



## Programme Specification

### Master of Science in International Strategic Marketing

Academic Year:	2019/20
Degree Awarding Body:	University of Bradford
Partner(s), delivery organisation or support provider (if appropriate):	
Final and interim award(s):	[Framework for Higher Education Qualifications (FHEQ) level 7] MSc Postgraduate Diploma Postgraduate Certificate
Programme accredited by (if appropriate):	n/a
Programme duration:	Full-time: 12 months (September intake)
QAA Subject benchmark statement(s):	QAA Master's degree in Business and Management (June 2015)
Date last confirmed and/or minor modification approved by Faculty Board	May 2019

**Please note:** This programme specification has been published in advance of the academic year to which it applies. Every effort has been made to ensure that the information is accurate at the time of publication, but changes may occur given the interval between publishing and commencement of teaching. Any change which impacts the terms and conditions of an applicant's offer will be communicated to them. Upon commencement of the programme, students will receive further detail about their course and any minor changes will be discussed and/or communicated at this point.

#### Introduction

In accordance with the University's mission 'Making Knowledge Work', the School of Management aims to provide programmes that educate students as a manager and business specialist, and thus improve the quality of management as a profession.

The Master's in International Strategic Marketing is aligned with the expertise within the International Business Marketing and Branding Research Centre and is designed to equip students with the necessary knowledge and skills to pursue appropriate careers in the field of marketing, and to contribute to business and society as a whole whilst applying the highest professional standards. This programme serves also as preparation for further study or an academic career in marketing.

The aim of this programme is to promote a critical understanding of core principles in marketing and acquire the specialist skills needed for careers in a wide variety of organisations internationally across multiple marketing roles. Throughout the programme, there is strong emphasis on the practical application of specialist

knowledge and skills with opportunities for students to practice their analytical and problem-solving capabilities through the use of case study and marketing simulations. Such practical skills and critical faculties will enable the student to apply the knowledge and understanding gained at an early stage in their careers in order to make a meaningful contribution to the organisations they will work for and provide leadership in various marketing roles at strategic level.

The Master's in International Strategic Marketing is supported by experienced academics associated with the International Business Marketing and Branding Research Centre. Members of this research centre have a reputation in the field and provide significant insights into key areas of marketing strategy and planning, marketing communications, consumer behaviour and digital marketing within a wide range of business and commerce. The application of theories and tools to real-world practical problems should enable students to use the information and analyse various data sources in making optimal marketing decisions and choices. The programme cultivates the ethos of an engaging and inclusive learning community that is responsive to different learning styles and allows each student to develop to their full potential. Throughout the programme, there is strong emphasis on the practical application of specialist knowledge and skills. Such practical skills and critical faculties will enable the student to apply the knowledge and understanding gained at an early stage in their careers in order to make a meaningful contribution to the organisations they will work for and advance their career that leads to strategic role in public and private corporations.

On graduation from this programme students will have developed a portfolio of work that demonstrates specialist knowledge in international strategic marketing and employability and will thus be well-placed to access a range of career opportunities in either nationally or internationally. Therefore, graduates from this programme will be able to contribute to business and society as a whole whilst applying the highest professional standards and will be capable of identifying their own professional development requirements. Equipped with the skills, knowledge and critical faculties required to operate and thrive in the contemporary business environment, these graduates will be ideally placed to pursue a career in marketing and strategic roles in a wide range of business and commerce environments.

The MSc in International Strategic Marketing is a specialist level career entry programme: type 1 under the Quality Assurance Agency for Higher Education's "Benchmarks for Master Degrees in Business and Management". The programme is suitable for students with a first degree from a wide range of appropriate subjects from an approved university, or for those with an acceptable professional qualification.

### **Programme Aims**

The programme is intended to:

- Develop international Strategic Marketing professionals to be well prepared for careers in international strategic marketing planning, product and service portfolio management, consultancy, marketing research, advertising, sales and business development and other specialist marketing related disciplines within a wide range of organisations, from large multi-national firms to SMEs within the private sector, and public service -including non-profit organisations.

- Provide a sound theoretical understanding of organisational activities and the complexities that arise in the management of these as a consequence of the interrelationships that exist between them.
- Develop a critical analysis of the theory and practice of marketing.
- Provide the knowledge, technical skills and expertise to assist organisations in developing marketing strategies which deliver a sustainable competitive advantage through customer satisfaction.
- Develop an understanding of the range of marketing tools and techniques, and how to integrate them to plan and implement successful marketing programmes.
- Provide the knowledge and skills to assist students to take an active role in their future development as professional marketers in a dynamic and changing global environment.
- Help those with knowledge and expertise in other disciplines to make the transition to the marketing and business world and assist them in developing their existing skills and knowledge within this context.

