

Southampton  
Business School

UNIVERSITY OF  
Southampton

Get a clearer view.  
Master of Business  
Administration  
(MBA)



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The University of Southampton MBA will give you the understanding, knowledge and confidence to challenge conventional thinking and succeed in today's fast-moving business world by standing out, not blending in.

**We are one of the UK's top research-led universities, and one of the top ranked universities in the world committed to high quality education and the advancement of knowledge.**

Our MBA meets the exacting standards of the Association of MBAs (AMBA), through a broad curriculum aimed at developing your business skills in all areas. Key management theories and concepts are taught by inspirational academic staff. Our staff are research active often at the frontiers of their subject areas, giving you up-to-date insights into the changing world of business today.

The Southampton MBA will challenge you to understand and look at business issues from different perspectives. You will learn from real business problems and share experiences with a diverse cohort that makes up this programme. Throughout your time at Southampton, you will be encouraged to consolidate and reflect on your learning.

Studying for the Southampton MBA will also give you the chance to meet and network with current and future business leaders from around the world. You will make friends and contacts for life.

We hope to welcome you at the Southampton Business School for your MBA in the very near future.

*Dr Nuno Da Camara*  
Director MBA



# The University of Southampton and the MBA

A member of the prestigious Russell Group of 24 major UK research universities, the University has maintained its position as one of the UK's top research universities, following publication of the 2014 Research Excellence Framework.

We are ranked in the top 81 universities in the world\* and as a founder member of the prestigious Russell Group of leading research universities in the UK, we provide an outstanding postgraduate education. In the latest assessment by the Quality Assurance Agency, which monitors the standards of teaching in the UK, we were awarded the highest level of achievement for the standard of our educational provision.

As a student in Southampton Business School you will be taught by some of the country's top academic staff, and will therefore benefit from our strong research profile and broad range of expertise. You will have access to the latest knowledge and findings, presented by academics at the forefront of their disciplines.

The School has an excellent international reputation for the analytical study of management and business. Our areas of expertise include entrepreneurship, accounting, management sciences, supply chain management, strategy, risk, marketing, banking and human resources.

Our MBA will develop your business skills. Its integrative structure will give you the opportunity to consolidate and apply your learning from across the programme to address business issues from new perspectives.

\*2015/16 QS World University League Rankings

## **The MBA programme will provide you with:**

- a rigorous and challenging scheme of study in order to enhance your effectiveness as a manager
- a broad appreciation and understanding of the principles, concepts, terminology, purpose and practice of management in contemporary organisations
- an awareness of the opportunities afforded, and the constraints imposed, by the environment in which organisations and their managers operate
- practical research skills based upon relevant research methods and analytical techniques
- the facility to analyse complex organisational and managerial issues and to propose well-argued recommendations for dealing with such situations
- the ability to identify and combine different functional areas and theories to maximum effect when addressing real business issues
- the opportunity to continually reflect on and put into context your newly acquired knowledge from across the programme
- opportunities to develop key skills including teamwork, leadership, planning, communication, self-management, problem solving, decision making, negotiation and numeracy
- an opportunity to build long-lasting business networks
- a learning environment which is stimulating, challenging and informed by cutting-edge theory

# Structure of the MBA Programme

The Southampton MBA is an integrative programme that can be broadly divided into four parts. Part 1 comprises 10 core modules. Part 2 involves the choice of two optional modules. Part 3 is an integrative section that involves four inter-related elements and a substantial amount of group work, giving you the opportunity to pull together and apply theories from parts 1 and 2.



Key business skills		Application of management skills	
Part 1	Part 2	Part 3	Part 4
Core modules Managing Effectively in the 21st Century Organisations in a Global Context Contemporary Marketing Quality and Operations Management Accounting: Measuring and Managing Performance Corporate Finance Strategy Managing People for Performance Decision Modelling and Analysis European Business Context	Two options from the range available	<b>The creator</b> creativity, innovation and market opportunity recognition  <b>The investigator</b> consultancy skills and research methods  <b>The decision maker</b> strategy process, scenario planning, risk and decisions  <b>The champion</b> change management  <b>Final report</b>	Dissertation or business related project

## Part 1 and 2 - Key business skills - core and optional modules

The Managing Effectively in the 21st Century module introduces a range of relevant skills, such as presentation, negotiation, and team working, that you can practice in a supportive learning environment. The modules that follow develop and test your skills further, so that you leave the MBA with greater awareness and confidence to succeed in your career.

See pages 13-16 for module descriptions.

Each module involves 30 hours of contact/taught time, with the exception of the Managing Effectively in the 21st Century module which involves 52.

The assessment format varies between modules. Assessment can include examinations; group presentation or group work; the submission of course work; (for example, an analysis of a specific problem or situation) or a combination of the above.

Assessment takes place throughout the programme with formal examinations in January and June.

## Part 3 - Application of management skills

This part of the MBA has been designed to give you the opportunity to bring together and put into practice theories from across the different modules studied in parts 1 and 2.

Structured around four inter-related elements, Part 3 involves a substantial element of group work. Using real company scenarios, groups address business issues from different perspectives. Groups adopt four cross-functional company roles (one at a time), which include creator, investigator, decision maker and champion. These cross-functional roles span a range of different business functions such as HR, marketing, accounting and operations management. This will enable you to consolidate and reflect on your acquired knowledge and your role within organisations.

Each of the four elements involves 30 hours of contact/taught time. Each student is required to submit four reflective assignments, (one for each role adopted by the group). Part 3 culminates in the preparation of a report which presents your analysis and findings of the business problem.

