

The University of Manchester
Manchester
Business School

MANCHESTER
1824

Think Global

**The Manchester Business School
Global MBA Programme**

Original Thinking Applied

www.mbs.ac.uk/global

THE PART-TIME MANCHESTER
GLOBAL MBA IS ONE OF THE
TOUGHEST AROUND. IF YOU CAN
HANDLE THIS, YOU CAN HANDLE
ANYTHING. PROVE YOUR ABILITY
AND REAP THE REWARDS.

Makes
you **think**
doesn't it?

The Manchester Business School
Global MBA Programme

Original Thinking Applied

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Original Thinking Applied. These three words are fundamental to what MBS is all about and are at the heart of everything we do.

Manchester is the home of original thinkers, and our long and proud history of research excellence continues the spirit of innovation and achievement for which the city is renowned. We are currently ranked first in the UK for business research, and our doctoral programme was recently voted best in the world by the Financial Times.

Professor Michael Luger
Dean, Manchester Business School

But world-class research alone is not enough. We believe that original thinking is only meaningful if it is applied – it should have an impact on the shop floor, in boardrooms and town halls and make a difference to people's lives. Our MBA programmes combine the best in academic theory with practical, real life projects so that our students not only get an outstanding learning experience, but can apply their knowledge to solving the business problems of the future.



A global reputation for innovation

John Dalton. Alan Turing. Ernest Rutherford. The Pankhurst sisters. Manchester's original thinkers, great scientists, pioneering social reformers. People who challenged the norms, took risks and changed the world. This is what Manchester is about – and this spirit of innovation is fundamental to the Manchester Global MBA.

We are one of the few schools worldwide to gain approval of all three accreditation bodies:



Take your place in history

Manchester Business School is part of the University of Manchester, one of the UK's original 'redbrick' universities with a proud history, including 23 Nobel Prize-winners among its former staff and students. It was jointly the first business school in the UK and is regularly in the Financial Times' top 25 business schools in Europe, and top 35 in the world.

Real companies, real business challenges

At MBS you work on real life projects, the results of which can instantly be applied to your own organisation. You could call it a fusion of academic study and practical experience. You could call it being thrown in at the deep end. We call it the Manchester Method. This original, innovative and successful learning model is what sets our Global MBA apart.

The best brains in the business

We believe that to be the best you have to learn from the best. MBS attracts some of the world's most influential business leaders. We have strong partnerships with CEOs from Manchester United, Tesco, British Airways and British Nuclear Fuels Ltd. They have given our students the benefit of their experience through keynote lectures in the past.

Leaders in their field

Our internationally acclaimed teaching staff are at the cutting edge of business research and consultancy. They produce academic articles and texts that set the pace in their fields. Our academics travel the world supporting MBA students in our global centres, so you can be sure of the same high quality, innovative teaching wherever you are in the world.

**THE UNIVERSITY OF
MANCHESTER CAN BOAST
23 NOBEL PRIZE WINNERS
AMONG ITS FORMER STAFF
AND STUDENTS.**

Original thinkers. You will work with some of the most highly regarded academics in business and management. 65% of our research staff are considered to be carrying out work which is ‘world-leading’ or ‘internationally excellent’ in the UK government’s latest Research Assessment Exercise. Staff on the MBA programme come from all over the world and are at the forefront of current research and consultancy with internationally recognised companies and the UK government. This keeps our programmes fresh, relevant and up-to-date.



4 Rosa Chun
Professor of Business Ethics and Corporate Social Responsibility

Recipient of a British Academy Grant for a project on the ethics of GM food, elected Representative-at-Large member of the Academy of Management, and MBS graduate.



5 Peter Naude
Professor of Marketing

An expert in business-to-business marketing, member of the research organisation Industrial Marketing and Purchasing Group (IMP), and co-host of the 23rd annual IMP conference.



6 Tudor Rickards
Professor of Creativity and Organisational Change

Founder of the European Association for Creativity and Innovation and the journal, Creativity and Innovation Management, which now awards the annual Tudor Rickards Best Paper Prize.



1 Jikyeong Kang
Professor of Marketing

Internationally renowned for research into the effects of culture in the marketplace, a recipient of many research grants and awards and consultant to business and government.



2 Nitin Sanghavi
Professor of Retail Marketing and Strategy

Visiting Fellow at some of the world’s most prestigious universities, including Harvard Business School, and former special advisor on retailing to the British Council, Commonwealth Secretariat and the World Bank.



3 Ismail Erturk
Senior Fellow in Banking

Former merchant banker who undertakes advisory work for companies and government institutions internationally and has developed and directed senior banking programmes for MBS’s Executive Centre.



7 Francis Chittenden
ACCA Professor of Small Business Finance

Chair of the Small Business Committee of the Association of Chartered Certified Accountants (ACCA) and a member of its Tax Committee, and former President of the Institute for Small Business and Entrepreneurship.



8 Paul Cousins
Professor of Operations Management

Founder of the Centre for Research in Strategic Purchasing and Supply (CRISPS) and currently Director of the Supply Chain Management Research Group with research interests in green supply management.

Published works:

- 1 ‘Conflict resolution strategies in joint purchase decisions for major household consumer durables: A cross-cultural investigation’,** International Journal of Consumer Studies, Makgosa, R, Kang, J (2009)
- 2 Franchising as a Growth Strategy in the Japanese Retail Market,** Sanghavi, N, USA (2003)
- 3 Financialization: Key Texts and Analysis,** Erturk, I, Froud, J, Leaver, A, Williams, K, Routledge (2008)
- 4 Corporate Reputation and Competitiveness,** Chun, R, Davies, G, da Silva, R, Roper, S, Routledge (2003)
- 5 Business-to-Business Marketing,** Naude, P, Salle R, Michel D, Valla J-P, Palgrave (2003)
- 6 Dilemmas of Leadership,** Rickards, T, Clark, M, Routledge (2006)
- 7 Small Business Briefings,** Chittenden, F, Weir, G, Professional Publishing (1999)
- 8 Strategic Supply Management: Theories, Concepts and Practice,** Cousins, P, Lamming R C, Lawson B, Squire, B, Pearson Education (2008)

Start reaping the rewards from day one

Get the advantage you need to secure that promotion, accelerate your career, rise to today's toughest business challenges and seriously boost your earning potential.

Network with the best

Success in business relies on up-to-date skills and extensive industry contacts. Build your global address book by meeting other high-achieving executives from over 100 countries, cultures and careers. A unique network of high-powered individuals, including consultants, management accountants and project managers are at your fingertips – plus the potential to forge friendships for life.

