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 (Global) (N1N417)

*(For students entering from October 2013)*

1. This programme is available at Durham City in a part-time (36 months) mode of study with entry points in October and April.

**Admissions**

2. Applicants should normally have a minimum of three years relevant work experience.

3. English language requirements: Candidates whose first language is not English will normally be required to possess recent English Language test scores of 6.5 or above (with no element below 6.0) in IELTS, or 92 or above (with no element below 23) in TOEFL IBT, or an equivalent qualification.

4. The programme has 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.

**Programme Structure**

5. Candidates shall study and be assessed in modules to the value of 165 credits from List A below. Candidates are not able to study the same module twice, regardless of how it is taught:

| List A: | | Credit Value |
|---|---|---|
| Managing People (Online)# | BUSI42V15 | 15 |
| Managing People (Taught)# | BUSI45P15 | 15 |
| Managing Finance (Online)# ~ | BUSI42S15 | 15 |
| Managing Finance (Taught)# | BUSI45Q15 | 15 |
| Managing in the Competitive Environment (Online)# | BUSI42T15 | 15 |
| Managing in the Competitive Environment (Taught)# | BUSI45O15 | 15 |
| Managing in the Global Environment (Online)Δ | BUSI42U15 | 15 |
| Managing in the Global Environment (Taught)Δ | BUSI45N15 | 15 |
| Strategic Management (Online)Δ | BUSI42H15 | |
| Strategic Management (Taught)Δ | BUSI45M15 | 15 |
| Improving Management Decision Making (Online)Δ | BUSI46H15 | |
| Improving Management Decision Making (Taught)Δ | BUSI45R15 | 15 |
| Methods of Inquiry (Online) | BUSI42R15 | 15 |
| Methods of Inquiry (Taught) | BUSI49M15 | 15 |
| Dissertation | BUSI56360 | 60 |

6.  Candidates shall study and be assessed in modules to the value of 75 credits from List B below.  Candidates are not able to study the same module twice, regardless of how it is taught:

(Note: only a selection of these modules will be offered each year)

| List B: | | Credit Value |
|---|---|---|
| Boardroom Exercise | BUSI44S15 | 15 |
| Business Ethics (Online) | BUSI57515 | 15 |
| Business Transformation through Information Systems (Online) | BUSI41V15 | 15 |
| Corporate Finance (Online) | BUSI59715 | 15 |
| Corporate Reporting and Control (EBS) | BUSI4Y615 | 15 |
| E-Commerce (Online) | BUSI57115 | 15 |
| Entrepreneurship (Online) | BUSI5A115 | 15 |
| Entrepreneurship (EBS) | BUSI4Y715 | 15 |
| Financial Planning and Control (Online) | BUSI41515 | 15 |
| Issues in Public Management (Online) | BUSI57715 | 15 |
| Management of Change (Online) | BUSI41015 | 15 |
| Managerial Psychology (Online) | BUSI50815 | 15 |
| Managing Marketing Communications (Online) | BUSI58415 | 15 |
| Managing Social Marketing Campaigns (Online) | BUSI46G15 | 15 |
| Marketing Psychology (EBS) | BUSI4ZA15 | 15 |
| Project Management (Online) | BUSI50915 | 15 |
| Project Management (EBS) | BUSI4ZE15 | 15 |
| Quantitative Marketing Research (Online) | BUSI40915 | 15 |
| Small Business Management (Online) | BUSI59515 | 15 |
| Strategic Marketing (Online) | BUSI5A515 | 15 |
| Strategic Marketing (EBS) | BUSI4ZJ15 | 15 |
| Strategic Supply Chain Management (Online) | BUSI5A415 | 15 |
| Crisis Management (Online) | BUSI44I15 | 15 |
| Crisis Management (Taught) | BUSI43I15 | 15 |
| Delivering Service Excellence (Online) | BUSI42W15 | 15 |
| Delivering Service Excellence (Taught) | BUSI43J15 | 15 |
| Effective Sales Force Leadership (Online) | BUSI42X15 | 15 |
| Effective Sales Force Leadership (Taught) | BUSI43L15 | 15 |
| Global Retailing (Online) | BUSI42Y15 | 15 |
| Global Retailing (Taught) | BUSI44K15 | 15 |
| Globalising Strategic Management (Online) | BUSI42Z15 | 15 |
| Globalising Strategic Management (Taught) | BUSI43M15 | 15 |
| International Business in Context (Blended Learning) | BUSI49S15 | 15 |
| International Enterprise Project (Blended Learning) | BUSI49R15 | 15 |
| International Tourism (Online) | BUSI43H15 | 15 |
| International Tourism (Taught) | BUSI43N15 | 15 |
| Scenario Thinking (Online) | BUSI46N15 | 15 |
| Scenario Thinking (Taught) | BUSI46O15 | 15 |
| Social Entrepreneurship (Online) | BUSI44J15 | 15 |
| Social Entrepreneurship (Taught) | BUSI43O15 | 15 |
| Leadership (Online) | BUSI47W15 | 15 |
| Leadership (Taught) | BUSI47X15 | 15 |
| Global Marketing (Online) | BUSI47K15 | 15 |
| Global Marketing (Taught) | BUSI47M15 | 15 |
| Social Media Strategies (Online) | BUSI47R15 | 15 |
| Social Media Strategies (Taught) | BUSI47S15 | 15 |
| Social Media Strategies (Blended Learning) | BUSI47Q15 | 15 |
| Sustainability, Ethics and Change (Online) | BUSI47T15 | 15 |
| Sustainability, Ethics and Change (Taught) | BUSI47U15 | 15 |
| Sustaining Change in Organisations (MBA) (Online) | BUSI49N15 | 15 |

