

### Programme Specification

1	<b>Awarding body</b>	University of London
2	<b>Teaching Institution</b>	<b>Birkbeck College</b>
3	<b>Programme Title(s)</b>	<b>MSc International Marketing</b>
4	<b>Programme Code(s)</b>	TMSIMKTG_C
5	<b>UCAS code (if applicable)</b>	N/A
6	<b>Home Department</b>	Management
7	<b>Exit Award(s)</b>	PG Dip, PG Cert
8	<b>Duration of Study (number of years)</b>	1 FT or 2 PT
9	<b>Mode of Study</b> (FT/PT/DL)	FT/PT
10	<b>Level of Award (FHEQ)</b>	LEVEL 7
11	<b>Other teaching depts or institution (if applicable)</b>	N/A
12	<b>Professional, Statutory Regulatory Body(PSRB) details (if applicable)</b>	N/A
13	<b><a href="#">QAA Benchmark Group</a></b>	N/A

14	<b>Programme Rationale &amp; Aims</b>
	<p>The main aim of the programme is to provide a high level, sustainable educational offering in International Marketing, which attracts high quality, highly motivated students from around the globe. Furthermore, those undertaking the programme of study will be provided with a comprehensive understanding of the relevance and necessity of International Marketing including cultural management, and the research findings referred to throughout the programme of study will allow those completing the programme of study to develop objective insights into the subject matter and learn about Marketing decision-making in a global cultural context. The programme of study will link theory and practice, and will be of benefit to those individuals that either have already acquired an appreciation of Marketing and wish to develop further insights into the subject or those individuals that have limited knowledge of the subject and wish to develop their understanding and appreciation of it or use the knowledge gained to embark on a Marketing or International Marketing related career. The programme will be of interest to various stakeholders and it is envisaged that multinational corporations as well as a range of for-profit and not-for-profit organizations will either sponsor and/or recruit students from the programme. Students will be confronted with a number of relevant issues such as, international marketing orientations, globalisation of markets, the impact of culture and cultural management and ethical practice for example, and will find the programme of study up-to-date, intellectually inspiring and relevant. Critical thinking and problem focused decision-making will be key components of the programme of study.</p>

	<p><b>Distinct Features:</b></p> <p>The programme of study will have a number of distinct features.</p> <ol style="list-style-type: none"> <li>1. It will be international in scope and will appeal to those with a Marketing background and those with a non-Marketing background, all of whom wish to avail themselves of a high level, educational provision with the objective of broadening their knowledge and/or undertaking a career in Marketing.</li> <li>2. The research active academic members of staff within the Department of Management will contribute to the programme of study and various other academic research members of staff will also contribute to the programme.</li> <li>3. It is envisaged that various Marketing practitioners will be invited to provide guest lectures when possible and participate in the programme of study, and this should be an enriching experience for the students. Links with commerce, industry and the not-for-profit sector will be strengthened through student projects/case studies which help explain the link between theory and practice.</li> <li>4. Market demand for a postgraduate Marketing programme of study has been identified and Birkbeck is well able because of its academic standing and location, to attract on a consistent basis students that wish to develop their knowledge and appreciation of International Marketing. For example, the MSc will build upon and integrate further the Marketing educational provision offered by the Department of Management.</li> </ol>
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15	<p><b>Entry Criteria</b></p> <ol style="list-style-type: none"> <li>1. Normally a second class honours degree in any area.</li> <li>2. An overseas qualification of an equivalent standard obtained after a programme of study extending over not less than three years in a university or educational institution of university rank.</li> <li>3. A professional or other qualification obtained by written examinations approved by the college.</li> <li>4. Relevant experience may be taken into consideration in the case of non-standard applications.</li> </ol>
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16	<p><b>Learning Outcomes</b></p> <p>On successful completion of the programme, students will be able to:</p> <p><b>Subject Specific:</b></p> <ol style="list-style-type: none"> <li>1. Gain various insights into International Marketing theory and practice, in a range of industries and different types of organization.</li> <li>2. Gain an understanding of the processes and requirements underpinning Marketing decision-making within organizations.</li> <li>3. Gain an overall appreciation of how Marketers formulate and implement Marketing policies, programmes and strategies.</li> </ol>
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	<ol style="list-style-type: none"> <li>4. Demonstrate a critical understanding and appreciation of Marketing issues and how Marketers define and solve problems.</li> <li>5. Demonstrate an all-round appreciation of how the Marketing function relates to other business functions.</li> </ol> <p><b>Intellectual:</b></p> <ol style="list-style-type: none"> <li>6. Solve complex Marketing problems by linking theory and practice.</li> <li>7. Critically assess the Marketing body of knowledge.</li> <li>8. Interpret and place in context various Marketing related research.</li> <li>9. Apply Marketing tools and techniques in a logical manner.</li> <li>10. Acquire the necessary learning and research skills, and competencies that are viewed as transferable and career enhancing.</li> </ol> <p><b>Practical:</b></p> <ol style="list-style-type: none"> <li>11. Demonstrate library and archive skills including the ability to conduct relevant literature searches using electronic databases.</li> <li>12. Apply appropriate essay/report writing skills.</li> <li>13. Demonstrate an appropriate level of analytical/numerical and IT skills.</li> </ol> <p><b>Personal and Social:</b></p> <ol style="list-style-type: none"> <li>14. Through coursework, class discussion and group work exercises and presentations gain:             <ol style="list-style-type: none"> <li>a. Oral presentation and communication skills</li> <li>b. Writing skills</li> <li>c. Ability to work in teams and independently</li> <li>d. Confidence to lead others and implement decisions</li> </ol> </li> </ol>
17	<p><b>Learning, teaching and assessment methods</b></p> <p>The teaching strategy deployed will allow the needs of mature students that undertake either full-time or part-time study, as well as highly motivated younger students without work experience, to gain up-to-date knowledge which enhances their career prospects. The planning of the programme of study has taken into account:</p> <ol style="list-style-type: none"> <li>1. The need for evening lectures and seminars to be adequately scheduled.</li> <li>2. An acceptable workload and its distribution throughout the terms.</li> <li>3. A range of assessment methods to stimulate interaction.</li> <li>4. Accurate information which is in the form of details in the postgraduate handbook, which acts as a guide and which supports independent learning.</li> </ol> <p>As regards the modules associated with the MSc International Marketing, it can be noted that the lectures are sequenced in a logical manner and will allow the student to build up their understanding of the subject, week by week. The modules have been designed so that the lectures provide an overview of the relevant issues and the seminars that accompany the lectures allow the problems, issues and comparative facts and approaches, to be interpreted and explained in a logical manner. The aims and objectives for each module will</p>

