



UNIVERSITY OF
BIRMINGHAM

BIRMINGHAM
BUSINESS
SCHOOL

The Birmingham MBA





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Welcome to Birmingham Business School



Birmingham Business School is dynamic, research-led and internationally focused, striving to develop a new generation of global business leaders and entrepreneurs. We put business in context, people at the heart of business and business at the heart of society.

Through our standards of teaching and care for our students, we have continued to hold a place at the forefront of business education for more than a century. Today, it is our dedication to guiding our students in the pursuit of their career ambitions that has helped us maintain our reputation as a prestigious and world-leading business school.

The Birmingham MBA is internationally acclaimed and consistently placed in global ranking tables. Our recent success of a placement of 92nd in the FT Global MBA Rankings and our attainment of the prestigious triple-crown accreditation from leading bodies AACSB, AMBA and EQUIS demonstrate our continued commitment to provide a truly world-class MBA.

We have an enviable Advisory Board that we work closely with, an excellent level of engagement with regional and international businesses and strong links with policy makers involved with economic growth and business.

We have designed the Birmingham MBA to offer a suite of high-quality and uniquely modified specialist programmes, delivered in varying formats to match your lifestyle and choice of study. We pride ourselves on students graduating with a range of knowledge and skills that give them a competitive edge.

Our dedication to supporting your career through the challenges of modern business has led to increased investment in our career services and corporate relations programme. This will further enhance the excellent career prospects of our graduates, with additional opportunities for project work and internships with leading global business.

Our continued commitment in providing an exceptional standard of education has seen the investment of a £10 million Postgraduate Teaching Centre, which opens its doors in early 2016 and will be devoted to the teaching of postgraduate courses in the Business School, including MBAs.

We know that innovation and globalisation will continue to reshape global business in the future. To this end our goal is to provide an education that will inspire and inform our graduates to navigate the ever-changing and evolving landscape of global business.

I look forward to welcoming you to our business school.

Professor Simon Collinson
Dean, Birmingham Business School

Discover your ideal route to an MBA



Depending on your existing experience and qualifications, there are a number of routes into our MBA programmes, giving you flexibility, choice and the chance to gain the most from your programme of study.

MBA Full-time and Part-time

There are three 12-month full-time MBAs available including those in International Business, Global Banking and Finance and Strategy and Procurement Management.

Our Executive MBA is offered on a part-time basis and can be completed in a minimum of two-and-a-half years and a maximum of six. The programme is designed to be as flexible as possible to meet the needs of busy professionals juggling their career and other commitments with study.

Distance Learning MBA

The online MBA is designed for enterprising business professionals with at least three years of experience who are ready to enhance their practical knowledge for the next step in their careers. By pairing informed, contemporary content with an interactive online learning platform, this course provides postgraduate students with both flexibility and critical business skills. The programme also includes a residential element.

For further information see page 20.

Graduate Diploma in Business Administration (GDBA)

This programme provides a thorough grounding in functional issues in management and is a qualification in its own right. It also empowers those who seek to gain entry to our MSc and MBA programmes.

For further information see page 21.

MBA 24-month programme

This consists of the first year on the GDBA followed by the second year on either the MBA International Business 12-month pathway or the MBA Global Banking and Finance 12-month pathway (depending on your eligibility).

MBA 21-month programme

For appropriately qualified students (good finance/economics background) there is the option to join the GDBA programme in its second semester, which starts in January.

As a student on either programme you will need to pass all GDBA modules with an average score of 60% to progress onto the appropriate MBA 12-month pathway. You are not separately certified for your GDBA and the marks you achieve won't count towards your MBA.

What are the advantages of the 24/21-month programme?

- The entry criteria for the MBA 24- and 21-month programmes are slightly lower than those for the MBA 12-month programmes; so if you don't meet the MBA 12-month requirement, you are welcome to consider this option as an alternative which offers you an additional year to prepare for MBA study
- If English is not your first language, the programmes provide you with an additional year (the GDBA year) to develop your spoken and written English skills
- If you are unfamiliar with the British higher education system, or have been out of education for some time, the programmes offer you more time to acclimatise to an academic environment

- If you have the financial support to bring your family to the UK from overseas, the programmes may be more suitable in allowing you and your family more time to settle
- Although your performance on the GDBA does not ultimately contribute to your MBA grade, the first year of the programmes gives you the opportunity to develop academic abilities in many of the areas which will be covered in greater depth on the MBA
- The first year of the programmes finishes in June, which means that you may be able to undertake an internship with a company over the summer period before starting your second year. Our Careers in Business team can help you with this.

Access the latest research

As a research-led business school, we give our students access to the latest trends, data and knowledge across operations and procurement management.

A lifetime of career coaching

From the moment you join us you will have a mentor and career coach available to guide you through your career in procurement.

Accredited business school

We hold the prestigious 'triple crown' accreditation from the AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS (European Quality Improvement System).



**Practical
experience
as you learn**

Full-time MBA students will have the opportunity to take part in four distinctive enterprise projects to enhance their understanding of UK and international business.

Each project is designed around the consultancy process and you will be responding to a real company's brief to provide meaningful and insightful recommendations. Projects are designed to help you develop more independently while responding to increasingly complex demands.

Project 1 – Incubator Project

This project is compulsory and is embedded within the Developing Leadership Practice module. Here, you will work in consultancy teams to support a start-up business based in our incubator space. Work is focused on a specified brief and teams have the full support of academics as facilitators and mentors.

