

# Business, management and finance

## Essentials

### Taught programmes

#### MBA degree

Masters in Business Administration

#### MSc degrees

Corporate and Financial Risk Management

Financial Mathematics

International Accounting and Corporate Governance

International Finance

International Management

International Marketing

Management and Entrepreneurship

Management and Finance

Managing Innovation and Projects

Technology and Innovation Management

#### Postgraduate diploma

Financial Mathematics

### Research programmes

MPhil, PhD Technology and Innovation Management

### Admissions requirements

For information on overseas qualifications that meet the admissions requirements, refer to pages 156-157

#### MBA

You will have at least three years' management experience in a professional work environment, and will normally hold a first- or second-class undergraduate honours degree or equivalent professional qualification

#### MSc in Corporate and Financial Risk Management; MSc and Postgraduate Diploma in Financial Mathematics

A first- or second-class undergraduate honours degree in mathematics, finance, economics, business, science, engineering or computing. Non-standard qualifications combined with suitable experience can also be considered. All successful applicants must demonstrate a high level of mathematics

#### MSc in International Accounting and Corporate Governance;

#### MSc in International Management;

#### MSc in International Marketing;

#### MSc in Management and Finance;

#### MSc in Managing Innovation and Projects

A first- or upper second-class undergraduate honours degree or equivalent professional qualification

#### MSc in International Finance

A first- or upper second-class undergraduate honours degree. Successful applicants will normally need evidence of a proven ability in mathematics or quantitative related areas

#### Compulsory pre-sessional course for the MSc in International Finance

You will be required to take a compulsory pre-sessional course before the main programme begins (four weeks prior to the start of term). For more information, refer to the programme description on page 53, contact the Department of Economics at the address listed on the right, or visit

[www.sussex.ac.uk/economics](http://www.sussex.ac.uk/economics)

#### MSc in Management and Entrepreneurship; MSc in Technology and Innovation Management

A first- or upper second-class undergraduate honours degree

#### MPhil and PhD

Normally a Masters degree in a field related to science and technology policy, or several years of equivalent professional experience

### English language requirements

#### MSc in Corporate and Financial Risk Management; MSc and Postgraduate

#### Diploma in Financial Mathematics

IELTS 6.5, with not less than 6.5 in Writing and 6.0 in the other sections. Internet TOEFL with 92 overall, with 21 in Listening, 22 in Reading, 24 in Speaking and 25 in Writing

#### All other taught and research degrees listed

IELTS 7.0, with not less than 6.5 in each section. Internet TOEFL with 100 overall, with at least 21 in Listening, 22 in Reading and 27 in both Speaking and Writing. For more information and alternative English language requirements, refer to page 156

### Pre-Masters for non-EU students

If your qualifications (including English language) do not yet meet our entry requirements for admission directly to any of the MSc degrees listed on the left (except the MSc and Postgraduate Diploma in Financial Mathematics), we offer a Pre-Masters entry route. For more information, refer to page 31

### Fees

Refer to pages 158-159 for information on fees

### Further information

#### MSc in Corporate and Financial Risk Management; MSc and Postgraduate Diploma in Financial Mathematics

School of Mathematical and Physical Sciences, Department of Mathematics,

PG Admissions, Mantell,

University of Sussex, Falmer,

Brighton BN1 9RF, UK

E [mathpgadmiss@sussex.ac.uk](mailto:mathpgadmiss@sussex.ac.uk)

[www.sussex.ac.uk/maths](http://www.sussex.ac.uk/maths)

#### MSc in International Finance;

#### compulsory pre-sessional course

School of Business, Management and Economics, Department of Economics,

Postgraduate Office, Mantell 2b36,

University of Sussex, Falmer,

Brighton BN1 9RF, UK

T +44 (0)1273 872717

E [pgbmec@sussex.ac.uk](mailto:pgbmec@sussex.ac.uk)

[www.sussex.ac.uk/economics](http://www.sussex.ac.uk/economics)

#### All other programmes listed

School of Business, Management and Economics, (address details as above)

[www.sussex.ac.uk/bam](http://www.sussex.ac.uk/bam)



- Our programmes are taught by world-renowned faculty with a strong background in relevant areas of research. Our research was highly rated in the 2008 Research Assessment Exercise (RAE). On average 80 per cent of our research was rated as recognised internationally or higher, and half rated as internationally excellent or higher.