	<p>be further enhanced by the aims and objectives for each lecture, and students will be able to develop a number of in-depth insights and question the subject matter. Learning outcomes are defined for all taught courses each week and are detailed in the module/subject leaflet. The aims and objectives of each module are cited in the module/subject leaflet. Furthermore, the module/subject leaflet also outlines the readings for each lecture and the seminar topics are listed on a weekly basis as well. The contact details of the staff responsible for teaching the modules are provided and essential information relating to the assignment and the overall assessment are provided. Further materials are distributed in class each week as is necessary and when appropriate, guidance is provided with respect to dissertations, revision and examination technique. Appropriate use is also made of on-line learning facilities such as Moodle.</p> <p>It can be noted that the formal mechanisms of teaching and learning include a combination of lectures, directed readings, seminar discussions which involve group work and presentations, and close supervision in independent research. As a result, the aims and learning outcomes are both clearly understood and effectively achieved by students with the necessary support from academic members of staff.</p> <p>It is possible that the MSc International Marketing will be offered by distance/network learning at some point in the future, provided that is, resources are made available to expedite matters.</p>
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18	<b>Programme Structure</b>				
	<b>Description:</b> Students will need to complete eight 15 credit modules and write a 12,000-word dissertation				
<b>Full Time programme - 1 year</b>					
<b>Year 1</b>					
<b>Level</b>	<b>Module Code</b>	<b>Module Title</b>	<b>Credits</b>	<b>Status*</b>	
7	BUMN016H7	Strategic Marketing Management	15	Compulsory	
7	MOMN009H7	International Business Strategy	15	Compulsory	
7	MOMN025H7	International Marketing	15	Compulsory	
7	BUMN064H7	Marketing Research	15	Compulsory	
7	BUMN081H7	Digital and Social Media Marketing	15	Compulsory	
7	BUMN007H7	Consumer Behaviour	15	Compulsory	
7	BUMN066H7	Brand Management	15	Compulsory	
7	BUMN061D7	MSc Dissertation	60	Core	
7		Option modules – from closed list, see below	15	Optional	