Project 2 – Developing Strategy

This is another compulsory project which sits within the Global Business Development module in the second semester. The same consultancy team methodology is used as in Project 1, but with this project, you will be briefed by senior management from a visiting company and set a series of challenges. You will then have 48 hours to prepare a presentation to the same managers, addressing the relevant issues.

Project 3 – Global Mindset

The International Business Experience is an elective module in semester two. It gives you the opportunity to undertake a group-based consultancy project in another country. Currently, this runs with our partners in the Central European University in Hungary.

Project 4 – The Management Challenge

At this point in your learning journey, you will have had practice at undertaking live company consultancy projects through the Developing Leadership Practice module and will have had chance to undertake the Deloitte Consultancy Challenge. This final optional challenge allows you to tackle an individual consultancy project, investigating a specific client requirement for an external organisation.

Consultancy training

Students who choose to undertake the Management Challenge for their final assessment will have access to a unique consultancy training programme designed and delivered exclusively by the world-leading consultancy and professional services firm Deloitte.

Take your place on the global business stage

MBA International Business

Globalisation and freedom of trade have elevated international business to an increasingly important role in the global economy. This full-time MBA comprises four challenging enterprise projects where you will work closely with businesses both in the UK and overseas, allowing you to experience a wide range of business dynamics at all levels.

Why study at Birmingham Business School?

The MBA in International Business will develop your ability to perform at the highest levels in global business. We take a highly practical approach to teaching and learning, so you can transfer your theoretical skills to a work-based environment as soon as you graduate.

Your MBA programme

You will take 12 taught modules and submit a research or company-based project.

Modules

Semester 1

Compulsory modules

- Strategic Analysis of Business
- Human Resource Management
- Marketing Concepts and Practice

- Finance for Managers
- Accounting for Managers
- Operations Management

Semester 2

Compulsory modules:

THREE further compulsory modules:

- Global Business Development
- Developing Leadership Practice
- International Business

Choose THREE optional modules from:

- Global Marketing Leadership
- Ethical Finance and Sustainability
- The International Business Experience
- Implementing Strategy and Managing Change
- International Co-operative Strategy

- Business Communications
- The Effective Director
- Ethics in Global Business
- International Business Finance
- Models of Capitalism and Financial Crises
- Infrastructure and Project Finance
- Entrepreneurial Finance
- Corporate Governance
- Financial Statement Analysis

The modules listed on our website may occasionally be subject to change. For example, as you will appreciate, key members of staff may leave the University and this might necessitate a review of the modules that are offered. Where a module is no longer available, we will let you know as soon as we can and help you make other choices.



'The MBA has given me the desired exposure to academic tools and business concepts, within an international environment, that will enable me to succeed. The programme is very flexible, which allowed me to tailor the programme according to my areas of interest.'

Mauricio Magalhães
MBA International Business
Business Consultant



'I had a fantastic time at Birmingham Business School. The MBA programme structure suited my career path and has aided my progression in the financial industry. I really enjoyed the visits from alumni and other leaders from the finance sector. They were interesting and inspiring.'

Maureen Kwangwanya
MBA Global Banking and Finance
Account Relationship Manager, National Bank of Malawi

Guiding you
on your journey
to success



MBA Global Banking and Finance

Banking and finance lie at the heart of booming international economies, driving them forward and keeping the wheels of commerce moving. This full-time MBA is designed for graduates who aspire to a career in global banking and finance and will guide you through the management and technical skills you need to perform at the top of the international banking and finance industry.

Why study at Birmingham Business School?

Delivered by University faculty and industry practitioners, the programme caters to the current and future needs of the global financial services industry. Addressing key areas such as international banking, banking and finance regulation and supervision, risk and asset and liability management, strategic management of financial institutions, financial markets, and private equity and venture capital finance, it will equip you for a senior position in a global bank or financial institution.

Your MBA programme

You will take 12 taught modules and have the opportunity to attend talks delivered by practising managers and senior executives from some of the world's leading banks and finance houses.

Modules

Semester 1

Compulsory modules

- Strategic Analysis of Business
- Human Resource Management
- Marketing Concepts and Practice
- Finance for Managers
- Accounting for Managers
- Operations Management

Semester 2

Compulsory modules:

- International Banking Regulation and Supervision
- Developing Leadership Practice

Choose TWO further modules from:

- Models of Capitalism and Financial Crises
- Entrepreneurial Finance
- Ethical Finance and Sustainability
- Infrastructure and Project Finance

Choose TWO optional modules from:

- Global Marketing Leadership
- The International Business Experience
- Implementing Strategy and Managing Change
- International Co-operative Strategy
- Business Communications
- The Effective Director
- Ethics in Global Business
- Global Business Development
- International Business Finance
- International Business
- Corporate Governance
- Financial Statement Analysis

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Powering your career in procurement

MBA Strategy and Procurement Management

Procurement is rapidly becoming essential to a successful organisation, with effective supplier management credited as being integral to business growth. This full-time MBA offers professionally oriented modules designed for managers with procurement responsibilities across a range of sectors and industries. Upon graduation, you will have the skills and expertise to be a dynamic procurement manager anywhere in the world.

Why study at Birmingham Business School?

You will be taught by industry experts with a wealth of practical and consultancy experience in procurement. Already involved in the sector, you can hone and develop your knowledge and skills, accessing leading-edge thinking and research in procurement and supply management.

Your MBA programme

You will take ten taught modules and submit a research or company-based project.

