C	4
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#### SECTION H

New Venture Creation (DL)	<a href="#">BUSI5C715</a>	15	O	4
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The Entrepreneurial Environment and Context (DL)	<a href="#">BUSI5C815</a>	15	O	4
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Entrepreneurship (DL)	<a href="#">BUSI5C915</a>	15	O	4
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6. Modes of assessment will include written examinations, coursework and written work.
7. All candidates must submit a dissertation of not more than 12,000 words, after the completion of the Core and Optional modules and by a specified date according to the candidate's rate of progress through the programme.
8. Progression will depend upon satisfactory performance in assessment of modules as follows:
  - a) within the time-limits set out in paragraph 2 above, the minimum rate of progress without requiring formal approval of the Graduate School Committee shall be: modules to a total value of 45 credits attempted by the end of one full year of registration; modules to a total value of 90 credits by the end of two full years of registration; modules to a total value of 135 credits by the end of three full years of registration. Within these limits, a candidate may split or defer assessment, subject to approval by the Programme Director.
  - b) approved candidates may initially register for a Distance Learning programme at any time in the year. Thereafter students will be required to register at the start of each academic year. Enrolment (the payment of fees and the undertaking to start study directed towards an examination occasion) must be completed not less than six months before the relevant date of examination (normally June or December);
  - c) candidates are required, as a condition of enrolment and maintaining registration with the University, to pay all tuition fees as may be required;
  - d) enrolment is by module, normally to a minimum value of 45 credits at any one time.
  - e) candidates must attempt core modules to the value of at least 45 credits before being eligible to enter for assessment in elective modules. Candidates must pass core modules to the value of at least 45 credits in order to continue with assessment in elective modules.
9. Candidates must have completed and submitted all formative assignments required in the programme of study for a module before the summative assessment takes place.
10. Examinations shall be held in Durham and other such centres approved by the University normally twice a year. Candidates must complete an entry form (whether sitting examination(s) and/or submitting written assignments) for each occasion of assessment or re-assessment. The assessment entry form must be received by the University shortly after enrolment for the module(s) and not less than five months before the relevant occasion of assessment.
11. Withdrawal from an occasion of assessment (for which an entry form has been submitted) without notice or justification acceptable to the Board of Examiners within an agreed timescale (normally two months in the case of a written examination and two weeks in the case of a written assignment) shall result in a fail being recorded.
12. Candidates must normally attempt all required components of assessment for a module on one occasion (except in the case of resits). A candidate may defer submission of an assignment to the next occasion or split examinations between occasions provided notice to that effect is received, normally two months before the occasion of a written examination or two weeks before the submission date of an assignment, and provided that the permitted duration of the programme is not exceeded.
13. The Board of Examiners *may* permit a candidate who has failed one taught module to register, or continue to be registered for, assessment in subsequent modules of the programme. Candidates will be required to be re-examined in the module(s), normally on the next ordinary occasion of the examination.
14. Candidates who fail two or more modules must be re-examined in those modules, normally at the next occasion, before assessment in further modules is permitted.
15. Candidates must attempt Research Methods before enrolling for the Dissertation, and must pass core modules to the value of at least 75 credits, including Research Methods, before being eligible for assessment in the Dissertation.

**MA MANAGEMENT (DISTANCE LEARNING: N1DN07)**  
**MA MARKETING (DISTANCE LEARNING: N1DP07)**  
**MA HUMAN RESOURCE MANAGEMENT (DISTANCE LEARNING: N1DR07)**  
(suspended for 2008/09)  
**MA ENTREPRENEURSHIP (DISTANCE LEARNING: N1DS07)**  
(suspended for 2008/09)  
*(For students entering from January 2009)*

1. Programme offered at: Durham
2. Mode of study: distance learning (18-48 months). Students may enrol onto the programme at any time.
3. Applicants whose first language is not English will be required to provide evidence of their proficiency in the English language, normally by having recently achieved a score of at least 6.5 in IELTS (written score of 6.0 or above) or 580 in TOEFL (TWE of 5 or above) or an equivalent qualification.
4. The MA Management (Distance Learning), MA Marketing (Distance Learning), MA Human Resource Management (Distance Learning) and MA Entrepreneurship (Distance Learning) have been granted exemption from the University Regulations for Postgraduate Matriculation to allow students to apply for APL up to and including 1<sup>st</sup> February for the May enrolment deadline and 1<sup>st</sup> August for the November enrolment deadline.
5. Programme of study:
  - a) All candidates must study and be assessed in modules to the value of 105 credits from Section A.
  - b) For the award of MA Management, candidates must also study and be assessed in:
    - (i) Modules to the value of 15 credits from Section B.
    - (ii) Modules to the value of 15 credits from Section C.
    - (iii) Further modules to the value of 45 credits from Sections D or E (a maximum of 15 credits may be taken from Section D).
  - c) For the award of MA Marketing, candidates must also study and be assessed in:
    - (i) Modules to the value of 15 credits from Section C.
    - (ii) Modules to the value of 30 credits from Section D.
    - (iii) Further modules to the value of 30 credits from Section E.
  - d) For the award of MA Human Resource Management, candidates must also study and be assessed in:
    - (i) Modules to the value of 15 credits from Section F.
    - (ii) Modules to the value of 30 credits from Section G.
    - (iii) Modules to the value of 30 credits from Sections D, E or I.
  - e) For the award of MA Entrepreneurship, candidates must also study and be assessed in:
    - (i) Modules to the value of 15 credits from Section H.
    - (ii) Modules to the value of 30 credits from Section I.
    - (iii) Modules to the value of 30 credits from Sections D, E or G.

