

ADVANCE YOUR CAREER

Full-time MBA
Southampton Business School



FOUNDING
MEMBER OF THE
**RUSSELL
GROUP**

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APPLY NOW

Challenge yourself and advance your career at the University of Southampton.

 **Find out more and apply at:**
www.southampton.ac.uk/mba

*latest Research Excellence Framework (REF) Research Intensity Rankings, 2014
 ** DLHE, 2016/17



NATIONAL OCEANOGRAPHY CENTRE SOUTHAMPTON (NOCS)

AVENUE CAMPUS

HIGHFIELD CAMPUS

AMBA
and
AACSB
international accreditations

£80,000
average salary for Southampton MBA graduates**

With an MBA degree from Southampton, you can realise your career ambitions, deepen your knowledge and further your potential.

- We are a founding member of the Russell Group – an organisation of research-intensive universities – which means your education will be informed by research as it unfolds.
- Over 96 per cent of our research is assessed as having world-leading or internationally excellent impact.*

WELCOME TO THE MBA

The University of Southampton MBA will give you the understanding, knowledge and confidence to challenge conventional thinking. Succeed in today's fast-paced business world by standing out, not blending in.

We're one of the UK's top research-led universities. We're also one of the top ranked universities in the world committed to high quality education and the advancement of knowledge.

Our MBA meets the exacting standards of the Association of MBAs (AMBA), through a broad curriculum aimed at developing your business skills in all areas. Learn key management theories and concepts from inspiring academic staff. Benefit from the latest insights into the changing landscape of today's business world.

The Southampton MBA will challenge you to understand and look at business issues from different perspectives. You will learn from real business problems and share experiences with a diverse cohort that makes up this programme. Throughout your time at Southampton, you will also be encouraged to reflect on your learning and personal development.

Studying for the Southampton MBA will also give you the chance to meet and network with current and future business leaders from around the world. You will make friends and contacts for life.

We hope to welcome you to the University of Southampton Business School for your MBA in the very near future.

Southampton MBA Team



STUDYING AT SOUTHAMPTON

Choose Southampton and you will be joining a top 100 global university* and a founding member of the prestigious Russell Group of leading research universities in the UK. Southampton is one of the leading entrepreneurial universities in the world and has excellent relationships with business and industry which can be of great benefit to you.

At Southampton Business School, you will be taught by some of the UK's top academics, and will benefit from our strong research profile and broad range of expertise.

We have an excellent international reputation for the analytical study of management and business. Our areas of expertise include entrepreneurship, accounting, management sciences, supply chain management, strategy, risk, marketing, banking and human resources.

You can develop and enhance your business skills to a new level on our MBA. Its developmental structure is designed to prepare you for strategic, analytical and consultative work, which integrates your learning from different disciplines to solve complex business problems.

Our aim is to help you become an excellent business consultant with a truly global understanding of business, and the confidence to challenge 'business as usual' in favour of 'business as unusual'.

Key features of our MBA include:

- General, Entrepreneurship and Maritime optional pathways
- Small class size and highly interactive, group-based learning
- Leadership Development Programme (LDP) running throughout the year
- Career coaching and employability workshops
- European study trip visiting international companies
- International consulting project in Brazil
- Individual business project
- Personalised e-book package with core readings
- Free membership of Chartered Management Institute (CMI) and Association of MBAs (AMBA)

*QS World University Rankings 2020

FULL-TIME MBA

Introducing your degree

The Southampton MBA focuses on leading people and organisations to face the critical challenges of sustainability, innovation, and change in today's highly volatile and uncertain environment.

The programme delivers innovative thinking and requires you to apply it to real business problems, through business research, 'live' client consultancy, company visits, international study trips and exposure to senior business leaders.

The MBA

You will be taught over one year (12 months), September to September, and attend classes over three to four days a week. The taught modules are from September to June and then there are 3 months for the Business Project, during which time you will be assigned an individual supervisor.

Who is our MBA for?

It is designed for graduates with at least three years' work experience in a role that involves supervising or managing others, structuring information to support commercial decisions and analysing data in complex and dynamic environments. The MBA will develop your analytical, strategic and leadership skills across all business disciplines. You will gain a more holistic view of management and leadership, which will propel your career to new heights.

