

These programme regulations should be read in conjunction with the University's [core regulations for taught postgraduate programmes](#), and the [marking and classification conventions for taught postgraduate programmes](#).

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 (DISTANCE LEARNING: N1DM07)
MA MARKETING (DISTANCE LEARNING: N1D707)
(For students entering before January 2009)

1. Programme offered at: Durham
2. Mode of study: distance learning (18-48 months). Students may enrol onto the programme at any time.
3. Applicants whose first language is not English will be required to provide evidence of their proficiency in the English language, normally by having recently achieved a score of at least 6.5 in IELTS (written score of 6.0 or above) or 580 in TOEFL (TWE of 5 or above) or an equivalent qualification.
4. The MA Management (Distance Learning), MA Marketing (Distance Learning), MA Human Resource Management (Distance Learning) and MA Entrepreneurship (Distance Learning) have been granted exemption from the University Regulations for Postgraduate Matriculation to allow students to apply for APL up to and including 1st February and 1st August to reflect the different enrolment deadlines operating on these programmes.
5. Programme of study:
 - a) All candidates must study and be assessed in modules to the value of 120 credits from Section A.
 - b) For the award of MA Management, candidates must also study and be assessed in modules to the value of 60 credits from Sections B, C or D (no more than 30 credits to be taken from Section C).
 - c) For the award of MA Marketing, candidates must also study and be assessed in:
 - (i) Modules to the value of 45 credits from Section C.
 - (ii) Modules to the value of 15 credits from Section B or D.

Module	Credit Value
<u>SECTION A</u>	
Management Theory and Thought (DL)	BUSI40L15 15
Business Analysis (DL)	BUSI53615 15
Strategy (DL)	BUSI59430 30
Research Methods (DL)	BUSI5A615 15
Dissertation (DL)	BUSI40N45 45
<u>SECTION B</u>	
Operations and Supply Chain Management (DL)	BUSI40M15 15
International Strategic Management (DL)	BUSI54115 15
Information Systems (DL)	BUSI54215 15
Financial Management (DL)	BUSI54415 15
Human Resource Management (DL)	BUSI54515 15

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Small Business Management (DL)	BUSI54615	15
SECTION C		
Either Practising Social Marketing (DL)	BUSI4Z015	15
Or Practising Social Marketing (Block Taught)	BUSI44P15	15
Either Buyer Behaviour and Marketing Communications (DL)	BUSI4D515	15
Or Buyer Behaviour and Marketing Communications (Block Taught)	BUSI4F015	15
Either Strategic Marketing Management (DL)	BUSI4D615	15
Or Strategic Marketing Management (Block Taught)	BUSI44Q15	15
SECTION D		
EITHER Event Management (Blended Learning)	BUSI43P15	15
OR Event Management (Block Taught)	BUSI43V15	15
EITHER Global Business (Blended Learning)	BUSI43Q15	15
OR Global Business (Block Taught)	BUSI43W15	15
EITHER Retail Management (Blended Learning)	BUSI43R15	15
OR Retail Management (Block Taught)	BUSI43X15	15
EITHER Sales Management (Blended Learning)	BUSI43S15	15
OR Sales Management (Block Taught)	BUSI43Y15	15
EITHER Services Management (Blended Learning)	BUSI43T15	15
OR Services Management (Block Taught)	BUSI43Z15	15
EITHER Tourism Management (Blended Learning)	BUSI43U15	15
OR Tourism Management (Block Taught)	BUSI44H15	15

6. Modes of assessment will include written examinations and coursework.
7. All candidates must submit a dissertation of not more than 12,000 words, after the completion of the Core and Optional modules and by a specified date according to the candidate's rate of progress through the programme.
8. Progression will depend upon satisfactory performance in assessment of modules as follows:
 - a) within the time-limits set out in paragraph 2 above, the minimum rate of progress without requiring formal approval of the Postgraduate Faculty Learning and Teaching Committee shall be: modules to a total value of 45 credits attempted by the end of one full year of registration; modules to a total value of 90 credits by the end of two full years of registration; modules to a total value of 135 credits by the end of three full years of registration. Within these limits, a candidate may split or defer assessment, subject to approval by the Programme Director.
 - b) approved candidates may initially register for a Distance Learning programme at any time in the year. Thereafter students will be required to register at the start of each academic year. Enrolment (the payment of fees and the undertaking to start study directed towards an examination occasion) must be completed not less than six months before the relevant date of examination ;
 - c) candidates are required, as a condition of enrolment and maintaining registration with the University, to pay all tuition fees as may be required;

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- d) enrolment is by module, normally to a minimum value of 45 credits at any one time.
 - e) candidates must attempt core modules to the value of at least 45 credits before being eligible to enter for assessment in elective modules. Candidates must pass core modules to the value of at least 45 credits in order to continue with assessment in elective modules.
9. Candidates must have completed and submitted all formative assignments required in the programme of study for a given module before completing summative assessment for that module.
 10. Examinations shall be held in Durham and other such centres approved by the University normally twice a year. Candidates must have completed enrolment for a module not less than five months prior to sitting an examination and/or submitting an assignment.
 11. Candidates will automatically be registered for assessment at the next ordinary occasion at the point of enrolment on a module, subject to the provisions of 10 above.
 12. Candidates will normally be permitted to take up to three modules via Durham-based Full-Time MA delivery and be assessed in accordance with the assessment specified in the relevant module outline(s).
 13. Candidates will be permitted one deferral opportunity per module without penalty. For modules involving examinations, deferral less than 6 weeks before the date of the examination, without justification acceptable to the Board of Examiners, shall result in a late deferral fee being charged.
 14. Candidates must normally attempt all required components of assessment for a module on one occasion (except in the case of resits). A candidate may defer submission of an assignment to the next occasion or split examinations between occasions provided notice to that effect is received, normally six weeks in the case of written examinations and/or two weeks in the case of assignments, and provided that the permitted duration of the programme is not exceeded.
 15. The Board of Examiners *may* permit a candidate who has failed one taught module to register, or continue to be registered for, assessment in subsequent modules of the programme. Candidates will be required to be re-examined in the module(s), normally on the next ordinary occasion of the examination.
 16. Candidates who fail two or more modules must be re-examined in those modules, normally at the next occasion, before assessment in further modules is permitted. In such cases, candidates already registered for assessment in other modules may defer assessment to the next ordinary occasion without penalty.
 17. Candidates must attempt Research Methods before enrolling for the Dissertation, and must pass core modules to the value of at least 75 credits, including Research Methods, before being eligible for assessment in the Dissertation.