

***Durham Business School is accredited by the European Quality Improvement System (EQUIS) for a period of five years from 2005.***

**MASTER OF BUSINESS ADMINISTRATION  
(FULL-TIME N1K017; PART TIME NPK017)  
EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (N1KB17)  
MASTER OF BUSINESS ADMINISTRATION (FINANCE)  
(FULL-TIME N1KC17; PART-TIME N1KP17)  
EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (FINANCE) (N1KD17)**

1. Programme offered at: Durham
2. Mode of study: MBA and MBA (Finance) full-time (12 months starting in September), part-time (24 months starting in January); Executive MBA and Executive MBA (Finance) part-time (24 months starting in January)
3. A total of 240 credits are required for the award of Master of Business Administration or Master of Business Administration (Finance).
4. Applicants should normally have a minimum of three years' relevant work experience. Applicants may also be asked to offer a satisfactory score in the Graduate Management Admission Test (GMAT). Applicants for the Master of Business Administration (Finance) will in addition be required to demonstrate an appropriate level of mathematical ability.
5. Candidates whose first language is not English will normally be required to possess recent English language test scores of 7.0 or above (written score of 6.0 or above) in IELTS, or 600 or above (TWE 5.0 or above) in TOEFL, or an equivalent qualification.
6. Programme of study:
  - a) For the award of MBA, candidates must study and be assessed in:
    - (i) Modules to the value of 150 credits from Section A
    - (ii) Modules to the value of 90 credits from Sections B or D
  - b) For the award of MBA (Finance), candidates must study and be assessed in:
    - (i) Modules to the value of 150 credits from Section A
    - (ii) Modules to the value of 15 credits from Section B
    - (iii) Modules to the value of 30 credits from Section C
    - (iv) Modules to the value of 45 credits from Section D

Module	Code (full-time)	Code (part-time/ executive)	Credits	Core (C)or Optional (O)	Level
<u>SECTION A</u>					
Managing People#	<a href="#">BUSI48315</a>	<a href="#">BUSI43415</a>	15	C	4
Managing Finance#	<a href="#">BUSI48415</a>	<a href="#">BUSI43515</a>	15	C	4
Managing in the Competitive Environment*#	<a href="#">BUSI48515</a>	<a href="#">BUSI43615</a>	15	C	4
Managing Information#	<a href="#">BUSI48615</a>	<a href="#">BUSI43715</a>	15	C	4
Managing in the Global Environment#	<a href="#">BUSI48715</a>	<a href="#">BUSI43815</a>	15	C	4
Methods of Inquiry	<a href="#">BUSI48815</a>	<a href="#">BUSI43915</a>	15	C	4
Dissertation	<a href="#">BUSI48960</a>	<a href="#">BUSI48060</a>	60	C	4
<u>SECTION B</u>					
Corporate Finance	<a href="#">BUSI49015</a>	<a href="#">BUSI44015</a>	15	C/O	4
<u>SECTION C</u>					
Financial Planning and Control	<a href="#">BUSI49115</a>	<a href="#">BUSI44115</a>	15	C	4
Financial Risk Management	<a href="#">BUSI49215</a>	<a href="#">BUSI44215</a>	15	C	4
<u>SECTION D</u>					
Approaches to Decision Making	<a href="#">BUSI49315</a>	<a href="#">BUSI44315</a>	15	O	4
Asset Management Planning	<a href="#">BUSI49415</a>	<a href="#">BUSI44415</a>	15	O	4
Breakthrough Innovation	<a href="#">BUSI46A15</a>	<a href="#">BUSI46515</a>	15	O	4
Business Ethics	<a href="#">BUSI49615</a>	<a href="#">BUSI44615</a>	15	O	4
Business and Management in the Pacific Rim	<a href="#">BUSI49815</a>	<a href="#">BUSI44815</a>	15	O	4
Change Management: Theory and Practice	<a href="#">BUSI4ZN15</a>	BUSI*****	15	O	4
Corporate Governance	<a href="#">BUSI4A115</a>	<a href="#">BUSI45015</a>	15	O	4
Corporate Reporting and Control	<a href="#">BUSI4A215</a>	<a href="#">BUSI45115</a>	15	O	4
Crisis Management	<a href="#">BUSI4A315</a>	<a href="#">BUSI45215</a>	15	O	4
E-Commerce	<a href="#">BUSI4A415</a>	<a href="#">BUSI45315</a>	15	O	4
Employment Relations	<a href="#">BUSI4A615</a>	<a href="#">BUSI45415</a>	15	O	4
Entrepreneurship	<a href="#">BUSI4A715</a>	<a href="#">BUSI45515</a>	15	O	4
Globalizing Strategic Management	<a href="#">BUSI4A815</a>	<a href="#">BUSI45615</a>	15	O	4
Improving Management Decision Making	<a href="#">BUSI4A915</a>	<a href="#">BUSI45715</a>	15	O	4
Information Systems Strategy	<a href="#">BUSI4A015</a>	<a href="#">BUSI45815</a>	15	O	4
International Economics	<a href="#">BUSI40A15</a>	<a href="#">BUSI45915</a>	15	O	4
International Finance	<a href="#">BUSI41A15</a>	<a href="#">BUSI46015</a>	15	O	4
International Financial Management	<a href="#">BUSI42A15</a>	<a href="#">BUSI46115</a>	15	O	4
International Human Resource Management	<a href="#">BUSI4V215</a>	<a href="#">BUSI4V315</a>	15	O	4
International Marketing	<a href="#">BUSI43A15</a>	<a href="#">BUSI46215</a>	15	O	4
Internationalisation of Services	<a href="#">BUSI44A15</a>	<a href="#">BUSI46315</a>	15	O	4
Issues in Public Management	<a href="#">BUSI45A15</a>	<a href="#">BUSI46415</a>	15	O	4
Leadership	<a href="#">BUSI4E815</a>	<a href="#">BUSI4P815</a>	15	O	4
Management Consultancy	<a href="#">BUSI47A15</a>	<a href="#">BUSI46615</a>	15	O	4
Managerial Psychology	<a href="#">BUSI48A15</a>	<a href="#">BUSI46715</a>	15	O	4
Managing Legal Risk	<a href="#">BUSI49715</a>	<a href="#">BUSI44715</a>	15	O	4
Managing Marketing Communications	<a href="#">BUSI49A15</a>	<a href="#">BUSI46815</a>	15	O	4
Marketing Psychology	<a href="#">BUSI49915</a>	<a href="#">BUSI44915</a>	15	O	4
New Venture Creation	<a href="#">BUSI4B015</a>	<a href="#">BUSI46915</a>	15	O	4
Organising for Strategic Advantage	<a href="#">BUSI4B115</a>	<a href="#">BUSI47015</a>	15	O	4
Portfolio Construction and Management	<a href="#">BUSI4B215</a>	<a href="#">BUSI47115</a>	15	O	4
Project Management	<a href="#">BUSI43B15</a>	<a href="#">BUSI47215</a>	15	O	4
Quality Management	<a href="#">BUSI4B315</a>	<a href="#">BUSI47315</a>	15	O	4
Quantitative Marketing Research	<a href="#">BUSI4B415</a>	<a href="#">BUSI47415</a>	15	O	4
Regional Integration and Organizational Response	<a href="#">BUSI4B515</a>	<a href="#">BUSI47515</a>	15	O	4
Regional Regeneration and Management	<a href="#">BUSI4B615</a>	<a href="#">BUSI47615</a>	15	O	4
Security Analysis	<a href="#">BUSI4B715</a>	<a href="#">BUSI47715</a>	15	O	4
Small Business Management	<a href="#">BUSI4B815</a>	<a href="#">BUSI47815</a>	15	O	4
Strategic Customer Relationship Management	<a href="#">BUSI4E115</a>	<a href="#">BUSI4D015</a>	15	O	4
Strategic Human Resource Development	<a href="#">BUSI4B915</a>	<a href="#">BUSI47915</a>	15	O	4
Strategic Location Management	<a href="#">BUSI4E415</a>	<a href="#">BUSI4E315</a>	15	O	4
Strategic Marketing	<a href="#">BUSI40B15</a>	<a href="#">BUSI48015</a>	15	O	4
Strategic Supply Chain Management	<a href="#">BUSI41B15</a>	<a href="#">BUSI48115</a>	15	O	4
Treasury Management and Capital Markets	<a href="#">BUSI42B15</a>	<a href="#">BUSI48215</a>	15	O	4

