

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

BA Marketing (N501)

BA Marketing with Business Placement (N505)

BA Marketing with Study Abroad (N507)

1. This programme is available at Queen's Campus, in a full-time mode of study.

Level 1 (Certificate)

2. Candidates shall study and be assessed in the following modules:

		Credit value
Analysis, Research and Business Skills I #	BUSS1121	20
The Changing World of Business	BUSS1131	20
People, Management and Organisations	BUSS1141	20
Marketing Principles #	BUSS1151	20
Accounting and Finance in Business	ECOS1141	20

3. Candidates shall also study and be assessed in modules to the value of 20 credits from List A:

List A:		Credit value
Economics and Psychology of Decision-Making	BUSS1161	20
Creating New Businesses	BUSS1171	20
The Global Economy	ECOS1221	20
A credit-bearing language module such as those offered by the University's Centre for Foreign Language Study	-	20

Level 2 (Diploma)

4. Candidates shall study and be assessed in the following modules:

		Credit value
Integrated Marketing Communications #	BUSS2181	20
Marketing Research Methods #	BUSS2131	20
Consumer Psychology#	BUSS2191	20
Strategic Brand Management#	BUSS2141	20

5. Candidates shall also study and be assessed in modules to the value of 40 credits from List B:

List B:		Credit value
Information Systems	BUSS2011	20
Operations Management	BUSS2031	20
Entrepreneurship	BUSS2201	20
Consulting in the Public Sector	BUSS2221	20
Human Resource Management (Level 2)	BUSS2211	20
Principles of Business Law	BUSS2051	20
Managing in a Global Environment	BUSS2111	20
A credit-bearing language module such as those offered by the University's Centre for Foreign Language Study	-	20

Level 3 (Degree)

6. Candidates shall study and be assessed in the following modules:

		Credit value
Dissertation	ECOS3032	40
Strategic Management	BUSS3261	20

7. Candidates shall also study and be assessed in modules to the value of 60 credits from List C – a minimum of 40 credits must be selected from those modules marked †

List C		Credit value
Global Marketing†	BUSS3251	20
Social Marketing†	BUSS3231	20
Retail and Services Marketing†	BUSS3281	20
Contemporary Issues in Management	BUSS3201	20
Leadership	BUSS3241	20
Human Resource Management	BUSS3151	20
Corporate Responsibility	BUSS3191	20
East Asian Business	BUSS3301	20
Corporate Governance	BUSS3101	20
Corporate Entrepreneurship	BUSS3271	20
A credit-bearing language module such as those offered by the University's Centre for Foreign Language Study	-	20

Assessment, progression and award

8. Modules marked with a # must be passed at 40% or above in order to progress to the ordinary degree at the next Level;
9. The Research Project at Level 4 must be an approved subject relevant to the degree for which the student is registered;
10. A student who is registered for the BA Marketing (N501) programme and who wishes to transfer to the Masters in Marketing (N500) programme and is suitably qualified to do so, shall be permitted to transfer subject to the approval of the Director of Undergraduate Studies;
11. A student who is registered for the Masters in Marketing (N500) programme and who wishes to transfer to BA Marketing (N501) shall be permitted to transfer subject to the approval of the Director of Undergraduate Studies.

Professional accreditation

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

Year 3 (Business Placement / Study Abroad)

13. Students admitted to the BA Marketing (N501) are able to apply to transfer to the BA Marketing (with Business Placement) programme (N505) or the BA Marketing (with Study Abroad) programme (N507).
14. Candidates wishing to transfer to the BA Marketing (with Business Placement) (N505) or the BA Marketing (with Study Abroad) (N507) must:
 - a. have successfully completed Level 1 of the BA Marketing (N501) and progressed to Level 2 of the honours or Ordinary programme, and;
 - b. during the first term of Level 2 study, apply to the Board of Studies in the Business School to be admitted to the BA Marketing (with Business Placement) (N505) or the BA Marketing (with Study Abroad) (N507) and have their application approved by the Chair of the Board of Studies in the Business School; and

- c. successfully complete Level 2 of the BA Marketing (N501) so as to be eligible to progress to Level 3 of the BA Marketing (N501) Honours programme.

Business Placement

15. Students will undertake an approved work placement of not less than 40 weeks. Student progress will be assessed at threshold level by continuous assessments of the student's performance during the placement and a final report. Assessment does not contribute to the marks used to determine the award of degree but successful completion is required to qualify for the BA Marketing with Business Placement.
16. Students who the Board of Examiners for the Business School deem to have made satisfactory progress on the Business Placement will continue to Level 3 of the BA Marketing (with Business Placement) (N505). Students who have not made satisfactory progress on the year abroad will not be permitted to continue on BA Marketing (with Business Placement) (N505), but must instead proceed to Level 3 of the BA Marketing (N501) programme.

Study Abroad

17. Students will undertake an approved study placement in an overseas university. Student progress will be assessed at module level by the host University. Assessment does not contribute to the marks used to determine the award of degree but successful completion is required to qualify for the BA Marketing with Study Abroad.
18. Students who the Board of Examiners for the Business School deem to have made satisfactory progress on the year abroad will continue to Level 3 of the BA Marketing (with Study Abroad) (N507). Students who have not made satisfactory progress on the year abroad will not be permitted to continue on BA Marketing (with Study Abroad) (N507), but must instead proceed to Level 3 of the BA Marketing (N501) programme.