A great return

In today's global knowledge economy, people are a company's most valuable asset. Investing in yourself or your employees is time and money well spent. An MBA from Manchester Business School gives you the power to transform business performance by arming you with knowledge and skills in finance, marketing, strategy and people management that can be directly applied to your particular business issues.

Immediate benefits

Practical, real-world assignments and projects, centred specifically on your company or professional challenges, mean that you can start making a difference immediately. You will get a significant return on your investment from day one – and see tangible benefits for both you and your employer.

A fully rounded executive

Stretch yourself with one of the most stimulating and challenging MBAs around. We get you out of your comfort zone from the start and encourage you to think, question and find solutions. Strategic thinkers with commercial flair, global understanding and excellent people skills are always in high demand – make yourself indispensable.

NETWORK WITH OVER 6,000 EXECUTIVES FROM OVER 100 COUNTRIES ACROSS 9 DESTINATIONS WORLDWIDE.



The Manchester MBA has broadened my capabilities, from a commercial perspective it provides me with invaluable awareness tools, methodologies and strategies applicable to modern business behaviour and decision making.

Peter Herber-Percy
Director, Asia Clean Capital,
Hong Kong

Study the way you want, wherever you want

You're successful. You have a great job and a full life. You don't have to put all that on hold to advance your career with the Manchester Global MBA. Study where you live, where you work, where's most convenient. Manchester will come to you.

Learning without barriers

Just as in business, learning relies on communication between people – student to teacher and peer to peer – to share ideas, challenge thinking, collaborate, argue and brainstorm. The Manchester Global MBA combines face-to-face workshops, interactive online learning and self-study for a stimulating learning experience that will keep you motivated to succeed.

The classroom of the future

Boost your studies with the latest learning technology. MBS uses state of the art WIMBA Classroom technology to build live learning communities across continents. You can chat, share files, present papers, participate in virtual lectures and interact with teachers and students online as effectively as in the classroom.

A world of opportunity

Wherever you go in the world, you can take your MBA with you. The same residential workshops and facilities are available at any of our international centres. The Manchester Global MBA is designed to be studied to fit round the home, work and travel commitments of even the busiest international executive.

Flexibility built in

Gaining that essential qualification to take your career to the next level doesn't have to mean total sacrifice. You get the same high standard of teaching and learning, the same facilities and support, the same qualification at the end – and a real difference to your life.

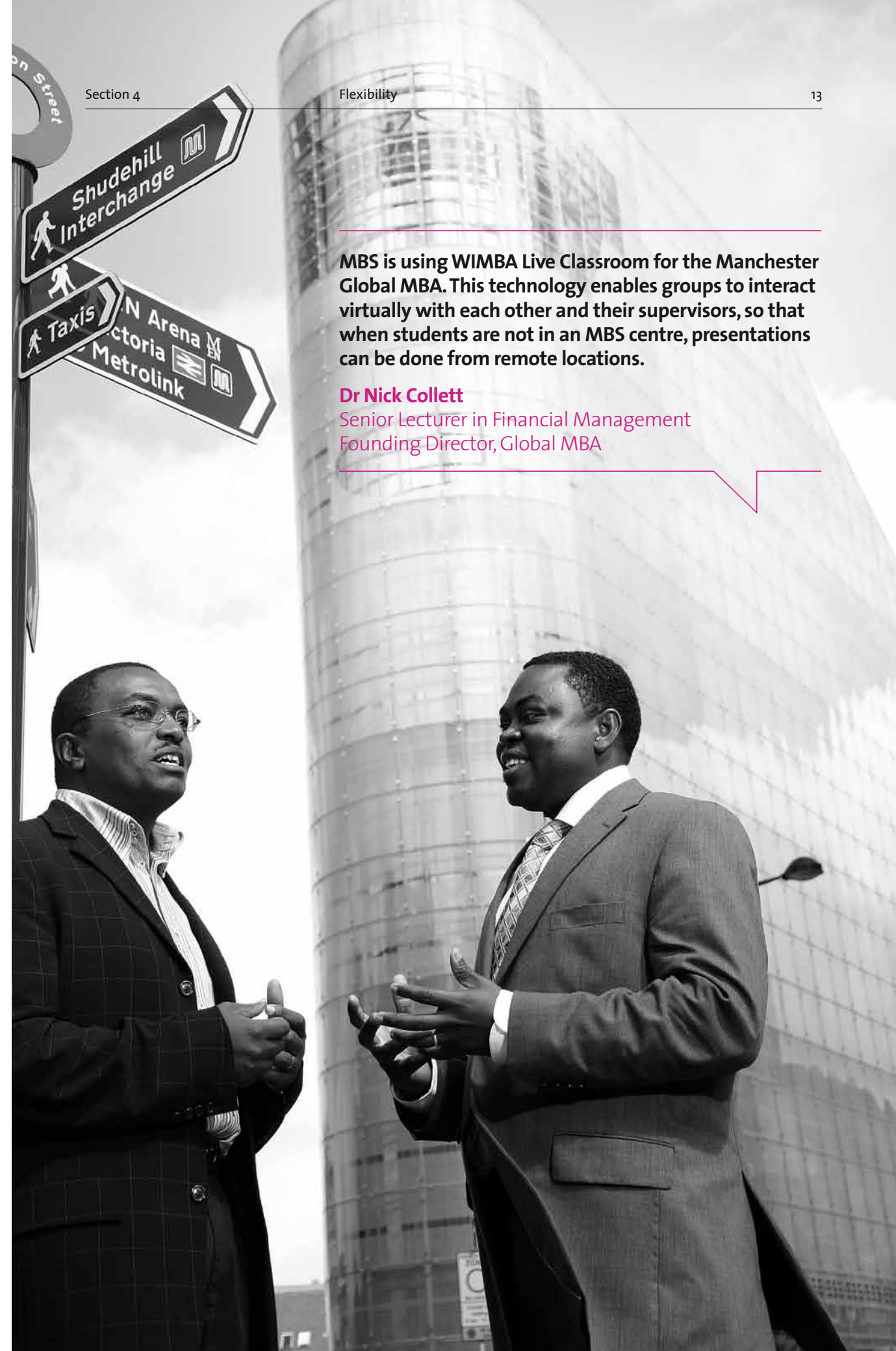
Left: Tom Kimani, Director, Bureau of Environmental Analysis, Nairobi

Right: Philip Olateju, IT Risk Governance Specialist, Canadian Tire Corp. Ltd, Toronto

MBS is using WIMBA Live Classroom for the Manchester Global MBA. This technology enables groups to interact virtually with each other and their supervisors, so that when students are not in an MBS centre, presentations can be done from remote locations.

