THE ESSEX

MBA

Business as usual?
NOT AT ESSEX
I manage the foreign trading department of a textile company back home in China. I moved to the UK to undertake my MBA because I wanted to develop my career potential.

I chose Essex Business School because there is such a close working relationship between my tutor, the support team and my classmates; it makes studying abroad much easier. I enjoy the group work and the social events during welcome week helped me to settle in.

Dandan Tong
Full-time MBA, 2017

Our mission

Our mission is to offer a transformative education and research excellence that has a positive impact on business and society.

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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 universities 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, bringing a fresh perspective to the challenges facing businesses today.

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.

EBS is a mid-sized school fostering a supportive learning environment where you will receive personalised support and attention. I hope that I will be able to welcome you to EBS in the new academic year.

Professor Geoffrey Wood
Dean of Essex Business School

Essex Business School sits at the heart of the University of Essex, which is top five in the UK for social science research. We’re a growing, ambitious and entrepreneurial community of more than 2,000 students, academics and practitioners from across the world.

We are proud to be a truly international business school with two-thirds of our students, and nearly half our staff, coming from outside the UK.

You are encouraged to be active members of our community, to ensure you develop skills and values which ensure lifelong personal and professional success.

Champions of responsible management and sustainable business, we use creativity and innovation to drive organisations forward and make them better places to do business. We celebrate debate and discussion, and give you license to take intellectual risks, so that as well as learning ‘how’, you can challenge ‘why’.

EXCELLENCE IN EDUCATION AND RESEARCH

- We’re ranked in the UK’s top 25 for research excellence. More than two-thirds of our research is rated ‘world leading’ or ‘internationally excellent’ (REF 2014), thanks to our team of world-leading academics.
- As a member of our nearly 500-strong postgraduate community you’ll learn from and be supervised by researchers who are at the forefront of their fields.
- We are ranked in the UK’s top 20 for research power out of more than 100 business schools. (REF 2014)
- The University of Essex is ranked 2nd in the UK and 18th on the planet for the most international student community, according to the THE World University Rankings (2016-17).
Essex experience

Essex Business School spans both the Colchester and Southend campuses. The Essex MBA is based at the University of Essex’s 200 acre parkland campus, in Colchester. By train we’re just one hour from the heart of London’s finance and business district. You can reach London Stansted Airport in around one hour giving you direct access to other European hubs.

YOUR NEW HOME

- Our £21m landmark building offers an innovative and unique setting for teaching business at our Colchester Campus.
- Our zero carbon business school building, the first of its kind in the UK, features a beautiful, domed winter garden and rainwater pond.
- We have a dedicated EBS student services team for support and enquiries.
- Learn in light and spacious lecture theatres with modern audio-visual equipment.
- Dedicated MBA syndicate room for your study.
- Relax in our stylish café BONDS.
- Our virtual trading floor is supplied with Bloomberg business data and a trade simulation system attached to live markets.

SILBERRAD STUDENT CENTRE

Our £26m modern student centre delivers leading-edge facilities and enhances our commitment to putting your Essex experience at the heart of everything we do. You will benefit from the open-access 24-hour Learning Hub, providing a technology-rich study space for creative and group working, new IT facilities including touchdown access. The Student Services Hub is a ‘one-stop-shop’ for all your accommodation, income, registry and student support needs and provides a mixture of quiet study, IT places, group study and social seats.

Colchester Campus

Home to over 11,500 students from more than 140 countries, our Colchester Campus is the largest of our three sites, making us one of the most internationally diverse campus universities on the planet – we are the world in one place. With shops, street markets, restaurants, banks, a theatre, a nightclub and a hairdresser, you’ll find everything you need within easy access.

Overlooking the lakes and parkland, the Albert Sloman Library has six floors of e-resources, research and specialist materials, and of course, a whole lot of books! It’s the perfect, friendly environment for quiet reading or study.

Local area

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.

Study pods and innovation booths provide an inspiring base for your group-working. Collaborative working is intrinsic to the School’s approach and will benefit you far beyond the classroom.

