Postgraduate study 2015

Business & Management

Wonderful things happen here.
At Surrey Business School, we offer a diverse range of business and management programmes that are fuelled by a common approach: encouraging you to be entrepreneurial and innovative, and providing opportunities for you to engage with real-world business problems throughout your programme.

Accredited by the Association to Advance Collegiate Schools of Business (AACSB), we take pride in the high quality of our research and teaching across all areas of business and management. Our expertise encompasses a broad spectrum of topics, including entrepreneurship and innovation, finance and accounting, health care management, international business and sustainable systems, marketing and retail management, and people and organisations.

Throughout your studies, you will work closely with our exceptional academics, many of whom have considerable direct business experience and whose internationally excellent research is embedded into our programmes. Staff publish their research in the top business journals, contribute expert comment through the national press and media, and work with some of the world’s most innovative companies to improve business performance.

Thanks to our location in one of the UK’s most dynamic regional economies, your studies will also benefit from our extensive use of guest speakers from business and industry.

Whichever business and management programme you choose at Surrey, you will discover a combination of academic rigour and practical relevance that is focused on your employability and future career prospects.
Our postgraduate programmes

We understand that there’s a lot to think about if you’re considering further study, so the table below brings together the key information about all our postgraduate Masters programmes. Our comprehensive postgraduate portfolio offers a wide range of options to choose from within the subject area of Business and Management.

<table>
<thead>
<tr>
<th>Programme</th>
<th>Programme Leader or Director</th>
<th>IELTS min. overall</th>
<th>IELTS min. by component</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSc Accounting and Finance</td>
<td>Dimitris Petmezas</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Banking and Finance</td>
<td>Manthos Delis</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Business Analytics</td>
<td>Wolfgang Garn</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Entrepreneurship</td>
<td>Jim Sears</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Extractive Industries, the Environment and Sustainability</td>
<td>Gavin Hilson</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Health Care Management</td>
<td>Carole Doherty</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Human Resource Management</td>
<td>Vurain Tabvuma</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc International Business Management</td>
<td>Jing-Lin Duanmu</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc International Financial Management</td>
<td>Liang Han</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc International Marketing Management</td>
<td>Christoph Teller</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc International Retail Marketing</td>
<td>Christoph Teller</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Investment Management</td>
<td>Andrew Mason</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Management</td>
<td>Christoph Teller</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Marketing Management</td>
<td>Arne Floh</td>
<td>6.5</td>
<td>6.0</td>
</tr>
<tr>
<td>MSc Operations and Logistics Management</td>
<td>Danail Ivanov</td>
<td>6.5</td>
<td>6.0</td>
</tr>
</tbody>
</table>
### Key
- **PT**: Part-time
- **FT**: Full-time
- **DL**: Distance learning
- **R**: IELTS reading component
- **W**: IELTS writing component
- **S**: IELTS speaking component
- **L**: IELTS listening component

### Specific table notes
1. If your first language is not English, you will need to achieve a minimum IELTS requirement, or an equivalent, which varies by programme. You must achieve both our minimum overall band score and our minimum for each component.

   Please read the disclaimer on the back page.

--- | --- | --- | ---
FT 12 mths, PT 24 mths | £21,100 | £21,100 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths, PT 24 mths | £8,700 | £16,500 | 2:1 Honours Degree
FT 12 mths, PT 24 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours Degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours degree
FT 12 mths | £10,600 | £16,500 | 2:1 Honours degree
We continually evolve the Surrey MBA in response to industry demand and the changing nature of global business. For the most up-to-date information on the MBA programme structure, please visit surrey.ac.uk/mba

Programme overview
The Surrey MBA develops ethical, visionary, knowledgeable, creative and entrepreneurial business leaders and managers.

The programme is designed for individuals who wish to accelerate their career prospects by equipping themselves with a broad range of knowledge and essential skills in the field of business management.

