ESSEX BUSINESS SCHOOL

THE ESSEX



University of Essex



DIRECTOR'S INTRODUCTION

The University of Essex is home to the brave and the bold. Our MBA harnesses this daring and experimental spirit. Built around the themes of innovative business thinking and sustainability, you will gain the self-confidence, as well as the knowledge and the skills, to develop new projects and ventures and champion innovation.

Immersive in its nature, The Essex MBA is a dynamic learning environment. You will take part in a collaborative and truly international experience in which you will learn as much from your peers as you do from our top-class faculty and industry practitioners.

During your MBA you will experience a range of teaching methods appropriate to your programme's mode of delivery and your individual learning style. Running throughout your programme are our 'Director's workshops' to help you contextualise your learning in contemporary business practice. You will consolidate your studies from across key business functions in the fast-paced *Business Planning* module, preparing you to launch the next stage of your career.

We're careful about selecting students for The Essex MBA. If you think you can contribute to the experience of your peers, as well as take advantage of your own opportunities, please get in touch with me.

If you like to challenge the status quo, The Essex MBA might be your next bold move.

Professor Nicolas Forsans

Director, The Essex MBA

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Thank you for your interest in Essex Business School (EBS) and the University of Essex. Our University is one of the finest in the world for studying the social and economic sciences, which means that you can be sure to benefit from a research-led education. We bring this expertise to the study of business, offering a fresh perspective to the challenges facing businesses today. We have close ties to local and international firms, making sure the curriculum is practice-relevant and cutting edge.

You'll have access to academics at the forefront of their field, and our course content is closely aligned with real world business issues and the latest industry research. Furthermore, we place a strong emphasis on sustainable management. Both in person and online, we create a dynamic learning environment in which students learn as much from each other as they do from faculty and visiting speakers. We take inspiration from local businesses in order learn from their successes and also connect with business incubators to understand first-hand the issues of getting your own business off the ground.

At EBS, we pride ourselves on fostering a supportive learning environment where you will receive personalised support and attention. I hope that I will be able to welcome you to Essex Business School soon.

Professor Geoffrey Wood

Dean of Essex Business School



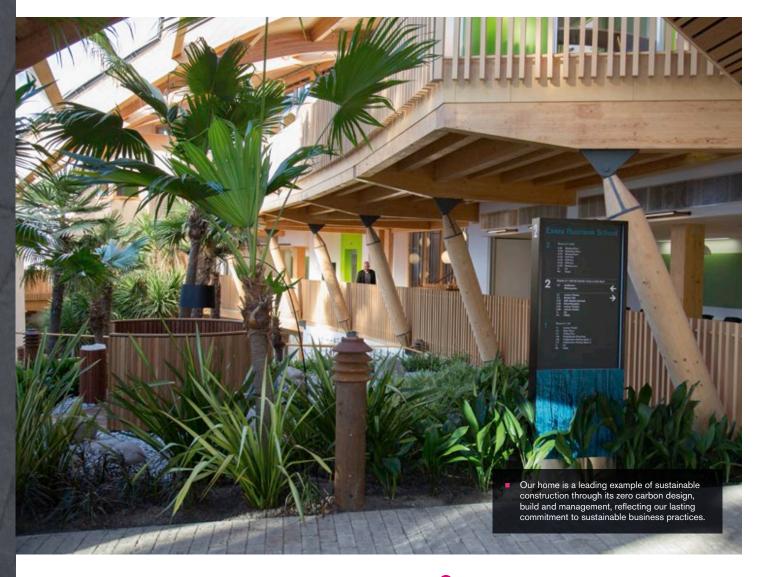
British Journal of Management, the Official Journal of the British Academy of Management (BAM). He also serves on the BAM Council.







OUR MISSION TRANSFORMATIVE D RESEARCH ELLENCE THAT BUSINESS AND



PROFESSIONAL ACCREDITATION

Essex Business School maintains close links with leading professional bodies and industry associations to ensure that our students receive a professionally-led qualification.

The Essex MBA is accredited by CMI (the Chartered Management Institute) and, on successful completion of the MBA, you will receive a Level 7 CMI Qualification in Strategic Management and Leadership in addition to your MBA.

During your studies you will become a CMI Affiliate member, giving you a host of additional benefits to support your development such as access to CMI's exclusive network of industry expert mentors.