- Business studies at Sussex was ranked in the top 20 in the UK in *The Times Good University Guide 2012*.

- Our newly expanded range of business, management and finance programmes builds on Sussex's strong foundation of interdisciplinary study.

- Our part-time MBA builds on Sussex's extensive research reputation including that of SPRU – Science and Technology Policy Research, the world leader in innovation management and policy research. The MBA focuses on the application of acquired knowledge and skills to practical and strategic challenges within the management of public- and private-sector organisations.

- The University of Sussex offers opportunities encompassing corporate risk management, entrepreneurship, international finance, and international and innovation management.

- Our teaching is designed to provide you with the knowledge and skills to compete effectively in the fast-paced world of work. We are tailoring our taught programmes to meet current and future employer demands, and will continue to adapt to the changing employment market.

- Our programmes offer a choice between practice and research-oriented study opportunities. They have been developed drawing on the expertise and input of experienced practitioners from industry and professional bodies. These experts complement our own expertise in research, and help to enrich the learning experience for all our students.

## Taught programmes

### Masters in Business Administration (MBA) 3 years part time

Our MBA provides a broad, analytical and integrated study of business and management across the components of organisations (people, finance and operations) and their internal and external environments and relationships.

Year 1 is primarily concerned with these major areas and the wider economic and cultural environments of global business. Year 2 focuses on the management of innovation, and the organisation of marketing, and you choose two options. In Year 3, the emphasis is on devising strategy and leading strategic change, and you choose a further option, culminating in a management project based on an issue of direct relevance to your own organisation. Throughout the programme, there is a particular focus on social responsibility and ethical practice.

The three options, taken in Years 2 and 3, enable you to extend your learning into areas particularly relevant to your career and/or personal development. There are also opportunities to develop personal skills; sessions on group-working and communication, critical analysis, research techniques, problem solving and personal self-awareness; and reflection in both group and individual contexts. Similarly, formative and summative learning is reinforced through the assessment process, which may include both individual and group work.

#### Additional admissions information

Please note that applications for the MBA are submitted directly to the School of Business, Management and Economics. Refer to Further information in Essentials for contact details.

#### Career opportunities

Our MBA is positioned to appeal to participants with an interest in mid-career development and to those who want a general management qualification.

### Programme structure

The MBA is taught over three years, starting in January each year. It consists of 10 taught courses (seven core courses plus three options) with a final project or report. Each course uses a blend of learning methods consisting of two three-day blocks of teaching time (including weekends), focused discussion, and web-supported independent study.

Year 1: you take the core courses Accounting and Financial Management • Economic and Cultural Environment • Managing Operations and Quality • Managing People and Organisations.

Year 2: you take the core courses Innovation and Entrepreneurship • Marketing Management, plus two options (refer to the list of options below).

Year 3: you take the core course Strategy and Leadership, plus one option (refer to the list of options below). You also work on a project or report, which is supported by a non-assessed Research Methods workshop.

Options may include Arts and Cultural Management • Business Narratives • Cross-Cultural Management • Employment Rights and Law • Energy Policy and Economics • Health Service Management • Managing Information Systems • Managing Intellectual Property • Managing in the Third Sector • Mentoring and Coaching • Project Management • Social Enterprise. Options in other subject areas may also be available, although not all options will be available every year.

#### Assessment

A substantial proportion of the assessment is based on the application of knowledge and skills to practical examples from your own working experience. This enables you to draw on your knowledge of organisations and to demonstrate the value of your learning in a real-world context.

Assessment includes formal examinations/class tests, individual written work (for example an essay, assignment report or case analysis) and group work including written reports and/or presentations.

### MSc in Corporate and Financial Risk Management 1 year full time

This programme is designed to cover the main aspects of risk management in businesses, focusing on quantitative analysis, regulation, implementation and management structure in business organisations.