## Part 4 - Dissertation

The dissertation gives you the opportunity to consolidate your previous learning by conducting a 15,000 word independent piece of work on a management topic of your choice. You will be allocated a supervisor from the School who will guide you through the process on a one-to-one basis.

Throughout the MBA, you should maintain a reflective record that demonstrates your stages of professional development for later use in your personal career planning.



MBA student Mario Mohammed carrying out research in the Hartley Library

# The full-time MBA

**The full-time MBA is designed for graduates who have at least three years of relevant work experience, who now wish to pursue a challenging programme of study to develop their managerial potential.**

The class is truly international, with participants from around the world, and therefore provides opportunities to learn about different business cultures. Students' ages typically range from 26 to 35, and their first degree subjects include science, engineering, and humanities as well as business and professional studies. Their common motivation is to understand how organisations are managed effectively in order to develop, change and accelerate their managerial careers.

## Programme schedule

The full-time MBA is a one year programme, divided into four terms, that begins in late September. Seven core modules are studied in term 1, three core modules and two optional modules in term 2 and the four Application of Management Skills elements are undertaken in term 3. The dissertation will be undertaken in the fourth term ready for submission in early September.

Full-time study of the MBA follows a schedule in which formal instruction takes place on three or four days per week. The rest of the week is used for group work and individual study.

## Entry requirements:

First or second class honours degree from a UK university or equivalent professional/overseas qualification

Minimum three years work experience and 26 years of age

Applicants already in possession of GMAT should include it with their application paperwork as it may provide additional support to their application

## Open evenings and MBA fairs:

Further information is available on the School website at: [www.southampton.ac.uk/mba](http://www.southampton.ac.uk/mba)

## Key facts

Start date: September

Length of programme: 12 months

Number of students: 35

Typical age range: 26 – 35

Typical years work experience: 5 – 10



Male/female ratio: 50/50

# The part-time MBA

**The part-time MBA is aimed at candidates who have at least five years of significant managerial work experience who wish to further develop their understanding of, and effectiveness in, their organisation and the wider business context.**

The part-time MBA attracts many people from across central southern England who represent public and private sectors, manufacturing, financial and service sectors, reflecting the broad economic base of the area. Their average age is about 36, with ages typically ranging from 28 to 50.

## Programme schedule

Renowned for its flexibility, the part-time MBA enables you to tailor your programme of study to fit around your other commitments.

Entry to the programme is in early February and September. The overall period of study is typically between two and three years, depending upon the amount of time that you can devote to attending lessons and to private study. The duration of your programme can, however, be anything between two and five years. Your workload at any point will depend upon the duration of study and the number of modules studied at any one time.

Tuition is typically provided on a Friday from 09.00 – 17.00 and/or on one evening per week for core modules. There is no specific order in which modules must be studied, and for a substantial amount of the programme you can either study in the evening or during the day, or combine the two.

Optional modules are shared with the full-time MBA. The timings of delivery vary, but will often take place during weekdays. Your personal tutor can advise you on timetabling queries when you choose your optional modules.

Once all of the taught components are completed, you will have 6 months to complete your dissertation.

## Entry requirements:

First or second class honours degree from a UK university or equivalent professional/overseas qualification, or the University of Southampton Postgraduate Certificate in Business Administration (see page 21)

Minimum five years managerial work experience and 26 years of age

Applicants already in possession of GMAT should include it with their application paperwork as it may provide additional support to their application

## Open evenings and MBA fairs:

Further information is available on the School website at: [www.southampton.ac.uk/mba](http://www.southampton.ac.uk/mba)

## Key facts

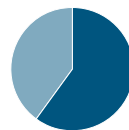
**Start date:** The part-time MBA will next run in September 2017