ABOUT CMI

CMI is the only chartered professional body in the UK dedicated to promoting the highest standards in management and leadership excellence. It is the only organisation awarding Chartered Manager status, the hallmark of any professional manager, and encompasses a membership community more than 120,000 strong.





Course Overview

PROVIDES A CAREERTRANSFORMING STEP IN A WORLD THAT DEMANDS LIFELONG LEARNING AND PERSONAL DEVIELOPMENT

STUDYING FOR YOUR MBA

You can study The Essex MBA full-time, on an executive basis or online. The Essex MBA consists of 12 taught modules and a final project. Each module is delivered in a one week block.

FULL-TIME STUDY

Full-time students take five one-week modules in each of the Autumn and Spring terms alongside the Director's workshops. In addition to ten compulsory modules you will choose two optional modules based on your interests and professional ambitions. During the Summer term, you take two modules and work on your final project.

EXECUTIVE STUDY

Executive students initially opt for a two or three-year pathway. Studying with the full-time cohort, you will take two or three one-week modules per term giving you the flexibility to complete the programme alongside your existing commitments.

ONLINE STUDY

Our online MBA allows you to develop your international business skills through remote learning. Studying online gives you the freedom to study when and where it suits you - at home, during your lunch hour or anywhere else you have internet access.

online.essex.ac.uk/courses/mba

COMPULSORY MODULES

AUTUMN TERM

ACCOUNTING AND MANAGERIAL FINANCE

All managers, whatever their discipline, must understand their sources of capital and how their money is used. This module enables students to understand how to finance their organisation, assess shareholder value and control their organisation based on key financial statements. We will consider the key issues of current debate and, while not creating fully-fledged financiers or accountants, the module will enable managers to ask the right questions and understand the answers.

BUSINESS STRATEGY

Business strategy is the means by which an organisation achieves its long-term aims. This module will consider the components of strategy, their external and internal influences, what makes a successful strategy and the pitfalls to avoid. You'll be encouraged to reflect on the nature of business strategy, the approaches to strategy development, the implications of strategic choices, stakeholder interests and the wider context of strategy. Informed by our internationally recognised research, we also consider how strategy can deliver a sustainable and ethical business.

ENTREPRENEURSHIP

At EBS our aspiration is to develop socially responsible entrepreneurs and innovators. This module focuses on the formation of new businesses, or new ventures and projects within your organisation- know as intrapreneurship. It considers your impact on economic and social development in different environments.

You will acquire a critical understanding of economic, innovation, sociological and managerial theories of enterprise creation and development. You will also explore how they apply in practice in the world of business and other organisations.

MARKETING IN A GLOBAL ECONOMY

A sound understanding of marketing strategy is essential for all modern managers. This module provides the foundations for the development of a marketing concept and market orientation for global operations. It also examines issues related to internal and external environments for strategy-making, across borders. We will consider many aspects of global marketing activities from firms of varying sizes and industries, and integrate insights from international marketing literature. You will gain a critical awareness of the facets of international marketing both from the strategic and functional viewpoints.

PEOPLE AND ORGANISATIONS

You will be encouraged to think and reflect upon the nature of managing people and organisations. This module covers many of the key human aspects of management that are, so often, taken for granted and in so doing provides you with an understanding of core issues that shape the management of organisational performance. We invite you to analyse workforce issues that will shape your own management practice.

COMPULSORY MODULES

SPRING TERM

BUSINESS RESEARCH

Effective managers and leaders make decisions based on the available evidence. However, not all evidence should carry equal weight, and some should carry no weight at all. This module will help you understand sources and the quality of data that will form the basis of this evidence. We look at qualitative and quantitative methods of data gathering and analysis to help ensure that evidence-based decisions are effective. This module will also prepare you for your MBA Project and encourage you to think about the key issues of method, research design and analysis.

INTERNATIONAL BUSINESS ENVIRONMENT

All businesses today have some international context, whether it is from suppliers, customers or regulatory bodies. This module will give you a sound understanding of the external context within which international businesses operate. It will help you take advantage of the opportunities and challenges of entrepreneurial firms, both large and small. We'll introduce you to key international trade theories and practices, and apply this to the study of entrepreneurship. We examine the external challenges facing international firms; in particular economic, financial, political, legal, technological and cultural challenges.

