

## MSc Digital and Strategic Marketing Specification

<https://www.bradford.ac.uk/courses/pg/digital-and-strategic-marketing/>

<b>Academic Year:</b>	2021/22
<b>Degree Awarding Body:</b>	The University of Bradford
<b>Target Award (FHEQ Level 7):</b>	Master of Science in Digital and Strategic Marketing
<b>Interim Awards:</b>	Postgraduate Diploma and/or Postgraduate Certificate (FHEQ Level 7)
<b>Programme Accreditation:</b>	The Chartered Institute of Marketing (CIM)
<b>Programme Admissions:</b>	September and January
<b>Programme Duration:</b>	12-15 months full-time, 24-27 months part-time
<b>QAA Subject Benchmark:</b>	Masters degree in Business and Management
<b>Programme Origination:</b>	March 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.

### Minor Modification Schedule

1. March 2020: MAR7505-B with MAR7510-B, MAR7506-B with MAR7511-B, MAR7507-B with MAR7512-A.
2. September 2020: Confirmed COVID adaptations. Specification made accessible.
3. June 2021: Specification reformatted. Returned to campus delivery. Replaced old module AFE7509-A with AFE7513-A. Added missing sections.

### 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 Digital and Strategic Marketing is designed to equip students with the necessary knowledge and skills to pursue appropriate careers in the field of digital and strategic 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 digital and strategic 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 digital 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 Digital and Strategic Marketing covers areas such as marketing strategy and planning, digital marketing, marketing communications, consumer behaviour and marketing metrics 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 digital and 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, digital and strategic roles in a wide range of business and commerce environments.

The MSc in Digital and 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 Digital and Strategic Marketing professionals to be well prepared for careers in digital marketing, digital analytics, 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 digital and strategic 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 digital and strategic 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 digital and strategic marketing activities and how the environment influences decision making in a national and international context;
- LO2 Describe in detail the digital and 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 digital and 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 digital and strategic marketing problems
- LO6 Develop solutions to complex digital and 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 digital and strategic marketing issues/activities to inform the development of business strategies.

## **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 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.

## **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.

## **Assessment Regulations**

This Programme conforms to the standard University Postgraduate Assessment Regulations which are available at the link <https://www.bradford.ac.uk/regulations/>

However, there is one exception to these regulations: 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.

## Academic Student Journey

### Full-time September Start (12 months)

Study Period	Programme Structure
<b>Semester 1 (Autumn)</b> October – December	Semester 1 Modules
	<i>Coursework submission</i>
<b>Semester 2 (Spring)</b> January – April	Semester 2 modules Supervisor allocated and start work on the Dissertation.
	<i>Coursework submission &amp; Exam period</i>
<b>Semester 3 (Summer)</b> June – September	International Master's Summer School (10-credit option module or attendance only) Continuation of Dissertation.
	<i>Submission of Dissertation September 2022</i>

### Full-time January Start (15 months)

Study Period	Programme Structure
<b>Semester 2 (Spring)</b> January – April	Semester 2 modules
	<i>Coursework submission</i>
<b>Semester 3 (Summer)</b> June – September	International Master's Summer School (10-credit option module or attendance only) Supervisor allocated and start work on the Dissertation.
<b>Semester 1 (Autumn)</b> October – December	Semester 1 modules
	<i>Coursework submission &amp; Exam period</i>
<b>Semester 2 (Spring)</b> January – April	Continuation of Dissertation
	<i>Submission of Dissertation March 2023</i>

## Part-time Delivery

The model part-time student journey is based on a half-day attendance per week per module over 2 years, with the following planned sequence (depending on timetabling and subject to the University's programme approval, monitoring, and review procedures):

Study Period	Programme Structure
<b>Year 1, Semester 1</b>	Two Core Modules
<b>Year 1, Semester 2</b>	One Core Module + One Option Module
<b>Year 2, Semester 1</b>	Two Core Modules
<b>Year 2, Semester 2</b>	One Core Module + One Option Module
<b>Year 2, full year</b>	Dissertation

## Curriculum

The Master's Digital and Strategic Marketing is built on both specialist marketing modules and broader management modules.