**Length of programme:** 24 – 36 months + 6 months for the dissertation

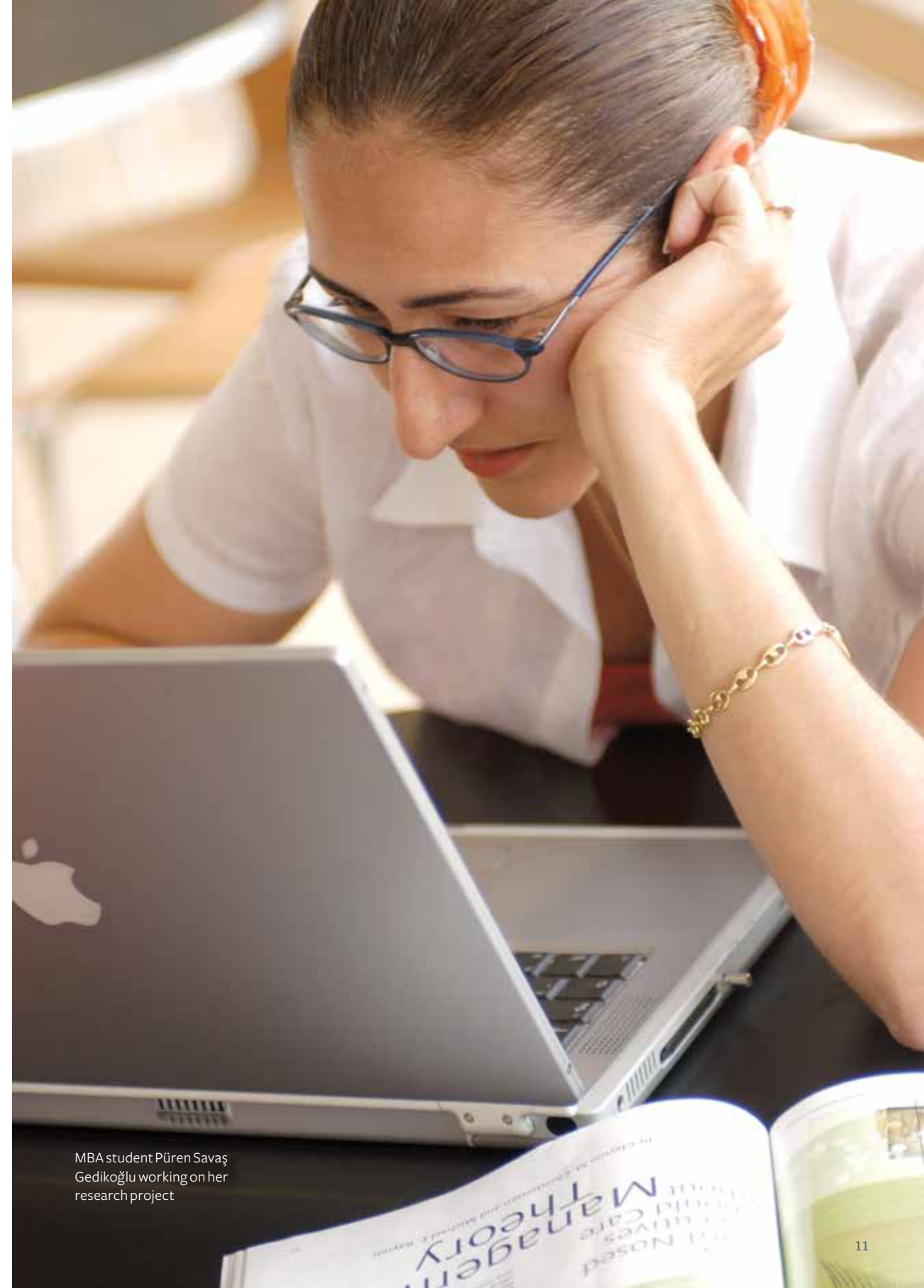
**Number of students:** 40

**Typical age range:** 28 – 50

**Typical years work experience:** 10 – 30



Male/female ratio: 60/40



MBA student Püren Savaş Gedikoğlu working on her research project

# Full-time MBA Graduate

Ahmad Al-Alshik believes studying for an MBA at the University of Southampton has transformed his career. He is now working in marketing for Ma'aden, a Saudi Arabian mining company, which is exploiting his country's resources of gold, phosphates, bauxite and other minerals.

"The skills I gained at Southampton are definitely valuable in my new job," he explains. "My MBA gave me a good grounding in finance, strategic analysis and many other subjects as well as marketing and I am now putting my knowledge into practice."

Ahmad studied for his first degree in industrial engineering at King Abdulaziz University in Jeddah then worked in corporate Human Resources for a petrochemical company. "I always wanted to take an MBA as I knew it would improve my career prospects," he explains. "I chose to go to the University of Southampton because of its excellent reputation; in fact several people recommended I should study there."

He found the one year full-time course challenging but worked hard and ended up with the highest average marks of the full time group for the taught element of the degree at Southampton during his year. "The MBA isn't easy. It's an intensive programme and there are many new concepts to understand but, if you put the effort in, you will learn a lot," he explains.

Outside class, Ahmad forged friendships with fellow MBA students from countries as diverse as China, Vietnam, India, Pakistan and Japan and still keeps in touch with many of them.

"It was a big step to leave home and travel to a new country to study but it was the right decision," he adds. Throughout the programme, Ahmad lived near the University with his wife Lamyia who enrolled in an English language course and made good progress. "We were both sorry to leave the UK. Southampton is a lovely city, we liked the culture and made so many good friends."



Ahmad Al-Alshik

# Core modules

## Managing Effectively in the 21st Century

The Southampton MBA is based around the concept that participants need to develop a whole range of personal and managerial key skills throughout their period of study, which will enhance their employability. As well as an induction to the programme, this core module of the MBA includes the development of a learning contract. It examines a variety of leadership theories and introduces a range of key skills such as presentation, negotiation, and team working that you will be able to practice in a supportive learning environment. It is also a good starting point for you to begin logging a reflective record that demonstrates your stages of professional development. This can then be used later for personal career planning and ongoing professional/managerial development.

## Organisations in a Global Context

One of the key success factors of organisations is how they gain knowledge about, and address, external issues that are beyond their direct influence and control. Such factors should be considered in internal decision making about strategy, structure and product offerings, which ultimately affect organisational performance.

The module refers to the overall business context and presents a multi-disciplinary overview of external influences that impact on organisations.

## Contemporary Marketing

The focus of this module is on the nature of marketing in the context of today's rapidly changing business environment. It provides a broad overview of marketing theory and practice. The module emphasis is on where and how the organisation competes and, in doing this, it highlights the strategic significance of marketing.

## Quality and Operations Management

This module provides an appreciation of key operations management concepts. Concepts include product and service design, quality improvement, inventory management, lean production, collaborative forecasting and planning within supply chains. It also aims to give you an understanding of the practical application of the analysis and continuous improvement of performance.

## Accounting: Measuring and Managing Performance

Accounting-based reporting systems can provide powerful inputs to corporate decision making processes. The overall aim of this module is to provide an understanding of the processes and assumptions underlying the generation of accounting data, as well as an appreciation of the techniques available to utilise the outputs of an accounting system. These issues are examined in the context of internal and external decision makers.

