

PROGRAMME SPECIFICATION

Name, title and level of final qualification(s)	MSc Management with Marketing (Level 7)
Name and title of any exit qualification(s)	PG Diploma (passing 120 credits) PG Certificate (passing 60 credits)
Awarding Body	University of London
Teaching Institution(s)	Birkbeck, University of London
Home school/other teaching departments	Birkbeck Business School
Location of delivery	Central London
Language of delivery and assessment	English
Mode of study, length of study and normal start month	Full-time (1 year) Part-time (2 years) October
Professional, statutory or regulatory body	Chartered Institute of Marketing
QAA subject benchmark group(s) Higher Education Credit Framework for England	Business and Management
Birkbeck Course Code	TMSIMKIP_C
HECoS Code	100078
Start date of programme	October 2010
Date of programme approval	Summer 2010
Date of last programme amendment approval	November 2022
Valid for academic entry year	2023-24
Date of last revision to document	27/02/2023

Admissions requirements

1. Normally a second class honours degree in any area.
2. An overseas qualification of an equivalent standard obtained after a programme of study extending over not less than three years in a university or educational institution of university rank.
3. A professional or other qualification obtained by written examinations approved by the college.
4. Relevant experience may be taken into consideration in the case of non-standard applications. We welcome applicants without traditional entry qualifications as we base decisions on our own assessment of qualifications, knowledge and previous work experience. We may waive formal entry requirements based on judgement of academic potential.

If English is not your first language or you have not previously studied in English, our usual requirement is the equivalent of an International English Language Testing System (IELTS Academic Test) score of 6.5, with not less than 6.0 in each of the sub-tests.

If you don't meet the minimum IELTS requirement, we offer pre-sessional English courses, foundation programmes and language support services to help you improve your English language skills and get your place at Birkbeck.

Course aims

The main aim of the programme is to provide a high level, sustainable educational offering in Management with Marketing, which attracts high quality, highly motivated students from around the globe. Furthermore, those undertaking the programme of study will be provided with a comprehensive understanding of the relevance and necessity of Management with Marketing including cultural management, and the research findings referred to throughout the programme of study will allow those completing the programme of study to develop objective insights into the subject matter and learn about Marketing decision-making in a global cultural context.

Our MSc Management with Marketing provides a solid grounding in key aspects of business and management while allowing you to specialise through a range of option modules focusing on marketing.

The programme of study will link theory and practice and will be of benefit to those individuals that either have already acquired an appreciation of Marketing and wish to develop further insights into the subject or those individuals that have limited knowledge of the subject and wish to develop their understanding and appreciation of it or use the knowledge gained to embark on a Marketing or Management related career.

The programme examines the essentials of management theory and practice and the core principles and practice of business and organisations in a local and international context. You will gain a broad knowledge and expertise in the design and implementation of strategy at different levels of the corporate organisation and of other types of organisation such as public, not-for-profit and cooperative. Specialist modules will introduce you to major marketing concepts and techniques, planning and strategy, and topics such as brand management, consumer behaviour and public relations.

You will then use your critical analysis and independent judgement skills to write a dissertation setting out solutions to complex managerial problems in all types of organisation.

Distinct Features:

The programme of study will have a number of distinct features.

1. It will appeal to those with a Management and Marketing background and those with a non-Marketing background, all of whom wish to avail themselves of a high level, educational provision with the objective of broadening their knowledge and/or undertaking a career in Management and Marketing.
2. The research active academic members of staff within the Department of Management will contribute to the programme of study and various other academic research members of staff will also contribute to the programme.
3. It is envisaged that various Management and Marketing practitioners will be invited to provide guest lectures when possible and participate in the programme of study, and this should be an enriching experience for the students. Links with commerce, industry and the not-for-profit sector will be strengthened through student projects/case studies which help explain the link between theory and practice.
4. Market demand for a postgraduate Marketing programme of study has been identified and Birkbeck is well able because of its academic standing and location, to attract on a consistent basis students that wish to develop their knowledge and appreciation of Management with Marketing. For example, the MSc will build upon and integrate further the Marketing and Management educational provision offered by the Department of Management.

The programme is accredited by the Chartered Institute of Marketing (CIM). The accreditation with CIM gives students the opportunity to gain CIM professional marketing qualifications through their Graduate Gateway Accreditation (GGA) scheme. The programme provides exemption from the CIM Marketing and Digital Strategy module of the CIM Diploma in Professional Marketing and Diploma in Professional Digital Marketing.