### **Programme Learning Outcomes**

To be eligible for the award of Postgraduate Certificate at FHEQ level 7, students will be able to:

- LO1 Explain the strategic context in which organisations conduct marketing activities and how the environment influences strategic and operational decision making in a national and international context;
- LO2 Describe in detail the international strategic marketing activities of an organisation and the difficulties and management complexities that arise in this context
- LO3 Effectively communicate complex ideas clearly, both orally and in writing to a broad range of recipients

Additionally, to be eligible for the award of Postgraduate Diploma at FHEQ level 7, students will be able to:

- LO4 Critically discuss the international strategic marketing and management activities of an organisation and evaluate their effect on business policy, strategy, performance and stakeholder expectations
- LO5 Synthesise and critically appraise emerging marketing information and knowledge using qualitative and quantitative techniques to generate creative solutions to a range of international strategic marketing problems
- LO6 Develop solutions to complex international strategic marketing problems through the application of appropriate theoretical models and frameworks
- LO7 Develop original solutions to complex marketing problems, and to work cooperatively with others providing ethical leadership in effecting change
- LO8 Develop the knowledge and skills required to practice as a professional manager through critical self-awareness and reflective practice skills

Additionally, to be eligible for the award of Degree of Master at FHEQ level 7, students will be able to:

- LO9 Identify the information needs of an organisation and design, conduct and manage research into a range of organisational and management issues/activities to inform the development of marketing strategies
- LO10 Design, conduct and manage research into a range of international strategic marketing issues/activities to inform the development of business strategies.

## Curriculum

The Master’s International Strategic Marketing is built on both specialist marketing modules and broader management modules. Students will take the following compulsory taught modules plus the Dissertation:

1. Marketing Planning and Strategy
2. Marketing Communications
3. International Marketing
4. Consumer Behaviour
5. Digital Marketing, Strategy and Analytics
6. International Strategic Marketing Simulation

This programme also provides the opportunity for granular personalised learning and specialism where students can take one option per semester.

## Awards

**Postgraduate Certificate:** Students will be eligible to exit with the award of Postgraduate Certificate if they have successfully completed 60 credits and achieved the award learning outcomes.

**Postgraduate Diploma:** Students will be eligible to exit with the award of Postgraduate Diploma if they have successfully completed at least 120 credits and achieved the award learning outcomes.

**Degree of Masters:** Students will be eligible for the award of Degree of Master if they have successfully completed at least 180 credits and achieved the award learning outcomes.

## Semester 1

FHEQ Level	Module Title	Type	Credit	Module Code
7	Marketing Planning and Strategy	Core	20	MAR7501-B
7	Marketing Communications	Core	20	MAR7502-B
7	Marketing Metrics	Option	10	MAR7503-A
7	Business Economics	Option	10	AFE7504-A
7	Developing Skills for Business Leadership	Option	10	HRM7503-A
7	International Marketing	Core	10	MAR7504-A

## Semester 2

FHEQ Level	Module Title	Type	Credit	Module Code
7	Consumer Behaviour	Core	20	MAR7505-B
7	Digital Marketing, Strategy and Analytics	Core	20	MAR7506-B
7	International Strategic Marketing Simulation	Core	10	MAR7507-A
7	Corporate Social Responsibility	Option	10	SIB7505-A
7	Cross Cultural Management	Option	10	SIB7504-A
7	Entrepreneurship and Innovation	Option	10	EAE7501-A
7	Accounting and Finance	Option	10	AFE7511-A
7	Corporate Financial Management	Option	10	AFE7509-A
7	International Master's Summer School	Option	10	SIB7506-A

## Dissertation

FHEQ Level	Module Title	Type	Credit	Study Period	Module Code
7	Dissertation	Core	60	ACYR	MAL7501-E

## Learning and Teaching Strategy

Generally, this programme aims at integrating applied and theoretical knowledge with assessment processes that test both knowledge of the discipline and understanding of its application and limitations. The learning and teaching strategy put significant emphasis on the development of analytical, practical and interpersonal skills. Throughout the programme, students will be actively engaged in a diverse range of learning activities designed to develop your capacities for thoughtful analysis and reflective practice. Learning strategies have been developed to be inclusive of those with particular needs, adopting small group seminars and electronic support mechanisms.

Teaching on the programme will take different formats and will be directed, supported and reinforced through a combination of formal lectures, staff/student led group tasks and discussions, simulations, personal research, field work and guided self-study, tutorials, seminars and directed reading. Sessions may be delivered weekly or in blocks. Small Group sessions will use case studies and simulations with formative feedback given in class. Students will be guided to suitable primary and secondary data sources and be required to conduct research and presentation exercises. These activities will all be further supported by the use of a virtual learning environment.