### Corporate Finance

The Corporate Finance module aims to provide an understanding of the main capital raising instruments of our financial markets of stocks, bonds and derivatives. It will put these products in their modern, global context by examining the role of stakeholders in a variety of different economies. Emphasis is placed on the use of these techniques in the current financial market environment.

### Strategy

This module provides an overview of the relevant theories, tools and techniques used in corporate international business strategy. It focuses on strategic analyses, strategy formulation, strategic actions/choices and strategy implementation. It will encourage you to analyse and think critically as well as to apply some of the introduced concepts and tools.

### Managing People for Performance

The complex economic, social and technological changes that are continually shaping the context of work in organisations are having a profound impact on how to best manage and develop the people within them. This module will equip you with a key foundation in human resource management and practices, and examines how such practices can be drawn upon to improve organisational effectiveness and performance. The module focuses on developing appropriate knowledge and skills in order to utilise HR strategically so as to gain more benefits for both the organisation and the individuals within them.

### Decision Modelling and Analysis

Decision Modelling and Analysis aims to provide knowledge and understanding of many of the quantitative tools and techniques used for management decision making. Information used to inform decision making is increasingly of a quantitative nature, which means that managers must be able to routinely understand and evaluate quantitative information. This module will build your confidence in the reliable use of quantitative methods as a standard part of your work, focusing on the practical application of statistics, mathematics and computing.

### European Business Context

The module will take you to Maastricht, The Netherlands, for a residential week. You will participate in lectures and seminars by leading practitioners and European academics, as well as visit up to five organisations in and around Maastricht (see page 20). The module exposes you to the practices and realities of transborder trade and the complexities involved in operating in this complex European and global environment.

# Full-time MBA Student



Mary Knoll

Mary Knoll travelled from the United States to study for the University of Southampton MBA. She had worked in insurance in her home state of Michigan, leading a team of 12 people, but wanted to add to her qualifications and learn more about the world.

“Business is so globalised and I felt that studying in another country would benefit my career,” she explains. “I researched the Southampton Business School, which I found was well-respected and part of a leading UK university. I knew the city to be a friendly place as well from my previous travels here. I hadn’t been away from home for more than a month before so it was important I made the right choice.”

Mary has enjoyed her year in Southampton: “It has been an excellent programme and there have been so many highlights. The placement of the effective leadership module in the year’s study was key to developing worthwhile business relationships with my colleagues and I also enjoyed the sessions on strategy in business.” She chose to examine a key issue in Human Resources for her dissertation, analysing the importance of references in recruitment and selection.

Outside her studies, Mary valued the opportunities to spend time with students from all over the world. “I have made so many good friends and learned a great deal about different cultures. I know I will keep in touch with my fellow graduates and, who knows, maybe we can work together one day.”

Now that she has completed the MBA, Mary is planning to build on her new qualification. “I’m looking forward to seeing how my career path will develop over the next few years. I know I want to get involved in international business and I’m sure my experiences at Southampton will aid my success.”



# Examples of optional modules

## Marketing Communications Management

The aim of this module is to allow you to develop greater knowledge and understanding of the strategic importance of marketing communications, the management of the promotional mix and allow you personal reflection of the ethical and CSR issues of promotion.

It will explore the importance of having an integrated approach to marketing communications and examine issues such as global digital marketing strategy, the proliferation of media channels and platforms and the integration of online and offline communications.

## Supply Management

Supply Management aims to provide an appreciation and understanding of the roles and position of strategic purchasing and supply within the organisation; the processes that support it and the implications of electronic commerce. Key concepts include supplier relationships and business networks; power and collaboration; sourcing options (make vs. buy); and performance assessment approaches.

## Project Management

This module investigates the nature of projects and project management in practice. It examines sources of uncertainty and complexity and considers issues for managers in the effective use of project management techniques.

## Consultancy (double option)

The consultancy optional module is an exciting development for the Southampton MBA programme and allows students to undertake a live consultancy project for a real client who is seeking solutions to a business problem.

The consultancy module will enliven and broaden your experience on the MBA programme. It will also allow you to develop your analytical and consultancy skills as well as provide a valuable service to local businesses.

Student reaction to the experience has been highly favourable. The work is challenging and provides a valuable learning experience about the nature of consulting as a business activity, as well as providing an opportunity to apply much of what has been learned on the programme.

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Part-time students can also participate in the European Summer School for Advanced Management (ESSAM). See page 18 for more details about ESSAM.

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# Full-time MBA Graduate



**Cem Araci**  
PricewaterhouseCoopers

**I am an assistant manager at the international accountants and business advisers PricewaterhouseCoopers in Istanbul. I am now responsible for various indirect tax and foreign trade advisory projects including tax structuring, mergers and acquisitions and manage a team serving key account clients.**

As I have progressed in my career since graduating from Southampton in 2009, I have increasingly used the skills and knowledge I learned while studying for my MBA, especially human resources, finance and marketing.

I would say the Effective Leadership module is particularly useful for students who come from different nations and cultures. It combines practical and technical information with soft skills to develop your leadership ability. Knowing management theories and how to put them into practice is always important but the Southampton MBA has also taught me how to lead a company or organisation.

The MBA at Southampton is organised very coherently, giving students a complete picture of business management. For example, once you have covered marketing skills, you look at how to measure its effectiveness through techniques learned in accounting and finance modules.

My education at high school and university in Turkey was in English, which helped me settle into my studies at Southampton. I already had a degree in economics; this was a very useful grounding for the MBA.