Modules

Full time

Semester 1

Compulsory modules

- Strategic Analysis of Business
- Human Resource Management
- Marketing Concepts and Practice
- Finance for Managers
- Accounting for Managers
- Operations Management

Semester 2

Compulsory modules

- Global Business Development
- Developing Leadership Practice
- Strategic Purchasing and Supply Chain Management (equivalent to three full-time modules)

Choose ONE optional module from

- Global Marketing Leadership
- Ethical Finance and Sustainability
- The International Business Experience
- Implementing Strategy and Managing Change
- International Co-operative Strategy
- Business Communications
- The Effective Director
- Ethics in Global Business
- International Business Finance
- Entrepreneurial Finance
- Models of Capitalism and Financial Crises
- International Business
- Infrastructure and Project Finance
- Corporate Governance
- Financial Statement Analysis

The modules listed on our website may occasionally be subject to change. For example, as you will appreciate, key members of staff may leave the University and this might necessitate a review of the modules that are offered. Where a module is no longer available, we will let you know as soon as we can and help you make other choices.



'The Birmingham MBA fuels wide understanding of today's business needs. The Strategy and Procurement Management MBA drills deeper into the Procurement and Supply Chain functions of the business and gives further insights into the recent trends and techniques of Supply Chain Management.'

Sanjeeve Pillai
MBA Strategy and Procurement Management
China Petroleum Engineering & Construction
Corp (CPECC)



**Boost your
prospects in your
management career**

'For me the MBA Executive programme delivers on four levels: value for money, flexibility, focus and the opportunity to develop a strong network of business contacts and friends. The programme fitted perfectly with my busy work and family life.'

Mfon Whyte Oton
MBA Executive
Transport Operations Manager, Kuehne & Nagel, London

MBA Executive

Management practices are constantly evolving, and even experienced managers will benefit from accessing up-to-the-minute thinking and learning new techniques. This MBA is for managers across a range of industries and sectors who want to boost their career prospects. Each taught module is delivered in an intensive six-day block spread over two consecutive long weekends. Modules are offered at four points during the academic year – October, January, April and July.

Why study at Birmingham Business School?

Flexible and practical, this programme is designed to fit in with your existing career commitments. You can complete the course in a minimum of two-and-a-half years and a maximum of six. The programme will equip you to move into more senior management positions, either in your own organisation or moving elsewhere.

Your MBA programme

You will take eight taught modules, take part in a Dissertation Skills Workshop and submit a research or company-based project.

Modules

Compulsory modules

- Perspectives on Strategic Management
- International Business Environment
- Strategic Marketing
- Human Resource Management
- Financial Management

Students choose their three remaining modules from a list of electives including

- Operations Management
- Strategic Purchasing and Supply Chain Management part 1 and part 2
- Leading Strategy and Change
- Corporate Public Relations and Event Management

Other elective options from the full-time MBA programme are also available. As well as the five core and three elective modules, students will also participate in a Dissertation Skills Workshop.

The modules listed on our website may occasionally be subject to change. For example, as you will appreciate, key members of staff may leave the University and this might necessitate a review of the modules that are offered. Where a module is no longer available, we will let you know as soon as we can and help you make other choices.

Shaping your future through innovation

Distance Learning MBA

The online MBA from Birmingham Business School is designed for enterprising business professionals with at least three years of experience who are ready to enhance their practical knowledge for the next step in their careers. By pairing informed, contemporary content with an interactive online learning platform, this course provides postgraduate students with both flexibility and critical business skills.

Why study at Birmingham Business School?

With its practical learning and flexible delivery, this MBA is designed for the 21st century. The programme is for those who are already working in business and want to strengthen their understanding in a world-class environment that can directly benefit their career. The online format meets the needs of busy professionals who are balancing work and personal commitments alongside their studies.

Your online MBA programme

The Online MBA is a 30-month, 180-credit course that has 12 taught modules and a research-based dissertation.

Modules

Year 1

Compulsory core modules

- Marketing
- Operations Management
- International Business
- Accounting and Finance
- Organisational Behaviour and Human Resource Management
- Strategy

Year 2

Choose six electives

- Economics and Economic Policy for Business
- Marketing Strategy
- Critical Integration in Management
- Service Operations Management
- Advanced Strategy
- Corporate Finance
- Entrepreneurship and Innovation
- Management of Change
- Business and Society

Your pathway to a Masters

Graduate Diploma in Business Administration

Those seeking to gain entry to our MBA programmes will benefit hugely from this course, which provides a thorough grounding in functional issues in management and is a qualification in its own right.

Why study at Birmingham Business School?

We employ many teaching and assessment methods on this programme that reflect the standards required by our MBA and MSc programmes. For international students, we offer continuing English language support to enhance your learning experience. Those students who are successful on the GDBA programme are then able to progress to our MBA and MSc programmes. Students on this programme have gained employment in both private and public sector organisations, and it has launched many successful careers.

Your GDBA programme

You will take 12 modules.

Modules

Semester 1

- Financial Accounting
- Quantitative Management Techniques
- Global Business Environment
- Cases in the Global Business Environment
- Operations Management
- Strategic Purchasing and Supply Management

Semester 2

- Managerial Accounting
- Marketing Concepts
- Cases in Marketing
- Business Policy and Entrepreneurship
- Organisational Behaviour
- Financial Analysis for Managers

Please note all modules are subject to change.

Bringing our programmes to a global audience

The Birmingham MBA Overseas

The Birmingham MBA in Singapore

We are proud to have been running this programme continuously in Singapore since 1993. It operates using fundamentally the same syllabus as the corresponding Birmingham programme and the same team of University of Birmingham academic staff. We are also aware of the need for some customisation and use more Asian cases and institutional material than in the home programme. The course is carefully designed to expose you to both operational and strategic aspects of management disciplines.