MANAGERIAL ECONOMICS

Managerial Economics is the application of economic theory to business management. It lies on the borderline between economics and business management.

In this module you will develop a critical understanding of how economic concepts can be used to solve business problems. We examine decision-making and forward-planning as an efficient means of attaining a desired end, such as profit maximization. The focus of the module is theoretical and it will enable you to examine the different economic concepts which can be used to analyse business situations.

SUSTAINABLE OPERATIONS

Most of us manage some sort of operation, whether it is the main function of the organisation or processes in a supporting function. This module will equip you with the skills to manage operations in a sustainable way that helps deliver the triple bottom line of people, planet and profit.

We introduce a range of models that help you manage a variety of operations from high volume batch processing to low volume bespoke businesses. We consider both production and service organisations and address the increasing blurring of the distinction between the two.

PLUS

FACE-TO-FACE STUDENTS CHOOSE ONE OPTIONAL MODULE

See pages 10 and 11

BUSINESS PLANNING

CORE MODULES

SUMMER TERM

This is a capstone module for the course and challenges students to innovate and plan their own business. In a simulated environment and working in groups, students will develop a business plan, pitch it to potential investors and adjust it as internal and external issues affect their business environment. In particular this module will help students apply learnings from marketing, entrepreneurship, finance and strategy to develop their own holistic understanding of the business world.

MBA PROJECT

Through your MBA Project you can demonstrate your understanding of a management problem, the relevance of empirical research and how these might be applied to the problem, and the implications of the findings of your research. You develop, integrate and apply the concepts, skills and techniques acquired during the MBA programme to address a management problem or issue. You will be assigned a project supervisor with extensive research experience in your chosen subject area.

PLUS

FACE-TO-FACE STUDENTS CHOOSE ONE OPTIONAL MODULE

See pages 10 and 11



Reem Al Madani
Full-time MBA student

"My favourite aspect of The Essex MBA was the one week teaching blocks. This unique structure made it more dynamic and alive. I quickly learned the importance of time management and how to make the most of our classroom time together. Rather than memorising theory for exams, the continued peer to peer learning enriched my overall experience. Through this unique relationship we constantly learn from each other."

OPTIONAL MODULES

FACE-TO-FACE STUDENTS CHOOSE ONE

CONSULTING TO ORGANISATIONS: DEPTH PSYCHOLOGY APPROACHES

You will study approaches to observing organisational processes and the role and stance of the consultant. You will also explore models of organisational change, interpersonal dynamics in teams, and approaches to relational data collection.

This module will equip you with a critical understanding of the nature and design of consultancy engagements and develop an understanding of a range of depth psychology models of organisational change processes.

LEADERSHIP AND BUSINESS PERFORMANCE*

This module provides knowledge and understanding of behavioural, cultural, psychological and value frameworks. You will develop a critical understanding of different approaches to leadership, ways of leading and their development.

We will investigate the relationship between leadership practice and organisational performance and help you develop a reflective approach to your own leadership skills and capacities that you can build on in the future.

*compulsory module for all online students.

SOCIAL ENTREPRENEURSHIP, INNOVATION AND IMPACT

We focus on critical new developments relating to the social aspects of business. They include the emergence of social entrepreneurship as a new form of enterprise, the growth of social innovation as a legitimate form of development of new products and services, and the social impact of business investment decisions.

This module will enable you to acquire a critical understanding of theories and practice of social entrepreneurship, social innovation and social impact.

SUPPLY CHAIN MANAGEMENT

In the modern world it is supply chains that compete for and deliver business opportunities, not individual organisations.

This module will consider how supply chains are formed, managed and made sustainable. It will also look at the details of logistics, considering the options for lean and reactive supply chains that meet fluctuating customer demand. Through a variety of lectures projects and simulations, you will understand why supply chains are so crucial to delivering responsive, flexible business solutions...

THE MANAGEMENT OF INNOVATION AND ORGANISATIONAL CHANGE

Here we offer you a comprehensive introduction to the management of innovation and organisational change. Aimed specifically at MBA students who may be responsible for innovation projects in a wide range of organisational settings, we developed this module to provide you with the analytic frameworks, diagnostic tools and communication skills required for the management of innovation.

COMPANY VISIT

Adnams Brewery Southwold, Suffolk.