I enjoyed studying in the international environment at the University of Southampton with postgraduates from many different countries. I am still in touch with several friends I made in Southampton and try to return when I can.

# European Summer School for Advanced Management (ESSAM)



River in Aarhus, Denmark.

## **A specialist double optional module for students on the part-time MBA.**

ESSAM is offered as a joint MBA summer programme by a consortium of business schools and universities from around the world. It provides our part-time MBA students with an opportunity to work together and explore the future in an international environment. The truly international aspect of the Summer School is underlined by the participants' many different backgrounds, cultures and countries.

The Summer School takes place over a two week period, usually from the last week in June through to the first week in July. It is hosted by Aarhus School of Business, and delivered at the Business Conference Centre in Aarhus, Denmark. The programme is structured to provide a minimum attendance requirement of 80 hours during the two weeks. In practice participants devote a considerable amount of additional time to group work and individual preparation.

ESSAM is centred around three major components which combine to offer the participants the big picture: a Europe and Management module, a team-based consulting project and electives.

The teaching process is a mix of lectures, group work, presentations, discussions and individual study.

## **Europe and Management**

In this module you get the latest updates from Brussels on the political issues as well as the implications for business and management. In addition, you will get hands-on experience by working on a relevant case-study delivered by a large European company. You will gain a very clear understanding of European diversity and how to do business in Europe.

## **Team-based consulting project**

A central feature to ESSAM is the team-based consulting project which is completed during the Summer School. You will be assigned to a multi-cultural project group with the purpose of studying a strategic issue in a local company. Each group is expected to suggest strategies for further development of the company, present proposals and suggest an implementation of the strategies proposed in the form of a consultancy report.

## **Electives**

Electives offered at ESSAM are all taught by internationally renowned faculty. You will choose one of the available electives. All electives require active participation, class discussion, case-study analysis and group work. In previous years electives have included:

- Failing Forward: Leadership and the Art of Failure
- Competitive Strategy and Sustainable Development
- Emotional Intelligence Management
- Marketing in Emerging Markets: Key to Socially Responsible Profitability
- Global Entrepreneurship

## **Cost**

The cost of the Summer School is not included in the fee for the part-time MBA. However, the School will normally consider giving a number of bursaries to defray part of the additional costs incurred.

More details on the programme can be found at: [www.essam.eu](http://www.essam.eu)

The ESSAM consortium includes the following: *Loughborough Business School, Loughborough University; University of Glasgow Business School; University of Colorado at Boulder, Leeds School of Business; Aarhus School of Business, University of Aarhus; Haskayne School of Business, University of Calgary; Wilfrid Laurier University; University of South Australia; University of Southampton; University of Waterloo.*

# MBA Residential in Maastricht, The Netherlands

**The city of Maastricht is known for the Maastricht Treaty of 1992, which gave way to further European integration, the Single Market with free movement of goods and labour between member States. The Treaty also laid the foundations for the single currency, the Euro, with the goal of creating economic and monetary union by 1999 for all EU States, except the UK and Denmark.**

The city is the oldest in The Netherlands stretching back to 50BC so it has a long tradition and reputation as an international city being bordered by three European cultures: Dutch, German and French speaking communities within a 30 mile radius.

This geographical location has brought Maastricht extensive experience in cross-border trading, as well as internationalization of employment skills for its citizens which is evident today through the number of international companies located in the region.

Today Maastricht is a medium-sized city (120,000 population) with an authentic old centre. Many of the historic buildings are in use by Faculties and Departments of Maastricht University. This relatively young but internationally high ranked research university has adopted the same international approach as its city: 50% of their 15,000 students are from abroad and the staff of Maastricht University also reflects this international outlook.

As such, Maastricht is an ideal European Residential MBA setting as it represents a symbolic representation of European integration and its recent history has established Maastricht as a vibrant business and international educational hub in Europe.

The week long curriculum for the residential aims to provide a blend of learning with international experts from Belgium and the Netherlands, as well as from Maastricht University who will give presentations and workshops on current issues in trade and multi-national business management.

In the afternoons there will be visits to companies and other institutions to hear their experiences of strategic challenges within a global context. The organizations to be visited can be well-known international companies, but also young innovative cross-border initiatives. This will provide an overview of a range of business activities in today's European and international economy and the practical issues being faced by these companies.

These visits will be in Maastricht and the surrounding area, with opportunities to travel to organizations in the neighbouring countries of Belgium and Germany.

MBA course members will be located in a city centre hotel in single occupancy and conference facilities will be available during the week. If the timetable allows, delegates will have the opportunity to meet and work with Maastricht University MBA course members.

# Postgraduate Certificate in Business Administration

**The Postgraduate Certificate in Business Administration is a part-time programme and provides an open entry route to the University of Southampton MBA for managers who do not have a first degree, or wish to undertake a postgraduate course in management without initially committing to the complete MBA programme.**

## Programme objectives

On successful completion of this programme you should have gained:

- basic management and study skills
- an understanding of strategic management in a variety of organisational contexts
- an awareness of a variety of working situations that affect team management

Upon completion of the Certificate, you will have achieved approximately one third of the MBA.

## Programme structure

The Postgraduate Certificate is available on a part-time basis and is usually completed within 12-18 months. The programme consists of six modules, that it shares with the MBA. Four of these modules are core and two are optional.

Teaching takes place from late September to June, and depending on how long you take to complete the Certificate, study would involve about two to three days attendance at the University per month on average.