Programme Structure

The Southampton MBA has three distinct stages, enabling you to develop your business mastery over the course of the programme.

Three Stages

In **Stage 1**, Mastering Fundamentals, you will learn to master fundamental business and management skills. These range from people management, accounting, marketing, operations and corporate finance to understanding the global business environment.

In **Stage 2**, Mastering Complexity, you will learn more complex skills in strategy and decision-making, business analytics and risk, leadership, sustainability, innovation and change. In Stage 2 you will also choose your optional modules.

In **Stage 3**, Mastering Business, you can integrate all the skills you have learned, and apply it to a business problem in a sector and organisation of your choice.

"The academics are sheer powerhouses of knowledge and go the extra mile to help you get the best insights out of each module."

Vishal Aggarwal

Full-time MBA, 2019
Business Development and Growth Manager,
Rainbow Cakes and Confectioners



CORE MODULES: SEMESTER 1

People and Organisations

The module is designed to introduce the complexities of managing people and organisations in the 21st century, at various levels including the challenges of managing individuals, teams, groups and organisations. The module also calls for significant reflection on your own skills and career development. During the module you will receive assessments of your personality type and team interaction style. You will also attend a one-day team-building event and a one-day organisational simulation exercise.

Accounting

Accounting based reporting systems can provide powerful inputs into corporate decision making processes. The overall aim of this module is to provide an understanding of the processes and assumptions underlying the generation of accounting data and an appreciation of the techniques available to utilise the outputs of an accounting system. These issues will be examined in the context of internal and external decision makers.

Digital and Data-Driven Marketing

The focus of this module is on the nature of marketing in the context of today's rapidly changing business environment, which primarily means digital and data-driven marketing. The module will provide you with a broad overview of marketing theory and practice. Its emphasis is on where and how the organisation competes and, in doing this, highlights the strategic significance of marketing in the digital and data-driven age.

Operations Management

This module will examine the strategic importance of operations management in manufacturing and service settings. In the past, where organisations tended to be more hierarchical than today, the words, "strategy" and "operations" were almost mutually exclusive. In today's highly competitive environment, though, strategic operations capabilities must be in place in order for organisations to provide goods and services that meet and exceed customer requirements. Key issues such as cost, speed, quality, flexibility and constant innovation are all part of strategic operations.

Corporate Finance

Corporate Finance is essential to the successful running of any corporation and includes maximising shareholders' wealth, assessing investments, determining the costs of capital and making financing decisions. Most organisations make decisions pertaining to the above on an ongoing basis, which makes the understanding of corporate finance crucial to manage organisations effectively.

Global Business Environment

This module requires students to focus on the external global environment rather than internally on organisations. The module adopts the PESTLE approach to examine the combined impact that political, economic, social, technological, legal and environmental trends have on organisations and their survival in a global environment. As part of the module, students go on the European Study Trip and visit international businesses based in the Netherlands and Belgium.

CORE MODULES: SEMESTER 2

Business Analytics and Risk

In today's era of "big data", business analytics has become a key part of management decision making. Modern managers must now routinely understand the use and value of both qualitative and quantitative data in order to manage risk more effectively. This module provides an overview of the key analytical tools and techniques to improve decision-making in an uncertain business environment.

Strategy and Decision Making

The module aims to provide an overview of the relevant theories, tools and techniques in corporate, competitive and international business strategy focusing on strategic analyses, strategy formulation, strategic decision-making and choices and strategy implementation. You will be encouraged to analyse and think critically as well as apply some of the introduced concepts and tools.

Leading Sustainability, Innovation and Change

The module teaches students to solve business problems through an applied consultancy process based on sustainability, innovation, and leadership and change. Students then work in teams and have to work for a real company based in Rio de Janeiro, initially virtually and then by visiting the company in the first week of May on the International Consultancy Trip to Brazil. The companies are highly innovative and have a strong global focus, and therefore have high expectations of students' combined international expertise and abilities. The teams must develop and deliver their solution to the client and are assessed by faculty as part of the work for the module.