This MSc covers topics such as financial portfolio theory, risk modelling, risk management and implementation within corporate structures. It also provides options in programming, probability and statistics, plus a range of management courses.

#### Career opportunities

Our graduates have found jobs in banking (investment funds and hedge funds), financial software companies, and corporations with risk management departments.

#### Programme structure

Autumn term: you take Financial Portfolio Analysis • Financial Institutions in Global Markets • Financial Mathematics; and another option chosen from mathematics, management or computing courses.

Spring term: you take Banking and Financial Institutions and MATLAB • Financial Investment and Corporate Risk Analysis.

Summer term and vacation: MSc dissertation (usually in banking risk assessment or investment risk assessment).

#### Assessment

Assessment modes vary, with a mixture of unseen examinations and dissertation/projects.

### MSc in Financial Mathematics 1 year full time

This MSc is designed to cover the main aspects of quantitative finance including general finance theory, finance models and programming for graduates with a science, engineering and mathematics background.

The programme includes topics such as interest rate theory, arbitrage theory, GARCH models, corporate finance, the Black-Scholes model and numerical analysis, programming in C and Java, and the use of mathematical computing software. Some options offer probability and statistical theory, which are essential for further development of the mathematical analysis of financial problems.

#### Career opportunities

Our graduates have found jobs in banking (investment funds and hedge funds) and financial software companies.

#### Programme structure

Autumn term: you take the core courses Corporate Finance • Financial Mathematics • Financial Portfolio Analysis, plus one option chosen from Java programming, statistics courses, or other options.

Spring term: you take the core courses Financial and Time Series Econometrics • Mathematical Models in Finance and Industry • MATLAB Programming, plus options from C programming, statistics courses, or other options.

Summer term and vacation: MSc dissertation (usually in banking risk assessment or investment risk assessment).

#### Assessment

Assessment modes vary, with a mixture of unseen examinations and dissertation/projects.



## Postgraduate Diploma in Financial Mathematics

### Programme structure

The structure is identical to that of the autumn and spring terms of the corresponding Masters programme.

## MSc in International Accounting and Corporate Governance 1 year full time

This programme provides you with the essential skills and knowledge for a successful career in management or finance, and develops the managerial and technical analytical skills required by employers in the private and public sectors.

Distinctive features of the programme are:

- the global perspective on the interactions between business, management and finance – critical to the sustainability of the advanced economies
- growth and development of emerging economies.

This contemporary programme brings into focus, among other things, the themes of sustainability, ethics, corporate and social responsibility, and the growing need for accurate reporting of company information in an international context. Current debates concerning the need for the measurement of change are examined and placed within appropriate contexts, both national and international.

A case study approach is taken to facilitate the development of skills and understanding.

The University is in the process of seeking accreditation for the programme from relevant professional bodies.

### Career opportunities

This programme opens up a wide range of career opportunities in management consultancy and international accountancy, as well as with large international financial bodies such as the World Trade Organization or World Bank. Some of our recent graduates have gone on to work as financial analysts or controllers with companies such as Aviva and BMW, or work as consultants for a range of international and national partnerships. Others have taken up management positions in the public sector. Some are pursuing doctoral studies at other prestigious universities.

### Programme structure

Autumn term: you take Corporate Finance

• Global Business • Institutions in the Global Financial Market, and *either* Accounting and Finance for Managers or Financial Markets and Financial Instruments.

Spring term: Accounting, Organisations and Society • Corporate Governance and Social Responsibility • International Accounting and Financial Reporting • Management Accounting and Control, and one from Banking and Financial Institutions • Entrepreneurial Finance • Globalisation and Integration • Multinational Financial Management • The Business Context in Asia • The Business Context in Europe.

Spring and summer terms and vacation: you carry out a business analysis report.

A research methods course runs throughout the academic year.

### Assessment

Courses are assessed by a combination of coursework, essays, group and individual reports, and presentations. There are also unseen examinations.



## MSc in International Finance 1 year full time

Please note that you will be required to take the compulsory pre-sessional Finance course four weeks prior to the start of term.