Your MBA programme

You will study eight modules. Each is taught over a ten-day period, two weekends and six evenings, to enable you to combine your study with work commitments. You will also have around eight hours of videoconferencing between the teaching blocks.

Modules

Compulsory Core

- Strategic Management I (Strategic Analysis of International Business)
- Strategic Marketing
- Human Resource Management
- Financial Management
- International Business

Electives in Singapore

Choose THREE modules from

- Operations Management
- Directing Strategy
- Project Management
- Advanced Leadership
- Implementing Strategy and Managing Change

The modules listed on our website may occasionally be subject to change. For example, as you will appreciate, key members of staff may leave the University and this might necessitate a review of the modules that are offered. Where a module is no longer available, we will let you know as soon as we can and help you make other choices.

Alumni community

The MBA Alumni Team is dedicated to providing outstanding Alumni Relations support to benefit all MBA students and graduates. The team host bespoke events and offer a variety of volunteer opportunities, which encourage graduates from across the University to directly support our MBA students' experience and career progression. Even as a prospective student, our MBA Alumni Ambassadors can offer advice on the MBA programme, Business School, University and all that the city of Birmingham has to offer.

Opportunities for students include:

- Access to over 24,000 Business School alumni worldwide and access to alumni from across the University
- MBA Distinguished Leaders Series
- Mentoring with knowledgeable alumni business leaders
- Developing and supporting students to become MBA Alumni Ambassadors
- Exposure to successful senior alumni who provide company projects, give advice and offer career opportunities

For graduates we offer:

- Bespoke guest lectures and webinars
- A bi-monthly e-newsletter
- Online resources such as EBSCO business journals and reports and the Global Companies Intelligence database
- Access to regional alumni groups and events around the world
- An alumni contact service to reconnect with friends or make new contacts
- Global networking and social events
- Exciting volunteering opportunities
- Annual reunion event at Coniston Water in the Lake District, UK
- A range of alumni discounts, for example, hotels and business services

Distinguished Leaders Series

MBA students have the opportunity to gain an insight into what makes a great leader through our Distinguished Leaders Series. The series has been a great success, with students finding speakers such as David Gill – who was Chief Executive of Manchester United at the time of his visit – and Mike Coupe, Chief Executive of Sainsbury's, invaluable and inspiring. Outstanding students also have the opportunity to be part of a more intimate round-table discussion, to explore ideas and gain bespoke advice.

'The Alumni Relations team supported me immensely during my dissertation period. They introduced me to a diverse group of alumni in senior roles at prominent organisations, who I otherwise would not have access to. Also, they organised the fantastic Distinguished Leaders Series, where senior business executives helped us, as MBA students, to improve our leadership skills and develop our careers.'

*MBA Alumna Khilna Morjaria,
Assistant Vice President, Indirect Taxes,
Barclays Bank, London*



'The Distinguished Leaders Series was an opportunity to share some of my experiences after graduating in 1988. I wanted to give back and inspire the students of today so that they become the great leaders of tomorrow.'

*Sarah Cox,
Former Head of Business Planning,
London 2012 Olympic Organising Committee*



Shaping your future

From the very start of your MBA, you will receive bespoke advice from our career specialists.

Through one-to-one coaching, our experienced career consultants will work with you to clarify your aspirations, and to support you in your future career. Jointly, you will develop a winning strategy to grow your network of potential employers and to progress your career to the next level.

Throughout the programme, you will have the opportunity to be involved in a range of individual and group activities; all aimed at helping you to develop the skills and techniques required for success in an international job market. At different stages in your programme, you will be able to engage with companies ranging from exciting new start-up businesses and SMEs, to global multi-national corporations. In previous years, our MBA students have participated in activities with employers such as Deloitte, Unilever, PA Consulting, Deutsche Bank, IBM, Accenture and BP.

'The Mock Assessment Centre provides an excellent experience for the students. The exercises that they go through are exactly in line with the approach that Unilever takes so it provides a realistic and challenging environment for students to hone their skills. The calibre of the students is always high at Birmingham, and it is a pleasure for Unilever to be able to support this event.'

Joe Comiskey, eCommerce Innovation and Strategy Manager at Unilever

'Careers in Business provided the resources to help me be successful in my job search. They reviewed and tailored my CV to various industries and provided mock interview questions for different job descriptions. In addition, the School's key contacts with numerous companies allowed me to work on a project-based dissertation with a large multinational FMCG headquartered in London. This amazing opportunity enabled me to secure an internship in their corporate brand marketing department straight out of my MBA.'

Cindy Lim, Associate Manager, BDC Capital (MBA International Business)



Examples of group activities

- **Presentations and networking events** including Careers in Consultancy, Careers in Finance and Careers in Marketing
- **Distinguished Leaders seminar series**
- **Employer presentations and employer visits**
- **Internal skills workshops** on a range of topics including personal branding, time management and conflict resolution
- **External events** such as the AMBA Careers Fair and MBA Arena Employer Panels, attended by L'Oreal, GSK and Google among others
- **Mock Assessment Centre**
You will have the opportunity to attend an interactive Mock Assessment Centre, which includes a range of exercises that reflect those typically used by international companies. As well as developing your presentation, communication and interview skills, you will also receive tutor and peer feedback on your performance and have the chance to network with employers. We have long-standing relationships with a number of companies who support this event including Capgemini, Royal Mail and Unilever

Examples of individual activities

- **Initial career aspirations discussion** with a careers consultant
- **CV and LinkedIn profile review**
- **Develop and publish your MBA profile**
During your first semester, you will have the opportunity to produce an online profile which can be viewed by approved employers and other recruitment professionals
- **Professional photo shoot** for use in your MBA and LinkedIn profiles
- **Skills coaching**
A Skills Development Consultant is available to support you develop and enhance your personal skills such as leadership, presentation, negotiation and assertiveness skills
- **Video recorded interview practice**
- **Advice on employer networking**
- **One-to-one job application and recruitment and selection process support**

'The Careers in Business team is very professional, supportive and approachable, with a true commitment to addressing the employability needs of students. They offered excellent support in refining my CV, covering 14 years of experience, which earlier lacked highlights and impact. The careers consultants also provided huge encouragement to the MBA cohort by supporting our networking needs, for example, by encouraging my participation at a sustainability conference in Birmingham.'