Go online for the complete picture of life in and around our Colchester Campus and to see our range of accommodation.

www.essex.ac.uk/life
At Essex Business School, we strive to create individuals who innovate, think and act strategically and apply entrepreneurial talent to their future careers. For those professionals who would like to run their own business, or take on a management or leadership role in enterprises and corporations of all sizes, we will launch you on your journey.

Essentials for business
Over 90% of employees work for SMEs. This means that most business leaders have very close contact with most of their people and so need a broad range of skills to help their business excel. To help these businesses thrive The Essex MBA focuses on key themes of innovative entrepreneurship and sustainable international business.

An innovative approach
To stand out, businesses need to develop new offerings or deliver their offerings in new and innovative ways. While innovation is essential to success, new ideas are only the start. We will help you develop the entrepreneurial spirit and approach that helps you think and work in a new paradigm and embed the innovation in your business.

Sustainable future
All too often businesses think of sustainability and internationalisation as additional things to be done or considered. We believe both are fundamental to any modern business. Sustainability makes sense to the planet and to the shareholders when integrated into the everyday approach of your business.

Many businesses have demonstrated that sustainable initiatives are not only good environmentally but they also reduce overheads and deliver shareholder value. No business can ignore the opportunities and challenges of internationalisation, whether it is through suppliers or customers; taking an international dimension must become the norm for modern business. We will help you plan a sustainable, resilient business model.

“...There are few face-to-face MBA programmes that can boast our near 50:50 split of female to male students...”

Professor Nigel Pye
MBA Director

Essex has the highest number of small and medium-sized enterprises (SMEs) in the UK, meaning you are ideally located for launching your business or gaining inspiration to take back home.

OVER THE LAST TWO YEARS OUR STUDENTS HAVE COME FROM 18 COUNTRIES*

*Student data based on class of 2016 and 2017

Spirit of entrepreneurship

STUDY WITH THE WORLD

We have a truly international faculty, attracting students from all over the globe. This brings a wealth of expertise and experience into the classroom and creates an ideal setting for you to form lasting connections.

Female 48%
Male 52%
Studying for your MBA

You can study The Essex MBA on a full-time or executive basis. The Essex MBA consists of 12 taught modules and a final project. Each module is delivered in a one week period, five in the Autumn and Spring terms and two in the Summer term.

Full-time study
Full-time students take five one-week modules in each of the Autumn and Spring terms alongside the Directors workshops. In addition to ten compulsory modules you will choose two option 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. After your induction, you will take two or three one-week modules per term giving you the flexibility to complete the study alongside your existing employment or running your own business.

While we aim to get you through the programme at your optimal pace, we acknowledge unplanned commitments occur and therefore we allow the flexibility to complete the programme in up to five years. You are invited to contact our MBA Director to identify the most appropriate study mode for you.

Individual support
At EBS, we provide a personalised and supportive learning environment for our students where help is always at hand. As well as support from academic tutors, our MBA Programme Manager will be in regular contact and can answer any non-academic questions you have.

Student view

“Prior to starting on the MBA programme I was a Senior Consultant Clinical Psychologist in a large mental health team. Before enrolling on the programme, I visited EBS and had a discussion about my career aspirations and goals with Professor Nigel Pye, the course Director. I was impressed with his personal approach, his ambitions for the programme, and that he was keen for the MBA programme cohort to remain within a manageable size limit. Finally, since EBS is close to home, it was a great choice for me to enrol here.

Apart from the huge amount of learning, the aspect of this course I enjoy most is the group work. We have a great, international cohort and I thoroughly enjoy working with and sharing experiences with my fellow students.”

Natius Oelofsen
Senior Consultant Clinical Psychologist
Full-time MBA, 2017

“As an Essex alumnus, I was impressed by the academic rigour encouraged by the academic staff. Essex was therefore a natural option to consider for my MBA.”