Course structure

Level	Module Code	Module Title	Credit	Comp Core/ Option	Likely teaching term(s)
Full-time -1 year					
7	MOMN010H7	Principles of Organization and Management	15	Compulsory	T1
7	BUMN085H7	Principles of Marketing (Postgraduate)	15	Compulsory	T1
7	BUMN176H7	Introduction to Analytics and Business	15	Compulsory	T1
7	MOMN011H7	Research Methods in Management (Postgraduate)	15	Compulsory	T2
7	MOMN082H7	Strategic Management (Postgraduate)	15	Compulsory	T2
7	BUMN047H7	Relationship Marketing	15	Compulsory	T2
7	BUMN187H7	Project Management (Postgraduate)	15	Compulsory	T3
7	MOMN025H7	International Marketing	15	Compulsory	T3
7	BUMN184Z7	PG Dissertation Preparation	0	Compulsory	
7	BUMN061D7	MSc Dissertation	60	Core	

Part-time - 2 years					
Year 1					
7	MOMN010H7	Principles of Organization and Management	15	Compulsory	T1
7	BUMN085H7	Principles of Marketing (Postgraduate)	15	Compulsory	T1
7	MOMN082H7	Strategic Management (Postgraduate)	15	Compulsory	T2
7	BUMN047H7	Relationship Marketing	15	Compulsory	T2
7	BUMN187H7	Project Management (Postgraduate)	15	Compulsory	T3
Year 2					
7	BUMN176H7	Introduction to Analytics and Business	15	Compulsory	T1
7	MOMN011H7	Research Methods in Management (Postgraduate)	15	Compulsory	T2
7	MOMN025H7	International Marketing	15	Compulsory	T3
7	BUMN184Z7	PG Dissertation Preparation	0	Compulsory	
7	BUMN061D7	MSc Dissertation	60	Core	

Core: Module must be taken and passed by student

Compulsory: Module must be taken but can be considered for compensated credit (see CAS regulations paragraph 24)

Option: Student can choose to take this module

How you will learn

Your learning and teaching is organised to help you meet the learning outcomes (see relevant section below) of the course. As a student, we expect you to be an active learner and to take responsibility for your learning, engaging with all of the material and sessions arranged for you.

Each course is divided into modules. You will find information on the virtual learning site (Moodle, see Academic Support below) about each of your modules, what to expect, the work you need to prepare, links to reading lists, information about how and when you will be assessed.

Your learning for this course will be organised around the activities outlined below.

The teaching strategy deployed will allow the needs of mature students that undertake either full-time or part-time study, as well as highly motivated younger students without work experience, to gain up-to-date knowledge which enhances their career prospects. The planning of the programme of study has taken into account:

1. The need for evening lectures and seminars to be adequately scheduled.
2. An acceptable workload and its distribution throughout the terms.
3. A range of assessment methods to stimulate interaction.
4. Accurate information which is in the form of details in the postgraduate handbook, which acts as a guide and which supports independent learning.

As regards the modules associated with the MSc Management with Marketing, it can be noted that the lectures are sequenced in a logical manner and will allow the student to build up their understanding of the subject, week by week. The modules have been designed so that the lectures provide an overview of the relevant issues and the seminars that accompany the lectures allow the problems, issues and comparative facts and approaches, to be interpreted and explained in a logical manner. The aims and objectives for each module will be further enhanced

by the aims and objectives for each lecture, and students will be able to develop a number of in-depth insights and question the subject matter. Learning outcomes are defined for all taught courses each week and are detailed in the module/subject leaflet. The aims and objectives of each module are cited in the module/subject leaflet. Furthermore, the module/subject leaflet also outlines the readings for each lecture and the seminar topics are listed on a weekly basis as well. The contact details of the staff responsible for teaching the modules are provided and essential information relating to the assignment and the overall assessment are provided. Further materials are distributed in class each week as is necessary and when appropriate, guidance is provided with respect to dissertations, revision and examination technique. Appropriate use is also made of on-line learning facilities such as Moodle.

It can be noted that the formal mechanisms of teaching and learning include a combination of lectures, directed readings, seminar discussions which involve group work and presentations, and close supervision in independent research. As a result, the aims and learning outcomes are both clearly understood and effectively achieved by students with the necessary support from academic members of staff.

Your learning for this course will be organised around the activities outlined below.

Teaching on this course is a combination of lectures (pre-recorded) and seminars. Lectures are designed to provide you with an outline or overview of the topic, to engage you with the material and direct you to other resources. They are a springboard for your own learning. Seminars are group sessions where you will be asked to contribute to discussion or group work around the topic, with material set in advance for which you need to prepare.