Rishi Singh, Director of Consulting, twentyfifty Ltd (MBA International Business)



The Business School's Advisory Board

One of the real strengths of Birmingham Business School is its outstanding Advisory Board, noted by the *Financial Times* for its gender diversity and international reach.

Our Advisory Board's purpose is to:

- Advise on Birmingham Business School's strategic objectives
- Seek to enhance the Business School's links with the corporate world

The Board is chaired by Lord Digby Jones of Birmingham Kt, and consists of high-level executives of exceptional stature from around the globe. Members range from international chief executives such as Andrew Lezala –

CEO of Metro Rail Melbourne, senior vice presidents of multi-national firms such as Andraea Dawson-Shepherd – SVP Global Corporate Communication and Affairs for Reckitt Benckiser, renowned entrepreneurs such as Lord Karan Bilimoria – Chairman and Founder of the Cobra Beer Partnership, and policy makers such as Gisela Stuart MP, Supriya Banerji – Deputy Director General of the Confederation of Indian Industry, and Anji Hunter – former Director of Government Relations. This cross-section of influential business experts allows the Business School to remain at the cutting edge of what businesses are looking for both in terms of our taught output and research.

The Board opens doors to a range of companies and networks for the Business School and its members often support students individually in their research projects, company placements and professional development.



Members under the spotlight

Jane Lodge and Marc Stone are two Board members and alumni of the University of Birmingham, who have worked collaboratively to support and enhance the student experience on the MBA programme.

Jane Lodge

Non Executive Director Costain Group plc, DCC plc and Devro plc

Jane brings an almost unprecedented wealth of experience at the very highest level having been a partner in Deloitte from 1986 to 2011, where she led teams auditing major global businesses such as Jaguar Land Rover. She now has a portfolio of non-executive directorships and chairs their Audit Committees.

'I have been fortunate to have a number of leadership roles throughout my career. I was partner in charge of the Deloitte's Midlands audit practice, partner in charge of UK Audit Learning in Deloitte, Deloitte's Practice Senior Partner for the Midlands, and Deloitte's UK Manufacturing Industry leader, overseeing the strategy of how the business went to market with the industry. I was also the first woman on the Board of Partners. I appreciate the confidence others showed in me and this is what drives me to help others achieve their potential. That is why I enjoy working with the MBA students at Birmingham. Over the last five years I've had the privilege of running the Birmingham MBA Deloitte Consultancy Challenge, a week-long training programme designed to enhance the skills of MBA students looking to develop their skills in consultancy. I particularly enjoy the interaction between the students who all bring their own professional experience to the discussion.'



Marc Stone

Director – Stone Consulting Ltd

Marc, by trade, has enjoyed a distinguished career as Finance and Programmes Director within a wide range of global blue chip firms across a number of sectors before setting up Stone Consulting, where he works with clients to deliver acquisitions, transformational business change and turnaround initiatives.

'I remember how it was to be a graduate at the Business School with only a vague idea of what I wanted to do and a mere inkling of how to achieve it. At the forefront of my mind, however, I was always passionate about inspiring people and instilling belief in them that anything can be achieved, and having enthused teams to move heaven and earth during my career I now work with businesses to prove that they can. "If only I knew then, what I know now" is my mantra with students and is the reason why I now engage with the University on a professional level to help develop students' potential. It goes far beyond text books and models. Be it coaching students in consultancy during their company projects, conversations around the water cooler, mentoring, or helping them with their networks, I get great satisfaction in helping students unlock their leadership potential and taking that step up in developing themselves individually as future leaders and executives.'



How to apply and entry criteria

Your application should include:

- Evidence of your academic/professional qualifications
- Evidence of minimum period of work experience – the submission of your resume/ CV is compulsory
- One academic reference (if unobtainable, two work related references will suffice)
- One work related reference
- Any English proficiency evidence to support your application (please note we accept IELTS, TOEFL, and Pearson tests)
- Personal Statement; drawing attention to specific aspects of your experience and explaining why you think now is the right time for you to take an MBA. Tell us what you believe you will bring to an MBA and describe how you see the MBA fitting into your future career plans. All applicants are considered in detail on an individual basis and a Personal Statement gives you the opportunity to tell us why you think we should offer you a place on the programme.

Closing Dates

There is no closing date for applications.

You will need to complete the following steps:

1. Choose a username and password to create a login account on the 'Apply to Birmingham' website.
2. Login to the Apply to Birmingham website pages using these account details.
3. Select the 'Apply' tab and complete the application form.