Dr Nick Collett

Senior Lecturer in Financial Management
Founding Director, Global MBA



MBS USES THE BEST IN TECHNOLOGY TO EXCEL IN TRANSNATIONAL EDUCATION. VIRTUAL CLASSROOMS, INTERACTIVE WHITEBOARDS, FLEXIBLE TEACHING SPACES, PODCASTS AND WEBINARS ALLOW PEOPLE TO MEET, LEARN AND COLLABORATE ACROSS CONTINENTS AND WITHOUT BARRIERS.

Practical, applicable and personal

Rigorous academic theory coupled with real life experience of genuine business issues. This is what gives our graduates the edge.

The personal touch

Put your learning into practice immediately. The methods and techniques you learn with MBS can be applied to your own professional life from the start. With assignments tailored to address your unique business issues, every completed project not only enhances your understanding of global business theory, but can improve actual business performance in your company.

Beyond talk and chalk

Real business isn't like a classroom lecture. It's unpredictable. Things don't always go to plan, circumstances change rapidly and you need to be able to think on your feet. A wrong decision could be disastrous. At MBS we give you authentic business simulations that test your creativity and your nerve. You get a realistic experience where you can test ideas and take risks but, unlike real life, it's consequence-free. So, you get to practice in a supportive environment before you tackle the real thing.

The right tools for the job

In today's ferociously competitive global economy, business managers need to be fully rounded professionals who are adept at dealing with a range of people and situations. We put as much emphasis on 'soft' people skills as 'hard' business skills, to enable you to lead, innovate and manage change in the most effective way. The 'skills toolkit' you build on your programme will give you the competitive edge, whatever your future plans.

Shared learning

The Manchester Global MBA doesn't have to be an isolated experience. We facilitate interaction and collaboration among our students by making block teaching by our MBS academics an integral part of our courses. Residential workshops bring together executives from all over the world and, during the programme you will enjoy as much face-to-face tuition as many full-time MBAs.



The Manchester MBA has made me a more effective manager and the knowledge of the financial markets I've gained through this programme is invaluable, enabling me to present more effective commercial solutions to my clients.

Jennifer Zhu Scott,
Sales Director, LPC/Basis
Point, Asia Pacific,
Thomson Reuters,
Hong Kong

70% OF MBA GRADUATES GO ON TO WORK AS BOARD DIRECTORS OR SENIOR MANAGERS.



After graduating with my MBA from Manchester Business School, significant opportunities opened up for me including my promotion to Managing Director of the Le Masurier Group, where on a daily basis I apply the skills from my MBA.

Brian McCarthy
Managing Director
Le Masurier Group, Jersey

Global perspective, local expertise

Other schools might offer an international dimension to their MBA programmes but how many have dedicated global centres in Manchester, Dubai, Shanghai, Hong Kong, Singapore, Miami, Kuala Lumpur, Rio De Janeiro, and Kingston?

A unique international experience

Top global organisations want global executives who thrive in a multicultural environment, who have experience of other cultures and can manage across boundaries. We encourage our students to travel to at least two of our global centres during their programme, to broaden their experience and deepen their understanding of international business.

Consistency across the globe

Learn from an internationally renowned team of academics, industry experts and business leaders. Manchester academics travel the world teaching at our global centres so you get the same, consistently high standard of teaching no matter where you are based. You also get the same blend of learning methods – face-to-face workshops, online collaborations and e-learning to mirror the way global businesses work in the 21st century.

The most valuable knowledge

In today's global economy you need to have your finger on the pulse of emerging BRIC markets and high growth economies. We are introducing a series of global electives designed to put you ahead of the game. First is our unique 'Doing Business in China' course, and each semester we intend adding a new course for a different market to complement the ability to network with our strong base of students and alumni in Brazil, Russia, India, China and the GCC countries, giving you the knowledge you need to succeed in these challenging markets.

A rich mix of people

Different cultures bring a diverse range of ideas, working styles and knowledge to your learning. One third of our teaching and research staff are from overseas, bringing a wealth of experience from 40 countries, while our executives represent more than 100 different nationalities, giving you a unique cultural mix to learn from one another.

Right: Judy Li, Executive Officer,
Department of Health, Hong Kong

Below: Zeeshan Arif, Risk Manager,
Standard Chartered Bank, Dubai



**MBS IS RANKED 1ST IN THE UK
AND 6TH IN THE WORLD FOR
INTERNATIONALISM BY THE
FINANCIAL TIMES 2009.**

OUR 27,000 MBS ALUMNI HOLD SENIOR POSITIONS IN THE WORLD'S MOST SUCCESSFUL COMPANIES. OUR REGULAR NETWORKING EVENTS AT ALL OUR GLOBAL CENTRES IS THE PERFECT PLACE TO MEET THEM, AND LIFELONG MEMBERSHIP OF OUR ALUMNI COMMUNITY MEANS YOU CAN DEVELOP YOUR OWN WORLD-CLASS NETWORK OF CONTACTS AS YOUR CAREER PROGRESSES.



Having students from a variety of countries really mirrors global business today – businesses are going into new markets and their people have to interact with executives from different cultures. Being sensitive to the differences between countries helps makes business successful in the 21st century. The Manchester Global MBA can provide the cultural melting pot in order for you to make an impact in your organisation.

Nigel Banister
Chief Global Officer, Manchester Business School

See things differently. Global business isn't just about systems and processes; it's about people. Learning alongside a diverse mix of people from a wide range of nationalities will not only give you a rich experience, but give you the skills to deal with people from many different cultures, to see things from their perspective and to understand their issues.