Business Project

The Business Project module allows students to demonstrate their mastery of business management and leadership in a 'capstone' project for an organisation or business sector. It is an individual and independent project in which students can bring together all their learning on the programme to help solve a chosen business problem or challenge. The Business Project is undertaken in an area chosen by the student and is supervised by a member of Faculty. You will work on the Business Project during the summer and it will be submitted during September.



OPTIONAL MODULES

Optional Pathways: General, Entrepreneurship or Maritime

In addition to the ten core modules, the Southampton MBA includes a choice of three optional pathways. The pathway will dictate the name of your final MBA qualification. You will choose one optional pathway from the following three:

- **Generalist Pathway**, leading to award of MBA (General) degree
- **Entrepreneurship Pathway**, leading to award of MBA (Entrepreneurship) degree
- **Maritime Pathway**, leading to award of MBA (Maritime) degree

MBA – Generalist Pathway

The Generalist Pathway is well suited to those who want to have a choice of optional modules from a wide range of different subject areas. It is also suited to those who wish to do their business project in any subject. These options reflect the School's strength in key subject areas e.g. analytics and supply management. For the Generalist Pathway, you can choose two modules from the following seven modules:

***New for 2020* Blockchain Technology and Cryptocurrency Investment**

This module will explore the architecture of Blockchain technology that is rapidly changing the landscape of the financial industry and beyond. Countless applications are being explored in payments, insurance, lending, fund raising, settlement of securities, transactions and contract execution. Cryptocurrencies, one of the most popular uses of blockchain, are also explored in detail. The module will present technical concepts at a high level, for students with a particular interest in finance and the financial applications of blockchain.

***New for 2020* Deeper Analytics and Big Data**

In today's era of 'big data', business analytics has become a key part of management decision making. Modern managers must now develop a deeper understanding of the use and value of big data and of the various analytical tools which are available to make sense of it. This module provides a deeper insight into the use of analytics with big data in a business environment; and critically, how it can be used to inform strategic decision-making in organisations.

International Banking

Building on core modules in accounting and finance, this module focuses on the global banking sector. Students will learn about the 'micro' side of banking, including financial institutions, instruments and techniques, such as hedging bank regulation. In addition, the module covers the 'macro' side of banking, which is how banking is connected to, and influenced by, the economy.

Project Management

This module will investigate the nature of projects and project management in practice. It will look at key issues for managers in the effective use of project management techniques, including project/stakeholder relationships, power, partners and contracts, and other potential sources of uncertainty and complexity. This module will enable you to analyse project management issues that emerge in an existing 'live' project, suggesting potential areas for improvement in an informed and critical manner.

Responsible Leadership

This module covers the principles and practices of responsible leadership. It looks at the philosophical foundations of ethics and applies principles to real-life cases and hypothetical dilemmas. Techniques of ethical management are presented. Causes and consequences of unethical business practices are discussed, along with theories of ethical decision-making.

Strategic Brand Management

Brands are increasingly a strategic asset that can provide a company a long-lasting competitive advantage if managed effectively. The aims of this module are to introduce learners to the key concepts and theoretical frameworks for understanding brands from a strategic perspective. The module will also develop your ability to apply marketing theory to real life brands, and critically evaluate branding strategies to maximise brand equity over time.

Supply Management

This module will provide you with an appreciation and understanding of the roles and position of strategic purchasing and supply within the organisation, the processes that support it and the implications of electronic commerce. You will learn about the key principles of supply markets, supply policy and supply strategy, looking at issues related to regulation, negotiation and contract law. The complexities in managing global supply chains and networks are also examined.

MBA – Entrepreneurship Pathway

For the Entrepreneurship Pathway, you will take two optional modules in entrepreneurship and you must do the Business Project in an entrepreneurship subject. This pathway is particularly well suited to people who are looking to develop their own business whilst gaining valuable management knowledge and skills. This pathway may also be of interest to people who wish to focus on new product development and entrepreneurship management within established organisations.

Business Planning

This module has a very practical focus on the development of effective business plans. The taught content will address what is required in a business plan, including variations that occur across sectors or industries. At the end of the course, learners will be able to write a business plan and deliver a business pitch to potential investors.

