

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 (15-month programme) (N1T417)

1. This programme is available at Durham City in a full-time (15 months starting September) mode of study. It includes three months spent undertaking a relevant work- or study-based activity, or combination of activities, subject to the approval of the Programme Director. This provides an additional learning experience.

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.

10. 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.
11. 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 14 December 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.