

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

**THE DURHAM EXECUTIVE MASTER OF BUSINESS ADMINISTRATION AT  
SINERGHIA, MOSCOW (N1KK17)**

1. Programme offered at: Moscow and Durham
2. Mode of study: part-time [block teaching] (24 months starting in September)
3. A total of 240 credits shall be required for the award of Master of Business Administration.
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).
5. Candidates whose first language is not English will normally be required to demonstrate evidence of proficiency in the English language by possessing a recent English language test score of 6.5 or above in IELTS, or 580 or above in TOEFL, or an equivalent qualification.
6. Candidates for the Executive Master of Business Administration at Sinerghia must study and be assessed in:
  - (a) Modules to the value of 150 credits from Section A.
  - (b) Modules to the value of 90 credits from Section B.

	Code	Credits	Core (C) or Optional (O)	Level
<b><u>SECTION A</u></b>				
Managing People (Sinerghia)*	<a href="#">BUSI49B15</a>	15	C	4
Managing Finance (Sinerghia)*	<a href="#">BUSI44B15</a>	15	C	4
Managing in the Competitive Environment (Sinerghia)*	<a href="#">BUSI45B15</a>	15	C	4
Managing Information (Sinerghia)*	<a href="#">BUSI46B15</a>	15	C	4
Managing in the Global Environment (Sinerghia)*	<a href="#">BUSI47B15</a>	15	C	4
Methods of Inquiry (Sinerghia)	<a href="#">BUSI48B15</a>	15	C	4
Dissertation	<a href="#">BUSI48B60</a>	60	C	4
<b><u>SECTION B</u></b>				
Approaches to Decision Making	<a href="#">BUSI41C15</a>	15	O	4
Asset Management Planning	<a href="#">BUSI42C15</a>	15	O	4
Breakthrough Innovation	<a href="#">BUSI44E15</a>	15	O	4
Business Ethics	<a href="#">BUSI43C15</a>	15	O	4
Business and Management in the Pacific Rim	<a href="#">BUSI45C15</a>	15	O	4
Corporate Finance	<a href="#">BUSI48S15</a>	15	O	4
Corporate Governance	<a href="#">BUSI47C15</a>	15	O	4
Corporate Reporting and Control	<a href="#">BUSI48C15</a>	15	O	4
Crisis Management	<a href="#">BUSI49C15</a>	15	O	4
E-Commerce	<a href="#">BUSI41D15</a>	15	O	4
Employment Relations	<a href="#">BUSI42D15</a>	15	O	4
Entrepreneurship	<a href="#">BUSI43D15</a>	15	O	4
Globalizing Strategic Management	<a href="#">BUSI44D15</a>	15	O	4
Improving Management Decision Making	<a href="#">BUSI45D15</a>	15	O	4
Information Systems Strategy	<a href="#">BUSI46D15</a>	15	O	4
International Economics	<a href="#">BUSI47D15</a>	15	O	4
International Finance	<a href="#">BUSI48D15</a>	15	O	4
International Financial Management	<a href="#">BUSI41E15</a>	15	O	4
International Human Resource Management	<a href="#">BUSI4V715</a>	15	O	4
International Marketing	<a href="#">BUSI44G15</a>	15	O	4
Internationalisation of Services	<a href="#">BUSI42E15</a>	15	O	4
Issues in Public Management	<a href="#">BUSI43E15</a>	15	O	4
Leadership	<a href="#">BUSI4T915</a>	15	O	4
Management Consultancy	<a href="#">BUSI45E15</a>	15	O	4
Managerial Psychology	<a href="#">BUSI46E15</a>	15	O	4
Managing Legal Risk	<a href="#">BUSI44C15</a>	15	O	4
Managing Marketing Communications	<a href="#">BUSI47E15</a>	15	O	4
Marketing Psychology	<a href="#">BUSI46C15</a>	15	O	4
New Venture Creation	<a href="#">BUSI48E15</a>	15	O	4
Organising for Strategic Advantage	<a href="#">BUSI49E15</a>	15	O	4
Portfolio Construction and Management	<a href="#">BUSI41F15</a>	15	O	4
Project Management	<a href="#">BUSI42F15</a>	15	O	4
Quality Management	<a href="#">BUSI43F15</a>	15	O	4

Quantitative Marketing Research	<a href="#">BUSI44F15</a>	15	O	4
Regional Integration & Organizational Response	<a href="#">BUSI45F15</a>	15	O	4
Regional Regeneration and Management	<a href="#">BUSI46F15</a>	15	O	4
Security Analysis	<a href="#">BUSI47F15</a>	15	O	4
Small Business Management	<a href="#">BUSI48F15</a>	15	O	4
Strategic Customer Relationship Management	<a href="#">BUSI4T815</a>	15	O	4
Strategic Human Resource Development	<a href="#">BUSI49F15</a>	15	O	4
Strategic Location Management	<a href="#">BUSI4V115</a>	15	O	4
Strategic Marketing	<a href="#">BUSI41G15</a>	15	O	4
Strategic Supply Chain Management	<a href="#">BUSI42G15</a>	15	O	4
Treasury Management and Capital Markets	<a href="#">BUSI43G15</a>	15	O	4

7. Modes of assessment will include written examinations, coursework and group presentations.
8. 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.
9. 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%.
10. Candidates who fail to satisfy the requirements for the award of MBA but who have achieved 180 credits including a pass in the dissertation shall be awarded the degree of Master of Arts in Business Administration (NIKE07) as an exit qualification.
11. Candidates who fail to satisfy the requirements for the award of MBA but who have achieved 120 credits, from the modules marked \* and optional modules to the value of 45 credits, shall be awarded the Postgraduate Diploma Business Administration as an exit qualification.
12. Candidates 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 \* shall be awarded the Postgraduate Certificate Business Administration as an exit qualification.
13. The minimum requirements for the award of the MBA "with Distinction" shall be as follows:
  - (a) the achievement of an average mark, at the first attempt, of at least 65% in 240 credits, including
  - (b) the achievement of marks of 70% or more in at least 120 credits including the dissertation.
14. Candidates will normally be permitted to undertake up to two optional modules by Distance Learning, where these modules would not otherwise be available, and be assessed in accordance with the assessment specified for the Distance Learning MBA in the relevant module proforma(s).
15. Candidates must submit a dissertation of not more than 15,000 words by no later than six months after completion of the taught modules, unless otherwise notified in advance to candidates by the Business School.
16. The Durham Executive Master of Business Administration is accredited by the Association of MBAs (AMBA) for a period of five years from 2003.