The visit was hosted by the Environmental Sustainability Manager (Benedict Orchard) and the Finance Manager (Richard Carter) who gave a presentation on the business and its focus on sustainability. This was followed by a tour of the brewery and then a question and answer session, where students had the opportunity to learn more about this local business with a global reputation.



MBA AT A GLANCE

FULL-TIME COURSE

AUTUMN TERM

Compulsory modules 10 credits each

Accounting and Managerial Finance

Business Strategy

Entrepreneurship

Marketing in a Global Economy

People and Organisations

SPRING TERM

Compulsory modules 10 credits each

Business Research

International Business Environment

Managerial Economics

Sustainable Operations

Optional modules 10 credits each - Choose 1

Consulting to Organisations: Depth Psychology Approaches

Leadership and Business Performance

Social Entrepreneurship, Innovation and Impact

Supply Chain Management

The Management of Innovation and Organisational Change

SUMMER TERM

Optional module 10 credits - Choose 1 from list above

Core modules

Business Planning 10 credits

MBA Project 60 credits

Executive programmes are tailored using the modules detailed for the full-time course.

ONLINE COURSE

Compulsory modules 10 credits each

Accounting and Managerial Finance

Business Strategy

International Business Environment

Leadership and Business Performance

Managerial Economics

Marketing in a Global Economy

People and Organisations

Business Planning

Business Research

Strategic Online Marketing Management

Sustainable Operations

Entrepreneurship

Core modules

MBA Synchronous attendance 0 credits

Director's workshops 10 credits

MBA Project 50 credits

DIRECTOR'S WORKSHOPS

Industry workshops and company visits enrich your MBA experience by showing theoretical study in broader contexts. Our Director's workshops explore current issues and help you link theory to practice. Here you can look beyond the structured elements of the course at the 'bigger picture'.

The activities are all directly relevant to the modules studied and provide both academic and professional skills, such as: adaptive thinking; critical problem solving; communication, team working and networking skills; and workshops with industry, public and social sector representatives.

Recent examples include:

Workshops

- Marketing yourself
- New business ideas
- Business ethics
- Big Data for small business
- Consulting techniques
- The financial argument for 'going green'
- The pros and cons of 'The Cloud'

Company visits

- Adnams PLC, Suffolk
- Cambridge Science Park
- Innovation Martlesham,
 Suffolk
- Sizewell Power Station

0 11

CONNECTED TO BUSINESS

We work with employers and professional bodies to ensure The Essex MBA reflects current and future business needs. During your time on The Essex MBA you will meet many successful business people from the entrepreneurial and corporate worlds.

LOCATED FOR BUSINESS

The Essex MBA is a truly international course, yet it is very much grounded in the entrepreneurial spirit of our region. The South East of England has a strong track record of sustainable start-ups and it is this twin focus that drives The Essex MBA. With a global cohort, students develop a great understanding of international issues, while our local region gives them tangible examples of successful business.

KNOWLEDGE GATEWAY

■ We have invested £50 million in creating the Knowledge Gateway, our research and technology park, as part of our commitment to help businesses innovate and grow.

Knowledge Gateway is already home to 26 knowledge-based businesses, and 27% of their employees are Essex students or graduates.

We aim to have 2,000 employees on the site when fully developed, and in Spring 2019 our Innovation Centre will open to start-ups, offering space and hands-on support.

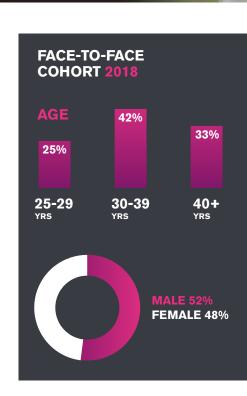




graduates coming to us to help them to realise a business idea. What stands out for me is the quality of the potential entrepreneurs that come through Essex Business School - well thought through business plans and a real understanding of the markets that they wish to enter. Our philosophy is that we work with the entrepreneur, supporting them as they develop and grow their business, mentoring and sign posting where necessary. This process is even more rewarding when the graduates are as well prepared as those from Essex Business School.