How we will assess you

The course will use a variety of assessment methods. Assessment is used to enhance your learning rather than simply to test it. For most of the modules associated with this course, your assessment will be through the following types of assessment.

Essays which will develop in length and expected complexity as you progress through your studies, quizzes and multiple-choice questionnaires, practical assessments (of your work in a lab/studio), case studies, problems to solve.

Learning outcomes (what you can expect to achieve)

'Learning outcomes' indicate what you should be able to know or do at the end of your course. Providing them helps you to understand what your teachers will expect and also the learning requirements upon which you will be assessed.

On successful completion of the programme, students will be able to:

Subject Specific:

1. Gain various insights into Management and Marketing theory and practices, in a range of industries and different types of organization.
2. Gain an understanding of the processes and requirements underpinning Marketing decision-making within organizations.
3. Gain an overall appreciation of how Marketers formulate and implement Management and Marketing policies, programmes and strategies.
4. Demonstrate a critical understanding and appreciation of Management and Marketing issues and how Marketers define and solve problems.

5. Demonstrate an all-round appreciation of how the Marketing function relates to other business functions.

Intellectual:

6. Solve complex Marketing and management problems by linking theory and practice.

7. Critically assess the Marketing body of knowledge.

8. Interpret and place in context various management with Marketing related research.

9. Apply Management and Marketing tools and techniques in a logical manner.

10. Acquire the necessary learning and research skills, and competencies that are viewed as transferable and career enhancing.

Practical:

11. Demonstrate library and archive skills including the ability to conduct relevant literature searches using electronic databases.

12. Apply appropriate essay/report writing skills.

13. Demonstrate an appropriate level of analytical/numerical and IT skills.

Personal and Social:

14. Through coursework, class discussion and group work exercises and presentations gain:

a. Oral presentation and communication skills

b. Writing skills

c. Ability to work in teams and independently

d. Confidence to lead others and implement decisions

Careers and further study

You will find Management with Marketing graduates in the following kinds of roles: Management analyst, international management assistant, marketing manager, management and marketing strategist, project manager ; consultants in the private, public and third sectors; working for organizations in the public and private sector. The MSc Management with Marketing also provides a strong foundation for PhD research in the area.

Birkbeck offers a range of careers support to its students. You can find out more on [the careers pages of our website](#).

Academic regulations and course management

Birkbeck's academic regulations are contained in its [Common Award Scheme Regulations](#) and Policies published by year of application on the Birkbeck website.

You will have access to a course handbook on Moodle and this will outline how your course is managed, including who to contact if you have any questions about your module or course.

Support for your study

Your learning at Birkbeck is supported by your teaching team and other resources and people in the College there to help you with your study. Birkbeck uses a virtual learning environment called Moodle and each course has a dedicated Moodle page and there are further Moodle sites for each of your modules. This will include your course handbook.

Birkbeck will introduce you to the Library and IT support, how to access materials online, including using Moodle, and provide you with an orientation which includes an online Moodle module to guide you through all of the support available. You will also be allocated a personal tutor and provided with information about learning support offered within your School and by the College.

[Please check our website for more information about student support services.](#) This covers the whole of your time as a student with us including learning support and support for your wellbeing.

Quality and standards at Birkbeck

Birkbeck's courses are subject to our quality assurance procedures. This means that new courses must follow our design principles and meet the requirements of our academic regulations. Each new course or module is subject to a course approval process where the proposal is scrutinised by subject specialists, quality professionals and external representatives to ensure that it will offer an excellent student experience and meet the expectation of regulatory and other professional bodies.

You will be invited to participate in an online survey for each module you take. We take these surveys seriously and they are considered by the course team to develop both modules and the overall courses. Please take the time to complete any surveys you are sent as a student.

We conduct an annual process of reviewing our portfolio of courses which analyses student achievement, equality data and includes an action plan for each department to identify ongoing enhancements to our education, including changes made as a result of student feedback.

Our periodic review process is a regular check (usually every four years) on the courses by department with a specialist team including students.

Each course will have an external examiner associated with it who produces an annual report and any recommendations. Students can read the most recent external examiner reports on the course Moodle pages. Our courses are all subject to Birkbeck Baseline Standards for our Moodle module information. This supports the accessibility of our education including expectations of what information is provided online for students.

The information in this programme specification has been approved by the College's Academic Board and every effort has been made to ensure the accuracy of the information it contains.

Programme specifications are reviewed periodically. If any changes are made to courses, including core and/or compulsory modules, the relevant department is required to provide a revised programme specification. Students will be notified of any changes via Moodle.

Further information about specifications and an archive of programme specifications for the College's courses is [available online](#).

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