

These programme regulations should be read in conjunction with the University's [core regulations for postgraduate programmes](#).

Durham University Business School is accredited by the European Quality Improvement System (EQUIS) for a period of three years from 2014 and the Association to Advance Collegiate Schools of Business (AACSB) for a period of five years from 2013.

Master of Business Administration (12-month programme) (N1K017)

1. This programme is available at Durham City in a full-time (12 months starting September) mode of study.

Admissions

2. Applicants should normally have a minimum of three years of relevant work experience. Applicants may also be asked to offer a satisfactory score in the Graduate Management Admission Test (GMAT), or equivalent.
3. English language requirements: 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 102 or above (with no element below 23) in TOEFL IBT, or an equivalent qualification.

Level 4 (Degree)

4. Candidates shall study and be assessed in modules to the value of 180 credits from List A below:

List A

		Credit Value
Managing People#	BUSI48315	15
Managing Finance#	BUSI48415	15
Managing in the Competitive Environment#	BUSI48515	15
Managing in the Global Environment ^	BUSI48715	15
Strategic Management ^	BUSI41015	15
Models for Decision ^	BUSI48015	15
The Boardroom Exercise	BUSI48N15	15
Sustainability, Ethics and Change	BUSI48H15	15
Strategic Business Project	BUSI48L60	60

5. Candidates shall study and be assessed in modules to the value of 60 credits from List B below (Note: only a selection of these modules will be offered each year):

List B

		Credit Value
Approaches to Decision Making	BUSI49315	15
Advanced Business Modelling	BUSI40015	15
Asset Management Planning	BUSI49415	15
Behavioural Economics & Finance	BUSI46I15	15
Business Ethics	BUSI49615	15
Business Transformation through Information Systems	BUSI4A015	15
Business and Management in the Pacific Rim	BUSI49815	15
Change Management: Theory and Practice	BUSI4ZN15	15
Corporate Finance	BUSI49015	15
Corporate Governance	BUSI4A115	15
Corporate Reporting and Control	BUSI4A215	15
Crisis Management	BUSI4A315	15
E-Commerce	BUSI4A415	15
Employment Relations	BUSI4A615	15
Entrepreneurship	BUSI4A715	15
Entrepreneurship and Business Start Up	BUSI46K15	15
Financial Risk Management	BUSI49215	15

Global Marketing	BUSI43A15	15
Global Strategic Management	BUSI4A815	15
Improving Management Decision Making	BUSI4A915	15
Information Systems: Realising the Benefits	BUSI40T15	15
International Business in Context (Blended Learning)	BUSI49S15	15
International Economics	BUSI40A15	15
International Enterprise Project	BUSI44L15	15
International Financial Management	BUSI42A15	15
International Human Resource Management	BUSI4V215	15
Internationalisation of Services	BUSI44A15	15
Issues in Public Management	BUSI45A15	15
Labour Market	BUSI42P15	15
Leadership	BUSI4E815	15
Management Consultancy	BUSI47A15	15
Managerial Psychology	BUSI48A15	15
Managing Legal Risk	BUSI49715	15
Managing Marketing Communications	BUSI49A15	15
Managing Social Marketing Campaigns	BUSI42I15	15
Negotiation Management	BUSI48K15	15
New Venture Creation	BUSI4B015	15
Organising for Strategic Advantage	BUSI4B115	15
Portfolio Construction and Management	BUSI4B215	15
Project Management	BUSI43B15	15
Quality Management	BUSI4B315	15
Quantitative Marketing Research	BUSI4B415	15
Regional Integration and Organizational Response	BUSI4B515	15
Regional Regeneration and Management	BUSI4B615	15
Security Analysis	BUSI4B715	15
Small Business Management	BUSI4B815	15
Strategic Customer Relationship Management	BUSI4E115	15
Strategic Human Resource Development	BUSI4B915	15
Strategic Innovation	BUSI46A15	15
Strategic Location Management	BUSI4E415	15
Strategic Marketing	BUSI40B15	15
Strategic Supply Chain Management	BUSI41B15	15
Treasury Management and Capital Markets	BUSI42B15	15
A credit-bearing language module to the value of 20 credits offered by the Centre for Foreign Language Studies		20

Assessment

- 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).
- Where a maximum of two examinations are to be retaken, these shall normally be taken in the summer following September entry. Where the number of examinations to be retaken exceeds two, these shall normally be taken in January of the following year. Any assignments and other assessed work to be resubmitted shall be submitted by a date determined by the Board of Examiners which shall normally be within twelve months of the original deadline.
- 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 Strategic Business Project, shall be awarded the degree of Master of Arts in Business Administration (N1KE07) as an exit qualification.
- 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.
- 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 List A together with any one of the modules marked ^, shall be awarded the Postgraduate Certificate Business Administration as an exit qualification.
- The requirement for the award of the 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 Strategic Business Project.
12. 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%, including the achievement of a mark of 60% or more in the Strategic Business Project, but where the candidate did not meet the criteria for the award of a distinction.
 13. Candidates starting the programme in September 2014 must submit a Strategic Business Project of not more than 15,000 words by 4 September 2015.
 14. Modules up to the value of 30 credits may be compensated in order to achieve the award of MBA, Master of Arts in Business Administration or Postgraduate Diploma Business Administration provided a mark of not less than 40% has been obtained in each of the modules to be compensated, and the overall average mark for all the modules taken, including the module(s) to be compensated, is at least 50%.
 15. Modules up to the value of 15 credits, but excluding those marked with a #, may be compensated in order to achieve the award of Postgraduate Certificate Business Administration provided a mark of not less than 40% has been obtained in each of the modules to be compensated, and the overall average mark for all the modules taken, including the module to be compensated, is at least 50%.
 16. Candidates who select a CFLS credit-bearing language module must select 245 credits in total.

Accreditation

17. The Master of Business Administration is accredited by the Association of MBAs (AMBA) for a period of five years from 2013.