



1. Programme Title(s) and Code(s):

<i>Programme Title</i>	<i>UCAS Code</i>	<i>GU Code</i>
MA (Social Sciences) Honours in Business and Management with one other subject.		N200-2308H

2. Academic Session:

2018-19

3. SCQF Level (see [Scottish Credit and Qualifications Framework Levels](#)):

10

4. Credits:

480

5. Entrance Requirements:

Please refer to the current undergraduate prospectus at:
<http://www.gla.ac.uk/prospectuses/undergraduate/>

6. ATAS Certificate Requirement (see [Academic Technology Approval Scheme](#)):

ATAS Certificate not required

7. Attendance Type:

Full Time

8. Programme Aims:

Business and management is a multi-disciplinary subject, which is firmly grounded in the social sciences and combines theory with practice. Anchored in the intellectual tradition of Adam Smith, the famous University of Glasgow graduate concerned with the social and political dimensions of business activity, this programme aims

¹ This specification provides a concise summary of the main features of the programme and the learning outcomes that a typical student might reasonably be expected to achieve and demonstrate if full advantage is taken of the learning opportunities that are provided. More detailed information on the learning outcomes, content and teaching, learning and assessment methods of each course can be found in course handbooks and other programme documentation and online at www.gla.ac.uk/

The accuracy of the information in this document is reviewed periodically by the University and may be checked by the Quality Assurance Agency for Higher Education.

to develop enlightened, enterprising graduates who will make a positive and useful contribution to society. Our four year programme is designed to provide broad-based, research-informed knowledge and understanding of the core functional areas within business and management, as required in the QAA benchmark subject statement, coupled with opportunities for more in-depth and research-led specialist study.

The programme will:

- Offer insights into the challenges of management in private, public and third sector organisations.
- Instil critical awareness of the social and economic environments in which firms and other organisations operate.
- Combine breadth of study of the core functions of business and management with specialist knowledge gained through in-depth study of distinctive research-led honours electives and practice-oriented streams such as marketing, entrepreneurship, international business and human resource management.
- Offer a learning environment which engages with the views of students and helps them to achieve their full potential with the desired skills and attributes to become effective global citizens.
- Engender an appetite for critical enquiry and learning.
- Encourage students to comprehend ethical dimensions in business and organisational activities and develop their own professional integrity.
- Prepare students for a wide range of careers, developing appropriate graduate attributes, including a wide range of transferable and intellectual skills, to equip graduates to prepare for and develop a career in business and management.
- Permit students to develop knowledge and understanding of organisations, their management, the economy and the business environment.
- Provide students with a knowledge and skill base from which they can proceed to further studies in management or other multidisciplinary areas.

9. Intended Learning Outcomes of Programme:

The programme has a broad, analytical and highly-integrated approach to the study of business and management and provides opportunities for students to develop and demonstrate knowledge and understanding, skills and other attributes as described below.

Knowledge and Understanding

By the end of this programme, students will be able to:

1. Critically evaluate knowledge of theory and practice in a broad range of areas in business and management including the relationships between organisations, the business environment in which they operate and their application to the practice of management. Within this framework, knowledge and understanding of markets, marketing and sales, customers, finance, people, leadership and management, organisational behaviour, operations, information systems and business intelligence, communications, digital business, business policy and strategy, management of risk, business innovation and enterprise development and social responsibility will be acquired.
2. Illustrate an awareness of the context in which management ideas have evolved historically, culturally and socially and understand the challenges and dilemmas that managers face.
3. Identify the characteristics of ethical conduct in business and management.
4. Formulate an understanding of specialist subjects chosen as research-led honours options.
5. Select and use relevant social science research methods to investigate the problems that managers face.

Skills and Other Attributes

By the end of this programme, students will be able to:

Subject-specific/practical skills

- Develop analytical and evaluative skills to challenge assumptions made by theorists and practitioners.

Intellectual skills

- Show an enhanced capacity to develop and apply their own perspectives, relative to their joint subject, to their studies, to deal with uncertainty and complexity.
- Formulate critical inquiry and integrate theory and practice.

Transferable/key skills

- Critically analyse a view of business and management through engaging with a range of learning resources, develop the skills of critical enquiry that are key to independent learning.
- Show a proficiency in generic employability skills such as people management, problem solving and critical analysis, research, business acumen, innovation, creativity and enterprise, numeracy and quantitative skills, time management, networking and negotiating.
- Illustrate effective communication skills, fluently and concisely in speech and written word.
- Build and maintain collaborative working relationships within teams of peers and, at times, with external organisations.
- Compute inclusive approaches to working across disciplines and cultures within learning environments and consultancy settings.
- Construct and provide feedback to others on communication skills, presentation skills, emotional intelligence and empathy, conceptual and critical thinking skills, self-management, and self-reflection.
- Select and use information technology for communication and for the retrieval, analysis and presentation of information.
- Construct a personal appraisal of one's own and others' ethical positions on key issues in business practice and skills in recognising ethical practice in business.