<b>Part Time programme - 2 years</b>				
<b>Year 1</b>				
Level	Module Code	Module Title	Credits	Status*
7	BUMN016H7	Strategic Marketing Management	15	Compulsory
7	BUMN007H7	Consumer Behaviour	15	Compulsory
7	MOMN009H7	International Business Strategy	15	Compulsory
7	MOMN025H7	International Marketing	15	Compulsory
7		Option modules – from closed list, see below	15	Optional
<b>Year 2</b>				
Level	Module Code	Module Title	Credits	Status*
7	BUMN064H7	Marketing Research	15	Compulsory
7	BUMN081H7	Digital and Social Media Marketing	15	Compulsory
7	BUMN066H7	Brand Management	15	Compulsory
7	BUMN061D7	MSc Dissertation	60	Core
<b>Option modules – from closed list, see below</b>				
7	MOMN035H7	Sport Marketing	15	Optional
7	BUMN017H7	Marketing Communications	15	Optional
7	BUMN047H7	Relationship Marketing	15	Optional
7	MOMN061H7	Digital Creativity and New Media Management	15	Optional
7	MOMN032H7	International Business Ethics	15	Optional
7	MOMN073H7	Entrepreneurship and Innovation	15	Optional

**Status\***

CORE – Module must be taken and passed by student; COMPULSORY – Module must be taken, mark can be reviewed at sub-exam board; OPTIONAL – Student can choose to take this module

19	<b>Regulations</b>
	<ul style="list-style-type: none"> <li> <b>Admissions</b>            This programme adheres to the College Admissions Policy:  <a href="http://www.bbk.ac.uk/registry/policies/documents/admissions-policy.pdf">http://www.bbk.ac.uk/registry/policies/documents/admissions-policy.pdf</a> </li> <li> <b>Credit Transfer</b>            Accredited Prior Learning will be considered in line with the College Policy on Accredited Prior Learning  <a href="http://www.bbk.ac.uk/registry/policies/documents/accreditation-prior-learning.pdf">http://www.bbk.ac.uk/registry/policies/documents/accreditation-prior-learning.pdf</a> </li> <li> <b>Programme Regulations</b>            This programme adheres to the College Common Awards Scheme  <a href="http://www.bbk.ac.uk/registry/policies/regulations">http://www.bbk.ac.uk/registry/policies/regulations</a> </li> <li> <b>Programme Specific Regulations (or not applicable)</b> N/A         </li> </ul>

20	<b>Student Attendance Framework – in brief</b>
	<p>The full version of the ‘Student Attendance Framework’ is available <a href="http://www.bbk.ac.uk/mybirkbeck/services/rules/Attendance-Framework.pdf">http://www.bbk.ac.uk/mybirkbeck/services/rules/Attendance-Framework.pdf</a> .</p> <p><b>Principle</b></p> <p>Consistent and regular student attendance in class (or equivalent) promotes and affords student success. Inconsistent and irregular attendance is less likely to result in student success and is consistent with lower marks and degree classifications being achieved and awarded.</p> <p><b>Attendance expectation</b></p> <p>Birkbeck, University of London expects you to consistently attend all timetabled sessions, including lectures, seminars, group and individual tutorials, learning support sessions, workshops, laboratories, field trips, inductions and demonstrations.</p> <p><b>E-Registers</b></p> <p>All Birkbeck students are issued with student cards. Students are expected to take them to classes and to assessment venues and to present them to a member of staff if requested. This is for the purpose of identifying Birkbeck students.</p>

21	<b>Student Support and Guidance</b>
	All Birkbeck students have access to a range of student support services, details can be found on our website here: <a href="http://www.bbk.ac.uk/mybirkbeck/services/facilities">http://www.bbk.ac.uk/mybirkbeck/services/facilities</a>

22	<b>Methods of Enhancing Quality and Standards</b>
	<p>The College has rigorous procedures in place for the monitoring and enhancing its educational provision. This includes regular monitoring of programmes drawing on feedback from various sources including external examiner's reports, student feedback, student achievement and progression data. In addition, departments are reviewed every four to five years through the internal review process that includes external input.</p> <p>For more information please see the Academic Standards and Quality website <a href="http://www.bbk.ac.uk/registry/about-us/operations-and-quality">http://www.bbk.ac.uk/registry/about-us/operations-and-quality</a></p>

23	<b>Programme Director</b>	Dr Peter Trim/Nick Pronger
24	<b>Start Date</b> ( <i>term/year</i> )	Autumn 2010
25	<b>Date approved by TQEC</b>	Spring 2010
26	<b>Date approved by Academic Board</b>	Summer 2010
27	<b>Date(s) updated/amended</b>	February 2020 (for 2020/21)