A balanced mix of academic study, professional development workshops and real-life business consultancy equips you with the knowledge, competence and confidence to progress your career to a more senior level. Throughout the programme, emphasis is placed upon developing individuals both personally and professionally.

Throughout the MBA you will receive dedicated career support to build your personal brand and network, and enable you to achieve your career ambitions.

Full-time MBA programme
The full-time Surrey MBA programme attracts students from a wide range of business backgrounds and nationalities. It is particularly suitable for anyone wanting to build an international business career or preparing to start their own business. The programme comprises an intensive one-year course of study.

Executive MBA programme
Our two-year part-time Executive MBA allows you to put theory to the test and skills into practice as you learn alongside your job.

Delivered at monthly residential weekends held at Horsley Park, a specialist conference and training centre in the heart of Surrey, the Executive MBA draws students from a wide range of business backgrounds and sectors.

The programme involves working in small teams alongside your individual leaning. You are encouraged to put theory into practice from the start and discuss your experiences with academic staff and fellow students.

Professional recognition
The quality of our teaching is reflected in our accreditation from both the Association of MBAs (AMBA) and AACSB.
Programme overview
Our MSc in Accounting and Finance provides an understanding of both the theoretical frameworks and practical skills required of accounting and finance professionals. The programme also addresses the skills needed by those working in multinational corporations, in order to cope with an increasingly complex global financial environment.

The programme’s core modules provide not only a rigorous treatment of the relevant theory, but also the quantitative techniques necessary to understand the literature and undertake empirical investigations in the areas of accounting and finance.

You will gain an understanding of the basic principles and advanced knowledge of financial accounting systems used around the world, as well as a complete introduction to financial theory through a study of the problems of investing capital. You will also be introduced to the techniques of econometrics and undertake a substantial course in corporate finance.

Our elective modules offer you a broader perspective on the subject, allowing you to tailor the programmes to areas that are of particular relevance to your interests or career aspirations.

Programme structure
The programme involves six compulsory modules, two elective modules and a dissertation.

Compulsory modules:
• Principles of Accounting
• Foundations of Finance
• Quantitative Methods
• Research Methods
• Corporate Finance
• International Financial Reporting

Elective modules:
• International Corporate Governance
• Derivative Securities
• Investment Analysis
• International Finance
• Risk Management
Surrey Business School’s academic expertise in banking and finance is at the heart of this programme, which provides an essential education in the subject.

Programme overview

Our MSc in Banking and Finance will provide you with an in-depth, up-to-date understanding of the subject. You will gain an appreciation of the rapidly changing financial market conditions around the world, the source of the recent financial crisis and the rationale for the ‘bailouts’ of several banks worldwide.

The programme offers a rigorous treatment of the theory of banking and finance and how this relates to the role of banking institutions in national and international economies. You will also be equipped with skills in the econometric techniques needed to understand the world of banking and finance, as well as undertaking independent empirical research in the subject.

The elective modules available offer a wider perspective on the subject matter and allow you to tailor the programme according to your own particular interests or career aspirations.

Programme structure

The programme involves six compulsory modules, two elective modules and a dissertation.

Compulsory modules:

- Research Methods
- Money and Banking
- Foundations of Finance
- Quantitative Methods
- Corporate Finance
- Investment Analysis

Elective modules:

- International Corporate Governance
- Derivative Securities
- International Finance
- Risk Management
This programme is enhanced by Surrey Business School’s excellent industry connections, equipping you with the expertise to analyse data and produce the in-depth information that leads to long-term competitive advantages for businesses in a range of sectors.

Programme overview
Business analytics skills are more vital than ever in large organisations. They play a crucial role in supply chain management, operations management and finance, as businesses strive to increase their efficiency and productivity in order to build a competitive advantage.

Our MSc in Business Analytics equips you with these skills, giving you the ability to interpret, conceptualise and convert Big Data into useful information that improves organisations’ performance. These skills are more vital than ever in large organisations and, as such, employees with an understanding of business analytics are increasingly in-demand in the job market.