Subject to a sufficient level of performance on the Postgraduate Certificate you can transfer onto the MBA programme. Students not wishing to continue will be awarded the Postgraduate Certificate in Business Administration.

Attendance on the Certificate programme is with the part-time MBA cohort, which enables you to join in with MBA group discussions and benefit from their previous experiences. This also enables a smoother transition onto the MBA after the completion of your Postgraduate Certificate, if that is your objective.

## Core modules

- Managing Effectively in the 21st Century
- Organisations in a Global Context
- Accounting: Measuring and Managing Performance
- Managing People for Performance

## Optional modules

Two optional modules are chosen from the following:

- Corporate Finance
- Contemporary Marketing
- Decision Modelling and Analysis
- Other selected MBA optional modules - further information available from the MBA Team.

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For module descriptions see pages 13-16

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## Assessment

The assessment format varies between modules. Assessment can include an examination; group presentation or group work; individual course work; or a combination of the above. Formal examinations take place in January and June.

# Southampton and region



**Southampton is one of the leading student cities in the UK, with centuries of history, wide open green spaces, fresh air and sparkling sea views. Southampton has plenty to keep you busy, including its premier shopping facilities, a lively nightlife, and an abundance of sport and leisure facilities.**

## **A world port**

This maritime city has played a significant role in mapping today's modern world. In 1415 Henry V's forces sailed from here to the Battle of Agincourt; in the sixteenth century the Pilgrim Fathers set sail from Southampton in the Mayflower to settle in America; and in World War II, the city was the embarkation point for the D-Day landings.

The home port for many ocean liners, from the ill-fated Titanic to Queen Mary 2, Southampton has held a

special place in trans-Atlantic sailing, and has been associated for many years with ocean racing. This major world container port, with the shoreline studded with marinas and waterfront developments is also home to the internationally renowned Southampton Boat Show.

Southampton's history is not just dependent on the sea. In the nineteenth century its reputation as a spa town attracted literary figures such as Jane Austen. Its stunning medieval city walls are also among the best in the UK.

## **City-slicking**

Small enough to feel like home, yet big enough to satisfy all appetites, Southampton is a friendly and welcoming city. Over 3,000 international students study here from around 135 different countries, adding to the city's cosmopolitan culture.

Vibrant by day and night, you'll find that the city centre offers enough pubs, clubs, theatres and galleries, museums and cinemas, to keep you occupied and entertained around the clock.

## **Enviably green**

Southampton fully justifies its claim to be one of the UK's greenest cities and offers a wide variety of sporting and leisure opportunities, both to watch and participate in. You can see football at the St Mary's stadium in the city centre, catch up on county and touring Test teams at Hampshire's County Cricket Ground (the Rose Bowl), and enjoy some of the country's best municipal golf courses.

Southampton Common spreads across 326 acres of managed woodland, skirting the University campuses and reaching deep into the heart of the city. Left to

nature's devices, the Common is a place of pure natural beauty, peace and quiet, and a welcome respite from the hustle and bustle of city life.

## **Timeless destinations**

The New Forest National Park and sandy beaches of Bournemouth and Poole are just nearby. The Wessex region is a landscape of extraordinary beauty, with traces of ancient civilisations in every meadow and hill-top.

## **Getting around**

The city has superb transport links, with access to continental Europe by air, ferry, and train. It takes just over an hour to get to London by train, while the cathedral cities of Winchester and Salisbury are even closer.

The University of Southampton is a leading UK research university with a global reputation for research and innovation, and a member of the prestigious Russell Group of 20 major UK research universities.

**We have a spirit of entrepreneurship that is firmly embedded in our culture, which helps to set us apart from other universities. It is this environment that makes studying here a unique and exciting experience.**

#### **Campus facilities**

Campus facilities for students are among the best in the country. The Students' Union provides a range of places to eat great food, hear top bands, see the latest films, and get information and advice. The Highfield Campus is home to the Nuffield Theatre, Turner Sims Concert Hall and John Hansard Art Gallery. There is also a choice of cafés and restaurants, banks, a bookshop, post office, and travel centre on campus, as well as a day nursery for children. Postgraduate students also enjoy the facilities of the Staff Social Centre on site. For more information on campus facilities visit: [www.southampton.ac.uk](http://www.southampton.ac.uk)

#### **Sports facilities**

The Jubilee Sports Centre on the Highfield Campus comes complete with a 25m swimming pool, badminton and squash courts and fitness studio. Our outdoor sports facilities have eight tennis courts, two floodlit synthetic turf pitches and a number of grass pitches. Located on the coast, we offer an unrivalled range of water sports for people of all abilities. For more information on sports facilities visit: [www.sportrec.southampton.ac.uk](http://www.sportrec.southampton.ac.uk)

#### **Library**

The Hartley Library, on the Highfield Campus, is one of the leading research libraries in the UK and is very well equipped. Facilities include a state-of-the-art Learning Centre, with consultation rooms, 'walk in' internet access, a language study area with computers linked to a range of language software, a popular café and a lounge for more relaxed study. For more information on our libraries visit: [www.southampton.ac.uk/library](http://www.southampton.ac.uk/library)

#### **Accommodation**

Accommodation in a University hall of residence is guaranteed to all postgraduate students. UK and EU students (without dependants) are guaranteed accommodation for the first year of the programme only; and overseas and Channel Islands students, (without dependants) for the full normal duration of the programme. To qualify, you will need to meet all academic conditions stated in your formal offer letter, and the residence application deadline of 1st August. The University's Accommodation Service also advertises a good supply of shared private rented properties. For more information on accommodation visit: [www.southampton.ac.uk/accommodation](http://www.southampton.ac.uk/accommodation)