10. Typical Learning and Teaching Approaches:

A range of learning and teaching approaches are adopted in the programme in relation to ILOs. Across all levels knowledge and understanding is developed through a variety of approaches.

- In the non-honours years' intellectual and transferable skills are developed, practiced and demonstrated through participation in class, tutorial discussion and through some individual and group practical activities (for example through online quizzes and developing a group video pitch).
- At Honours level skills are further developed through participation in class discussion, groupwork, engagement with industry through live case studies; applied project work and through self-directed learning and self-management.

The degree to which the ILOs are demonstrated by students will in large part be a function of the extent to which they participate fully in the interactive elements of class-based learning (be that in lectures or tutorials). The greater the degree of interaction, the more formative feedback can be provided on all ILOs and the more likely students will develop the intended intellectual and transferable skill set necessary as a Business and Management graduate.

Students learn when they actively engage with the curriculum through:

- Listening, reading, problem-solving, watching pre-lecture videos, engaging in practical in-class and out of class activities, simulation, discussion groups, virtual forums, and interacting with the external environment and real life organisations through live case studies, consultancy projects and guest speakers from industry.
- Active engagement supports in-depth reflection on theory and practice, and equips students to debate with and question others.

A variety of learning and teaching approaches are used in core classes at Levels 1 and 2 and in our Honours Programme including:

- Lectures, tutorials, workshops, seminars, practical tasks (individual and group based) and through the

preparation of coursework.

- Taught components within lectures and workshops are intended to lay out central ideas, introduce theory through relevant lenses and lay the ground work for independent study. This is evidence of research led and informed teaching.
- Independent study is guided through reading lists and directed practical tasks and may direct students to additional online material, such as short videos.
- Students are encouraged to engage in learning through practical activities, to reflect on their own experience and learning and to assimilate this to future career aspirations and desired skill sets.
- Within each level of the degree programme students will be supported to develop transferable skills. As students' progress through the degree programme they will engage in more team work, particularly in the honours years, which will support students to develop and enhance team working skills, communication skills, interpersonal skills, listening skills, negotiating skills, problem solving, collaborative working, building and maintaining relationships and emotional intelligence and empathy.

Formative assessment of ILOs relating to knowledge and understanding and skills takes place through a range of interactions including:

- Tutorial discussion (1st and 2nd year),
- Class discussion (honours)
- Individual and group presentations (all years).
- Development work within class, which underpins the project work and assessments is also a mechanism for providing formative feedback.

A range of assessments will be used across the degree programme as set out in detail in the Table presented in the following section.

11. Typical Assessment Methods:

Across our programme, a wide variety of assessments are used. These include:

- Essays and other forms of written assignments, including reports and reviews (formative and summative)
- Projects (summative)
- Practical assessment tasks (summative)
- Oral presentations, individual and group (summative, with formative feedback).
- Examinations of various types, e.g. objective testing, case study, essay-based (summative).
- Dissertation

Level	Course	Assessment Method(s) & Weighting	Reassessment opportunities
1	Organisational Behaviour	Written assignment (50%) Written exam (50%)	Yes
	Principles of Management	Written assignment (1 st assignment weighted at 25% and 2 nd assignment weighted at 75%)	Yes
	Introduction to Marketing	Written exam (100%)	Yes
	Foundations of Finance	Written exam (In Course – 25%) (Degree – 75%)	Yes
Level	Course	Assessment Method(s) & Weighting	Reassessment opportunities
2	Fundamentals of Human Resource Management	Written assignment (1 st assignment weighted at 20% and 2 nd assignment weighted at 80%)	Yes
	Service and Operations Management	Written exam (60%) Written assignment (40%)	Yes

	Entrepreneurship	Multiple choice exam (50%) Group Video Project (50%)	Yes
	Business Decision Analysis	Written exam (60%) Written assignment (40%)	Yes
Level	Course	Assessment Method(s) & Weighting	Reassessment opportunities
3 (Junior Honours)	Strategic Management	Written assignment (75%) Practical skills assessment (25%)	No
	Management Research Methods	Written assignment (100%)	No
Level	Course	Assessment Method(s)	Reassessment opportunities
4 (Senior Honours)	Global Business	Written exam (70%) Oral assessment & presentation (30%)	No
	Ethics and Business	Written exam (70%) Group assignment (30%)	No
	Dissertation	Dissertation (100%)	No

*Note Management Research Methods is compulsory only if student is undertaking their dissertation in Business and Management.

