

MASTERS IN BUSINESS ADMINISTRATION

MBA PLUS



INTRODUCING THE NORTHAMPTON BUSINESS SCHOOL **MBA PLUS**

The Northampton Business School MBA Plus is an internationally recognised postgraduate qualification in management. The Programme combines excellent generalist management teaching and learning with highly valuable additional recognition, qualification and activities. We offer a unique combination of opportunities which represent excellent value for money in a competitive and expensive marketplace.

The Programme comprises eight MBA-specific modules of study (seven taught, and one independent research module):



<p><i>Critical Issues in Business</i></p> <p>What are the critical themes and pervasive issues in business today?</p>	<p><i>Managing Organisational Behaviour</i></p> <p>What are the organisational and management processes that I need to understand to be an effective leader?</p>	<p><i>Financial Decision Making</i></p> <p>What strategic knowledge do I need of accounting, quantitative methods and management information?</p>	<p><i>Managing Operations and the Supply Chain</i></p> <p>What are the critical factors in operations, supply chain and project management?</p>
<p><i>Business Research Project</i></p> <p>What new opportunities or strategic changes are possible in my business/organisation?</p>	<p><i>Strategic Marketing</i></p> <p>How can businesses gain competitive advantage in a dynamic and complex environment?</p>	<p><i>Competitive Strategy and Innovation</i></p> <p>What do I need to know to be able to adaptably develop and interpret strategy?</p>	<p><i>Leadership in a Changing Context:</i></p> <p>What leadership skills are required in different business cultures and contexts?</p>

Northampton Business School is part of the University of Northampton and is based in a modern building set in 74 acres of attractive park and woodland. The setting combines a campus community with a rapidly growing town that blends its traditional market square and theatre with modern shopping malls and multiplex cinemas.

With 35 years experience, Northampton Business School (NBS) is renowned for high quality teaching and research, supported by strong links with industry and commerce. Over 100 staff are able to draw on expertise for teaching, research and consultancy in: Accounting, Business Strategy, Economics, Human Resource Management, Information Sciences, Languages, Management and Marketing. NBS has over 3500 students including 1000 International students. 500 students are studying full-time for a Masters degree. We also employ our own specialist English language tutors.

MODES OF STUDY



FULL-TIME INTENSIVE 15 MONTHS

The Full-Time Intensive Programme is completed by full time study on campus at NBS. Normally, the Programme will begin with the MBA Plus Conference, after which you will complete two semesters of 14 weeks, with between 12 and 15 hours per week in the classroom with your tutors and fellow students. You will be expected to engage in significant additional study, group work, learning and networking and to attend additional workshops to support your achievement of the professional body memberships and awards. After the completion of the taught modules you will have a further six months to complete your Business Research Project and can apply to complete one of our optional work placements. The Full-Time Intensive Programme normally runs twice a year (September and January starts).

PART-TIME (DAY/EVENING OR EVENINGS) 24 MONTHS

The Part-Time Programme is completed by part time study on campus at NBS. Normally, the Programme will begin with the MBA Plus Conference, after which you will complete three semesters of 14 weeks, with approximately six hours per week in the classroom with your tutors and fellow students. You will be expected to engage in significant additional study, learning and networking and to attend additional

workshops to support your achievement of the professional body memberships and awards. After the completion of the taught modules you will have a further nine months to complete your Business Research Project and can apply to complete one of our optional work placements. The Part-Time Programme normally runs once a year (September start).

DISTANCE LEARNING 24 MONTHS (MINIMUM)

The Distance Learning Programme can be undertaken anywhere in the world, as we use facilitative technologies to enable your engagement with the course team, fellow students and course materials. Normally, the Programme will begin with the Virtual MBA Plus Conference, after which you will complete three blocks of 14 weeks study. You will be expected to engage with the course team in online activities and in significant additional study, learning and networking and to engage online in development activities associated with your achievement of the professional body memberships and awards. After the completion of the taught modules you will have a further nine months to complete your Business Research Project and can apply to complete one of our optional work placements. The Distance Learning Programme normally runs twice a year (September and January starts).