#### **Getting around Southampton**

The University's award-winning Uni-link bus service connects all the Southampton campuses and halls of residence with the city centre and local and regional transport links, including Southampton airport. For more information on getting around visit: [www.unilinkbus.co.uk](http://www.unilinkbus.co.uk)

The new Hartley Library extension

# Making an application

## Entry requirements

The entry requirement is normally a first or second class honours degree from a UK university, or an equivalent UK professional qualification. International students will usually have obtained a degree from a university in their own country. Similarly the degree should be at a level of performance comparable to that required from UK graduates. If you have qualifications other than a degree, with relevant professional experience and evidence of ability, you will also be considered. Applicants already in possession of GMAT (Graduate Management Admissions Test) should include it with their application paperwork as it may provide additional support to their application.

For admission to the Southampton MBA programme there is an additional requirement of at least three years work experience and 26 years of age for the full-time programme and at least five years managerial level work experience and 26 years of age for the part-time programme.

## How to apply

If you wish to apply to the University of Southampton MBA programme you should complete an online application form found [www.southampton.ac.uk/pgapply](http://www.southampton.ac.uk/pgapply). As well as completing the on-line application form, applicants should also upload additional documents as part of their application. These should include; academic transcript, degree certificate, English language certificate (if applicable), CV, reference letters.

Please note that at the time of application if you have not yet completed your undergraduate degree or met our English language requirements (if applicable), we will still be able to make you a conditional offer.

## Application deadline

All full-time and part-time applicants wishing to start in September are strongly advised to apply by the end of June, especially for International students who are needing to apply for a visa.

## References

You should provide two references on your suitability for postgraduate study. At least one of the references should be from an academic referee who has taught you at your most recent university. The second reference can be an academic or employment reference. Personal or character references should usually be additional to the two references described above. Both references should be on formal headed paper of the university or company.

## English Language Requirements?

Applicants whose first language is not English and who do not have a degree from a UK university will be required to provide evidence of competency in English by reaching an appropriate standard in an approved test such as IELTS. Test results should be less than two years old at the time of expected registration at the University and must be verified before admission.

The following scores are accepted for direct entry:

IELTS 6.5 overall with 6.5 in reading and writing and 6.0 in listening and speaking

Equivalent English language tests that are also accepted can be found on the following website: [www.southampton.ac.uk/studentadmin/admissions/admissionspolicies/language](http://www.southampton.ac.uk/studentadmin/admissions/admissionspolicies/language)

If you do not quite meet our English language requirements for direct entry, you may be eligible to apply for one of our pre-session English language courses. Please visit the Centre for Language Studies website for further information: [www.southampton.ac.uk/humanities/international/language\\_support/pre sess.page](http://www.southampton.ac.uk/humanities/international/language_support/pre sess.page)

If you meet our language requirements but have little or no experience of studying at a UK university then we strongly recommend that you attend our 6 week pre-programme course designed to support your transition to studying at master's level.

## Fees

For further information please see the School's website at [www.southampton.ac.uk/mba](http://www.southampton.ac.uk/mba)



## Deposits

All successful applicants for full-time taught programmes need to pay a deposit to secure their place within 30 days of accepting the University's offer (home/EU students: £250; overseas students: £1,000). Your deposit will only be refunded if you have failed to satisfy the conditions of the offer or if you have been refused a visa. When you enrol on your programme, your deposit will be offset against your fee.

## Admissions Policy

1. The University of Southampton will:

- aim to attract the most talented students, irrespective of background, and prepare them to be confident citizens and potential leaders in an increasingly globalised work environment.
- attract applicants who enjoy the challenge of forward thinking, the excitement of research-led teaching, and the high standards of learning and teaching which we set ourselves
- recruit students from a wide range of backgrounds who we believe have the potential and motivation to succeed on our challenging programmes and who can make a valuable contribution to University life

– foster a diverse learning community in which our students will meet people from different cultures, thereby enhancing their skills of critical reasoning, teamwork and communication, and thus preparing them for successful participation in their chosen careers and roles.

2. – The University is committed to providing an admissions process that ensures fairness, transparency and equal opportunities within the legal framework of the United Kingdom. The University welcomes applications from candidates regardless of their background and aims to eliminate discrimination on the grounds of gender, race, nationality, ethnic or national origin, sexual orientation, political beliefs, religious beliefs or practices, disability, marital status, family circumstances, parental/carer status, spent criminal convictions, age, or any other inappropriate ground.

For further information on the University's Admissions Policy, please visit the following website: [www.southampton.ac.uk/studentadmin/admissions/admissionspolicies/policy/](http://www.southampton.ac.uk/studentadmin/admissions/admissionspolicies/policy/)

# MBA Scholarships

The Southampton Business School is pleased to be able to offer the following Scholarships for applicants on our MBA programme for 2016 entry.

## Full-time MBA scholarships for 2016/17 entry:

### First Global MBA Scholarship

For all students with a first class honours degree and five years work experience or an upper second class honours degree and eight years work experience, a scholarship of 25 per cent (£5,875) will be automatically applied as a tuition fee discount.

### Second Global MBA Scholarship

For all students with a first class honours degree and three years work experience or an upper second class honours degree and five years work experience a scholarship of 15 per cent (£3,525) will be automatically applied as a tuition fee discount.

