

*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.*

**THE DURHAM EBS EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (N1KM17)**  
**(Dual award in collaboration with the European Business School)**  
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**(Durham award 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 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 possess recent English language test scores of 7.0 or above (with no element below 6.0) in IELTS, or 100 or above (with no element below 25) in TOEFL IBT, 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 Section B

Module	Code	Credits	Core (C) or Optional (O)	Level
<b>SECTION A</b>				
Managing People#	<a href="#">BUSI4W715</a>	15	C	4
Managing Finance#	<a href="#">BUSI4W815</a>	15	C	4
Managing in the Competitive Environment#	<a href="#">BUSI4W915</a>	15	C	4
Managing in the Global Environment ^	<a href="#">BUSI4Y215</a>	15	C	4
Strategic Management ^	<a href="#">BUSI41L15</a>	15	C	4
Modelling and Analysis for Management ^	<a href="#">BUSI40Y15</a>	15	C	4
Methods of Inquiry	<a href="#">BUSI4Y315</a>	15	C	4
Dissertation	<a href="#">BUSI4W160</a>	60	C	4
<b>SECTION B</b>				
Advanced Business Modelling	<a href="#">BUSI4ZX15</a>	15	C	4
Business Transformation through Information Systems	<a href="#">BUSI4Z215</a>	15	O	4
Change Management: Theory and Practice	<a href="#">BUSI40V15</a>	15	C	4
Corporate Finance	<a href="#">BUSI4Y515</a>	15	O	4
Corporate Reporting and Control	<a href="#">BUSI4Y615</a>	15	O	4
Entrepreneurship	<a href="#">BUSI4Y715</a>	15	O	4
Globalizing Strategic Management	<a href="#">BUSI4Y815</a>	15	O	4
Improving Management Decision Making	<a href="#">BUSI4Y915</a>	15	O	4
Information Systems in the Supply Chain	<a href="#">BUSI4Z115</a>	15	O	4
Information Systems: Realising the Benefits	<a href="#">BUSI40Q15</a>	15	C	4
Investing in and Financing of Real Estate	<a href="#">BUSI4Z315</a>	15	O	4
International Human Resource Management	<a href="#">BUSI4Z415</a>	15	O	4
Labour Market	<a href="#">BUSI42Q15</a>	15	O	4
Leadership	<a href="#">BUSI4Z515</a>	15	O	4
Management Consultancy	<a href="#">BUSI4Z615</a>	15	O	4
Managing Knowledge	<a href="#">BUSI4Z715</a>	15	O	4
Managing Legal Risk	<a href="#">BUSI4Z815</a>	15	O	4
Managing Marketing Communications	<a href="#">BUSI4Z915</a>	15	O	4
Marketing Psychology	<a href="#">BUSI4ZA15</a>	15	O	4
Negotiation Management	<a href="#">BUSI4ZB15</a>	15	O	4
Operations Management	<a href="#">BUSI4ZC15</a>	15	O	4
Organising for Strategic Advantage	<a href="#">BUSI4ZD15</a>	15	O	4
Project Management	<a href="#">BUSI4ZE15</a>	15	O	4
Purchasing and Supply Management	<a href="#">BUSI4ZF15</a>	15	O	4
Quantitative Marketing Research	<a href="#">BUSI4ZG15</a>	15	O	4

Real Estate Management and Valuation	<a href="#">BUSI4ZH15</a>	15	O	4
Small Business Management	<a href="#">BUSI4ZI15</a>	15	O	4
Strategic Innovation	<a href="#">BUSI4Y415</a>	15	O	4
Strategic Marketing	<a href="#">BUSI4ZJ15</a>	15	O	4
Strategic Supply Chain Management	<a href="#">BUSI4ZK15</a>	15	O	4

7. Modes of assessment will include written examinations, course work and group presentation.
8. Candidates will normally be permitted to undertake up to three 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).
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. All module retakes shall normally take place at the next normal occasion except where specified below.
11. 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.
12. 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.
13. 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.
14. The requirements for the award of Master of Business Administration with Distinction shall be as follows:
  - (a) the achievement of an overall weighted average mark of at least 70% across all the modules taken, to the value of 240 credits, including:
  - (b) the achievement of a mark of 70% or more in the dissertation.
15. The requirement for the award of the Master of Business Administration with Merit shall be the achievement of an overall weighted average mark of at least 60%, but where the candidate did not meet the criteria for the award of a distinction.
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 20 January 2012 for candidates starting in January 2010.
17. The Durham EBS Executive Master of Business Administration is accredited by the Association of MBAs (AMBA) for a period of five years from 2008.