Entry criteria

MBA International Business

(12 months, Full-time)

- A good Honours degree (or equivalent), or equivalent professional qualification
- Five years post-graduation work experience with evidence of management (three years exceptional work experience with evidence of management will also be considered)
- IELTS 7.0 (with no less than 6.5 in any band); TOEFL IBT 95 (with no less than 22 in any band); Pearson Academic Test of English 67 (in all four skills)

MBA Global Banking and Finance

(12 months, Full-time)

- A good Honours degree (or equivalent), or equivalent professional qualification
- Three years finance-related work experience (including 12 months at management level)
- IELTS 7.0 (with no less than 6.5 in any band); TOEFL IBT 95 (with no less than 22 in any band); Pearson Academic Test of English 67 (in all four skills)

MBA Strategy and Procurement Management

(Full-time)

- A good Honours degree (or equivalent); an equivalent professional qualification (CIPS Graduate Diploma) will also be considered
- A minimum of three years full-time work experience in purchasing and supply management
- IELTS 7.0 (with no less than 6.5 in any band); TOEFL IBT 95 (with no less than 22 in any band); Pearson Academic Test of English 67 (in all four skills)

MBA Executive (UK)

- A good Honours degree (or equivalent), or equivalent professional qualification
- Five years work experience
- IELTS 6.5 (with no less than 6.0 in any band); TOEFL IBT 88 (21 in Reading, 20 in Listening, 22 in Speaking and 21 in Writing); Pearson Academic Test of English 59 (in all four skills)

MBA Executive (Singapore)

- A good Honours degree (or equivalent), or equivalent professional qualification
- Five years' work experience
- IELTS 6.5 (with no less than 6.0 in any band); TOEFL IBT 88 (21 in Reading, 20 in Listening, 22 in Speaking and 21 in Writing); Pearson Academic Test of English 59 (in all four skills)

MBA (21-month route, Full-time)

- A good Honours degree, demonstrated numeracy, and adequate preparation in Economics and Accounting
- A minimum of three years full-time work experience
- IELTS 6.5 (with no less than 6.0 in any band); TOEFL IBT 88 (21 in Reading, 20 in Listening, 22 in Speaking and 21 in Writing); Pearson Academic Test of English 59 (in all four skills)

MBA (24-month route, Full-time)

- A good Honours degree (or equivalent), or equivalent professional qualification
- A minimum of three years full-time work experience
- IELTS 6.0 (with no less than 5.5 in any band); TOEFL IBT 82 (19 in Reading, 19 in Listening, 21 in Speaking and 19 in Writing); Pearson Academic Test of English 51 (in all four skills)

Graduate Diploma in Business Administration

- A degree (or equivalent qualification) from a recognised university
- Post-graduation work experience is desirable but not mandatory
- IELTS 6.0 (with no less than 5.5 in any band); TOEFL IBT 82 (19 in Reading, 19 in Listening, 21 in Speaking and 19 in Writing); Pearson Academic Test of English 51 (in all four skills)

Please note all entry criteria are subject to change.

Investing in your future

Fees and living costs



Taking an MBA is one of the most important decisions you will ever make, so we want you to be completely aware of your financial commitment before becoming a student on a Birmingham MBA programme.

MBA fees table			
Programmes		Year 1	Year 2 (those students continuing from Year 1, having commenced their studies during the 2016–17 academic year)
MBA 12-month full-time Including: ■ International Business ■ Global Banking and Finance ■ Strategy and Procurement Management	Home/EU	£22,590	
	Overseas	£22,590	
Part-time MBA Including: ■ Executive	Home/EU	£22,590 across the entire programme (£2,497.50 per taught module, £2,610 for the dissertation module)*	
	Overseas	£22,590 across the entire programme (£2,497.50 per taught module, £2,610 for the dissertation module)*	
MBA 21-month route Including: ■ International Business ■ Global Banking and Finance	Home/EU	£3,360	£22,590
	Overseas	£6,930	£22,590
MBA 24-month route Including: ■ International Business ■ Global Banking and Finance	Home/EU	£6,720	£22,590
	Overseas	£13,860	£22,590
Distance Learning MBA		£18,000 across the entire programme†	
Graduate Diploma in Business Administration	Home/EU	£6,720	
	Overseas	£13,860	
Global MBA ■ Singapore	Home/EU	\$32,528	
	Overseas	\$32,528	

*Please note the stated fees refer to 2016–17 entry (unless otherwise stated) and are subject to change.

†Please note these are 2015–16 fees. Please consult our website www.birmingham.ac.uk/mba for the up to date fees for 2016 entry

Living costs

Costs of living vary throughout the UK. Students living in Birmingham enjoy lower costs than many other cities in the UK, but the actual amount you will spend will depend upon your lifestyle. We can only give you an approximate indication of how much you will need. You can find out about how much the University of Birmingham estimates that the cost of living for a single student is by visiting the Money Advice and Support pages of the Student Support area, which includes a table of living costs: www.birmingham.ac.uk/students/support/moneyadvice/living.aspx.

Accommodation

The accommodation section of the University of Birmingham website includes information on accommodation services for postgraduates which is useful for planning your living costs during your time studying your MBA. Here you can find out about the services available for finding accommodation that is suitable for you as well as a list of average rents in the local area: www.birmingham.ac.uk/postgraduate/accommodation/index.aspx.

The University of Birmingham understands the importance of securing suitable accommodation when you are getting used to an unfamiliar environment and meeting new people. This is why we guarantee a place in University accommodation to all non-UK EU/ international students who are new to Birmingham (provided that you meet the criteria detailed in our International Guarantee Scheme): www.birmingham.ac.uk/postgraduate/accommodation/guarantee.aspx.

Scholarships

Don't let fees stand in the way of your studies... we have a number of scholarships for students on the MBA Business programmes, providing a financial contribution towards your tuition fees.