The programme centres on two main areas: the ability to analyse business data, and the skill of solving business challenges analytically. Through your elective choices you can further specialise in either the economic or managerial aspects of the programme.

As part of the programme, you will also benefit from hands-on experience of a wide range of software tools.

Business analytics students often pursue careers as consultants, researchers, managers, and analysts.

---

Programme structure
The programme involves five compulsory modules, three elective modules, one compulsory supporting module and a dissertation.

**Compulsory modules:**
- Data Analytics
- Principles of Accounting
- Supply Chain and Logistics Management
- Econometrics
- Supply Chain Analytics

**Compulsory supporting module:**
- Quantitative Methods Induction

**Elective modules:**
- Informatics for Decision Making
- Managing Decisions Implementation
- Introduction to Marketing Analytics
- Econometrics II
- Business Process Management
- Economic Forecasting
Entrepreneurship MSc

This programme benefits from Surrey Business School’s particular focus on innovation, enterprise and entrepreneurship, making this the perfect choice for those interested in following the entrepreneurial path.

Programme overview
Our MSc in Entrepreneurship will be of particular interest if you already run your own business or are planning a career in either self-employment or an innovative, entrepreneurial organisation.

You will have the opportunity to select your areas of specialism through elective modules in the second semester. You also have the option either to learn more about research and theory via a dissertation, or to apply theory to practice by formulating a plan for launching a new venture or developing an existing one.

Throughout the programme you will be encouraged to learn experientially and to develop the attributes, ways of thinking and behaviour of the entrepreneur.

The programme will be of particular interest to budding entrepreneurs, existing entrepreneurs growing their businesses, developers of start-up companies, people working in business support organisations or who advise entrepreneurs, teachers of entrepreneurship, or those interested in developing an entrepreneurial mindset for their future careers.

Programme structure
The programme consists of six compulsory modules, two elective modules and a dissertation.

Compulsory modules:
- Research Methods
- Entrepreneurial Business Planning
- Marketing
- Organisational Behaviour
- Entrepreneurial Strategy
- Accounting and Finance for Business

Elective modules:
- E-Business
- Innovation Management
- International Trade
- Project Management
Alan W. Brown is Professor of Entrepreneurship and Innovation in the Surrey Business School where he leads activities in the area of corporate entrepreneurship and open innovation models. In addition to teaching activities in entrepreneurship and global strategy, he focuses on innovation in a number of practical research areas with regard to global enterprise software delivery, agile software supply chains, and the investigation of “open commercial” software delivery models. The result of this work is a series of practical frameworks and success models for advancing enterprise activities in local small-medium businesses, large corporations, and student enterprise groups.

Alan brings a wide range of leading-edge practical industry experience to his work at Surrey Business School. Alan is currently an IBM Distinguished Engineer with the IBM Rational group where he currently on business strategy, agile software delivery, and new business models.

Alan brings a wide range of leading-edge practical industry experience to his work at Surrey Business School.
Extractive Industries, the Environment & Sustainability MSc

The first and only programme of its kind in the UK, equipping students with the requisite knowledge to diagnose and tackle mounting community-level concerns in the global mining and petroleum industries.

Programme overview

Our MSc in the Extractive Industries, the Environment and Sustainability explores environmental and interrelated socio-economic challenges in the extractive industries.

Addressing the growing need for community-level specialists in the mining and petroleum sectors, the programme provides you with an analytically rigorous but broad understanding of the global extractive industries agenda.

Created by industry experts, the programme features interdisciplinary coursework; offers a rich mix of contributions from experts in academia, the private sector, civil society and government; and provides you with the freedom to specialise in particular areas.

The programme is convened by Professor Gavin Hilson, an academic with over 15 years’ experience in the extractive industries, who has carried out research on the subject in ten different countries in sub-Saharan Africa and Latin America. It will feature inputs from a world-class faculty and a diverse range of stakeholders from the sector itself, each of whom possesses up-to-date theoretical and practical knowledge on the key areas of the subject.

