MBA
Master of Business Administration
NBS’s MBA is a globally recognised postgraduate qualification for ambitious, motivated professionals and entrepreneurs. Our programme is carefully designed to offer in depth knowledge of all critical business areas and functions. On completion of the PwC Mini MBA you will normally be able to progress onto the NBS MBA with exemptions from 50 of the 180 credits required for the award¹. You will earn a highly valued university qualification quickly and flexibly using our extensive online resources. You will have the opportunity to talk to some of the NBS staff, face to face or online during the PwC Mini MBA to ask questions and get to know the team.

When you start your PwC Mini MBA, you will be introduced to the NBS MBA and given access to the resources on our dedicated NBS PwC online portal. Here you will meet the NBS staff who deliver the NBS MBA and will be invited to engage in our Critical Issues in Management MOOC (Massive Open Online Course) to give you a flavour of what it is like to study at Masters level. The portal also gives more information on the NBS MBA content and clear guidance on how to apply. We offer a discount on the published price of the NBS MBA to PwC Mini MBA holders.

If you have already completed your PwC Mini MBA and would like to apply for the NBS MBA you can email NBSMBA@northampton.ac.uk

¹Participants must meet the minimum admission requirements for entry onto the NBS MBA and submit an application which includes evidence of completion of the PwC Mini MBA, a CV and a personal statement.

NBS MBA

As a holder of the PwC Mini MBA you will be offered exemption from three modules: Critical Issues in Management, Management and Organisational Behaviour and Corporate Strategy and Innovation.
Why an NBS MBA?

The Northampton Business School MBA programme is designed to provide you with the skills that global businesses demand. The knowledge that you gain during your studies will help you in your current role and future career.

**Increased Salary**
Research shows that graduates with an MBA qualification significantly increase their earning potential and can make a return on investment of their tuition fees within a few years.

**Career Progression**
Obtaining an MBA can lead to promotion or generate a pathway into more senior roles as well as creating an opportunity for those looking to change direction in their career. The NBS MBA will deliver critical business knowledge and equip you with essential leadership skills.

**Knowledge Achievement**
You will develop critical thinking and research skills which can improve your business knowledge and understanding. You will think laterally, challenge convention and offer knowledge based solutions to business issues. You will learn to think and operate differently!

**Networking Opportunities**
Not only will you be working closely with other ambitious professionals and graduates but you will join a community of influential tutors, business professionals and MBA alumni. Current staff and past MBA students from this university span the globe and offer extensive, diverse, cross cultural business experiences.

For more information about the MBA visit [www.northampton.ac.uk/Mba-pathways](http://www.northampton.ac.uk/Mba-pathways)

Northampton Business School

Northampton Business School is enjoying strong growth and outstanding external accolades. NBS boasts over 35 years experience in delivering 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, Management and Marketing. The School has over 3500 students including 1000 International students. 500 students are studying full-time for a Masters degree and many more by distance learning or with partners internationally.

**Shortlisted for THE Business School of the Year Award September 2013 and September 2014**

**Ranked top 50 in the Guardian League Table**

* Guardian University Guide 2015

Melissa Manuel, a distance learning MBA student living in Qatar, is using the skills and tools she gains from her postgraduate programme, to turn her passion into a successful and unique business.

She commented: “The University of Northampton offers a flexible, high quality postgraduate programme which allows me to continue living and working in my home country of Qatar. Often distance learning can be limited to its online setting; however this programme delivers additional benefits such as invitations to international conferences and workshops, as well as being able to communicate with my peers. Participating in extra-curricular activities such as these, means that students can become integral members of their communities. Personally, I am involved in community projects within Qatar that also branch out to other Gulf countries, as well as North America, Europe, and Asia.”

“The MBA programme has and will continue to provide me with highly valuable financial and strategic planning skills, which I am confident will help me to venture into other sectors, directorial and executive roles, as well as helping me to expand my own business.”

Melissa Manuel
MBA student, Qatar
INTRODUCTION

The MBA programme at Northampton Business School is carefully designed to offer in depth knowledge of all critical business areas and functions. To succeed in business, you require more than just business skills. The MBA is a globally recognised postgraduate qualification for ambitious, motivated professionals.