Entrepreneurship and New Venture Design

This module will look at processes supporting the design of new entrepreneurial ventures and offerings. In teams, students will follow a number of experimental and participative models to develop and test prototype ideas. The academic discipline of entrepreneurship will also be examined in order to provide a theoretical background, and to investigate what we currently know (and do not know) about new venture success.

MBA – Maritime Pathway

For the Maritime Pathway, you will take two optional modules in maritime subjects and you must do the Business Project in a maritime topic. This pathway is particularly well suited to people looking to gain specialist knowledge in maritime industries, while also learning about business management. This may fit well with sea-based professionals who are looking to transfer to shore-based roles that require management expertise. This pathway may also be of interest to maritime industry consultants or people who are looking to transfer into the maritime sector from other industries.

Maritime Law

This module aims to explore the regulation of the shipping industry, with a view to developing management potential in the sector. Students will learn about commonly occurring contracts in the shipping industry, the terminology of shipping law contracts and liabilities, the role of the flag state and ship registration, and the legal risks associated with the shipping business. The module will help aspiring management in this sector to plan their business effectively, also minimising risk through the appropriate use of insurance products and financial instruments.

Maritime Operations and Risk

This module looks at operations and risk management in maritime industries. Beginning with an insight into the economics of the shipping industry, the module goes on to consider shipping transportation and supply, operational planning and risk management, the co-ordination of the supply chain and the impact of shipping on the environment.

ONE MBA, TWO INTERNATIONAL TRIPS

The Southampton MBA has two international trips; a study trip to the Netherlands and Belgium and a consultancy project in Brazil.

European Study Trip

At the end of Stage One, we have a European study trip to Maastricht, Netherlands, from where you will visit international companies in the local region. In recent years, we have visited DAF Trucks, Medtronic, Q-Park and the Wijn Kasteel Genoels Ederen. In addition, we visit the European Commission in Brussels, Belgium, and attend talks about the economics and politics of the European Union.

The purpose is to expose you to realities of operating global businesses in Europe and how trade is conducted with the rest of the world. Following the trip, you will write a report based on a global issue related to the companies visited.

This study trip forms part of the Global Business Environment module and takes place at the end of semester 1 (mid to late January).



MBA students at DAF Trucks, Netherlands

“The trip to Maastricht to learn about cross cultural management was definitely a highlight. As well as bringing the cohort together as a group, it gave us an opportunity to see businesses and speak with business leaders in a hands-on, international context.”

Shubby Osoba

Full-time MBA, 2019
In-House Counsel, NetPay
Solutions Group Limited



MBA students working on consultancy project in Brazil

International Consultancy Project in Brazil

Stage Two of the MBA is designed to develop your strategic and advisory skills and apply them in an international consultancy project with a client company based in Rio de Janeiro, Brazil. Our client companies are highly innovative and looking to grow internationally. They come from a variety of sectors, including media, oil & gas, financial services and pharmaceuticals.

You will be assigned to an MBA project team and will work on a strategic issue for a local client company. In May, you will travel to Rio de Janeiro for one week to work in the client company's office. Each project team is expected to suggest strategies for further development of the company and to present these in a final consultancy report.

The project is part of the final module in semester 2, called Leading Sustainability, Innovation and Change, which takes place from March to May.

“During the consultancy project in Brazil, I had the chance to put into practice, the knowledge acquired in the MBA programme in a real-life scenario. It broadened my horizons and helped me to be more prepared for future professional challenges.”

Daniela Cardenas

Full-time MBA, 2019
Campaign Manager,
The Student Room Group

LEADERSHIP DEVELOPMENT AND PRACTICE

Leadership Development Programme

The Southampton MBA includes a non-credit bearing Leadership Development Programme (LDP), which runs throughout the year. This is normally held on Friday, while the taught modules run on Tuesday/Wednesday/Thursday.

The LDP includes a series of workshops focused on key leadership and management skills, which are often termed 'soft skills'. It is designed to connect with your key learning experiences on the MBA, especially the leadership skills covered in the People & Organisations and the Leading Sustainability, Innovation & Change modules. These modules have reflective assignments, which are informed by the LDP and give you the chance to identify your strengths and development needs in a structured approach.