By exposing students to the frontiers of the industry and training them in relevant research skills, the programme provides a grounding for those interested in working in non-governmental organisations and the public or private sectors, as well as a platform from which to progress to further study at PhD level.

Apply now
Programme structure

The programme involves four compulsory modules, four elective modules and a dissertation.

Compulsory modules:

- Extractive Industries, the Environment and Society: Problems and Policies
- Research Methods
- Extractive Industries, the Environment and Society: Sustainability Application Project
- Extractive Industries, the Environment and Society: Case Studies

Elective modules:

- Global Governance
- Politics of International Intervention I
- European Union External Relations
- European Economies and Economic Integration
- International Political Economy
- Law of the World Trade Organization
- Law of International Organizations
- Corporate Governance
- International Trade Theory
- Environmental Management, Development and Sustainability
- Politics of International Intervention II
- Key Issues in International Politics
- Corporate Social Responsibility
- International Human Rights Law
- Foreign Direct Investment
This programme benefits from the business management focus of Surrey Business School and the health care expertise of the Department of Health Care Management and Policy, providing a grounding in managerial disciplines and health care management.

Programme overview
Our MSc in Health Care Management provides you with a high-quality, vocational education that is intellectually rigorous and up-to-date, as well as relevant to the needs of existing and future managers, executives and clinicians in the health care sector.

The programme has a business management orientation, drawing on a broad base of management theory and examples to explain and analyse the sector. It is designed to provide you with concepts, models, techniques and examples, which will enable you to improve the provision of care to patients. It is based on specially-designed modules that give you a thorough grounding in the basic management disciplines, followed by specialist modules in particular aspects of health care management.

Graduates of the programme will likely spend at least part of their careers working with different health services around the world, encountering management issues arising from the cross-cultural nature of the modern health care organisation. Our programme is unique in providing the opportunity for you to work with, and learn from, other students with first-hand experience of health care systems from around the world.
Human Resource Management MSc

This programme combines Surrey Business School’s expertise in core management disciplines with modules that advance the self-awareness and personal development required for careers in human resource management.

Programme overview

Our MSc in Human Resource Management develops your knowledge and skills in the evaluation, discussion and analysis of issues in the sector. You will learn how managers are best able to utilise human resources to create added value for customers and to secure a competitive advantage for their organisation.

The programme will help you to develop positive and critical attitudes towards leadership, change and enterprise, so as to reflect the dynamism and vibrancy of the business and management environment.

As well as providing specialist modules that deal with particular aspects of human resources, the programme is built around a central core of modules that give you a thorough grounding in essential management disciplines.

Throughout the programme, a strong emphasis is placed on an international perspective to ensure that graduates benefit from an education that has real relevance in today’s global economy.

Programme structure

This programme consists of six compulsory modules, two elective modules and a dissertation.

Compulsory modules:
- Management of Human Resources
- Human Resource Development
- Employment Law
- Research Methods
- Accounting and Finance for Business
- Industrial Relations

Elective modules:
- Advanced Organisation Theory
- International Human Resource Management
- Strategy

Apply now
I started my working life back home in Nigeria at a bank in Lagos after taking a degree in accountancy. But my job changed and I found myself in human resources. I realised I needed to get the right qualifications and discovered Surrey was a good place to take a Masters in Human Resource Management.

It was a very intensive course with much to learn. Employment law, for example, is complex and very different to the systems in Africa. My dissertation considered if companies regard human resources as important and whether HR professionals are involved in top-level decision-making.

Everyone was very kind and my lecturers and the other staff were so friendly, it was just like a family. I enjoyed meeting students from other cultures and discovered it was good to find out how businesses operate in other countries.

During my Masters, I stayed on campus and got involved in university life. I joined the gym and I think the nightlife is great as well! I did a reasonable amount of travelling, including a trip to Paris!

Everyone was very kind and my lecturers and the other staff were so friendly, it was just like a family.