Ian Snelson
British
Finance Director,
Gelert Ltd,
Manchester



Macy Leung
Chinese
Director, Corporate
Communications &
Investor Relations,
Sa Sa International
Holdings Ltd,
Hong Kong

1 Manchester



2 Dubai



3 Shanghai



4 Hong Kong



5 Kuala Lumpur



6 Singapore



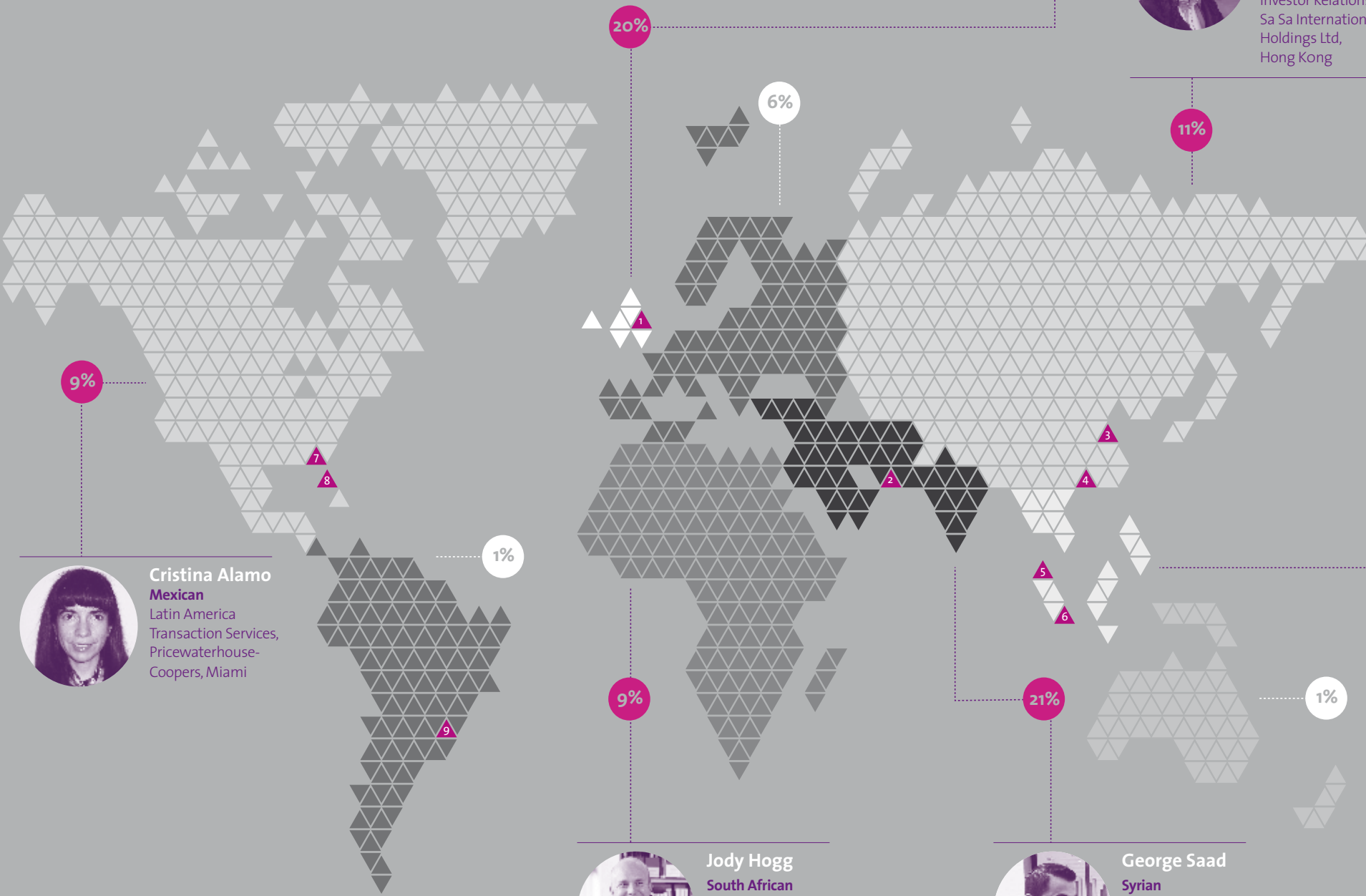
7 Miami



8 Kingston



9 Rio de Janeiro



Cristina Alamo
Mexican
Latin America
Transaction Services,
Pricewaterhouse-
Coopers, Miami



Jody Hogg
South African
Project
Management,
Currie & Brown,
London



George Saad
Syrian
Head of Commercial,
Dubai Knowledge
Village, Dubai



Anita Ng
Singaporean
Director, Bayerische
Hypo- und
Vereinsbank AG,
Singapore

Global careers service

Taking on a part-time MBA whilst juggling work and home commitments could be your toughest challenge to date. We are here to help. From application to graduation our world-class student support team are on hand to offer the exact guidance and advice you need to ensure your success.

Getting the best result

We are one of the few business schools in Europe to offer a comprehensive careers service specifically for our part-time MBA students. Whether you are looking to accelerate your current career or branch out in another direction, we offer unparalleled career planning advice through our bespoke web 2.0 portal, on the telephone or face to face with advisors in our international centres. You don't get that with other MBAs.

A dedicated network of support

We want you to feel confident about going back into education so we give you practical help from day one. On enrolment, our induction programme allows you not only to meet the support team, but also your fellow students whose experience, knowledge and friendship will be invaluable throughout your MBA and beyond. You will also get expert advice on study techniques, managing your workload and be assigned a mentor to offer you the most from your MBA.

Real people, real advice

If you have a question we have someone who can answer it. Our e-facilitators are high achieving MBA graduates holding senior positions in some of the world's leading companies such as KPMG, IBM and Unilever. They will guide you through the programme, answering any questions you have about the MBA or student life in general. They can also offer advice on topical business issues as well as the best way to use MBS's resources to achieve your goal.

24/7 support

With our dedicated student support portal you can access information and advice about your MBA at home, at work, in a hotel room or an airport lounge, any time of the day or night. News, announcements, academic information and online resources are available at the click of a mouse right when you need them. And you can customise the portal to deliver personalised, up-to-the-minute content to help you succeed.

You can ask an e-facilitator the most practical and detailed questions and can expect to receive fast and friendly feedback. Even when you are at your home, one-on-one with your books, communication with e-facilitators brings you back to the collaborative international learning environment.

