

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 and Management (N509)**

## **BA Marketing and Management with Business Placement (N510)**

## **BA Marketing and Management with Study Abroad (N511)**

1. This programme is available at Durham City, in a full-time mode of study.

### **Level 1 (Certificate)**

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

		<b>Credit value</b>
Introduction to Business Research #	<a href="#">BUSI1191</a>	20
The Changing World of Business	<a href="#">BUSI1171</a>	20
People, Management and Organisations	<a href="#">BUSI1141</a>	20
Marketing Principles #	<a href="#">BUSI1131</a>	20
Financial Information for Managers	<a href="#">ACCT1011</a>	20
Strategy in Practice	<a href="#">BUSI1211</a>	20

### **Level 2 (Diploma)**

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

		<b>Credit value</b>
Integrated Marketing Communications #	<a href="#">BUSI2201</a>	20
Consumer Psychology and Behavioural Science#	<a href="#">BUSI2211</a>	20
Strategic Brand Management#	<a href="#">BUSI2171</a>	20
Research Methods and Statistics	<a href="#">BUSI2231</a>	20

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

<b>List A:</b>		<b>Credit value</b>
Information Systems	<a href="#">BUSI2151</a>	20
Operations Management	<a href="#">BUSI2181</a>	20
Entrepreneurship	<a href="#">BUSI2141</a>	20
Consulting in the Public Sector *	<a href="#">BUSI2221</a>	20
Human Resource Management	<a href="#">BUSI2161</a>	20
Principles of Business Law *	<a href="#">ACCT2041</a>	20
Managing in a Global Environment	<a href="#">BUSI2131</a>	20
Marketing Decisions in Practice *	<a href="#">BUSI2301</a>	20
Financial and Management Accounting *	<a href="#">ACCT2011</a>	20
A credit-bearing language module such as those offered by the University's entry for Foreign Language Study	-	20

### **Level 3 (Degree)**

5. Candidates shall study and be assessed in the following modules<sup>^</sup>:

		<b>Credit value</b>
<b>EITHER:</b>		
Dissertation	<a href="#">BUSI3232</a>	40
<b>OR:</b>		
Behavioural Science Project *	<a href="#">BUSI3322</a>	40

6. Candidates shall also study and be assessed in modules to the value of 80<sup>^</sup> credits from List B and List C; a minimum of 20 credits must be taken from any one List; a minimum of 40 credits must be taken from modules marked †

<b>List B:</b>		<b>Credit value</b>
Strategic Management <sup>^</sup>	<a href="#">BUSI3181</a>	20
Asia and the Pacific Rim *	<a href="#">BUSI3041</a>	20
Corporate Responsibility	<a href="#">BUSI3241</a>	20
Future of Work and the Gig Economy	<a href="#">BUSI3341</a>	20
Leadership	<a href="#">BUSI3161</a>	20
New Venture Creation	<a href="#">BUSI3331</a>	20
Retail and Services Marketing †	<a href="#">BUSI3221</a>	20

<b>List C:</b>		<b>Credit value</b>
Contemporary Issues in Management Research *	<a href="#">BUSI3261</a>	20
Corporate Entrepreneurship *	<a href="#">BUSI3171</a>	20
Global Marketing †	<a href="#">BUSI3191</a>	20
Global Sport Business	<a href="#">BUSI3351</a>	20
Social Marketing †	<a href="#">BUSI3201</a>	20
Work, Organisation and Society	<a href="#">BUSI3281</a>	20
A credit-bearing language module such as those offered by the University's Centre for Foreign Language Study		20

<sup>^</sup> Students entering prior to 2020/21 shall also study and be assessed in Strategic Management (BUSI 3181) and in modules to the value of 60 credits from Lists B and C.

#### **Assessment, progression and award**

7. Modules marked with a # must be passed at 40% or above in order to progress to the ordinary degree at the next Level;
8. Modules marked with a \* are not available in 2020/21.

#### **Professional accreditation**

9. Durham University Business School is accredited by the European Quality Improvement System (EQUIS) for a period of five years from 2017 and by the Association to Advance Collegiate Schools of Business (AACSB) for a period of five years from 2019.

#### **Year 3 (Business Placement / Study Abroad)**

10. Students admitted to the BA Marketing and Management (N509) are able to apply to transfer to the BA Marketing and Management (with Business Placement) programme (N510) or the BA Marketing and Management (with Study Abroad) programme (N511).
11. Candidates wishing to transfer to the BA Marketing and Management (with Business Placement) (N510) or the BA Marketing and Management (with Study Abroad) (N511) must:
  - a. have successfully completed Level 1 of the BA Marketing and Management (N509) and progressed to Level 2 of the honours or Ordinary programme, and;
  - b. during the first term of Level 2 study, apply to the Chair of the Board of Studies to be admitted to the BA Marketing and Management (with Business Placement) (N510) or the BA Marketing and Management (with Study Abroad) (N511) and have their application approved by the Chair of the Board of Studies; and
  - c. successfully complete Level 2 of the BA Marketing and Management (N509) so as to be eligible to progress to Level 3 of the BA Marketing and Management (N509) Honours programme.

#### **Business Placement**

12. Students will undertake an approved work placement or work placements of not less than 40 weeks in total (or not less than 24 weeks in total in 2020/21). They must have successfully completed 240 credits at Levels 1 and 2 to progress to the placement. 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 and Management with Business Placement.

13. 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 and Management (with Business Placement) (N510). Students who have not made satisfactory progress on the year abroad will not be permitted to continue on BA Marketing and Management (with Business Placement) (N510), but must instead proceed to Level 3 of the BA Marketing and Management (N509) programme.

### **Study Abroad**

14. 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 and Management with Study Abroad. Students should pass a minimum of 40 ECTS credits, or equivalent, to successfully complete the year, as set out in their Learning Agreement.
15. 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 and Management (with Study Abroad) (N511). Students who have not made satisfactory progress on the year abroad will not be permitted to continue on BA Marketing and Management (with Study Abroad) (N511), but must instead proceed to Level 3 of the BA Marketing and Management (N509) programme.