

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

**Durham University Business School is accredited by the European Quality Improvement System (EQUIS) for a period of five years from 2022 and the Association to Advance Collegiate Schools of Business (AACSB) for a period of five years from 2019.**

### **Master of Business Administration (Business Development) (N1T617)**

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 an internship or other relevant work- or study-based activity, or combination of activities, subject to the approval of the Programme Director. This provides an additional learning experience in business development.

#### **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 the following modules:

		<b>Credit Value</b>
Leading and Managing People (FT) ~	<a href="#">BUSI4I710</a>	10
Accounting and Finance (FT) ~	<a href="#">ACCT41610</a>	10
Marketing (FT) ~	<a href="#">BUSI4I910</a>	10
Applied Strategic Management (FT) ~	<a href="#">BUSI4J010</a>	10
Operations and Technology (FT) ~	<a href="#">BUSI4J110</a>	10
Economics for Global Business (FT) ~	<a href="#">ECON49310</a>	10
Sustainability and Ethics (FT) ~	<a href="#">BUSI4J310</a>	10
International Business in Context (FT) ~	<a href="#">BUSI4J420</a>	20
The Boardroom Exercise (FT) ~	<a href="#">BUSI4J510</a>	10
Strategic Consulting Project (FT) ~	<a href="#">BUSI4W060</a>	60

5. Candidates shall study and be assessed in modules to the value of 20 credits from either List A or List B or List C:

#### **List A**

		<b>Credit Value</b>
Entrepreneurial Management (FT)	<a href="#">BUSI4J710</a>	10
Entrepreneurial Practice (FT)	<a href="#">BUSI4J810</a>	10

#### **List B**

Management Consultancy (FT)	<a href="#">BUSI4J910</a>	10
Project Management (FT)	<a href="#">BUSI4K010</a>	10

#### **List C**

Business Analytics (FT)	<a href="#">BUSI4M710</a>	10
Technology Forecasting & Innovation Analytics (FT)	<a href="#">BUSI4M810</a>	10

6. Candidates shall also be required to satisfactorily complete the following:

Internship/Business Development Project (FT)	<a href="#">BUSI40000</a>	<b>Credit Value</b> 0
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#### **Assessment, progression and award**

7. Candidates 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.
8. Candidates who fail to satisfy the requirements for the award of MBA or Postgraduate Diploma but who have achieved 60 credits, shall be awarded the Postgraduate Certificate Business Administration as an exit qualification.
9. 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 180 credits, including:
  - (b) the achievement of a mark of 70% or more in the Strategic Business Project.
10. 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.
11. Candidates starting the programme in September 2020 onwards must submit a Strategic Business Project of not more than 15,000 words . Modules up to the value of 20 credits (excluding those marked with ~) may be compensated in order to achieve the award of MBA 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%.
12. Modules up to the value of 20 credits (including those marked with ~) may be compensated in order to achieve the award of 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 to be compensated, is at least 50%.
13. Modules up to the value of 10 credits (including those marked with ~) 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%.
14. Candidates must normally have passed all core modules, with the exception of the Strategic Business Project (BUSI 4J660), before proceeding to the Internship/Business Development Project (BUSI 40000). This is undertaken in the final three months of the programme and assessed on a pass/fail basis. Successful performance will be recorded on the candidate's degree transcript. A candidate who is unsuccessful in the Internship/Business Development Project, but has otherwise satisfied the programme requirements, will be awarded the Full-Time MBA (12-month programme, N1T517) as an exit qualification.

#### **Accreditation**

15. The Master of Business Administration is accredited by the Association of MBAs (AMBA) for a period of five years from 2018.