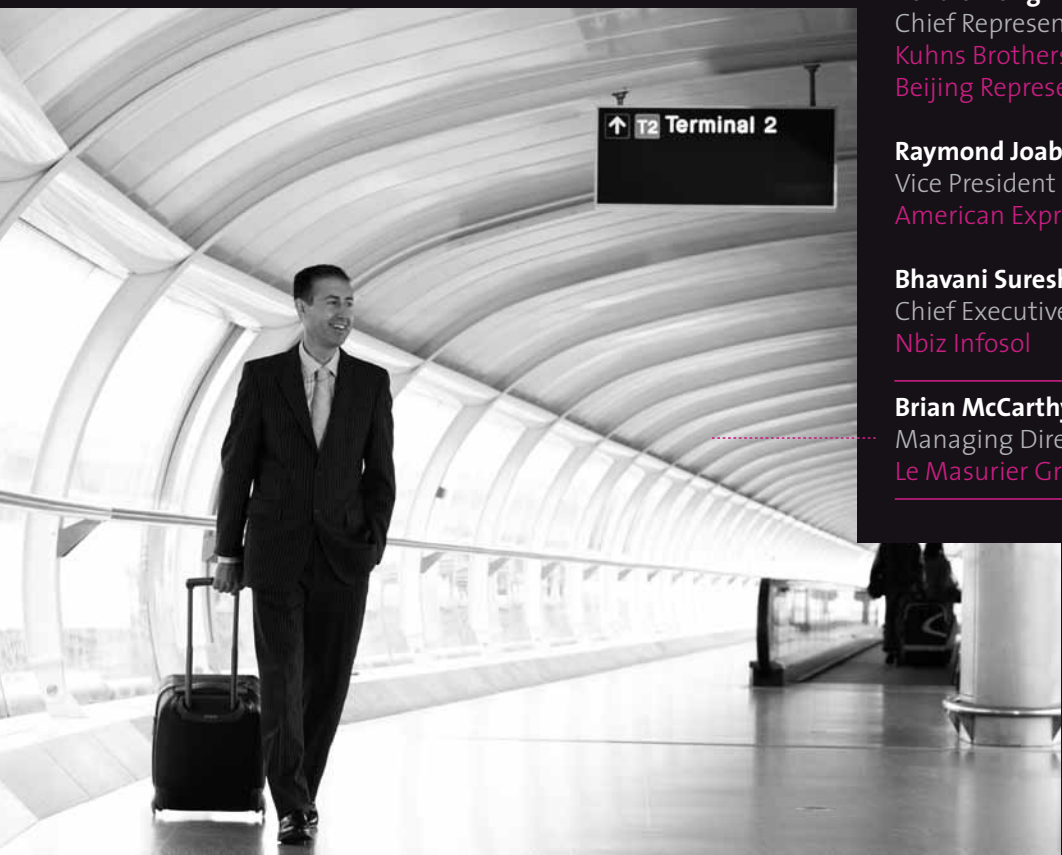
Elena Demidenko
Senior Manager
Risk Advisory Services
KPMG, Sydney



YOU'RE INVESTING IN YOUR CAREER, AND SO ARE WE. CAREER PROGRESSION IS THE REASON 85% OF OUR STUDENTS ARE STUDYING FOR AN MBA. THAT IS WHY WE'VE LAUNCHED A COMPREHENSIVE CAREERS SERVICE SPECIFICALLY FOR GLOBAL MBA STUDENTS TO HELP YOU ACHIEVE YOUR AMBITIONS. IT OFFERS A CUSTOMISED WEB 2.0 PORTAL, FACE-TO-FACE WORKSHOPS AND COACHING – STRIVING TO GIVE YOU THE SAME HIGH STANDARDS THAT WE CONSISTENTLY PROVIDE TO OUR FULL-TIME MBA STUDENTS.

Your life. Your MBA. Your future?

See where your MBA could take you. From high-powered directors and CEOs to successful entrepreneurs and business tycoons, our impressive 27,000-strong alumni is testament to the quality and international reputation of the Manchester Global MBA.



Andrew Wood

Director
Investment Banking
of Credit Suisse Spore

Ronald Kong

Chief Representative
Kuhns Brothers Inc.
Beijing Representative Office

Raymond Joabar

Vice President
American Express

Bhavani Suresh

Chief Executive Officer
Nbiz Infosol

Brian McCarthy

Managing Director
Le Masurier Group



Emma FitzGerald

Vice President – Downstream
Strategy and Consultancy
Shell International Ltd

Emmanuel Walters

Chief Financial Officer
ABB Hefei Power
Transformer Plc

Andrew Clayton

President
Piaggio Group Japan

John Porteous

Head of Finance
Barclays Plc

Jose Bijoy

Vice President – Operations
Inter-Consort Mercantile
& Investments

Jeroen Overbeek

Director
Delta Marine Consultants
Spore Pte Ltd

Loo Siew Yee

Deputy Director
Monetary Authority
of Singapore

Michael-Rene Poisson

Managing Director
J P Morgan

Nicholas Velissariou

Private Client Sales Director
Eurobank Securities

Nonthagonak Somsak

Managing Director
& Chief Executive
Krung Thai Bank Public Co Ltd

Robert-Jan Marwick

Managing Director
– Equities Division
Goldman Sachs International

Ang Kwok Ann

Head of Business
Administration
Siemens Mobile Phones

Peter Lee

Chief Financial Officer
OSIM International

David Thomsen

Head of Finance
Formula One Group

Rong Hui Gao

Business
Development Director
Suzhou Bio & Nano
Technology Development
Co. Ltd (BioBay)

The Manchester Global MBA

Lead. Innovate. Achieve. Raise your aspirations on this world-class, international MBA programme which focuses on you as a leader from the very beginning. From entrepreneurship to international finance you will benefit from the latest thinking and hone the skills that will set you apart in today's competitive marketplace.

Programme structure

The programme consists of five semesters, each lasting six months, during which you will study core courses and specialist electives, followed by a period of project work. The programme can be completed in three years, however students have upto five years.

All students follow the same programme structure, regardless of where they are located in the world, or whether they have chosen to take one of our specialist learning pathways in construction, finance, engineering or sport and major events.

Before...

Your learning journey begins before the MBA has even started. We help you find your feet with an online induction course, which is complemented by a face-to-face introductory session held at Manchester Business School or in one of our global centres. This is where you will meet the academic staff and fellow executives that will support you throughout the programme, and begin networking.

Our emphasis on preparing the business leaders of the future also starts early. Before the first semester you will undertake a practical course in Leadership. The course explores the challenges of contemporary leadership, with opportunities to apply the principles you learn, as well as helping you understand what type of leader you are. The aim is to help you build the qualities and capabilities that will underpin the rest of the programme.

During...

Core courses

During the programme, you will study 11 core courses designed to give you a thorough grounding in the essentials of global business and management. You take three courses every six months, two of which will include a minimum of 24 hours of face-to-face workshops – equivalent to many full-time MBA programmes. Courses without a face-to-face element feature interactive, online workshops where you can chat, share ideas and gain feedback in a virtual learning environment.

Residential workshops

The residential workshops are the highlight of the programme for all students. They are a valuable opportunity to meet your fellow executives, build your global contacts and experience a different culture. You can attend workshops at any of our global centres across the world, to suit your personal work and travel commitments, but we encourage you to attend at least two outside your home centre to broaden your international business perspective.

Electives

You can tailor your MBA programme to fit your personal needs and ambitions with specialist electives which complement our core courses. You can choose from the Global MBA electives, which cover subjects vital for all global executives, or specialise with our specialist pathways. You can build the MBA programme that is right for you.