INTERNATIONAL PROGRAMMES 12-24 MONTHS

The International Programmes are undertaken in fixed locations across the world and combine face to face workshops delivered by 'Flying Faculty' and the use of facilitative technologies to enable your engagement with the course team, fellow students and course materials. Normally, the Programme will begin with the Virtual MBA Plus Conference, after which you will complete your study in around 24 months. As well as attendance at the regular workshops in the host country, you will be expected to engage with the course team in online activities and in significant additional study, learning and networking and to engage online in development activities associated with your achievement of the professional body memberships and awards. After the completion of the taught modules you will have a further nine months to complete your Business Research Project and can apply to complete one of our optional work placements. Please contact us for more information about available locations and start dates.

PROGRESSION ROUTES

Progression Routes may be available from level seven qualifications obtained elsewhere. Please contact us for more information.

MEET THE PROGRAMME LEADERS

Dr Holger Siemons

Programme Leader
Full Time Intensive



Holger is one of NBS's Associate Professors and is an experienced researcher, consultant and corporate trainer.

Earlier positions were with Deutsche Telekom in Germany in the CEO's department dealing with regulation, political communication and principles and later in Global Marketing for the company's wholesale business in sea cable and satellite connections.

He holds a PhD from the University of Delhi (India), Faculty of Management Studies, an MBA from Newcastle University (UK) and a Diplom-Kaufmann - equivalent to BA (Hons) - from Aachen University of Applied Sciences, Germany.

Dr Holger Siemons has longstanding experience in the cross-cultural field and is strongly active in the field of social change and entrepreneurship.

www.northampton.ac.uk/people/holger.siemons

Tim Peacock

Programme Leader
Part Time



Tim Peacock is one of NBS' most experienced Programme Leaders and consultants, bringing a wealth of experience from industry and management to his role. Tim has held managerial positions in Manufacturing, New Product Development, Materials' Management, OPT Implementation, IS Project Management and Quality. He is a Chartered Engineer.

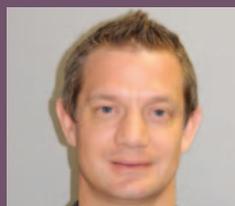
As a consultant he has been engaged in working with organisations to help them improve their processes and systems. Tim has engaged with professional bodies (e.g. CIM, CILT) to establish the reputation and connectivity of the programme to employers and the local business community. From this liaison he has developed the MSc International Logistics and the BA Events Management.

Tim is now researching into the challenges of Environmental Issues on the Business, especially the challenge of Carbon Reduction in the Supply Chain.

www.northampton.ac.uk/people/tim.peacock

Dr Mils Hills

Programme Leader
Distance Learning



Mils has a solid practitioner background in central government and independent consultancy leading research to inform decision making and practice in cyber security and defence in the emerging, highly classified, domain of Information Warfare (IW).

He has a long track record of work in defending the critical national infrastructure, working closely with colleagues across government and in the private sector.

Mils is a Senior Lecturer (Strategic Management) at Northampton Business School. As well as undertaking consultancy, leading Undergraduate and Postgraduate modules and supervising PhD students, he is Programme Leader for the MBA.

www.northampton.ac.uk/people/mils.hills

Ross Thompson

Programme Leader
International Programmes



Ross has significant commercial experience spanning marketing (at the RMC Group and IBM) and Corporate Finance with CRUK.

Subsequently, Ross has married interests in teaching (especially strategy, finance and quantitative techniques), research (he is currently undertaking a Doctorate in Education at Oxford Brookes University) and consultancy.

In previous academic posts, Ross has been managing consultant of a small businesses consultancy funded from a BERR grant; in the three years that he ran this concern, Ross was able to assist over 35 SME businesses. In 2011, Ross was a Visiting Professor at East Asia University, Bangkok and is now the Programme Leader for the International MBA.

Ross holds an MBA with distinction from Manchester Business School and is a qualified Chartered Secretary.

www.northampton.ac.uk/people/ross.thompson

ENTRY REQUIREMENTS

MBA: Applicants will normally be expected to hold a first or second class honours degree of a British university or equivalent and must always have a minimum of two years relevant management experience. The University of Northampton admission procedures enable the admission of students with prior credit or experiential learning. As this PG qualification will attract professional practitioners and managers, students may be admitted on the basis of an

assessment of meaningful and measureable prior learning or professional experience.