In addition to learning within modules, personal academic tutors will support individual academic development, by helping in analysing learning needs, developing appropriate learning strategies that enable students to reflect on their own progress. Building many and varied opportunities to engage with and learn from each other into the programme is integral to fostering an inclusive learning environment.

Further, there are many opportunities to take part in exciting extra-curricular activities. The Faculty's own [Career Booster](#) professional development programme will offer opportunities to advance intellectual and employability skills (e.g. critical thinking, communication, team work, problem solving). The School of Management is a very dynamic with a diverse and active Faculty and wider University. It arranges numerous events and opportunities each semester beyond the taught modules to engage with not only academic but also policy and practitioner events and issues. These include invited speakers, seminars, workshops, activities and conferences, both off and on-campus. Please note that such off-campus learning activities may involve an extra cost to the student.

University wide there is support available for students for academic skills, information literacy and programming language learning.

### **Assessment Strategy**

The assessment strategy for this programme is based on principles of constructive alignment, diversity and inclusion. It employs a well-developed range of formative and summative assessments tasks which are designed to help students to develop and demonstrate knowledge and understanding as well as a skill set in accordance with the learning outcomes for the programme overall and for specific modules. Our overall strategy aims to develop ability to succeed in a global context, and to assist individuals to take effective roles within them in a balanced and diverse range of assessment tasks.

The formative assessment strategy includes monitoring student's learning throughout each semester, using a range of class and seminar activities, personal tutors, project supervision and a variety of coursework, including essays, reflective notes, literature reviews, oral or audio-visual presentations, case analysis and group and individual tasks for which formative feedback is given.

The programme is summatively assessed by a mixture of written examinations, assessed coursework, and applied coursework requiring the use of specialist computer software used on this programme as well as case studies, group projects and [multimedia] presentations.

Assessment is integrated with learning and teaching to support and demonstrate achievement of the learning outcomes for individual modules and the programme as a whole.

Learning Outcomes 1, 2, 3 and 4 are focused on the acquisition of knowledge, understanding and communication. They are assessed by a mixture of closed book examinations and individual pieces of coursework and group work, including [multimedia] presentations.

Learning Outcomes 5, 6 and 7 are focused on the application of knowledge and its communication. They are assessed by a mixture of individual coursework, group coursework, individual and group presentations (including multi-media), in workshops and by computer simulation.

Learning Outcomes 8 and 9 are focused on the transferable skills that are so important to employability, such as teamwork, practical creativity and self-awareness. They are assessed by a mixture of individual coursework, group coursework, individual and group presentations (including multi-media), examination and by management reports on the computer simulation

The dissertation is a capstone module assessing all learning outcomes. The dissertation involves carrying out an extended piece of written work involving an original and in-depth investigation of a programme-specific issue.

### **Assessment Regulations**

This Programme conforms to the standard University Assessment Regulations which are available at: <http://www.bradford.ac.uk/agpo/ordinances-and-regulations/>

However, there is one exception to these regulations as listed below:

On completion of the taught element of the programme and at the Interim Exam Board, a student who has 50 credits or more requiring supplementary assessment will not be permitted to proceed to the dissertation stage of the programme. The decision to allow progression will only be reconsidered at the Supplementary Exam Board.

### **Admission Requirements**

The University welcomes applications from all potential students and most important in the decision to offer a place is our assessment of a candidate's potential to benefit from their studies and of their ability to succeed on this particular programme. Consideration of applications will be based on a combination of formal academic qualifications and other relevant experience.

Candidates for the MSc in International Strategic Marketing will normally have a first degree or its equivalent in Business and Management or cognate discipline from an approved higher education institution.

The standard entry requirements for the programme are as follows: A UK 2:2 degree or its equivalent in any discipline from an approved higher education institution. Equivalent professional qualifications will also be eligible if supported with appropriate practical experience in Marketing. Further guidance can be found <https://www.bradford.ac.uk/international/country/>

As the programme is delivered entirely in English, applicants must be able to demonstrate proficiency in the English language thus, UK educated students must have a GCSE grade 4 (C) or above. Non-native speakers must have a 6.5 score on IELTS test of English or 94 in the internet-based TOEFL - exceptionally, holders of a UK degree awarded within 2 years prior to entry to the Bradford programme may be exempt from these English test requirements.

Applications are welcome from students with non-standard qualifications or mature students (those over 21 years of age on entry) with significant relevant experience.

### **Recognition of Prior Learning**

If applicants have prior certificated learning or professional experience which may be equivalent to parts of this programme, the University has procedures to evaluate and recognise this learning in order to provide applicants with exemptions from specified modules or parts of the programme.

### **Minor Modification Schedule**

<b>Version Number</b>	<b>Brief description of Modification</b>	<b>Date of Approval (Faculty Board)</b>
1		