Group business simulation

This is where you put your learning and experience into practice. Working in small groups of four to six people, you will carry out a challenging business simulation project based on real issues faced by today's organisations.

The business simulation is designed to test your team-working, communication, leadership and negotiation skills to the limit. As part of a group you will take over a fictional company competing in a growth market and work to maximise its share price by the end of the project. Based on challenges faced by genuine companies, the business simulation gives you the chance to improve your management skills by making decisions and taking risks in a way you wouldn't normally have the opportunity to do in real life.

Individual project

Towards the end of your MBA, you have the opportunity to apply your management theory to a particular challenge faced by your own company, or an area of interest to you and your career. You will be supported by an academic supervisor, hand-picked for their expert knowledge on your chosen subject.

This personal project consists of a 10,000-word dissertation, and usually takes 6-12 months to complete. Many students use the personal project to offer free consultancy to help their organisation achieve its goals, as a way of leveraging corporate sponsorship.

Professional development

Throughout the programme you will have ample chance to reflect on your own progress and professional development. A structured, reflective essay and a personal, reflective diary, completed as you go and reviewed at the end of the programme, will help you focus on your development and ensure that you are getting the most from your MBA.

After...

Alumni services

The benefits of the Manchester Global MBA don't stop when you graduate. You become a member of our 27,000-strong alumni association, giving you access to high-ranking executives at some of the world's most prestigious companies.

As well as an online alumni portal to help you stay connected, we also run a lively programme of networking and professional development events across the globe, which are open to all alumni. Many countries have their own vibrant alumni groups which also host regular social and business events. So, wherever you are in the world, your Manchester Global MBA will continue to open doors for you, both personally and professionally, long after graduation.

The Manchester MBA has definitely been worth the investment in terms of my time and money and has helped escalate my business acumen and networking.

Bob Choi
Business Development
Manager, Thomson
Reuters, Hong Kong

5,000 YEARS OF HISTORY. 1.3 BILLION PEOPLE. \$8 TRILLION GDP. OUR 'DOING BUSINESS IN CHINA' COURSE HAS BEEN DEVELOPED WITH JIAO TONG UNIVERSITY IN SHANGHAI, CHINA'S COMMERCIAL CAPITAL, AND INCLUDES PRACTICAL EXPERIENCES WITH REAL CHINESE COMPANIES. SO YOU GET UP TO THE MINUTE, FIRST HAND KNOWLEDGE OF WORKING IN THE WORLD'S FASTEST GROWING ECONOMY.



Above (left to right): Florey Yeung, Head of Investment Operations (Asia), Standard Life Investments (Asia) Limited, Hong Kong

Wayne Soo, Managing Partner H W Soo & Co: Certified Public Accountants, Singapore

Left: Alan Kwan, Regional Project Manager, Western Union, Hong Kong



Finance learning pathway

An MBA that's right on the money. Learn from, and with, the cream of the finance industry, with tailor-made electives designed in partnership with the banking, finance and investment industries and leading professional bodies.



Whether you are a manager looking to strengthen your finance skills, or a professional wanting to enter or progress in the finance sector, this learning pathway will broaden your knowledge of management practice and sharpen your understanding of 21st century global business.

And, if you already hold professional finance qualifications such as ACA, ACCA, CIMA, ICA, CIPFA and ACIS, you can take an accelerated route, missing out three of the core finance modules and focusing on the general management disciplines that will really enhance your career.

The programme greatly influenced the way I approached business issues, the way I structured tasks and the way I behaved as a manager. The MBA was a great experience enabling me to generate ideas and learn how to apply this knowledge to real business situations.

Yevgeny Logovinsky
Chief Financial Officer, Sogaz, Moscow

SOME OF THE COURSES AVAILABLE INCLUDE: INVESTMENTS AND PORTFOLIO MANAGEMENT, CORPORATE FINANCE, MANAGEMENT AND ACCOUNTING, TREASURY AND FOREIGN EXCHANGE AND TRADE FINANCE.

Engineering learning pathway

The blueprint for success. Manchester Business School offers the only international, top-flight executive MBA programme with specialist electives designed to meet the needs of the 21st century engineering and technical sectors.

Developed in collaboration with the engineering industry, this pathway draws on the expertise of the world's top thinkers in the fields of management, innovation, technology, strategy and leadership to give you a unique and dynamic learning experience that will help you take your career to the next level.

You will be surrounded not just by engineers, but by a diverse mix of fellow students from science, consultancy, information technology, telecommunications, manufacturing and operations from across the world. This gives you a rich and stimulating learning environment and gives your studies a truly global perspective.

Whether you are looking to progress in your current career or move from a technical role to a more general management position, the engineering pathway gives you the right combination of academic theory and practical experience to put you ahead of the competition.

THIS MBA HAS ATTRACTED MORE THAN 1,200 EXECUTIVES FROM WORLD-LEADING COMPANIES SUCH AS BAE SYSTEMS, BOEING, DAIMLER CHRYSLER, GOOGLE, IBM, MICROSOFT AND PORSCHE AG.

This programme has provided me with the opportunity to familiarise myself with people from multi-cultural environments and differing attitudes – strengthening my ability to input into the success of the company's strategy.

Sam Shoaie
Assistant Manager
Maersk Line, Dubai



Construction learning pathway

Build a more rewarding career. Developed by the construction industry for the construction industry, this pathway gives ambitious executives within all construction disciplines the high-level business skills and international perspective to move into senior management.