The LDP also includes sessions with top-level speakers from companies such as IBM, Airbus, JP Morgan and Cap Gemini. You can also attend industry presentations and seminars hosted by the Business School.

Developing your practical business skills

On the Southampton MBA, you will gain a highly structured and wide-ranging knowledge of business and management, while also applying your learning to real problems and gaining valuable practical skills. For example:

- During the year, we host top-level speakers from a range of industries to talk about today's challenges in the fast-moving, global marketplace.
- The Global Business Environment module includes a residential course in Europe - see page 12 for more information.
- In the Leading Sustainability, Innovation and Change module you will have the opportunity to apply your knowledge in an international consulting project - see page 13 for more information.
- In the final Business Project, you will undertake individual research on an organisation or sector of your own choice.

"The Leadership Development Programme helped me to grow professionally and personally."

Daniela Cardenas

Full-time MBA, 2019
Campaign Manager, The Student Room Group

CAREER PROSPECTS

The Full-time MBA attracts managers from across the world. They come from public and private sector organisations, including the financial, oil and gas, IT, telecoms, manufacturing, health and service sectors. Working closely with a highly diverse, international cohort will enrich your experience and give you valuable insights into different business cultures.

Whether you wish to improve your promotion prospects, bring new skills to your current role or demonstrate that you are ready to take on a higher level of responsibility, the Southampton MBA will help you achieve your ambitions.

You'll graduate with a wide range of business skills, the confidence to tackle problems and lead organisational change. You will also leave with the experience of working in an international, cross-cultural team.

Our students come from a variety of backgrounds and many return to their sector with a view to taking on roles with greater managerial, strategic or leadership responsibilities.

During your time on the MBA, you'll become a member of the Association of MBAs (AMBA) and the Chartered Management Institute (CMI), giving you access to a range of career and e-learning resources and online tools.

You will have access to careers coaching and employability workshops designed for MBA students; as well as access to worldwide MBA-level employment opportunities and recruiter fairs.

"Today, thanks to the MBA, I can widen my possibilities by gaining experience working in the UK in a completely different sector."

Carlos Canales

Full-time MBA, 2019
Institutional Research Analyst,
University of Southampton



ALUMNI Q&A: MATIAS RUBIOLO

Matias Rubiolo (MBA, 2017) is a Senior Research Associate at PwC Luxembourg. We recently spoke to Matias about his decision to change career and study an MBA degree at Southampton Business School.

You started your career as an accountant in Argentina, why did you want to change direction and study for an MBA?

I knew I would get far more out of an MBA if I studied overseas, especially as the UK is an internationally recognised centre for business education. I was an accountant for more than seven years back home, but felt I needed more knowledge of the business world and should develop my soft skills to give me more career opportunities.

After leaving the University of Southampton, I worked at the European Investment Bank (EIB) in Luxembourg and I'm now in the Market Research Centre at PwC Luxembourg.

Why did you choose the University of Southampton Business School?

After researching several top universities around the world, I knew Southampton would be a good fit for me.

It's a member of the Russell Group and it offers a well-structured MBA programme accredited by AMBA and AACSB. As a self-funded student, it was also excellent value for money.

What were the highlights of your degree?

It's an international classroom with students from various industries - you can certainly learn a lot from one another. I got to know people from many countries including Japan, Saudi Arabia, China, Indonesia, Chile, Mexico, Fiji and Thailand. They are now part of my business network, as well as my friends and have given me tremendous insight into different backgrounds and cultures.

Besides expanding my business knowledge, another highlight of the MBA was my consultancy placement with a regional software company that was seeking to launch a new product. I had to analyse it, benchmark competitors and judge its potential success. It was exactly the right kind of practical experience for my career development.

How did the MBA help you to succeed in your career?

I'm sure I wouldn't have secured my roles at the European Investment Bank and PwC without my MBA. Improving my skills set was key. When there are challenges at work, I now step back and think about the issues in a strategic way, analysing how to solve the problem, as we were encouraged to do during the MBA.

Throughout the degree, our assignments taught us to discover the core issue behind every situation. I also learned to question my own thinking to identify bias and assumptions and improve my decision-making.