** Note: Student may decide to take their dissertation with their other subject.

12. Programme Structure and Features:

Structure				
Course Title	Credits	Core	Optional	Semester(s) taught
Year 1: Level 1				
Organisational Behaviour	10	Yes		1
Principles of Management	10	Yes		1
Introduction to Marketing	10	Yes		2
Foundations of Finance	10	Yes		2
Other subjects: 40 credits from Social Science Group A courses and 40 credits from Social Sciences, Arts, Science and Engineering				
Year 2: Level 2				
Fundamentals of Human Resource Management	10	Yes		2
Service and Operations Management	10	Yes		1
Entrepreneurship	10	Yes		2
Business Decision Analysis	10	Yes		1
Other Subjects: at least 40 credits in other Level 2 Subject and up to 40 credits of Level 1 courses from Social Sciences, Arts, Science and Engineering				
Year 3: Junior Honours				
Strategic Management	15	Yes		1
Management Research Methods (compulsory only if student may complete dissertation in Management)	15	No		1
30/ 45 credits of optional courses in Management and 60 credits of courses from Joint Subject				
Year 4: Senior Honours				
Global Business	15	Yes		1
Ethics and Business	15	Yes		2
Dissertation (if with Management)	30	No		1 and 2
Up to 30 credits of optional elective courses if Dissertation is with another subject. 60 credits with joint subject.				

Optional Courses

International Optional Courses	Entrepreneurship Optional Courses	Marketing Optional Courses	HRM Optional Courses	Mixed Group of Optional Courses
International Marketing Management	Business Start-Up	Advances in Business to Business Marketing	Art of Influencing	Cases in Operations Management
International Strategy and Multinational Enterprises	Entrepreneurial Selling	Contemporary Issues in Consumer Behaviour	Contemporary Employment Relations	Design and Implementation of New Business Models
Introduction to Global Work	Entrepreneurial Ventures: Management and Growth	Digital Marketing Strategy	Human Resource Management	Economic Crises and Depressions: A long-term perspective
The EU Business Environment and Political Economy	Family Business Management	Marketing Communications	Innovation and Participation at Work	Financial Management
	Social and Community Entrepreneurship	Marketing Consultancy	Knowledge Management	Managing Risk and Resilience in Organisations
		Marketing Research	Learning and Development	Management in the Voluntary and Community Sector
		Services Marketing	Managing Complex Change	Project Management
		Strategic Marketing	Managing Diversity in Organizations	Supply Chain Management
				Uneven Development and the Global Economy

Regulations

This programme will be governed by the relevant regulations published in the University Calendar. These regulations include the requirements in relation to:

- (a) Award of the degree
- (b) Progress
- (c) Early exit awards
- (d) Entry to Honours (For undergraduate programmes, where appropriate)

<http://www.gla.ac.uk/services/senateoffice/calendar/>

13. Programme Accredited By:

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14. Location(s):

Glasgow

15. College:

College of Social Sciences

16. Lead School/Institute:

Adam Smith Business School [REG40100000]

17. Is this programme collaborative with another institution:

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No

18. Awarding Institution(s):

University of Glasgow

19. Teaching Institution(s):

University of Glasgow

20. Language of Instruction:

English

21. Language of Assessment:

English

22. Relevant QAA Subject Benchmark Statements (see [Quality Assurance Agency for Higher Education](#)) and Other External or Internal Reference Points:

<http://www.qaa.ac.uk/en/Publications/Documents/SBS-business-management-15.pdf>

23. Additional Relevant Information (if applicable):

Support for students is provided by the Postgraduate/Undergraduate Adviser(s) of Studies supported by University resources such as LEADS (www.gla.ac.uk/myglasgow/leads/), Counselling & Psychological Services (www.gla.ac.uk/services/counselling/), the Disability Service (www.gla.ac.uk/services/studentdisability/) and the Careers Service (www.gla.ac.uk/services/careers/).

Student Support

Support for students is provided by the Undergraduate Adviser(s) of Studies supported by University resources such as the Student Learning Service (www.gla.ac.uk/services/sls/), Counselling & Psychological Services (www.gla.ac.uk/services/counselling/), the Disability Service (www.gla.ac.uk/services/studentdisability/) and the Careers Service (www.gla.ac.uk/services/careers/).

24. Online Learning:

No

25. Date of approval:

20/12/2016