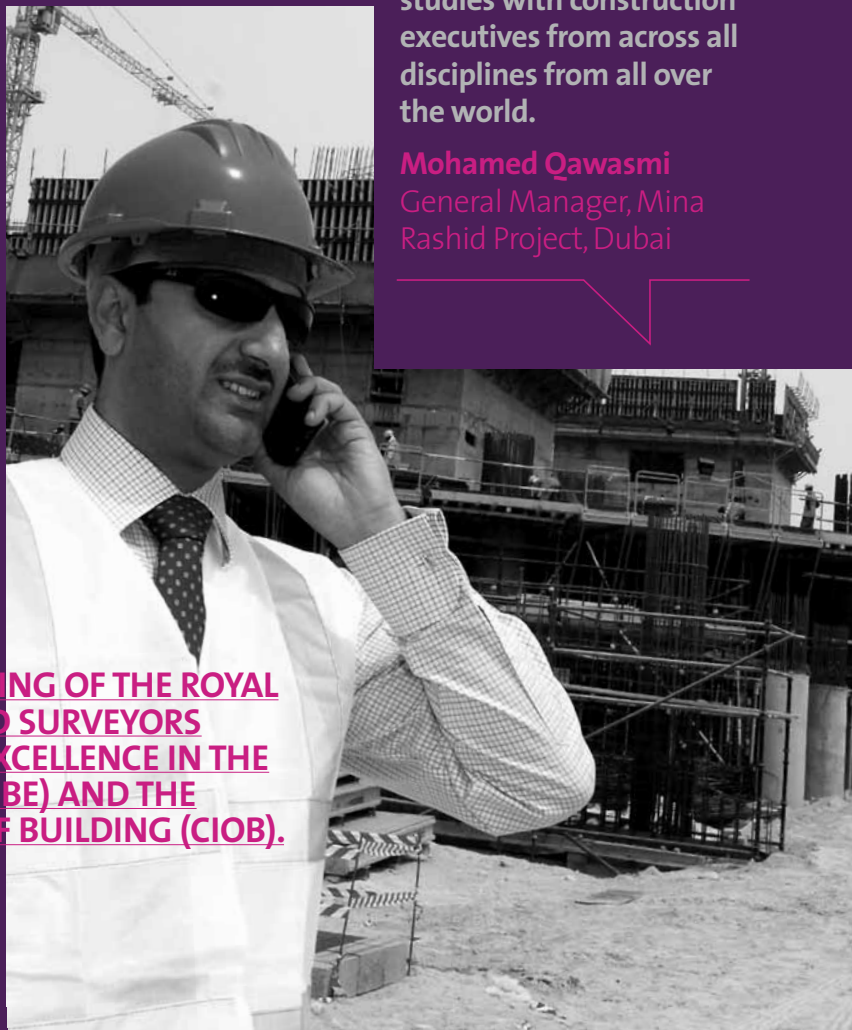
Industry focus is at the heart of this pathway. Designed in partnership with CITB-Construction Skills, and in consultation with top industry bodies, the specialist electives equip the construction leaders of tomorrow with the essential skills to succeed in one of the most competitive and fast moving industries. More importantly, it gives you the ability to apply those skills with immediate effect.

Workshops in UAE or Shanghai are a highlight, giving you the chance to broaden your perspective, experience another culture and build your international contacts. You will learn from some of the world's leading construction companies and get a rare insight into how some of the world's most extraordinary and innovative structures are built.

The MBA is accredited by industry professional bodies, the Royal Institute of Chartered Surveyors and the Chartered Institution of Civil Engineering Surveyors, so you can quickly progress to the Assessment of Professional Competence and full professional membership.

The workshops provide a concentrated period of reinforcement and learning, coupled with the benefits of group working on real-life industry case studies with construction executives from across all disciplines from all over the world.

Mohamed Qawasmi
General Manager, Mina Rashid Project, Dubai



THIS MBA HAS THE BACKING OF THE ROYAL INSTITUTE OF CHARTERED SURVEYORS (RICS), CONSTRUCTING EXCELLENCE IN THE BUILT ENVIRONMENT (CEBE) AND THE CHARTERED INSTITUTE OF BUILDING (CIOB).

Sport and Major Events learning pathway

Raise your game. This pathway offers a truly unique opportunity for sport and major event executives to progress, giving you the ability to manage, lead and advance in these increasingly dynamic industries.

A unique partnership with the World Academy of Sport, a leading, global education provider, gives our students access to a vast, international network of thought leaders and industry experts across a wide range of organisations and backgrounds including sports federations, major event organising committees, broadcasting, marketing and sponsorship.

You will work on industry specific case studies designed to stretch your understanding and challenge your thinking. Created in partnership with leading figures within the sports and events industry, these courses are tailored to help you anticipate and meet the current and future needs of the sector, while adding value to your existing role.

If you are a manager in any sport or events related field, this programme will give you real opportunities to engage with the international sporting community, build your global contacts and make the final transition into an effective sport/events business executive.

Get a unique insight into the industry from those at the top. Visiting Fellows on the programme include:

- **Richard Bunn**, responsible for negotiating broadcast rights for major international sporting events
- **Francois Carrard**, former Director General of the International Olympic Committee
- **Christophe Dubi**, Deputy Executive Director, International Olympic Committee
- **Craig McLatchey**, Chief Executive, Event Knowledge Services
- **Patrick Nally**, pioneer of international sports marketing
- **Alison Odell**, member of the Executive Committee of the International University Sports Federation and government sports advisor.

The Sport and Major Events pathway really stood out for me due to the exceptional quality of academics and presenters from the sporting industry. No other programme offered me this high quality business education combined with exciting sports insight and industry links.

Tom Van Hemelryck
Head of Sales – Senior Manager, PROCON Event Engineering, Brussels

The right MBA for you. Create a personalised MBA programme that delivers exactly what you need.

You might want to enhance your general management skills to move up or change careers. Or you may want to progress specifically in the finance, construction, engineering and sport and events industries.

Each Global MBA programme includes a fixed core coupled with specifically selected core courses tailored for that pathway. A further opportunity to specialise according to a particular pathway is available through a choice

of industry specific elective choices. Whichever pathway you choose, all our programmes give you the same thorough grounding in business management theory.

Semester 1 0–6 months

Semester 2 6–12

Semester 3 12–18

Semester 4 18–24

Semester 5 24–30

Research Period 30–36

Typical programme structure for the Manchester Global MBA



Interchangeable core courses for the following specific pathways between semesters: 1 to 4

Finance

Financial Accounting

Construction

Working Collaboratively

Supply Chain Management

Sports

Management of Sport Projects

Finance

Management Accounting

Engineering

Supply Chain Management

Project Management

Electives for each pathway

Global, Engineering and Finance

- ▲ Entrepreneurship and Innovation Management
- ▲ International Business Strategy
- ▲ Law and Ethics in Global Business
- ▲ Project Management
- ▲ Risk Management
- ▲ Corporate Risk Management
- ▲ Ethics, Governance and Competition Policy
- ▲ Sales and Selling
- ▲ Doing Business in China
- ▲ New Media Marketing
- ▲ Supply Chain Management
- ▲ Financial Analysis
- ▲ Human Resource Management
- ▲ Information Technology Management
- ▲ Investments and Portfolio Management

Construction

Fixed electives

- ▲ Creating a Sustainable Built Environment
- ▲ Strategic Management of Projects
- ▲ Procuring Assets and Services

Sports

Fixed electives

- ▲ Sport Marketing and Broadcast
- ▲ Athlete Pathway Management
- ▲ Management of Professional Leagues

Manchester Global MBA (Accelerated)

The fast track to success. This is the perfect programme for ambitious senior executives who want all the benefits of a Global MBA without the three-year time commitment. If you are aiming high and thrive under pressure, our two-year Accelerated MBA allows you to continue your career while preparing for your next move.