## Taught Modules Semester 1

Students will take the following compulsory taught modules

- Marketing Planning and Strategy
- Marketing Communications in the Digital World
- International Marketing

Students select 10 credits (1 of 3) optional modules from this list:

FHEQ Level	Module Title	Type	Credit	Study Period	Module Code
7	International Marketing	Core	10	1	MAR7504-A
7	Marketing Communications in the Digital World	Core	20	1	MAR7508-B
7	Marketing Planning and Strategy	Core	20	1	MAR7501-B
7	Business Economics	Option	10	1	AFE7504-A
7	Developing Skills for Business Leadership	Option	10	1	HRM7503-A
7	Digital Marketing Metrics	Option	10	1	MAR7509-A

## Taught Modules Semester 2

Students will take the following compulsory taught modules

- Consumer Behaviour and Insights in the Digital Age
- Digital Marketing, Campaign Planning and Analytics
- Digital Business and Marketing Strategy Simulation

Students select 10 credits from the list of options:

FHEQ Level	Module Title	Type	Credit	Study Period	Module Code
7	Consumer Behaviour and insights in the Digital Age	Core	20	2	MAR7510-B
7	Digital Business and Marketing Strategy Simulation	Core	10	2	MAR7512-A
7	Digital Marketing, Campaign Planning and Analytics	Core	20	2	MAR7511-B
7	Accounting and Finance	Option	10	2	AFE7511-A
7	Corporate Finance	Option	10	2	AFE7513-A
7	Corporate Social Responsibility	Option	10	2	SIB7505-A
7	Cross Cultural Management	Option	10	2	SIB7504-A
7	Entrepreneurship and Innovation	Option	10	2	EAE7501-A
7	International Master's Summer School	Option	10	3	SIB7506-A
7	International Master's Summer School (Attendance Only)	Option	0	3	SIB7507-Z

The curriculum may change, subject to the University's programme monitoring and review processes.

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.

## Dissertation

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

Degree of Master: 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.

## Study Abroad

This programme is not designed to include a study abroad component. However, students are welcome to explore available opportunities for a Study Abroad Semester that may be viable for them via our International Opportunities team.

This option can be available **ONLY** if the modules offered by the host institution allow the student to meet the learning outcomes of the Bradford Programme during Semester 1 **OR** Semester 2.

Any student wishing to study abroad for a semester should first contact the International Opportunities Team to explore the opportunities and funding in place and, secondly, the Faculty Exchange Coordinator to check if the available options and relevant modules are in line with the University requirements. Following these checks, the International Opportunities Team and the Faculty Exchange Coordinator will liaise with the relevant Programme Leader to validate the modules and the semester exchange.

The semester exchange requires students to study only modules suitable to the Bradford programme when abroad. Therefore, all modules selected for the exchange will have to be mapped to the Bradford programme learning outcomes and be approved by the Programme Leader and the Director of Studies in Bradford in advance of the exchange. During the exchange, if the student needs to change the modules, this can only be done after approval of the Programme Leader and Director of Programmes.

If the student fails a module abroad, the student must:

- a) inform immediately the International Opportunities Team and the Faculty Exchange Coordinator
- b) explore the possibility of re-taking any exams at the host institution.

During the exchange, students will have support from the relevant University services. All credit successfully obtained whilst on study abroad semester will count towards the student's final degree. Our International Opportunities team can advise students about the available funding to support their study or work experience abroad.

The list of exchange partners and network of Universities available for Study Abroad Semester, as well as further information about international opportunities can be found online at [www.bradford.ac.uk/exchanges/current-students](http://www.bradford.ac.uk/exchanges/current-students).

**Please note:** Some institutions are only available to undergraduate or postgraduate students. Any potential exchange is dependent on student eligibility, student finance, and the appropriate modules required to fulfil the requirements of the programme being available at either institution.

## Admission Requirements

We take into consideration a number of factors when assessing your application. It's not just about your grades; we take the time to understand your personal circumstances and make decisions based on your potential to thrive at university and beyond.

Applications from disabled students are welcomed – you may wish to check with our Disability Office before applying by visiting [www.brad.ac.uk/disability/before/](http://www.brad.ac.uk/disability/before/).

## Academic Requirements

A typical entry profile for the MSc in Digital and Strategic Marketing will be a UK Bachelor's degree with honours, classified at 2:2 or above, or its equivalent in any discipline from an approved higher education institution.

This is generally equivalent to an International degree grade percentile average (GPA) of 2.5 out of 4.0 or 6.5 out of 10, or overall average of 70 from 100%. Further guidance can be found at <https://www.brad.ac.uk/international/country/>. Equivalent professional qualifications will also be eligible if supported with appropriate practical experience.

## Language Requirements

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. IELTS of 6.0 is required or the equivalent score in another recognised test for international students, in addition to any other requirements for any student visa needed. 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.

Please note: The information above relates to the contemporary application cycle when this document was published and so may not reflect the current admission requirements. The tariff that applies to the current cycle is published on the course website at [www.brad.ac.uk/courses/pg/digital-and-strategic-marketing/](http://www.brad.ac.uk/courses/pg/digital-and-strategic-marketing/).

## Recognition of Prior Learning

Applications are welcome from students with non-standard qualifications and students returning to study (aged over 25 years of age on entry) with significant relevant experience. This is assessed by interview on a case-by-case basis.

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. For more details about our Recognition of Prior Learning procedures visit the website [www.brad.ac.uk/teaching-quality/prior-learning/](http://www.brad.ac.uk/teaching-quality/prior-learning/).