The pre-sessional course revises material usually taught in an undergraduate degree and is designed to ensure you are fully equipped to handle the content of the MSc. For more information, contact the Department of Economics at the address listed in Essentials, or visit [www.sussex.ac.uk/economics](http://www.sussex.ac.uk/economics). The fee for the pre-sessional course is included in the tuition fee.

This MSc fosters an understanding of the impact of finance and financial markets on the wider economy. You explore the theory of finance and quantitative methods in a way that emphasises logical development and application rather than formulae.

### Career opportunities

This is a demanding degree that has been designed in consultation with senior professionals from London's financial sector to provide you with essential skills and knowledge for a career in international finance. You develop the technical and analytical skills required by the contemporary finance industry and learn about the impact and uses of finance, as well as more technical aspects such as corporate finance and risk management.

### Programme structure

The degree comprises six core courses (three taught in the autumn term and three taught in the spring term), plus a dissertation, completed during the summer term and vacation.

Autumn term: you take the core courses Corporate Finance • Monetary Theory and Policy • Quantitative Methods for Finance.

Spring term: you take the core courses Finance for Development • Financial and Time Series Econometrics • International Finance and Macroeconomics.

Summer term and vacation: you concentrate on supervised research leading to the writing of your MSc dissertation.

### Assessment

The six core courses are assessed by unseen examinations. The dissertation is the final assessment unit.

## MSc in International Management 1 year full time

This MSc programme is aimed at students intending to pursue a career working in an international enterprise, and those who wish to understand the complexities of doing business in the contemporary global business environment.

The programme adopts a broad perspective, looking at the business systems in place in different countries, how globalisation and integration are shaping the competitive environment, the reasons why and how firms engage in foreign trade and investment, and at various issues concerned with the strategy and management of international enterprises.

This MSc also introduces you to certain key functional areas of international management: marketing, finance, and entrepreneurship. A distinctive feature of the programme is the choice of options focusing on issues of particular importance in selected regions of the world (such as Europe, East Asia, etc).

### Career opportunities

This innovative programme aims to develop international managers who can comfortably and confidently move from country to country and deal effectively with counterparts from around the world. This MSc is designed for professionals and is a career development programme.

### Programme structure

Autumn term: you take Accounting and Finance for Managers • Comparative Business Systems • International Business • Marketing Management.

Spring term: you take *either* The Business Context in Asia *or* The Business Context in Europe. You also choose three from Corporate Governance and Social Responsibility • Globalisation and Integration • Global Marketing Management • International Entrepreneurship • Multinational Financial Management.

Summer term and vacation: you carry out your research project.

A research methods course runs throughout the academic year.

### Assessment

Courses are assessed by a combination of coursework, unseen tests, essays, extended essays and a dissertation or management project.



### **MSc in International Marketing** **1 year full time**

This MSc is an intensive programme, designed to provide you with a profound understanding of marketing within its organisational and international context, as well as practical marketing and market research skills. You have the opportunity to specialise in specific marketing fields and other related disciplines.

#### **Career opportunities**

This degree programme may be attractive if you aim to work in:

- advertising, brand and product management
- international marketing
- marketing research or consultancy
- new business development
- public relations
- research (or wish to undertake doctoral study)
- sales management.

#### **Programme structure**

Autumn term: you take the four core courses Accounting and Finance for Managers • Global Business • Marketing Management • Market Research.

Spring term: you take the two core courses Buyer Behaviour • Global Marketing Management, and choose three options from Corporate Governance and Social Responsibility • International Entrepreneurship • International Marketing Communications • Marketing Strategy • Strategic Management.

Summer term and vacation: you carry out your research project.

#### **Assessment**

Courses are assessed by a combination of coursework, unseen tests, essays, extended essays and a dissertation or management project.

### **MSc in Management and Entrepreneurship** **1 year full time**

People are increasingly likely to work within the small- and medium-sized enterprises (SME) sector and to start their own businesses, while those within the corporate, public and third sectors are increasingly expected to work in project-based venture teams. Entrepreneurial skills are essential for career success.

