

**MA MANAGEMENT (FULL-TIME: N1K607)**  
**MA MARKETING (FULL-TIME: N1K807)**  
**MA HUMAN RESOURCE MANAGEMENT (FULL-TIME: N1K507)**  
**MA ENTREPRENEURSHIP (FULL-TIME: N1K307)**  
(not recruiting 2009/10)

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 a recent English language test score of 7.0 or above in IELTS, or 613 or above in TOEFL (TWE 5.0 or above), 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="#">BUSI41S15</a>	15	C	4
Dissertation	<a href="#">BUSI59945</a>	45	C	4
Modules to the value of 75 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 45 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
Business Transformation through Information Systems	<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
Models for Decision	<a href="#">BUSI42M15</a>	15	O	4
New Venture Creation (MA)	<a href="#">BUSI5C715</a>	15	O	4
Organisations: an Ecological Perspective	<a href="#">BUSI42L15</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 30 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
Business Transformation through Information Systems	<a href="#">BUSI52915</a>	15	O	4
Innovation and Technology Management	<a href="#">BUSI53315</a>	15	O	4
Models for Decision	<a href="#">BUSI42M15</a>	15	O	4
Organisations: an Ecological Perspective	<a href="#">BUSI42L15</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 30 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
Business Transformation through Information Systems	<a href="#">BUSI52915</a>	15	O	4
Innovation and Technology Management	<a href="#">BUSI53315</a>	15	O	4
Models for Decision	<a href="#">BUSI42M15</a>	15	O	4
Organisations: an Ecological Perspective	<a href="#">BUSI42L15</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 30 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
Business Transformation through Information Systems	<a href="#">BUSI52915</a>	15	O	4
Innovation and Technology Management	<a href="#">BUSI53315</a>	15	O	4
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Models for Decision	<a href="#">BUSI42M15</a>	15	O	4
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Organisations: an Ecological Perspective	<a href="#">BUSI42L15</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 August following the first occasion of assessment.
9. Candidates who have failed modules which are required for progression to the dissertation may elect to be re-assessed in the August following the first occasion of assessment. The outcome of the re-assessment shall not be confirmed until after the dissertation submission date and therefore such candidates will not be able to submit their dissertation until the next normal occasion.
10. All candidates must submit by no later than 3 September 2010, 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.