– Wosilat
International Business Management MSc

This programme combines advanced business management modules with a global focus, benefiting from Surrey Business School’s emphasis on enterprise and innovation.

Programme overview

The process of internationalisation, together with the continuous technology improvements of the last three decades, has brought unprecedented flows of goods, services, labour and capital across national boundaries. World trade has become increasingly important, foreign direct investment is growing and the competitive pressures on many industries and firms have intensified.

There are big challenges for companies that operate internationally. They are becoming engaged in modes of business that are different from those to which they are accustomed domestically. Therefore, it is important to develop a better understanding of how these multinational firms are managed and controlled.

This programme will enable you to understand how firms become and remain international in scope. You will learn to apply management theories and techniques that are important in an increasingly multinational business environment. New research findings, case studies and comparative perspectives on the management of internationally operating firms will help you to understand these issues in more detail, and that the local adaptation of business and management concepts developed elsewhere is crucial.

Programme structure

The programme involves seven compulsory modules, one elective module and a dissertation.

**Compulsory modules:**
- Research Methods
- International Business Management
- Management of Human Resources
- Marketing
- Accounting and Finance for Business
- International Trade
- Strategy

**Elective modules:**
- E-business
- Innovation Management
- International Business Investigation
- International Human Resource Management
International Financial Management MSc

This programme benefits from Surrey Business School’s expertise in the fields of finance and accounting, combining these elements with a particular focus on the international business environment.

Programme overview

The rise in importance and complexity of international financial management poses a challenge for multinational organisations and those who wish to pursue a career in the sector. This programme aims to meet the needs of future finance and accounting professionals, not only in the financial sector but also within other large international corporations.

You will be provided with the theoretical framework and practical skills required by professionals in the field. The programme takes an integrated approach to finance, accounting and international business, providing a coherent view that explores the interrelationships between the various components of the programme.

The high level of international content in the programme draws on Surrey Business School’s recent research activities and teaching strengths in this area. Furthermore, the programme’s wide international approach takes in emerging economies, as well as Anglo-American and continental European contexts.

The programme would also provide a valuable foundation for those contemplating academic careers in this field, as well as further study in the areas of applied finance and accounting at PhD level.

Programme structure

The programme comprises six compulsory modules, two elective modules and a dissertation.

Compulsory modules:

- Foundations of Finance: Finance and Investment
- Principles of Accounting
- Quantitative Methods
- International Business Management
- International Corporate Governance
- International Finance

Elective modules:

- International Financial Reporting
- International Trade
- Corporate Finance
- Risk Management
This programme combines marketing modules with a global focus and an analytical approach, benefiting from Surrey Business School’s emphasis on enterprise and innovation.

Programme overview

Cultural and national differences pose a range of problems to those organisations who need to market their products and services around the world. This programme is designed for those with an interest in discovering more about these unique challenges, and the associated opportunities – that come with international marketing management.

Our MSc in International Marketing Management will provide you with a comprehensive framework for understanding theories, concepts, issues and applications of marketing in an international and global context. The programme will develop your appreciation of strategies and tactics for international markets, along with their implications, as well as building your understanding of marketing management for multinational and global organisations.

The programme covers a wide range of modules and topics in international business and marketing, as well as modules that develop your skills in business research and analysis. We also offer a range of optional modules that allow you to tailor the programme according to your own interests or career aspirations.
Programme overview
Retailing is a highly significant economic activity on both a national and international scale. Recognising this, we offer an MSc designed for those looking to develop their knowledge of the theory and practice of retail marketing and its application in the international business environment.

The programme also enables you to develop your knowledge of business management more generally, reflecting the demand for qualified managers in the sector.

The competitive significance of advanced retail marketing practices is increasingly acknowledged, making this programme highly relevant for future managers in retail and related professional services, working in both developed and developing business environments.

The student experience on this programme will include large lecture classes alongside seminars delivered to smaller groups. This offers you the opportunity to meet and interact with students from other programmes across Surrey Business School.

