

**MASTER OF BUSINESS ADMINISTRATION**  
**(FULL-TIME N1K017)**  
**MASTER OF BUSINESS ADMINISTRATION (FINANCE)**  
**(FULL-TIME N1KC17)**  
*(For students commencing from September 2008)*  
**EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (N1KB17)**  
**EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (FINANCE) (N1KD17)**  
*(For students commencing from January 2009)*

1. Programme offered at: Durham
2. Mode of study: MBA and MBA (Finance) full-time (12 months starting in September); 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 165 credits from Section A
    - (ii) Modules to the value of 75 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 165 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 30 credits from Section D

Module	Code (full-time)	Code (executive)	Credits	Core (C) or Optional (O)	Level
<b>SECTION A</b>					
Managing People#	<a href="#">BUSI48315</a>	<a href="#">BUSI43415</a>	15	C	4
Managing Finance 1#	<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 in the Global Environment ^	<a href="#">BUSI48715</a>	<a href="#">BUSI43815</a>	15	C	4
Strategic Management ^	<a href="#">BUSI41015</a>	<a href="#">BUSI41N15</a>	15	C	4
Modelling and Analysis for Management ^	<a href="#">BUSI41J15</a>	<a href="#">BUSI41I15</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
<b>SECTION B</b>					
Corporate Finance	<a href="#">BUSI49015</a>	<a href="#">BUSI44015</a>	15	C/O	4
<b>SECTION C</b>					
Managing Finance 2	<a href="#">BUSI4ZW15</a>	<a href="#">BUSI4ZV15</a>	15	C	4
Financial Risk Management	<a href="#">BUSI49215</a>	<a href="#">BUSI44215</a>	15	C	4
<b>SECTION D</b>					
Approaches to Decision Making	<a href="#">BUSI49315</a>	<a href="#">BUSI44315</a>	15	O	4
Advanced Business Modelling	<a href="#">BUSI40015</a>	<a href="#">BUSI40N15</a>	15	O	4
Asset Management Planning	<a href="#">BUSI49415</a>	<a href="#">BUSI44415</a>	15	O	4
Business Ethics	<a href="#">BUSI49615</a>	<a href="#">BUSI44615</a>	15	O	4
Business Transformation through Information Systems	<a href="#">BUSI4A015</a>	<a href="#">BUSI45815</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>	<a href="#">BUSI40X15</a>	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: Realising the Benefits	<a href="#">BUSI40T15</a>	<a href="#">BUSI40S15</a>	15	O	4
International Economics	<a href="#">BUSI40A15</a>	<a href="#">BUSI45915</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 Innovation	<a href="#">BUSI46A15</a>	<a href="#">BUSI46515</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 will normally be permitted to undertake up to two optional modules via other modes of MBA delivery, subject to the approval of the Programme Director, and be assessed in accordance with the assessment specified in the relevant module outline(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. 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 two, these shall normally all be retaken in July/August following September entry. Where the number of components to be retaken exceeds three, and/or the number of examinations to be retaken exceeds two, 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, 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 the three modules marked # in Section A together with any one of the modules marked ^, 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 9 September 2009.
  - (b) Executive MBA programmes: by 19 January 2011 for candidates starting in January 2009.

In the case of candidates for the MBA (Finance), the dissertation must be on a finance-related topic.

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 2008.