

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