Programme structure
The programme comprises seven compulsory modules, one elective module and a dissertation.

Compulsory modules:
- Research Methods
- Retail Services Marketing
- Relationship Marketing
- Retail Buying and Merchandising
- Consumer Behaviour
- International Retailing
- Digital Marketing and Social Media

Elective modules:
- Accounting and Finance for Business
- International Marketing Investigation
- Marketing Communications
- Applied Marketing Research
- Introduction to Marketing Analytics
**Programme overview**

There is a continuing global demand – particularly in the large investment management firms – for qualified professionals in the fields of investment management, investment banking, pension funds, insurance companies and alternative investment partnerships (such as hedge funds, private equity and sovereign wealth funds).

This programme provides you with a high-quality education that is attuned to the current needs of investment and finance professionals, combining a rigorous theoretical approach to investment theory with the practical tools to solve real-life investment problems.

You will learn the analytical, decision-making, problem-solving, risk mitigation and technical financial skills needed to thrive in an increasingly complex global financial environment. By the time you graduate, you will understand each stage of the investment management process and be able to make informed decisions.

While our compulsory modules give you a core understanding of investment management, the elective modules allow you to tailor your learning based on your own interests or intended career path. The dissertation then allows you to investigate one area of investment theory or practice in detail, under the supervision of a member of our Finance and Accounting group.

---

**Programme structure**

The programme comprises six compulsory modules, two elective modules and a dissertation.

**Compulsory modules:**
- Derivative Securities
- Equity Investment Analysis
- Fixed Income Investment
- Foundations of Finance
- Portfolio Management
- Quantitative Methods

**Elective modules:**
- Corporate Finance
- International Corporate Governance
- International Finance
- International Financial Reporting
- Risk Management
Management MSc

This programme provides an advanced grounding in core management principles, benefiting from Surrey Business School’s emphasis on enterprise, entrepreneurship and innovation.

Programme overview

The modern business environment is truly international, requiring business managers to possess an ever-widening variety of skills. Our MSc in Management is designed to equip you with those skills, giving you the tools to succeed in the graduate employment market and go on to be an effective manager in your career.

The programme provides a high-quality education that is intellectually stimulating, up-to-date and relevant to the needs of future managers working in both the private and public sectors. It provides the theoretical frameworks and practical skills that managers at any organisational level need to cope successfully with the challenges of an increasingly complex global business environment.

The programme content is highly international in nature, reflecting the research and teaching activities of academics within Surrey Business School. Furthermore, the balanced blend of compulsory and optional modules allows you to tailor the programme according to your own particular interests or career aspirations.

By studying this programme, you will join a cohort of international students from around the world, further adding to your international experience. Both the programme and your fellow participants will make your year with us highly beneficial in becoming a valuable manager in today’s competitive business arena.

Programme structure

This programme consists of six compulsory modules, two elective modules and a dissertation.

Compulsory modules:

- Research Methods
- Management of Human Resources
- Marketing
- Operations Management
- Accounting and Finance for Business
- Strategy

Elective modules:

- E-Business
- Innovation Management
- International Human Resource Management
- Project Appraisal
- Project Management
Marketing Management MSc

This programme combines marketing modules with an analytical approach, enhanced by Surrey Business School’s emphasis on enterprise and innovation.

Programme overview

Our MSc in Marketing Management provides you with the knowledge and skills required in specialist careers in a variety of marketing roles, enabling you to cope effectively with an increasingly global, dynamic marketplace.

The programme covers marketing ideas, plans, strategies, processes, techniques, communication and all customer-facing functions, plus a range of core concepts from other management functions. One of the main principles of the programme is to deliver a set of concepts from theory and relate them to the practical, real-world ways in which companies interact with different markets.

You will also explore marketing in terms of consumer behaviour and customers: researching who they are, what their perceptions are, what their needs for value are, and how these needs can be satisfied competitively.

A distinctive feature of our MSc is the Entrepreneurship and Innovation module, which will help you build an understanding of how to develop a business plan – a key skill for marketers and future marketing managers.