As an Argentinian, I wanted to experience what it's like to live and work in Europe. I'm sure my University of Southampton MBA really helped me to enhance my employability abroad as I went on to change industry, role and country.

What are your ambitions?

There are a couple of pathways that interest me. I could return to a development finance institution, such as the EIB, as they have the drive and the power to make real changes in our communities and our world. Eventually, I would also like to set up my own business.

Qualifying with my University of Southampton Masters has enabled me to consider many new avenues of work in addition to finance. Expertise in key areas such as strategy and managing people is valuable in every kind of business.

"I'm sure I wouldn't have secured my roles at the European Investment Bank and PwC without my MBA."



YOUR LEARNING ENVIRONMENT

We understand how the best learning environments can result in the best work, and we are continuously improving our campuses and resources to make this possible.

MBA learning space

We have a new, state-of-the-art learning suite for the MBA in the Centenary Building, which opened in 2019. The MBA suite includes a classroom, a kitchen and relaxation area, and a self-study space.

Libraries

We have five libraries that, together, are among the leading research libraries in the UK. Each library houses books, journals and other media that will help you to delve deeper and further your knowledge. Our collections include archives of national and international importance.

Specialist staff are on hand to provide a range of services to facilitate your research.

Our main library, the Hartley Library, is located on Highfield Campus and houses collections from all subject areas. These include diverse specialist collections such as the Broadlands Archives, the papers of the Duke of Wellington, data sets and social sciences research outputs.

Our specialist libraries include the National Oceanographic Library, the UK's most extensive collection of oceanographic literature and one of the largest marine science libraries in Europe, as well as libraries for art and design and health services to support these areas of study.

Flexible study time

With online access to our resources, and Wi-Fi access across all our campuses, you can fit your learning around your life. Using the Southampton Virtual Environment (SVE) you have access to all your files, popular software, your email and the University network when working away from campus.



YOUR LEARNING ENVIRONMENT



Over the next decade, we plan to invest over

£300m

in our infrastructure and facilities

- 01 MBA Learning Suite
- 02 Centenary building with MBA Suite
- 03 Learning spaces for group work
- 04 Study in the Hartley Library



Our libraries collectively hold over

2.5 million

printed items, more than

45,000

e-journals, and over

200,000

ebooks



YOUR INTERNATIONAL COMMUNITY

Join students from over 135 countries; become a valued member of our vibrant and diverse international student community.

Living and studying in a different country is a big step, and can be challenging. We support you from the moment you choose to apply until your graduation and beyond, via our active global alumni network.

We will help you settle into your new life and support you to master all aspects of living in the UK, including offering funding to eligible applicants. Our services and advisors ensure that your studies and life at Southampton are as productive and stress free as possible.

All full-time programmes and courses are available to international applicants unless otherwise specified.

International Office

Our staff from the International Office are always happy to help you, and can answer your questions about living and learning here in Southampton. Teams regularly travel overseas and within the UK to meet potential students at events and exhibitions.

For details of upcoming events, and to book an appointment to meet us at an event near you, please visit: www.southampton.ac.uk/pg/meetus

Our Postgraduate Open Day is the ideal time to visit us and find out what Southampton has to offer. If you are unable to visit us in Southampton, join us on a Virtual Open Day, where you can explore our campuses and facilities from anywhere in the world: www.southampton.ac.uk/pg/virtualopenday

You can find up-to-date information on the International Office web pages, including over 70 country-specific information pages with international qualification equivalences.

For more information, visit: www.southampton.ac.uk/pg/international

Meet and Greet

We know there is a lot to think about when you move to another country to study, so we work to make your arrival as easy as possible.

Your warm welcome to Southampton will start as soon as you arrive in the UK. Our free Meet and Greet service will get you to the University in time for the Welcome Programme. This service is available on certain dates from London Heathrow and Gatwick airports. We will meet you when you arrive in the UK, and a special coach service will take you from the airport straight to your university accommodation.

Welcome Programme

Every September, we organise a free Welcome Programme for international and EU students, to help you settle into life here. This includes general events to introduce you to our facilities, subject-specific events to begin your academic induction, and a range of social and cultural activities.