This is an intensive programme designed to provide you with an in-depth understanding of entrepreneurship, enterprise and small business in different organisational, sectoral and geographical contexts. It also helps you to build practical skills related to identification of opportunities and conceptualising, designing, managing and growing new ventures (eg writing an entrepreneurial business plan for a new venture).

#### **Career opportunities**

Our MSc may be attractive if you aim to work in:

- self-employment, or manage your own venture
- an entrepreneurial position in an international organisation
- entrepreneurial ventures in the public/private/ third sector (eg universities and research institutes)
- business development consultancy.

#### **Programme structure**

Autumn term: you take Managing Innovation • Perspectives on Entrepreneurship and Small Business. You also choose one from Accounting and Finance for Managers • Global Business • Marketing Management.

Spring term: you take Entrepreneurship. You also choose two from Entrepreneurial Finance • Global Marketing Management • Managing Intellectual Property.

Summer term and vacation: you carry out your research project.

A research methods course runs throughout the academic year.

#### **Assessment**

Courses are assessed by a combination of coursework, essays, group and individual reports, and presentations. There are also unseen examinations.

### **MSc in Management and Finance** **1 year full time**

This MSc provides you with the essential skills and knowledge for a successful career in financial management, and will develop the managerial and technical analytical skills required by employers in the private and public sectors. This programme provides a broad training in management and marketing methods, together with an in-depth appreciation of the financial environment of contemporary business, with wide range of opportunities in the second term to specialise in advanced topics in finance and management.

#### **Career opportunities**

This MSc may be attractive if you aim to work in:

- global business management or management consultancy
- corporate finance and financial management
- investment banking and fund management
- large international financial bodies such as the World Trade Organization and the World Bank.

#### **Programme structure**

Autumn term: you take Corporate Finance • Financial Markets and Financial Instruments • Institutions in the Global Financial Market. You also choose one from Accounting and Finance for Managers • Global Business • Marketing Management.

Spring term: you take four options. You choose at least one from Banking and Financial Reporting • Management Accounting and Control • Multinational Financial Management, and at least one from Corporate Governance and Social Responsibility • Global Marketing Management • International Entrepreneurship.

In addition, you will research and write a Business Analysis Report based around the analytical techniques in management and finance you have learned on the programme.

A research methods course runs throughout the academic year.

#### **Assessment**

Courses are assessed by a variety of methods: coursework, essays, group and individual reports, presentations and unseen examinations.

### **MSc in Managing Innovation and Projects** **1 year full time**

Companies are operating in a global and highly competitive environment. Leadership in innovation is a key driver for success. Similarly, project management has become a critical capability for organisations in both the private and public sectors. Our programme allows you to develop the skills to become an effective leader in innovation-driven businesses and project-led organisations.

You develop a profound understanding of organisations, their management and the environment in which they operate. In addition, you learn about advanced approaches to project planning and control, as well as risk management. A wide range of options allows you to explore other relevant business and management subjects alongside your specialist courses.

#### **Career opportunities**

This MSc will equip you with the skills for a career in:

- project and programme management
- R&D and innovation management
- project-based organisations in the private and public sector
- general management in large, multinational organisations
- global business and management consultancy
- product management.

#### **Programme structure**

Autumn term: you take Business and Project Management • Managing Innovation. You also choose one from Accounting and Finance for Managers • Global Business • Marketing Management.

Spring term: you take Managing Complex Projects, Products and Systems • Risk Management. You also choose three from Managing Intellectual Property • Strategic Management • Strategic Management of Technology and Innovation • The Business Context in Asia • The Business Context in Europe.

Summer term and vacation: you carry out your research project.

A research methods course runs throughout the academic year.

#### **Assessment**

Courses are assessed by a combination of coursework, essays, group and individual reports, and presentations. There are also unseen examinations.

## MSc in Technology and Innovation Management

1 year full time/2 years part time

Innovative organisations consistently create more value in terms of profitability, growth or market capitalisation in the private sector, or social and economic benefit in the public and third sectors. However, the management of innovation is inherently difficult and risky: most new technologies fail to be translated into products and services, and most new products and services are not commercial successes. In short, innovation can enhance performance, but it requires a different set of management knowledge and skills from those of everyday business administration. This programme focuses on the knowledge, skills and tools necessary to translate innovation into real value.