Programme structure

The programme comprises seven compulsory modules, one elective module and a dissertation.

Compulsory modules:
- Research Methods
- Marketing
- Entrepreneurship and Innovation: A Business Model Approach
- Relationship Marketing
- Accounting and Finance for Business
- Marketing Communications
- Applied Marketing Research

Elective modules:
- Consumer Behaviour
- E-Business
- Innovation Management
- Strategy
- Digital Marketing and Social Media
- Introduction to Marketing Analytics
Operations & Logistics Management MSc

This programme provides the theoretical framework and practical skills needed by management professionals working in multinational corporations in order to thrive in a supply management environment.

Programme overview

Our MSc in Operations and Logistics Management is distinctive in the wide range of business and management-orientated modules it offers in comparison to other similar programmes. This integrated approach ensures that your specialised education in operations and logistics is balanced with a wider appreciation of core business and managerial issues.

This programme will provide you with an understanding of the scoping, planning, direction and control of the facilities, processes and people required to transform resources into products and services. You will also focus on the supply chain management and logistics initiatives of international and UK businesses, essential factors in meeting customer expectations whilst minimising service costs.

The programme also offers the vital benefit of training in the SAP system, the world-leading enterprise software suite. Our alliance with SAP allows us to provide hands-on training with the system in the lab and ensures that you will be thoroughly acquainted with this important software application. SAP experience is in high demand within the professional world, so an education in the area at graduate level – along with the opportunity to attempt the initial gateway certification – will help set you apart in the graduate employment market.

Programme structure

The programme comprises seven compulsory modules, one elective module and a dissertation.

Compulsory modules:
- Research Methods
- Operations Management
- Marketing
- Supply Chain and Logistics Management
- Business Process Management
- Accounting and Finance for Business
- Strategy

Elective modules:
- Project Management
- Supply Chain Analytics
Your application

To apply for a postgraduate Masters programme at Surrey, you’ll need to complete and submit our online application form, which you can access via the specific programme pages on our website:

surrey.ac.uk

While there’s no formal application deadline for the majority of our programmes, it’s best to apply as early as possible to avoid disappointment. Where a programme does have an application deadline, the date is detailed on its webpage.

Shortly after you apply, you’ll receive an email with details of how to access the applicant portal where you can track the status and outcome of your application.

Admissions policy and selection

The University of Surrey offers an inspiring, enterprising environment to help students succeed. It is University policy that all applicants are considered primarily on merit and their academic potential. We welcome applications from students who, in addition to any formal qualifications, can demonstrate:

» Intellectual ability (in order to benefit from the vigorous demands of a Surrey degree)
» Suitability for the programme of study
» Motivation to study
» Passion for the chosen subject

To be considered for an offer, all aspects of your application will be taken into account. You’ll usually be expected to have achieved, or be predicted to achieve, our minimum entry requirements or above – although we’re unable to guarantee that meeting the grades stated in our entry requirements will be enough to enable us to make you an offer.

Admission to the University is subject to your acceptance and observance of the University’s rules and regulations. Our full Admissions Policy, including information on the Contract of Admission and complaints procedure, can be found at:

surrey.ac.uk/discover/our-postgraduate-taught-admissions-policy

International applicants

English language requirements

For information about the minimum English language standards required for our Masters programmes, please visit:

surrey.ac.uk/discover/how-apply-postgraduate-taught-courses

Visa applications

If you require a student visa, you need to apply through Tier 4 of the Points-based Immigration System. Full information about this new system can be found at:

gov.uk/government/publications/studying-under-tier-4-of-the-points-based-system
ATAS
If you’re a national of a country that is not part of the EU/EEA, you may need to apply for additional permission if you want to study some science and engineering subjects at postgraduate level. This is called the Academic Technology Approval Scheme (ATAS).