In addition, at the discretion of the MBA Director, students with a lower second class honours degree and eight years of work experience will also receive a tuition fee discount of 15 per cent (£3,525).

### Competitive MBA Scholarships for Africa, Latin America and South Asia

For full-time MBA students from Africa, Latin America and South Asia who meet the criteria for either the First or Second Global MBA Scholarships, as above, there will be 15 competitive scholarships available, which will award a further tuition fee discount of 5 per cent (£1,175). This scholarship is assessed by an essay (details available upon request).

For full details, please visit our website: [www.southampton.ac.uk/mba](http://www.southampton.ac.uk/mba)

## Part-time MBA Scholarships

### Home and EU Competitive Scholarships

We are also pleased to be able to award a number of competitive part-time MBA scholarships worth £5,000. As this is for part-time study, the scholarship will be spread over the 2 years and successful applicants will be awarded a tuition fee reduction of £2,500 in Year 1 and £2,500 in Year 2.

The scholarships will be awarded on a competitive basis and will be awarded by the MBA Programme Director based on the following criteria:

1. You must have applied and been offered a place on the University of Southampton MBA programme
2. You must hold a 2.1 or 1st classification in a Bachelors Degree (or equivalent GPA)
3. You must have submitted a 500 - 750 words personal statement.

The deadline to submit your application is 30 June 2016 for September 2017 entry.

For full details and to download an application form, please visit our website: [www.southampton.ac.uk/mba](http://www.southampton.ac.uk/mba) or contact the postgraduate admissions team on +44 (0) 23 8059 4393 or [pgafbl@soton.ac.uk](mailto:pgafbl@soton.ac.uk).

**Please note:** The Scholarships listed above are only for 2016 entry. If you are unable to take up your place this year and subsequently re-apply for 2017 entry, Scholarships will not automatically carry over to 2017 entry. Scholarships also only apply to the Southampton Business School and will not apply if you change your programme to another School/ Faculty.

These MBA Scholarships are offered at the discretion of the Southampton Business School and the decisions as to the awards are final and not open to review. The School reserves the right not to award all or indeed any Scholarship(s) in any particular year.



# Part-time MBA Graduate



**Dr Stephen Lash (left)**  
Eye surgeon, NHS

**Eye surgeon Dr Stephen Lash swapped the operating theatre for the seminar room when he signed up to study an MBA part-time at Southampton Business School .**

“To train as a doctor I chose sciences at school and my education has been science centred since then. With the current job uncertainties in the NHS I decided to differentiate rather than consolidate and saw an MBA as the ideal choice, equipping me for the rapidly changing healthcare environment and giving me a ‘unique selling point’ whilst challenging my scientific world view.” he explains. “The NHS is increasingly finding itself in a new competitive environment and the MBA has been invaluable both in terms of trying to understand this environment and also in trying to influence it and has influenced the way I treat patients.”

Embracing all aspects of modern management, the MBA demands hard work and commitment from all students, whether full or part-time. Stephen found working towards the qualification challenging but rewarding. “This was the most significant period of education I’ve had and I am grateful to my wife and three children for their invaluable support and tolerance. It changed my ways of thinking, made me appreciate the contributions and skills of other people and introduced me to new concepts such as strategy and marketing,” he says.

Stephen, who works as a consultant at Southampton General Hospital, achieved the highest marks on the 2009 programme. The Chartered Management Institute presented him with an award to mark his achievement; Regional Manager Ian Staniforth praised his commitment and hard work throughout his time at university.

After completing his MBA, Steve secured a 12 month placement at the Royal Victorian Eye and Ear Hospital in Melbourne. While there he compiled a report on efficiency in his department, which impressed the hospital’s board so much, he was offered a job.

Relevant web links are shown throughout the Master of Business Administration prospectus. Please also consult [www.southampton.ac.uk/sbs](http://www.southampton.ac.uk/sbs) online for further details and/or any changes which have appeared since first publication of the this prospectus or phone +44 (0) 23 8059 6918 for more information.

#### **Disclaimer**

The University of Southampton will use all reasonable efforts to deliver advertised programmes and other services and facilities in accordance with the descriptions set out in its prospectuses, student handbooks, welcome guides and website. It will provide students with the tuition, learning support, services and facilities so described with reasonable care and skill.

The University, therefore, reserves the right if it considers it to be necessary to alter the timetable, location, content or method of delivery of events provided such alterations are reasonable.

#### **Financial or other losses**

The University will not be held liable for any direct or indirect financial or other losses or damage arising from changes

made to the event timetable, location, content or method of delivery of various services and facilities set out herein.

#### **Force majeure**

The University will not be held liable for any loss, damage or expense resulting from any delay, variation or failure in the provision of services and facilities set out herein, arising from circumstances beyond the University’s reasonable control, including (but not limited to) war or threat of war, riot, civil strife, terrorist activity, industrial dispute, natural or nuclear disaster, adverse weather conditions, interruption in power supplies or other services for any reason, fire, boycott and telecommunications failure.

In the event that such circumstances beyond the reasonable control of the University arise, it will use all reasonable endeavours to minimise disruption as far as it is practical to do so.

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This information can be made available, on request, in alternative formats such as electronic, large print, Braille or audio tape, and in some cases, other languages. Please call +44 (0)23 8059 7726 to request an alternative format.



[www.southampton.ac.uk/mba](http://www.southampton.ac.uk/mba)

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+44 (0) 23 8059 4393

International (non-EU) enquiries:

[global@southampton.ac.uk](mailto:global@southampton.ac.uk)

+44 (0) 23 8059 9699