Simon Mead

Incubation Manager at The Start-Up Hub





Bekhruz Khazratov

Entrepreneur

"When I graduated I wanted to transfer my business plan dissertation into a real business and so looked to the University for support. I set up my business, Nomadist, in the University's Incubator – The Start-Up Hub based on the Knowledge Gateway. Here I can use the free work space and support to establish my company."

nomadist.io

How have you used your network of contacts acquired through the MBA course?

I looked for help amongst the other entrepreneurs that are working in The Start-Up Hub and those on my programme. In addition the mentor support and practical business planning advice and guidance offered by The Hub has been invaluable. They have all helped to overcome problems and to shape my business idea into my tech start-up.

What skills from the course are you finding helpful in your working life?

The Business Planning module has been particularly effective as it enabled me to properly think through the viability of my idea in an objective way. The marketing skills have helped me to understand how I can reach my audiences and the potential costs of doing so. Finally understanding supply chains has allowed me to think through the types of contacts I need in order to make my idea a success.

What advice would you give to someone considering an MBA qualification?

I would say an MBA should be taken up with a few years of experience in the corporate world or at least with a business background. The MBA and Business School provides a framework, but it is the students who fill in the gaps and grow and shape their knowledge in their own direction.

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CAREERS

EMPLOYABILITY AND CAREERS SUPPORT

At Essex we have strong links with industry and an excellent reputation when it comes to graduate employment.

The **EBS Learning Team** supports you alongside your studies to ensure you get the most out of your academic learning while providing advice on your career options. They offer one-to-one consultations, study skill support and career-focussed workshops.

Topics include:

- academic study skills workshops
- English language support
- accessing the library and its services
- presentation skills
- project proposals and editing

While you study you may be thinking about the new direction you want your career to take. Our **Employability and Careers Centre** can help you with training to support you in employment, training or a new career path.

As an Essex postgraduate you can make use of all the Centre's support and we can also put you in touch with alumni and employers.

ESSEX FOR LIFE

As one of our Essex Business School alumni, you join a truly global club – a network of 100,000 graduates in 150 countries – and you get some exclusive benefits.

TOP EMPLOYMENT SECTORS - MBA COHORT

- Management
- Company Director
- Consultancy
- Finance
- Sales and Marketing
- Health and Education



Ray Saunders BPM Analyst at Jupiter Asset Management

"The Essex MBA taught me a lot about business theory and practice, but also about myself, serving as a strong framework to assess information and approach challenges. The diversity of the cohort led to some incredibly rich discussion and debate during lecture time, and also gave everyone a greater appreciation of different cultures.

Post MBA I secured a new role in the Asset Management sector, located within Business Process Management (BPM). I act as an internal consultant, concerned with the efficient, compliant and ultimately successful functioning of the Enterprise as a whole. BPM has a strong academic foundation, which aligns nicely with my recent studies, whilst the day to day process involves a great deal of collaboration, discovery and presentation, all heavy components of the MBA.

I embarked upon the MBA programme at EBS partly due to personal ambition, and partly to reinvent my career. With a lot of luck and hard work I have managed to fulfil those goals, whilst having great fun and making some lifelong friends."

MBA graduate destinations:

- BT
- Citibank, India
- European Banking Forum
- Indo Construction
- Jupiter Asset Management
- Mars
- OFFTEC International

- PSL Rheotek
- Shinhan Vietnam Bank Ltd.
- Virtusa UK Ltd
- Westminster Council
- ZenithOptimedia Group
- Self-employment
- Start-up businesses

ESSENTIAL INFORMATION

STANDARD ENTRY REQUIREMENTS

You are required to have an undergraduate degree with a 2.2 or higher. If you are an international applicant, please email **pgquery@essex.ac.uk** for further details about the qualifications we accept.

You must also have three years' relevant, professional work experience, since graduating (evidenced by your CV and employer references).

If you have an undergraduate degree below a 2.2 or you do not have an undergraduate degree at all, we will still consider your application. We will typically ask you to have at least five years of relevant managerial experience. You will also be asked to submit an essay (2,000 words) outlining a range of business situations you have experienced and identifying what you have learnt from them.

ENGLISH LANGUAGE REQUIREMENTS

For our MBA, if English is not your first language, we require IELTS 6.5 overall with at least 6.0 in each component.