There will be opportunities to meet people and make new friends. You will meet other postgraduate students and explore the University and the city, so that you know where you can eat, worship, relax and shop. You will also talk to current international students who will be able to share their experiences and offer some expert advice on student life at Southampton.

You can register for both the Meet and Greet service and the Welcome Programme on our website from July 2020.

Accommodation

Learn more about accommodation options and how to apply for halls at: www.southampton.ac.uk/uni-life/accommodation.

Pre-masters

Our pre-masters programme is designed to give you the academic and English language skills you will need to get the most from a taught masters degree. Find out more at: www.southampton.ac.uk/pre-sessional

English language requirements

For more information on English language requirements, and how to apply, see: www.southampton.ac.uk/english-language-support



Visas

Before you join us, you will need to find out about the UK's immigration procedures well in advance of your arrival in the UK.

Our website provides information on student visas, police registration and working in the UK and has links to other useful websites.

Tier 4 visa pilot scheme

The University of Southampton is proud to be one of a group of universities selected by the Home Office to join its Tier 4 visa pilot scheme. International students who are applying to study postgraduate taught programmes at pilot institutions can benefit from this in a number of ways. Find out more at www.southampton.ac.uk/pg/visa

Fees and funding

For information on scholarships, fees, and funding for international students, please see page 26.

International opportunities

As a truly global university, we have many opportunities for postgraduate students to develop intercultural skills through our clubs and societies, academic projects and summer schools. Enriching your time with us through international experiences can help you stand out and prepare you for a global career.

“A highlight of the course was the international cohort. I met an amazing group of people and working with them on the MBA challenges was the best experience.

Working with an international cohort of professionals also helped me better adapt to the international setting of the things I now do at work”

Maximo Garcia
Full-time MBA, 2017
Market Risk Specialist, Banco de Chile



Find out more:
www.southampton.ac.uk/pg/international

YOUR STUDENT LIFE

Postgraduate study at Southampton is about more than your research; your work-life balance is important too. Take your place in a diverse and exciting student community, with plenty of opportunities to pursue your passions and try something new.

The Students' Union

Run for students by students, the Students' Union aims to unlock the potential and enrich the life of every student. It also offers representation and support on matters to do with your course, finance and accommodation through its Advice Centre.

The Union has over 330 clubs and societies ranging from archery and performing arts to debating and life drawing. Volunteer your time and give back to the community with RAG (Raise and Give), become a DJ or station manager at Surge Radio and SUSUtv, or write for the Union's award-winning magazines, *Wessex Scene* or *The Edge*.

You can enjoy a coffee with friends, dance the night away in the Union's venues, or watch a film in the Students' Union's cinema. Enjoy food from a Michelin-trained chef at student prices in The Bridge, build your own meals in The Café or socialise with friends in The Stag's sports bar.

You can even run for one of the full-time or part-time positions in the Students' Union's elections and become the voice of students across the University, taking the lead on subjects that matter to you.

Find out more about what the Students' Union has to offer at: www.susu.org

Sport

Our sporting facilities are among the best of any UK university. We have fostered Olympic and Paralympic competitors as well as British Universities and Colleges Sports (BUCS) champions.

Our sports complex offers facilities that include: a six-lane, 25m swimming pool, a gym with over 140 fitness stations, an indoor climbing wall, three watersports centres, and 20 grass pitches.

You can also make the most of our coastal location by experiencing a wide range of watersports and on-water activities, including kitesurfing and sailing.

Our facilities are located across the city, and a range of membership types, including pay-as-you-go options, allow you to keep fit at a time and location that suits you and your budget.



Find out more:
www.southampton.ac.uk/pg/unilife

- 01 Dine at the Bridge on Highfield Campus
- 02 Sail to the Isle of Wight with our University Sailing Club
- 03 Watch a film at the Students Union
- 04 Join a sports team and compete at national level
- 05 Join the fitness facilities



Join one of over
330
Students' Union sports clubs and societies



Watch the latest films in our **student-run cinema** for as little as £3



YOUR CITY

Southampton is the city that evolves with you.

With a growing cosmopolitan city centre, vibrant cultural community and international connections, Southampton offers opportunity and exciting experiences, and is the perfect place for you to reach your potential.