7. Modes of assessment will include written examinations, course work and group presentation.
8. In the regulations that follow the term 'MBA programmes' refers to both the Master of Business Administration and the Master of Business Administration (Finance).
9. Candidates must have attempted the Methods of Inquiry module before being permitted to proceed to the dissertation, and must have passed Methods of Inquiry before submitting the dissertation.
10. Unsuccessful candidates will be permitted to retake failed components of summative assessment on one occasion only. Candidates will not be permitted to retake any component of assessment for which a mark of 50% or above has been achieved at the first attempt. The maximum mark that can be awarded for the re-assessment of a module shall be 50%.
11. All module retakes shall normally take place at the next normal occasion except where specified below.
12. Full-time MBA, taught modules: where the number of components to be retaken does not exceed three, and within this the number of examinations to be retaken does not exceed one, these shall normally all be retaken in the August following September entry. Where the number of components to be retaken exceeds three, and/or the number of examinations to be retaken exceeds one, all components shall normally be retaken at the next normal occasion.
13. Candidates for MBA programmes who fail to satisfy the requirements for the award of MBA but who have achieved 180 credits at Masters level, including a Masters level pass in the Dissertation, shall be awarded the degree of Master of Arts in Business Administration (NIKE07) as an exit qualification.
14. Candidates for MBA programmes who fail to satisfy the requirements for the award of MBA but who have achieved 120 credits, from the modules marked # in Section A together with any three of the modules listed in Sections B-D, shall be awarded the Postgraduate Diploma Business Administration as an exit qualification.
15. Candidates for MBA programmes who fail to satisfy the requirements for the award of MBA or Postgraduate Diploma but who have achieved 60 credits, from any four of the modules marked # in Section A, shall be awarded the Postgraduate Certificate Business Administration as an exit qualification.
16. The minimum requirements for the award of the Master of Business Administration or Master of Business Administration (Finance) with Distinction shall be as follows:
  - (a) the achievement of an average mark (overall), at the first attempt, of at least 65% in modules to the value of 240 credits and
  - (b) the achievement of marks of 70% or more in modules to the value of at least 120 credits, including the dissertation or business report.
17. All candidates for MBA programmes must submit a dissertation of not more than 15,000 words, including footnotes and endnotes, but excluding title page, contents page, acknowledgments, diagrams, tables, bibliography, references and appendices by the relevant date, as stated below:
  - (a) Full-time MBA programmes: by 12 September 2008.
  - (b) Part-time MBA programmes: by 23 December in candidates' second year of study, unless otherwise notified in advance to candidates by the Durham Business School.
  - (c) Executive MBA programmes: by 23 December in candidates' second year of study, unless otherwise notified in advance to candidates by the Durham Business School.
18. The Master of Business Administration and the Master of Business Administration (Finance) are accredited by the Association of MBAs (AMBA) for a period of five years from 2003.