You must get your ATAS certification before we can issue your Confirmation of Acceptance for Studies (CAS), which you will need in order to apply for your Tier 4 general student visa. For a complete list of subjects that need ATAS certification, please visit:
gov.uk/government/publications/the-academic-technology-approval-scheme-atas-sty04

Disabled and dyslexic students
(Including long-term medical conditions, sensory impairment, mobility difficulties and mental health conditions)

It’s University policy that all applicants are considered primarily on merit and their academic potential. However, it’s essential for the University to know the nature of any impairments in advance, so that we can advise on what facilities and support arrangements are available to you.

If you have a disability, dyslexia or medical condition which may affect your ability to study your chosen programme, please let us know on your application form.

For further information about the help available from Additional Learning Support, please visit:
surrey.ac.uk/library/als
Fees and financial support

Our postgraduate fees
Fees are payable for each academic year, or each stage of your programme, and are revised subject to annual review.

For current fee information, please visit:
surrey.ac.uk/postgraduate/pgt-fees

On certain Masters programmes, you may need to pay for special equipment, field courses or study periods overseas, in addition to your fees. Details of these expenses may be obtained from the appropriate faculty or department.

Continuing fees
In general, students on our taught postgraduate programmes are not required to pay continuing fees, although extension fees may be payable for certain programmes. In such cases, the faculty will notify students of arrangements.

On-campus money advice
Our Student Money Advisers are available to answer queries on all financial matters, ensuring that your time as a student at Surrey runs as smoothly as possible. For more information on money matters, including childcare and emergency loans, visit:
surrey.ac.uk/ask

Financial support for postgraduate students
Career Development Loans, or graduate loans, are available through an arrangement between the Skills Funding Agency (SFA) and high street banks.

You can borrow between £300 and £10,000 to help you fund up to two years of learning (or up to three years if the course includes one year of relevant practical work experience). The loan will cover fees and equipment, and living expenses if your course is full-time, plus other course-related costs, such as childcare and travel.

Loans are usually offered at a reduced interest rate and the government pays interest while you’re studying.

For more information, visit:
gov.uk/career-development-loans/overview

or call the National Careers service
T: 0800 100 900

Sponsorship from your employer
If you’re working and want to study part-time, some employers may help you with your course fees, or by offering flexible working.

Fee discounts for Surrey graduates
If you’re a self-funded UK, EU or international student who has studied for an undergraduate degree at the University of Surrey campus in Guildford, you’ll be eligible for a ten per cent discount on our taught postgraduate Masters programme fees.

For more information, please contact:
feesandfunding@surrey.ac.uk
University of Surrey awards

Choral and organ scholarships
Choral and organ scholarships, tenable for up to three years, are offered in conjunction with the Dean and Chapter of Guildford Cathedral.

The Villis Award
A number of awards in the range of £100 to £300 are made annually to assist self-financing students registered on advanced programmes on a part-time basis, in subject areas covered by the Economic and Social Research Council.

Surrey and Santander Country and University Scholarships
Surrey is a member of Santander Universities, a worldwide network of more than 800 tertiary education institutions. Santander Universities Global Division offers several scholarship schemes, with up to £5,000 available in the form of fee waivers for postgraduate students.

Awards for overseas students

British Council awards
British Council awards and scholarships are available to certain overseas students to pursue postgraduate study. Details of the award scheme should be obtained from the British Council representative, British Embassy or British High Commission in the candidate’s own country.

Foreign and Commonwealth Office awards: Chevening scholarships
Awards varying in value are offered to overseas students through a number of different schemes. Further details are available from British missions in the candidate’s own country.

For more information about our fees, funding opportunities and scholarships, please visit:
surrey.ac.uk/discover/postgraduate-fees-and-financial-support
This is just the start

We know that you would want to know more about Surrey than we could ever squeeze into a brochure. Our website has full details of all the subject areas, programmes and academics for postgraduate study at Surrey.

¬ DISCOVER MORE

surrey.ac.uk

twitter.com/uniofsurrey

facebook.com/universityofssurrey

youtube.com/universityofssurrey