

*Durham Business School is accredited by the European Quality Improvement System (EQUIS) for a period of five years from 2005 and the Association to Advance Collegiate Schools of Business (AACSB) for a period of five years from 2009.*

**MA MANAGEMENT (FULL-TIME: N1K607)**  
**MA MARKETING (FULL-TIME: N1K807)**  
**MA HUMAN RESOURCE MANAGEMENT (FULL-TIME: N1K507)**  
**MA ENTREPRENEURSHIP (FULL-TIME: N1K307)**  
(not recruiting 2010/11)

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 (with no element below 6.0), or 100 or above in TOEFL IBT (with no element below 25), 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
Organisational 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
Work and Society	<a href="#">BUSI5F015</a>	15	O	4
Corporate Governance	<a href="#">ECON42215</a>	15	O	4
Decision Making for Operations	<a href="#">BUSI4G215</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 Business	<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
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:				
Work and Society	<a href="#">BUSI5F015</a>	15	O	4
Corporate Governance	<a href="#">ECON42215</a>	15	O	4
Decision Making for Operations	<a href="#">BUSI4G215</a>	15	O	4
East Asian Business and Management	<a href="#">BUSI5A815</a>	15	O	4
Global Business	<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
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
<b><u>MA Human Resource Management</u></b>				
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 Business	<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
Decision Making for Operations	<a href="#">BUSI4G215</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
<b><u>MA Marketing</u></b>				
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:				
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 Business	<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
Management Decision Making	<a href="#">BUSI41615</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 and 9 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 may elect to submit their dissertation in the following March as an alternative to the next normal occasion.
10. Candidates will normally be permitted to take up to three of their optional modules via part-time delivery through the Global Learning Centre in the Business School (provided the permitted duration on the programme will not be exceeded) and be assessed in accordance with the assessment specified in the relevant module outline(s); such candidates may be unable to complete the programme within the normal timescale.
11. All candidates must submit by no later than 2 September 2011, 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. Candidates who fail the dissertation on first submission in September may elect to resubmit in the following March as an alternative to the next normal occasion.