SUPPORTING DOCUMENTS

- Transcripts of your university-level studies to date
- A personal statement (500 words) outlining why you would like to undertake our MBA programme and what you hope to gain from it
- An up-to-date CV
- Two references. Normally one from an academic referee, and a second from an employer
- Essay if required (as outlined above)

For non-English-speaking international applicants:

English language qualifications (if you have received your test results).

Applications for the 2019 programme are now open and early application is recommended.

TUITION FEES AND SCHOLARSHIPS

Full-time MBA £19,500 (for 2019 entry).

Executive MBA £1,300 Standard modules

£3,900 MBA project

Online MBA £19.008

For 2019, if you're self-funding your MBA, Essex Business School could offer you a scholarship worth up to \$6,000. You will be assessed against the scholarship criteria and a fee discount of up to \$6,000 will be applied for successful, eligible candidates.

PRE-SESSIONAL ENGLISH

If you do not meet our IELTS requirements then you may be able to complete a pre-sessional English pathway that will enable you to start your course without retaking IELTS.

This is delivered at our Colchester Campus by University of Essex International College.

INTERVIEWS

All offers for the face-to-face MBA are subject to a satisfactory interview. You will be invited to an interview in person or via Skype with our MBA Director. Your interview will give you an opportunity to ask any questions you may have about the programme and it will be a chance to meet the MBA Director.

essex.ac.uk/subjects/mba

HAVE ANY QUESTIONS?

If you want to discuss any aspects of your application or find out more about studying at EBS our MBA Programme Manager, Sian Savage, is happy to answer any queries via phone or email.

T +44 (0)1206 873131 E ssavage@essex.ac.uk



Erin Lovell Online MBA graduate

"I wanted a program that was laser focused on the type of skills I would need to grow professionally and run a successful business. The flexibility of online study was a major consideration as I juggled studies, a full-time job and getting my first company off the ground. The course itself was great, I took something valuable away from every module. It's an incredibly practical course and you will be able to apply the things you learn right away."

This brochure has been prepared in August 2018. Although correct at the time of going to print, it is for the general guidance of prospective students only, as modules may be subject to change.





CAMPUS LOCATION

Steeped in history with a modern and dynamic outlook, Colchester is a thriving regional business centre which is becoming increasingly recognised as an exciting and modern town with a diverse cultural, arts and entertainment scene.

- 1 hour to the city of London by train
- 2 international airports within an hour's drive

essex.ac.uk/life



STUDENT COMMUNITY IN THE WORLD (THE World University Rankings 2018)

TOP 20 FOR THE MOST INTERNATIONAL

DIFFERENT COUNTRIES

Our Essex Business School MBA Alumni have joined us from 45 different countries, all from a broad range of careers and professional backgrounds.



Neha Thakur Full-time MBA student

"I wanted to enhance my career prospects and learn new skills as well as gain deeper understanding of areas such as technology and innovation. Studying on the MBA course has given me the confidence to pursue new opportunities both here in the UK and back home in India.

Essex has a comprehensive range of facilities on campus from sports facilities to the careers centre. Workshops and employer events have offered me the opportunity to link theory to practice, giving me a definite advantage."

COST OF LIVING

and parkland.

On campus find the library, shops and

sports arena set within tranquil lakes

Learn in light and spacious lecture theatres with modern

Live adjacent to EBS in The

Copse or choose from many

mmodation options.

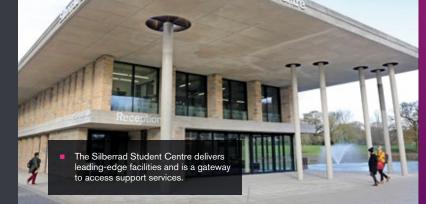
audio-visual equipment.

For postgraduates living on our Colchester Campus for a 50-week academic year, we expect you to need an average of £13,705 to cover your living costs. An estimate of living costs for an Essex MBA student living in a single room on campus is shown below.

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Per year (50 weeks)
£4,695 to £9,050
£2,500
£780
£610
£415
£1,315
£1,210
£11,525 to £15,880
£13,705

Figures based on 2018 costs.

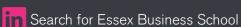


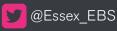
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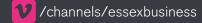
WE SEEK TO
DEVELOP SOCIALLY
RESPONSIBLE
ENTREPRENEURS
DELIVERING
SUSTAINABLE
BUSINESS.

CONNECT WITH US









essex.ac.uk/ebs/mba

CONTACT US

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