### Career opportunities

This MSc creates opportunities for graduates to work in:

- management consultancy
- product and service development
- business and technology analysis
- entrepreneurial and new venture creation and growth.

### Programme structure

Autumn term: you take the three core courses Managing Innovation • Perspectives, Methods and Skills for Science, Technology and Innovation Studies • Science, Technology and Innovations: Markets, Firms and Policies.

Spring term: you choose two options from Energy Policy and Sustainability • Entrepreneurship • Environmental Policy and Industrial Technology • Information and Communication Technologies Policy and Strategy • Innovation for Sustainability • Managing Complex Projects, Products and Systems • Managing Intellectual Property • Managing Knowledge • Strategic Management of Technology • The Management of Technological Risks. Not all options may be offered in the year. Additional options may be available.

Additionally, attendance at the Introduction to Statistical Research Methods course is compulsory. You are required to complete coursework exercises and an assessment for this course.

Spring and summer terms and vacation: you undertake a group technology management project that assesses the sources and outcomes of a specific technology or innovation. You also attend the Research Design, Planning and Management workshop and carry out supervised work on your individual research dissertation.

### Assessment

Courses are assessed by a combination of coursework, multiple-choice tests, essays, and a combination of group reports and an individual research dissertation.



### Research programmes

#### Coursework

Although the MPhil and PhD research degrees are assessed by a thesis, you are expected to take assessed research and statistical methods courses. You may also be asked to take other specific courses in the first two terms, to fill gaps in your knowledge.

#### Career opportunities

Our research programmes have been developed drawing on the expertise and input of experienced practitioners from industry and professional bodies in order for you to acquire the knowledge and skills to compete effectively in the fast-paced world of work.

### Faculty research interests

**Mike Barrow** Refer to the Economics subject entry on page 79.

**Professor Ian Davidson** Financial markets and instruments, application of quantum mechanics to model the distribution of security prices, asset pricing models, takeovers and mergers, real options.

**Rob Eastwood** Refer to the Economics subject entry on page 79.

**Sonja Fagernas** Refer to the Economics subject entry on page 79.

**David Green** Evaluation of information technology, and commercial research for a leading US management consulting group.

**Justine Johnstone** Refer to the Science, technology and innovation subject entry on page 146.

**Omar Lakkis** Refer to the Mathematics subject entry on page 120.

**Anotida Madzvamuse** Refer to the Mathematics subject entry on page 120.

**Professor Martin Meyer** Emergent technologies, technology transfer, knowledge translation, intellectual property (IP) management and entrepreneurship in the public sector.

**Piera Morlacchi** New technological, organisational and institutional forms. Organisation and management theory and policy, and science and technology studies.

**Matias Ramirez** Relationship between labour mobility, networks of knowledge workers, communities of practice, and knowledge flows.

**Barry Reilly** Refer to the Economics subject entry on page 79.

**Josh Siepel** Development of the venture capital sectors in the US and the UK, with particular focus on the UK venture capital trust sector.

**Professor David Storey** Focuses on the economic environment in which small firms operate. Consultant to regional and national governments. Awarded an OBE for services to business in 2010.

**Professor Roger Strange** Corporate governance and foreign direct investment (FDI) decisions, location decisions by multinational enterprises, outsourcing and externalisation.

**Professor Mike Sumner** Macroeconomics and public finance, with particular reference to the impact of policy instruments on the behaviour of the corporate and household sectors in the UK.

**Richard Sykes** Chartered accountant. Working for a range of clients in the public and private sectors.

**Qi Tang** Refer to the Mathematics subject entry on page 120.

**Shqiponje Telhaj** Refer to the Economics subject entry on page 79.

**Professor Joe Tidd** Refer to the Science, technology and innovation subject entry on page 146.

**David Twigg** Research across the fields of technology, operations and innovation management, focusing especially on product and process technology management.

**Professor Veronica Wong** Marketing strategy, new product/brand innovation and international product launch, with particular emphasis on emerging markets and high-technology sectors.