

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

**THE DURHAM EBS EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (N1KM14)
(Dual award offered in collaboration with the European Business School)**

1. Programme offered at: Frankfurt
2. Mode of study: part-time [block teaching] (24 months starting in January)
3. A total of 240 credits are required for the award of Master of Business Administration.
4. Applicants should normally have a minimum of five years' relevant work experience. Applicants will also normally be required to have achieved a minimum score of 600 in the Graduate Management Admission Test (GMAT).
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 Section B

Module	Code	Credits	Core (C) or Optional (O)	Level
<u>SECTION A</u>				
Managing People#	BUSI4W715	15	C	4
Managing Finance#	BUSI4W815	15	C	4
Managing in the Competitive Environment*#	BUSI4W915	15	C	4
Managing Information#	BUSI4Y115	15	C	4
Managing in the Global Environment#	BUSI4Y215	15	C	4
Methods of Inquiry	BUSI4Y315	15	C	4
Dissertation	BUSI4W160	60	C	4
<u>SECTION B</u>				
Breakthrough Innovation	BUSI4Y415	15	O	4
Corporate Finance	BUSI4Y515	15	O	4
Corporate Reporting and Control	BUSI4Y615	15	O	4
Entrepreneurship	BUSI4Y715	15	O	4
Globalizing Strategic Management	BUSI4Y815	15	O	4
Improving Management Decision Making	BUSI4Y915	15	O	4
Information Systems in the Supply Chain	BUSI4Z115	15	O	4
Information Systems Strategy	BUSI4Z215	15	O	4
Investing in and Financing of Real Estate	BUSI4Z315	15	O	4
International Human Resource Management	BUSI4Z415	15	O	4
Leadership	BUSI4Z515	15	O	4
Management Consultancy	BUSI4Z615	15	O	4
Managing Knowledge	BUSI4Z715	15	O	4
Managing Legal Risk	BUSI4Z815	15	O	4
Managing Marketing Communications	BUSI4Z915	15	O	4
Marketing Psychology	BUSI4ZA15	15	O	4
Negotiation Management	BUSI4ZB15	15	O	4
Operations Management	BUSI4ZC15	15	O	4
Organising for Strategic Advantage	BUSI4ZD15	15	O	4
Project Management	BUSI4ZE15	15	O	4
Purchasing and Supply Management	BUSI4ZF15	15	O	4
Quantitative Marketing Research	BUSI4ZG15	15	O	4
Real Estate Management and Valuation	BUSI4ZH15	15	O	4
Small Business Management	BUSI4ZI15	15	O	4
Strategic Marketing	BUSI4ZJ15	15	O	4
Strategic Supply Chain Management	BUSI4ZK15	15	O	4

7. Modes of assessment will include written examinations, course work and group presentation.
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. 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).
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. 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 (N1KE07) as an exit qualification.
13. 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 Section B, shall be awarded the Postgraduate Diploma Business Administration as an exit qualification.
14. 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.
15. The minimum requirements for the award of the Master of Business Administration 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.
16. Candidates must submit a dissertation of not more than 15,000 words ([BUSI4W160](#)), including footnotes and endnotes, but excluding title page, contents page, acknowledgments, diagrams, tables, bibliography, references and appendices by 23 December following two years of study, unless otherwise notified in advance to candidates by the Durham Business School.