African MBA Scholarship

- The scholarship holder will be in financial need as determined by the University.
- The scholarship holder will be from the continent of Africa.
- The scholarship will be allocated on the basis of intellectual excellence, relevant experience and evidence of a commitment to the economic development of Africa.
- The African MBA Scholarship is a full fees scholarship (£22,590 for 2016/17 entry), part funded by a private donor with a commitment to Africa and part by the University.

Sean and Claire Henry Scholarship

- The scholarship holder will be from India.
- The scholarship will be allocated on the basis of academic ability, relevant experience and clarity of future plans as determined by the selection committee.
- The Sean and Claire Henry Scholarship is worth up to the value of the full tuition fee (£22,590 for 2016/17 entry).
- The scholarship is part funded by a private donor and part by the University.

GREAT Scholarship

- The scholarship holder will be from India.
- The scholarship will be allocated on the basis of academic ability, relevant experience and clarity of future plans as determined by the selection committee.
- There are up to three scholarships available worth £5,000 each, part funded by GREAT and part funded by the University. The award is to be used towards the Birmingham MBA tuition fee.

Women's Scholarship

- The female scholarship holder will be in financial need as determined by the University.
- The scholarship holder will be an eligible Home/EU or Overseas student.
- The scholarship will be allocated on the basis of intellectual ability, evidence of a personal and professional desire to advance women in business and evidence of personal hardship or marginalisation as determined by the selection committee.

- There is one scholarship available, worth up to £10,000, to be used towards the Birmingham MBA tuition fee.

Home/EU Scholarship

- The scholarship holder will be an eligible Home/EU student.
- The scholarship will be allocated on the basis of academic ability, relevant experience and clarity of future plans as determined by the selection committee.
- There are up to three scholarships available; two scholarships worth up to £10,000 each and one scholarship worth up to the value of the full tuition fee (£22,590 for 2016/17 entry).
- The scholarship will be used towards the Birmingham MBA tuition fee.

International Business Scholarship

- The scholarship holder will be an eligible Home/EU or Overseas student.
- The scholarship holder will have demonstrable experience of undertaking business internationally, with evidence of having undertaken managerial roles in at least two non-native countries. They will also have clear plans of how they intend to use their MBA to further develop their engagement with business in different countries.
- The scholarship will be allocated on the basis of academic ability, relevant experience and clarity of future plans as determined by the selection committee.
- There are up to two scholarships available, worth up to £10,000 each, to be used towards the Birmingham MBA tuition fee.

Global Banking and Finance MBA Scholarship

- The scholarship holder will be an eligible Home/EU or Overseas student.
- The scholarship holder will have demonstrable experience of working in banking or finance with an international dimension to managing or delivering these services. They will also have a clear view as to how the MBA in Global Banking and Finance will further their career in this area.
- The scholarship will be allocated on the basis of academic ability, relevant experience and clarity of future plans as

determined by the selection committee.

- There are up to two scholarships available, worth up to £10,000 each, to be used towards the Birmingham MBA tuition fee.

Rosgen Family Scholarship

- The scholarship holder will be in financial need as determined by the University.
- The scholarship holder will be from Central or South America.
- The scholarship will be allocated on the basis of intellectual excellence, relevant experience and evidence of a commitment to the economic development of Central or South America.
- The Rosgen Family Scholarship is worth up to the value of the full tuition fee (£22,590 for 2016/17 entry).
- The scholarship is part funded by a private donor with a commitment to this region, and part by the University.