ENGLISH LANGUAGE REQUIREMENTS: Applicants whose native language is not English must provide evidence of their English language capability at a level approved by the University. The level required for study on postgraduate programmes is IELTS 6.5 or its equivalent.

YOUR MBA. PLUS ...

Your progression through the core programme is accompanied by a series of added value elements.

The following elements are included in your course fee, assessment and progression through the programme:

- **MBA Plus Annual Conference:** The conference gathers keynote speakers from around the world to present on pervasive issues in strategic leadership. This provides an opportunity to meet fellow MBA students, alumni and academic staff as well as to network with companies and organisations associated with the University.
- **MBA Plus Business Showcase:** The final event in the Programme calendar allows participants to showcase their research to fellow MBA students, alumni and academic staff as well as to network with companies and organisations associated with the University.

Optional elements include:

- **MBA Plus European Business Event:** A five day business trip to a European destination offers the opportunity to observe business in practice through industry insight visits and discussions and workshops with academics in other business schools
- **Chartered Institute of Marketing Introductory Certificate:** The CIM Introductory Certificate provides an internationally recognised qualification in marketing. We provide all the materials necessary to prepare you for

this award as part of your course fees. In order to achieve this award, two CIM assessments must be successfully completed in addition to your MBA study.

- **Chartered Management Institute Membership (grade will be dependent on your existing experience and qualifications):** The CMI is the leading management organisation in the UK with a developing reputation across the world. Membership provides significant benefits in networking, access to information and research.
- **Prince 2 Foundation and Practitioner Award:** Prince 2 is the internationally recognised project management programme. Online learning materials are provided as part of your course fees. Additional Prince 2 assessment must be successfully completed in addition to your MBA study.

Additional fees, over and above your course fees, will be payable for the optional elements, for example for travel and accommodation for the Business Event or by the examination or membership bodies for membership and assessments associated with the qualifications. We have negotiated preferential rates so as to keep additional expenditure to a minimum. Please contact us for more information.



“Quite simply, we ensure that our courses excite the interest of our students and meet the need of their future employers”.

Dr. Ian Brooks, Dean of Northampton Business School



PRE-SESSIONAL ENGLISH (ESL) FOR INTERNATIONAL STUDENTS

Our pre-sessional English courses are designed for those who meet the academic entry qualifications but whose level of English is below that required. To be accepted onto one of our programmes, you will need to demonstrate an English language level of IELTS 6.5 for postgraduate (or equivalent). If your English is not at this level this programme is for you.

The course is full-time, providing a minimum of 20 contact hours per week, with start dates in September, January, May and July. The length of the programme is dependent on your level of English at the time of entry and exit.



"The course has provided me with an insight into all aspects of business from human resources and effective management, through operational strategy to management and corporate finance.

Being a postgraduate degree, the course has applied demands on both my professional and personal circumstance that cannot be overstated and as such has required a disciplined commitment to the course. Aside from the academic aspects of the course provided by the University a real benefit has been the opportunity to interact, collaborate and learn from other like-minded individuals from varied backgrounds. Having the opportunity to actively discuss and often debate the application of the taught theory in real world situations across

both the private and public sectors has provided an insight that I would not have found anywhere else and will prove invaluable when considering business challenges in the future.

The skills I have gained during my time at university, particularly in strategic and financial aspects of business administration have proven beneficial to my career and resulted in my promotion to the role of Operations Director. If you are considering an MBA qualification I would suggest that you grab the opportunity with both hands and go for it."

Craig Molford
MBA



Northampton is a large market town, centrally located just off the M1 Motorway and on the main rail network between London and Birmingham.

Journey time to London, Birmingham, Nottingham, Oxford and Cambridge is just one hour. Northampton is close to all the major airports, with Heathrow, London (Luton) and Birmingham just an hour away.



Northampton Business School

Park Campus, Boughton Green Road, Northampton, NN2 7AL,
United Kingdom T 0800 358 2232 E study@northampton.ac.uk
W www.northampton.ac.uk/nbspostgraduate



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