

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

**MA MANAGEMENT (FULL-TIME: N1K607)**  
**MA MARKETING (FULL-TIME: N1K807)**  
**MA HUMAN RESOURCE MANAGEMENT (FULL-TIME: N1K507)**  
**MA ENTREPRENEURSHIP (FULL-TIME: N1K307)**  
(not recruiting 2007/08)

1. Programme offered at: Durham
2. Mode of study: full-time (11 months).
3. 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;
4. Programme of study:

Module	Code	Credits	Core (C) or Optional (O)	Level
Strategy	<a href="#">BUSI42115</a>	15	C	4
Business Economics and Accounting	<a href="#">BUSI52415</a>	15	C	4
Organisation Behaviour	<a href="#">BUSI4V815</a>	15	C	4
Research Methods in Business and Management	<a href="#">BUSI42130</a>	30	C	4
Dissertation	<a href="#">BUSI59945</a>	45	C	4
Modules to the value of 60 credits from the appropriate section below:				
<u>MA Management</u>				
Operations and Supply Chain Management	<a href="#">BUSI55215</a>	15	C	4
Strategic Marketing Management	<a href="#">BUSI5B815</a>	15	C	4
Modules to the value of 30 credits from the following:				
Buyer Behaviour and Marketing Communications	<a href="#">BUSI42515</a>	15	O	4
Change, Work and Society	<a href="#">BUSI5F015</a>	15	O	4
Corporate Governance	<a href="#">ECON42215</a>	15	O	4
East Asian Business and Management	<a href="#">BUSI5A815</a>	15	O	4
Employee Relations and Reward	<a href="#">BUSI5C315</a>	15	O	4
Financial Management	<a href="#">BUSI53115</a>	15	O	4
Global Strategic Management	<a href="#">BUSI5G815</a>	15	O	4
Human Resource Economics	<a href="#">BUSI48915</a>	15	O	4
Information Systems – a Marketing Perspective	<a href="#">BUSI52915</a>	15	O	4
Innovation and Technology Management	<a href="#">BUSI53315</a>	15	O	4
Management Decision Making	<a href="#">BUSI41615</a>	15	O	4
New Venture Creation (MA)	<a href="#">BUSI5C715</a>	15	O	4
Small Business	<a href="#">BUSI5B415</a>	15	O	4
Strategy and Organisation	<a href="#">BUSI42315</a>	15	O	4
<u>MA Entrepreneurship</u>				
Entrepreneurial Environment and Context	<a href="#">BUSI5C815</a>	15	C	4
New Venture Creation (MA)	<a href="#">BUSI5C715</a>	15	C	4
Projects in Entrepreneurship	<a href="#">BUSI5F115</a>	15	C	4
Modules to the value of 15 credits from the following:				
Change, Work and Society	<a href="#">BUSI5F015</a>	15	O	4
Corporate Governance	<a href="#">ECON42215</a>	15	O	4
East Asian Business and Management	<a href="#">BUSI5A815</a>	15	O	4
Global Strategic Management	<a href="#">BUSI5G815</a>	15	O	4
Human Resource Economics	<a href="#">BUSI48915</a>	15	O	4
Information Systems – a Marketing Perspective	<a href="#">BUSI52915</a>	15	O	4
Innovation and Technology Management	<a href="#">BUSI53315</a>	15	O	4
Practising Social Marketing	<a href="#">BUSI4V915</a>	15	O	4
Small Business	<a href="#">BUSI5B415</a>	15	O	4
Strategy and Organisation	<a href="#">BUSI42315</a>	15	O	4
<u>MA Human Resource Management</u>				
Change, Work and Society	<a href="#">BUSI5F015</a>	15	C	4
Employee Relations and Reward	<a href="#">BUSI5C315</a>	15	C	4

Human Resource Management	<a href="#">BUSI53215</a>	15	C	4
Modules to the value of 15 credits from the following:				
Buyer Behaviour and Marketing Communications	<a href="#">BUSI42515</a>	15	O	4
Corporate Governance	<a href="#">ECON42215</a>	15	O	4
East Asian Business and Management	<a href="#">BUSI5A815</a>	15	O	4
Global Strategic Management	<a href="#">BUSI5G815</a>	15	O	4
Human Resource Economics	<a href="#">BUSI48915</a>	15	O	4
Information Systems – a Marketing Perspective	<a href="#">BUSI52915</a>	15	O	4
Innovation and Technology Management	<a href="#">BUSI53315</a>	15	O	4
Strategy and Organisation	<a href="#">BUSI42315</a>	15	O	4
<u>MA Marketing</u>				
Buyer Behaviour and Marketing Communications	<a href="#">BUSI42515</a>	15	C	4
Practising Social Marketing	<a href="#">BUSI4V915</a>	15	C	4
Strategic Marketing Management	<a href="#">BUSI5B815</a>	15	C	4
Modules to the value of 15 credits from the following:				
Change, Work and Society	<a href="#">BUSI5F015</a>	15	O	4
Corporate Governance	<a href="#">ECON42215</a>	15	O	4
East Asian Business and Management	<a href="#">BUSI5A815</a>	15	O	4
Global Strategic Management	<a href="#">BUSI5G815</a>	15	O	4
Information Systems – a Marketing Perspective	<a href="#">BUSI52915</a>	15	O	4
Innovation and Technology Management	<a href="#">BUSI53315</a>	15	O	4
Management Decision Making	<a href="#">BUSI4I615</a>	15	O	4
New Venture Creation (MA)	<a href="#">BUSI5C715</a>	15	O	4
Small Business	<a href="#">BUSI5B415</a>	15	O	4
Strategy and Organisation	<a href="#">BUSI42315</a>	15	O	4

5. Modes of assessment will include written examinations, coursework, group presentations and group written work.
6. Candidates must normally pass core modules to the value of at least 60 credits before proceeding to the dissertation.
7. All module retakes shall normally take place at the next normal occasion except where specified in 8 below.
8. Candidates who have failed modules which are not required for progression to the dissertation may elect to be re-assessed in those modules in the September following the first occasion of assessment. The re-examination period shall take place after the dissertation submission date.
9. All candidates must submit by no later than 5 September 2008, a dissertation of not more than 12,000 words including footnotes and endnotes, but excluding title page, contents page, acknowledgments, diagrams, tables, bibliography, references and appendices. This must be on a topic relevant to the particular MA programme for which they are registered.