|  | Sustaining Change in Organisations (MBA) (Taught) | BUSI49O15 | 15 |
| **Assessment** | A credit-bearing language module to the value of 20 credits offered by the Centre for Foreign Language Studies | | 20 |

7. Candidates will normally progress through the programme by taking core modules before option modules and will normally submit the dissertation of not more than 15,000 words after attempting all core and option modules.

8. Progression will depend upon satisfactory performance in assessment of modules, as follows:
   a) Within the time-limits set out in paragraph 1 above, the minimum rate of progress without requiring the formal approval of the Postgraduate Faculty Education Committee shall be: modules to a total of 75 credits attempted by the end of one full year of registration; modules to a total of 165 credits attempted by the end of two full years of registration; modules to a total of 240 credits attempted by the end of three full years of registration.
   b) Candidates are required, as a condition of enrolment and maintaining registration with the University, to pay all tuition fees as may from time to time be approved.
   c) Enrolment is by module, normally to a minimum value of 75 credits in any year (i.e. in two successive occasions of enrolment).

9. Candidates will normally be permitted to undertake up to three modules via other modes of MBA delivery and be assessed in accordance with the assessment specified in the relevant module outline(s).

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, including 45 credits from the modules marked # and 15 credits from the modules marked Δ in Section A, shall be awarded the Postgraduate Certificate Business Administration as an exit qualification.

14. With regard to assessment:
   a) It is expected that candidates will be assessed at the first ordinary occasion following enrolment. Candidates will thus be automatically registered for assessment at the point of enrolment.
   b) Examinations shall be held in Durham and in such other centres as may be approved by the University, normally twice a year.
   c) The Board of Examiners *may* permit a candidate who has failed up to two taught modules to register or to continue to be registered for assessment in subsequent module(s) of the programme. Candidates for MBA programmes will be required to be re-examined in the module(s), normally on the next ordinary occasion of the examination.
   d) Candidates for MBA programmes who fail modules to the value of 45 or more credits must be re-examined in those modules, normally at the next occasion, before assessment in further modules is permissible. In such cases candidates already registered for assessment in other modules may defer assessment to the next ordinary occasion without penalty.
   e) Candidates who were initially registered for the Postgraduate Certificate Business Administration (N1KS14) who successfully complete the programme requirements at Masters level may choose *either* to be admitted to further study on an MBA programme *or* to be awarded the Postgraduate Certificate.

15. 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 dissertation.

16. 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 dissertation, but where the candidate did not meet the criteria for the award of a distinction.

17. 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%.

18. 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%.

19. Candidates who select a CFLS credit-bearing language module must select 245 credits in total.

**Accreditation**

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