The Accelerated MBA programme is aimed at high achievers who are adept at juggling their professional and personal commitments, and relish the challenge of fitting concentrated, part-time study into their busy schedules.

If you can rise to the challenge you will find yourself among like-minded executives, many of whom are CEOs, consultants, directors and senior managers of major global companies, who will greatly enhance your learning experience.

With a focus on leadership, innovation and internationalism, the Accelerated MBA will help you stay abreast of changes in technology, management theory and environmental issues and give you the skills and understanding to be a future leader in the fast-moving global workplace.

Programme structure

The programme consists of six trimesters, each lasting four months, during which you will complete an induction, study core courses and specialist electives, and undertake project work. It is normally completed over a two-year period, however students have up to five years to complete.

Before...

Your learning journey begins with a rigorous weekend induction. This is where you will meet the academic staff and fellow executives that will support you throughout the programme, and begin networking. You will be introduced to the Manchester Method and find out everything you need to know about the courses and how they will be delivered.

You will start to build essential relationships with your fellow students during team building exercises, and these groups will form the basis of your later project work.

During...

Core courses

During the programme, you will study eight core courses designed to give you a thorough grounding in the essentials of global business and management. You take two courses every four months, and each will include a minimum of 24 hours of face-to-face tuition at an intensive residential workshop.

Residential workshops

The residential workshops are an integral part of the core courses and are often the highlight of the programme for many students. Delivered at Manchester Business School, they are a valuable opportunity to meet your fellow executives, discuss and share learning, build your global contacts and experience the city of Manchester.

Electives

You can tailor your MBA programme to fit your personal needs and ambitions with specialist electives which complement our core courses. The electives, which are constantly changing to reflect the fast-moving global business environment, cover subjects vital for global executives.

Project work

This is where you put your learning and experience into practice. You will undertake three projects: an internal project; a business simulation; and a live company project.

The first project is a group internal, where you work in groups to tackle a business challenge facing your organisation or a group member's organisation, in a learning environment which mirrors the real workplace.

During the business simulation you will take over a fictional company competing in a growth market and work to maximise its share price by the end of the project. Based on challenges faced by genuine companies, the business simulation gives you the chance to improve your management skills by making decisions and taking risks in a way you wouldn't normally have the opportunity to do in real life.

The live company project is designed to test your team-working, communication, leadership and negotiation skills to the limit. Working alongside international experts, you will deliver a piece of high level consultancy work that will have a genuine impact on the performance of a real organisation, while showcasing your talents to employers.

Professional development

Throughout the programme you will have ample chance to reflect on your own progress and professional development. A structured, reflective essay and a personal, reflective diary, completed as you go and reviewed at the end of the programme, will help you focus on your development and ensure that you are getting the most from your MBA.

After...

Alumni services

The benefits of the Manchester Global MBA don't stop when you graduate. You become a member of our 27,000-strong alumni association, giving you access to high-ranking executives at some of the world's most prestigious companies.

As well as an online alumni portal to help you stay connected, we also run a lively programme of networking and professional development events across the globe, which are open to all alumni. Many countries have their own vibrant alumni groups which also host regular social and business events. So, wherever you are in the world, your Manchester Global MBA will continue to open doors for you, both personally and professionally, long after graduation.

Trimester 1 0–4 months

Trimester 2 4–8

Trimester 3 8–12

Trimester 4 12–16

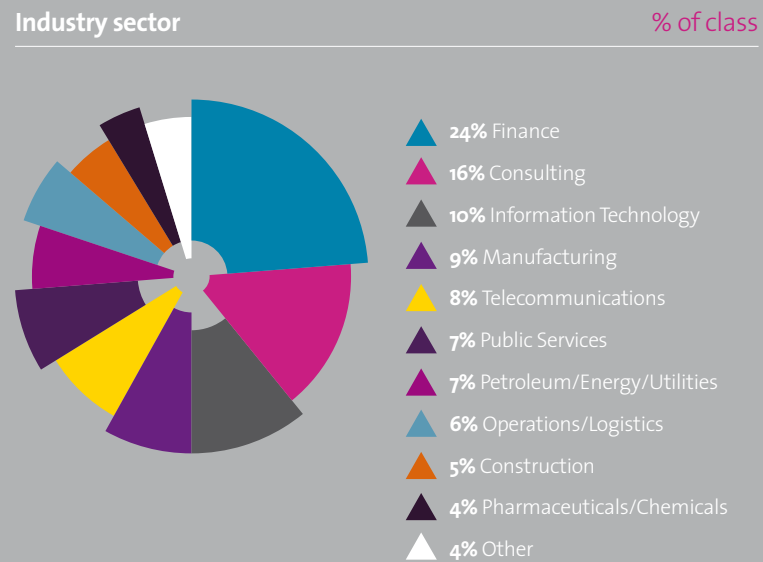
Trimester 5 16–20

Trimester 6 20–24

The Manchester Global MBA (Accelerated) typical trimester structure



In good company. Our students are at the top of their game. Ambitious, dynamic and diverse, they hold senior positions in a wide range of industries right across the world. With prestigious organisations such as American Express, Siemens and Vodaphone choosing MBS to develop their talented executives, you know you will be learning with the very best.



35
Average age of students

30%
Company sponsored students

79%
Students who are international

25%
Students who are female

101
Amount of countries students are from

33%
Teaching staff from outside the UK

The Manchester Global MBA attracts executives from world-leading companies such as:



Next Steps

Manchester Global MBA

There are two intakes per year for the Manchester Global MBA, commencing in January and July.

To enrol, we require three years managerial experience plus a recognised degree, or eight to ten years managerial experience in lieu of a recognised degree.

Manchester Global MBA (Accelerated)

There is one intake per year for the Manchester Global MBA (Accelerated) which commences in September.

To enrol onto this programme, we require six years managerial experience, a recognised degree is a prerequisite.

If you would like to join international executives on this programme, we would encourage you to contact one of our dedicated Course Counsellors who can guide you through the process. We also provide opportunities for you to meet with us at various events worldwide, where you will have the opportunity to meet with our team, whilst networking with students and alumni who can share their personal experiences.

Visit our website to find out if we are visiting a city near you:
www.mbs.ac.uk/mba/meetus

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Manchester Business School is the UK's largest campus-based business and management school. It provides a comprehensive range of undergraduate, postgraduate and custom-made executive programmes, for organisations from both the private and public sectors.