The MBA is available to study by distance learning which is designed to meet the needs of practising senior or potential senior managers in all sectors of employment.

Obtaining an MBA at the University of Northampton will support your career progression by developing your critical thinking and research skills which will enhance your business knowledge and understanding. The MBA will improve management practice and equip you with essential leadership skills, confidence and competence to assist your industry and achieving your organisations objectives. You will think laterally, challenge convention and offer knowledge based solutions to business issues. You will learn to think and operate differently which is essential in today’s global business arena.

The MBA is great for networking. Throughout the programme, you will study alongside professionals from a range of organisations, industries and countries exchanging experiences, insights and best practice. You will join a community of influential tutors, business professionals and MBA alumni. Current staff and past MBA students from this university span the globe and offer extensive, diverse, cross cultural business experiences.

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The MBA method of teaching is participative, enabling participants to consider issues in an organisation wide or total business context. Skills in analysing business and organisational problems are emphasised, as is the ability to recognise and exploit opportunities. The development of strategies and plans for business or departmental improvement is a major theme.

As you would expect from a postgraduate degree, this programme is demanding in terms of entry, rigour and workload and will require commitment and dedication from participants. The MBA programme comprises nine specific modules of study (eight taught, and one independent research module) through which you will progress in order:

• Extensive online materials to support your studies
• Chartered Management Institute (CMI) membership grade* (dependant on qualifications and experience)
• MBA European business event *(in 2015 a 3 day business networking trip to Brussels)
• Chartered Institute of Marketing (CIM) Introductory Certificate**
• Prince 2 Foundation and Practitioner Award**

CONTENT

The programme has been designed to give you a thorough understanding of business and management processes, enabling you to develop your effectiveness as a practising manager and create opportunities for your organisation to improve on their performance.

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

*Optional - not included in course fees.
**Optional - membership and/or examination fees not included as part of course fees.
The NBS MBA

Assessment
The programme has a combination of assessment involving practical work, essays, reports, case studies and examinations. The Business Research Report is a 15,000 word independent research project.

Distance learning
The 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.

Entry requirements
MBA: Applicants will normally be expected to hold a first or second class honours degree of a British university or equivalent and usually 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 postgraduate 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 masters degree courses is IELTS 6.5 or its equivalent.

Career opportunities
Unlike other postgraduate programmes which provide in depth specialisation in a specific field, an MBA is interdisciplinary. An MBA exposes you to all areas of business including accounting, finance, marketing, and human resources.
• An MBA may prove invaluable in progressing your career providing you with new skills in the workplace.
• An MBA is suitable for those wishing to pursue a consultancy role.
• Those with an MBA dictate a high level of credibility as they are extremely confident and able to influence others.
• Studying for an MBA will give you a chance to experiment with your approach to problem solving and develop your management and interpersonal skills; all essential abilities.

Meet the Programme Leader

Maggie Anderson
Programme Leader

Maggie has significant commercial experience working most recently for a large American multinational as a Human Resource Manager. Her previous roles have involved the creation and delivery of tailor made HR business solutions for corporate clients.

Active in the international community, Maggie has experience of teaching and working in Dubai, India, Malaysia and Vietnam.

Maggie is an active researcher and publishes in the field of non-traditional and online education and student employability.

She is a senior lecturer in the subjects of Human Resource Management and Organisational Behaviour and is the MBA programme leader as well as the Head of Postgraduate Programmes.

Maggie’s professional and academic qualifications include a First Class Honours Degree in Human Resource Management, a Masters’ Degree in Human Resource Management and PgCTHE Postgraduate Certificate in Teaching in Higher Education. She is also a Chartered Fellow of the CIPD (Chartered Institute of Personnel and Development) and a Fellow of the HEA (Higher Education Academy).
The Northampton MBA has been developed to prepare current and potential leaders for the challenging business environment of the 21st century. Of course, as an MBA from a top 50 university, it gives participants a highly regarded postgraduate qualification that is rigorous, critical, strategic and business-relevant. In addition, the programme is unique in the inclusion of additional qualifications, conferences, resources and activities which relate all aspects of learning to the workplace, develops crucial skills and enhance employability.”

Dr Mairi Watson, Deputy Dean (Development) at Northampton Business School