Natius Oelofsen
Full-time MBA, 2017
Course overview

**AUTUMN TERM**
Welcome week
Compulsory modules 10 credits each
- Accounting and Managerial Finance
- Business Strategy
- Entrepreneurship
- Marketing in a Global Economy
- People and Organisations

**SPRING TERM**
Option module 10 credits
Choose one from list
Compulsory modules 10 credits each
- Business Research
- International Business Environment
- Managerial Economics
- Sustainable Operations
- Consulting to Organisations: Depth Psychology Approaches
- Leadership and Business Performance
- Public Sector Management
- Social Entrepreneurship, Innovation and Impact
- Supply Chain Management

**SUMMER TERM**
Option module 10 credits
Choose one from list
Core module 10 credits
- Business Planning
Core module 60 credits
- MBA Project:
  - Dissertation or
  - Comprehensive Business Plan

**DIRECTOR’S WORKSHOPS**
The Director’s workshops are integral to the course. This time is set aside for the cohort to get together to explore current issues and tie together learning from across the modules. 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 learning skills. Recent examples include:

**Internal 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’

**External workshops and company visits**
- Adnams PLC, Suffolk (1,2,3)
- Cambridge Science Park (4,5)
- Innovation Martlesham, Suffolk
- HSBC headquarters, London

**Student view**

“My background is in law, so I wanted to undertake an MBA so I could move into a business management role. The Essex MBA will make it easier and faster for me to gain the type of position I want.

It was important that I chose a course with an international cohort. So far, I’ve really enjoyed the field trips to BT and Adnams PLC.”

Tali Vishnevsky
Lawyer
Full-time MBA, 2017

Collaboration with local, national and international business is crucial in achieving our mission of educating business leaders of the future.
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 delivers a sustainable and ethical business.

Entrepreneurship
A central theme of the course, our aspiration is to develop socially responsible entrepreneurs. This module focuses on the formation of new businesses, innovative growth, and their 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 and 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 of the marketing concept and market orientation for global operations and examines issues related to internal and external environments for strategy-making, across borders. We will consider many aspects of global marketing activities of 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 point of view.

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.

Autumn term

COMPULSORY MODULES

“Working in Singapore taught me the importance of understanding different cultural backgrounds in a business environment. This follows through here at Essex, where I am seeing a varied perspective on business issues discussed within our diverse cohort.”

Bekhruz Khazratov
Full-time MBA, 2017

Welcome week is dedicated to introducing students to each other and reintroducing them to the world of education. Working in groups and individually students will get acclimatised with their new environment, address some initial business issues and make presentations.
Spring term

COMPULSORY MODULES

Business Research
The effective manager and leader makes decisions based on the available evidence. However, not all evidence should carry equal weight, 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 range 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.

OPTION MODULE

Student view

"I chose Essex Business School because it’s ranked in the UK’s top 20 (CABS). Studying for an MBA gives me a lot of options after I graduate. The course is developing my team working, communication, analytical and problem solving skills. I’ve enjoyed the Supply Chain Management module the most so far because I can easily relate it to my previous role as a project coordinator. I’ve also enjoyed meeting so many new people. Everyone is really nice here."

Xiangyu Zhu
Supply Chain Project Coordinator
Full-time MBA, 2017

OPTION MODULES

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. A variety of consultancy models informed by gestalt, complexity and psychodynamic perspectives are explored, and the process of negotiating, contracting and concluding consultancy assignments. 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 reflexive approach to your own leadership skills and capacities that you can build on in the future.

Supply Chain Management
We look at the key issues associated with the challenges of service transformation in delivering vibrant, engaging and cost effective public services. This module is set against the background of a range of new challenges facing leaders across public services organisations during a period of reductions in funding and rising expectations of service users. We will take you through a journey which is designed to empower you to take a critical and practical approach to the challenges of transforming large and small organisations across the public sector.

Public Sector Management
We look at the key issues associated with the challenges of service transformation in delivering vibrant, engaging and cost effective public services. This module is set against the background of a range of new challenges facing leaders across public services organisations during a period of reductions in funding and rising expectations of service users. We will take you through a journey which is designed to empower you to take a critical and practical approach to the challenges of transforming large and small organisations across the public sector.

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.
OPTION MODULE

Choose one, see previous page.

CORE MODULE

Business Planning
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
This module allows you to 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 in addressing a management problem or issue. You will be assigned a project supervisor with extensive research experience in your chosen subject area.