Developing Countries MBA Scholarship

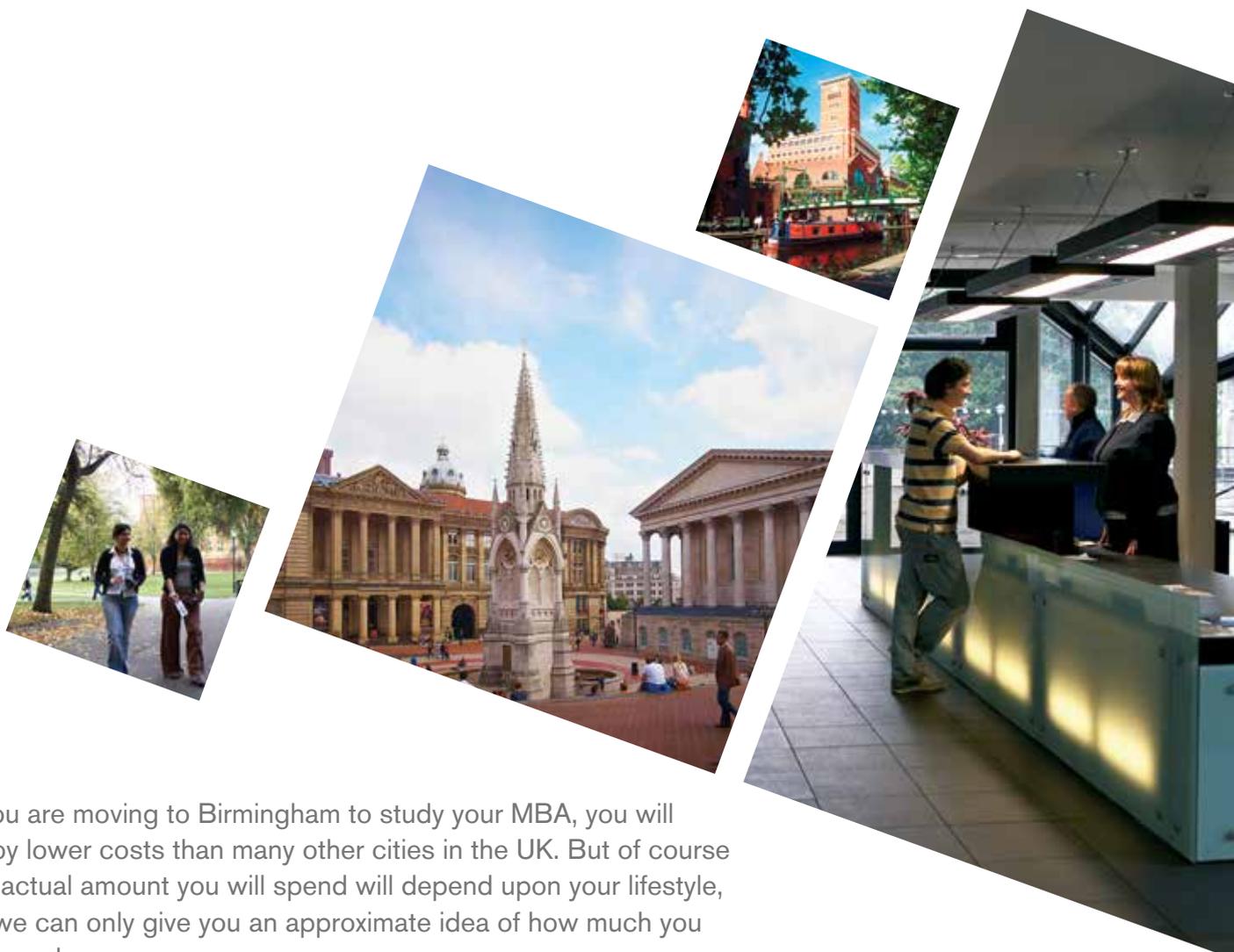
- The scholarship holder will be in financial need as determined by the University.
- The scholarship holder will be from a developing country.
- The scholarship will be allocated on the basis of academic ability, relevant experience and clarity of future plans as determined by the selection committee.
- There are up to two scholarships available, worth up to £10,000 each, to be used towards the Birmingham MBA tuition fee.

Scholarships apply to one-year, full-time MBA programmes only and will be allocated on a first come, first served basis.

Assessment will be made based on a candidate's MBA application, CV, and Personal Statement. Candidates must state which scholarship they wish to be considered for and those shortlisted may be interviewed by the MBA Director over the phone or by Skype.

The expectation is that all scholarships will be allocated by April 2016.

Planning your life in Birmingham



If you are moving to Birmingham to study your MBA, you will enjoy lower costs than many other cities in the UK. But of course the actual amount you will spend will depend upon your lifestyle, so we can only give you an approximate idea of how much you will need.

Take a look at how the University of Birmingham estimates the cost of living for a single student by visiting: www.birmingham.ac.uk/students/support/moneyadvice/living.aspx.

Budgeting for and securing your accommodation

When you're getting used to an unfamiliar environment and meeting new people, it's really reassuring not to have to worry about where you're going to live. That's why we guarantee a place in University accommodation to all

EU/international students who are new to Birmingham, providing you meet the criteria detailed in our International Guarantee Scheme. You can find out more about this here: www.birmingham.ac.uk/postgraduate/accommodation/guarantee.aspx.

The University of Birmingham website also tells you about our accommodation services for postgraduates, which you will find useful when planning your living costs while you study for your MBA.

You will find information about the services we offer to help you find suitable accommodation along with a list of average rents in the local area here: www.birmingham.ac.uk/postgraduate/accommodation.

Birmingham... a great place to live and learn



Our city

Birmingham is an exciting destination with a long cultural and intellectual heritage. Choose Birmingham for a warm welcome in one of the most diverse cities in the UK.

As England's second city, Birmingham is a thriving, vibrant place to live. Multicultural, commercial and contemporary, it also boasts a rich history and heritage.

When you study here, you'll find it's not just the perfect base for your work – it's also the perfect place to begin your career and set down the foundations for a successful future.

Easily accessible from and to the rest of the UK, Birmingham is just two hours from London by train, and Birmingham Airport is around half an hour away from the city centre.

Birmingham highlights

All tastes are catered for in Birmingham. In the city centre alone, more than 200 restaurants serve food from 27 countries. Over 100 Balti houses attract more than 20,000 visitors each week while Chinatown offers tasty cuisine from across Asia.

In your leisure time, you'll find a huge range of activities to keep you entertained and occupied. Shopping areas include the famous Bullring, the ever-growing Jewellery Quarter, and The Mailbox with its designer stores and upmarket restaurants. Birmingham also hosts a range of markets, including the famous German market at Christmas.

If you are looking for some culture, then you'll find plenty of art galleries – including the Birmingham Museum and Art Gallery – theatres, cinemas and music arenas, such as the National Exhibition Centre and the National Indoor Arena.

Our campus

The University campus offers a peaceful and tranquil haven, yet is right on the doorstep of the bustling city. So whether you're looking for some quiet downtime to study or fancy a big night out, you're never far from where you want to be.

Striking architecture and 250 acres of parkland make for the stunning setting of our campus, which also boasts a whole range of amenities. You'll find bars, shops, travel agents, opticians and major banks, as well as an art gallery, museum and concert hall all on site. Plus there is the added benefit of a full-time security team.

We are in the process of a £175 million campus development project, which will see a brand new centre devoted to the teaching of postgraduate courses in the Business School. The new facilities also include a brand new library, 50-metre swimming pool and contemporary student accommodation.





Learn more

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