Module	Code	Credits	Core (C)or Optional (O)	Level
<b><u>SECTION A</u></b>				
Business Economics and Accounting (DL)	<a href="#">BUSI41R15</a>	15	C	4
Strategy (15 credits) (DL)	<a href="#">BUSI41Q15</a>	15	C	4
Organisation Behaviour	<a href="#">BUSI5C515</a>	15	C	4
Research Methods (DL)	<a href="#">BUSI5A615</a>	15	C	4
Dissertation (DL)	<a href="#">BUSI40N45</a>	45	C	4
<b><u>SECTION B</u></b>				
Operations and Supply Chain Management (DL)	<a href="#">BUSI40M15</a>	15	C	4
<b><u>SECTION C</u></b>				
Strategic Marketing Management (DL)	<a href="#">BUSI4D615</a>	15	C	4
<b><u>SECTION D</u></b>				
Practising Social Marketing (DL)	<a href="#">BUSI4Z015</a>	15	C	4
Buyer Behaviour and Marketing Communications (DL)	<a href="#">BUSI4D515</a>	15	C	4
<b><u>SECTION E</u></b>				
International Strategic Management (DL)	<a href="#">BUSI54115</a>	15	O	4
Information Systems (DL)	<a href="#">BUSI54215</a>	15	O	4
Financial Management (DL)	<a href="#">BUSI4ZL15</a>	15	O	4
Human Resource Management (DL)	<a href="#">BUSI54515</a>	15	O	4
Operations and Supply Chain Management (DL)	<a href="#">BUSI40M15</a>	15	O	4
Small Business Management (DL)	<a href="#">BUSI54615</a>	15	O	4
Strategic Marketing Management (DL)	<a href="#">BUSI4D615</a>	15	O	4

#### SECTION F

Human Resource Management: Special Topics (DL)	<a href="#">BUSI41P15</a>	15	C	4
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#### SECTION G

Employee Relations and Reward (DL)	<a href="#">BUSI5C315</a>	15	O	4
Change, Work and Society (DL)	<a href="#">BUSI5F015</a>	15	O	4

#### SECTION H

The Entrepreneurial Process (DL)	<a href="#">BUSI5DL15</a>	15	C	4
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#### SECTION I

New Venture Creation (DL)	<a href="#">BUSI5C715</a>	15	O	4
The Entrepreneurial Environment and Context (DL)	<a href="#">BUSI5C815</a>	15	O	4
Entrepreneurship (DL)	<a href="#">BUSI5C915</a>	15	O	4

6. Modes of assessment will include written examinations, coursework and written work.
7. All candidates must submit a dissertation of not more than 12,000 words, after the completion of the Core and Optional modules and by a specified date according to the candidate's rate of progress through the programme.
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  - a) within the time-limits set out in paragraph 2 above, the minimum rate of progress without requiring formal approval of the Graduate School Committee shall be: modules to a total value of 45 credits attempted by the end of one full year of registration; modules to a total value of 90 credits by the end of two full years of registration; modules to a total value of 135 credits by the end of three full years of registration. Within these limits, a candidate may split or defer assessment, subject to approval by the Programme Director.
  - b) approved candidates may initially register for a Distance Learning programme at any time in the year. Thereafter students will be required to register at the start of each academic year. Enrolment (the payment of fees and the undertaking to start study directed towards an examination occasion) must be completed not less than six months before the relevant date of examination (normally June or December);
  - c) candidates are required, as a condition of enrolment and maintaining registration with the University, to pay all tuition fees as may be required;
  - d) enrolment is by module, normally to a minimum value of 45 credits at any one time.
  - e) candidates must attempt core modules to the value of at least 45 credits before being eligible to enter for assessment in elective modules. Candidates must pass core modules to the value of at least 45 credits in order to continue with assessment in elective modules.
9. Candidates must have completed and submitted all formative assignments required in the programme of study for a module before the summative assessment takes place.
10. Examinations shall be held in Durham and other such centres approved by the University normally twice a year. Candidates must complete an entry form (whether sitting examination(s) and/or submitting written assignments) for each occasion of assessment or re-assessment. The assessment entry form must be received by the University shortly after enrolment for the module(s) and not less than five months before the relevant occasion of assessment.
11. Withdrawal from an occasion of assessment (for which an entry form has been submitted) without notice or justification acceptable to the Board of Examiners within an agreed timescale (normally two months in the case of a written examination and two weeks in the case of a written assignment) shall result in a fail being recorded.
12. Candidates must normally attempt all required components of assessment for a module on one occasion (except in the case of resits). A candidate may defer submission of an assignment to the next occasion or split examinations between occasions provided notice to that effect is received, normally two months before the occasion of a written examination or two weeks before the submission date of an assignment, and provided that the permitted duration of the programme is not exceeded.
13. The Board of Examiners *may* permit a candidate who has failed one taught module to register, or continue to be registered for, assessment in subsequent modules of the programme. Candidates will be required to be re-examined in the module(s), normally on the next ordinary occasion of the examination.
14. Candidates who fail two or more modules must be re-examined in those modules, normally at the next occasion, before assessment in further modules is permitted.
15. Candidates must attempt Research Methods before enrolling for the Dissertation, and must pass core modules to the value of at least 75 credits, including Research Methods, before being eligible for assessment in the Dissertation.