Your initial MBA Project proposal is assessed before you progress to the final project:

Dissertation
Using robust research methods and tools to explore specific business issues of your choice or

Comprehensive Business Plan
A structured business planning document for a new or growing business.

How will I be assessed?
Assessment for each taught module usually consists of a combination of in-class tests (qualitative and quantitative elements), essays, presentations and group projects.

Student view

“I’ve worked for 20 years in an advisory role within the area of investment banking. Having seen significant changes in the financial sector involving regulation and restructuring, I felt the time was right to invigorate my career with a high-level qualification and fresh perspective on this industry.

I’d like to adapt my skill-set in order that I can remain within the financial sector, but bringing a fresh outlook on how I contribute to business.”

Ray Saunders
Advisor, Investment Banking
Full-time MBA, 2017

“An MBA provides a career-transforming step in a world that demands life-long learning and personal development. Choosing EBS means you’ll not only join leading academic researchers across the many facets of international business, but also join one of the leading social science faculties in the UK.”

Professor Sasha Roseneil
Executive Dean, Faculty of Social Sciences
Shorty after completing The Essex MBA I was hired by an award-winning London-based IT consulting company Keytree. My position draws upon my prior work experience as well as my learning through the MBA course at the University of Essex. It is very exciting because I am already implementing techniques, skills, and knowledge that I learned from the strategy, marketing and entrepreneurship modules. It is exhilarating to be working in an area I am passionate about, utilising relevant skills, and building a successful career.

Derek Guimond
Business Development Consultant, Keytree
Full-time MBA, 2016
Applications, fees and scholarships

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 should also have three years relevant, professional work experience, post-graduation (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 which 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.

All offers are subject to a satisfactory interview. You will be invited to an interview in person or via Skype with our MBA Director. For international applicants, this will take place over Skype. This will also 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.

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)

Start dates
Our full-time MBA programme begins in the first week of October 2018 and finishes in mid-September 2019. Applications for the 2018 programme are now open and early application is recommended.

Tuition fees and scholarships
Full-time MBA: £19,000 (for 2018 entry).
Executive MBA: Standard modules: £12,676
MBA project: £3,800
Module costs based on 2018/19 fee

If you’re self-funding your MBA, Essex Business School could offer you a scholarship worth up to £5,000. You will be assessed against the scholarship criteria and a fee discount of up to £5,000 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. You can study a pre-sessional pathway with our Essex Pathways Department before the start of your main course at Essex.

Cost of living
As a postgraduate student living on our Colchester Campus for a 50-week academic year, we expect you to need around £9,993 to £14,953 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.

<table>
<thead>
<tr>
<th>Living cost</th>
<th>Per year (50 weeks)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accommodation (single campus room)</td>
<td>£4,543 to £8,593</td>
</tr>
<tr>
<td>Food (£20 to £50 per week)</td>
<td>£1,530 to £2,500</td>
</tr>
<tr>
<td>Books and stationery</td>
<td>£780</td>
</tr>
<tr>
<td>Clothing, toiletries etc.</td>
<td>£610</td>
</tr>
<tr>
<td>Local travel</td>
<td>£410</td>
</tr>
<tr>
<td>Leisure/socialising</td>
<td>£1,040</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>£1,020</td>
</tr>
<tr>
<td>Total</td>
<td>£9,933 to £14,953</td>
</tr>
<tr>
<td>Average over 50 weeks</td>
<td>£11,930</td>
</tr>
<tr>
<td>Average weekly cost to budget for</td>
<td>£249</td>
</tr>
</tbody>
</table>

Pre-sessional English pathway study costs, excluding living costs, are as follows:
- Standard modules: £12,676
- MBA project: £3,800

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Applications Our online application form takes about 20 minutes to complete. You must also upload your supporting documents (see list above).

www.essex.ac.uk/pgapply

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

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

Sian Savage
MBA Programme Manager

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

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E ssavage@essex.ac.uk

CMI
The Essex MBA is accredited by CMI (the Chartered Management Institute). This means that, upon successful completion of the course, you 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. This highly regarded CMI professional qualification will boost your employability.

About CMI
CMI (the Chartered Management Institute) 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.

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