Southampton is one of the most vibrant and lively cities in the south of England and home to around 250,000 people. Just a short bus ride or cycle away from our Highfield Campus, the city centre has everything you need, including an impressive range of independent food and drink outlets, popular shopping centres, arts venues, and sports and leisure facilities.

We are proud of our rich culture. Watch the latest West End shows at the Mayflower – the third-largest theatre outside London – and exciting new productions at the freshly built NST City venue. The city has hosted international live acts such as The Rolling Stones and Little Mix, and supports independent artists and local music venues. The Cultural Quarter, including Studio 144, offers a modern space for visual artists and creatives alike.

Everyone is welcome at the many events hosted by our diverse, multicultural communities throughout the year, including the Southampton Mela, international food festivals and our annual Pride event.



Ice-skating in the city centre



Art exhibit at NST City
Image Credit: Steve Shrimpton



Hollywood Bowl



Ageas Bowl
Image Credit: agent b



Shopping at Westquay



Maritimo Lounge in Southampton



Mettricks coffee shop

 @uni_southampton
See more pictures of the city
#LoveSouthampton


Find out more and take
our virtual city tour:
www.southampton.ac.uk/pg/city

*Southampton City Council, 2019
**Provident Personal Credit Unbroken Britain
community survey, May 2018
***Good Growth for Cities Index, 2017,
DEMOS-PwC



**Top 10
safest city to live**
in the UK**

Southampton is also one of the UK's greenest cities with several large parks situated in its centre, and is close to beautiful natural spaces such as the New Forest National Park and beaches at nearby Bournemouth and Poole.

Our city is well known for its energetic sporting scene. St Mary's Stadium is home to Southampton's Premier League Football Club, and the nearby Ageas Bowl boasts national and international cricket. An annual marathon runs through the city centre each year, and our proximity to the sea makes us the ideal location for water sports; Cowes Week, one of the UK's oldest sporting events, takes place just over the water on the Isle of Wight.

What's more, with two mainline train stations connecting us with the rest of the UK, and links with Europe through our own airport, you are never too far from Southampton.

Winchester

Just 12 miles (20km) north of Southampton, the ancient city of Winchester offers a wide variety of pubs and restaurants, museums, theatres and galleries. The city is home to Jane Austen's legacy, an impressive 11th century cathedral and the mysterious Round Table of King Arthur. Spectacular architecture lives beside bustling, fashionable shopping streets, making Winchester the ideal home for the University's Winchester School of Art.



The ancient city of Winchester



Southampton is the
third best place
to live and work in the UK***

Southampton and its
partners have delivered
£3bn
worth of development
since 2012*

APPLYING AND FINANCE

Making an application

To apply for the University of Southampton MBA programme, complete the online application form on our website at www.southampton.ac.uk/pg/apply.

You will also need to submit supporting documentation. These should include; degree transcript or certificate, English language test certificate (if applicable), curriculum vitae and reference letters.

Please note that at the time of application, if you have not yet completed your undergraduate degree or met our English language requirements (if applicable), we will still be able to make you a conditional offer.

Application deadline

If you wish to start in September, you are strongly advised to apply by the end of June. If you need to secure a UK visa or if you are applying for funding or sponsorship, apply as early as possible.

References

You should provide two references on your suitability for postgraduate study. At least one of the references should be from an academic referee who has taught you at your most recent university. The second reference must be from an employer. Both references should be on headed paper of the university or company.

Entry requirements

The typical academic entry requirement for the MBA is a UK bachelor's degree with second class honours or higher (or equivalent overseas qualification) in an appropriate subject. You must also have at least three years' post-qualification work experience. If you have qualifications other than a degree, with relevant professional experience and evidence of ability, these will also be considered.

English Language Requirements

If English is not your first language, you will need to demonstrate that you have reached a satisfactory standard in an approved English language test. The following scores are accepted for direct entry:

IELTS 6.5 overall with 6.5 in reading and writing and 6.0 in listening and speaking

The University recognises a wide range of English language tests and other qualifications, which are listed in full online at www.southampton.ac.uk/pg/el

This page also lists those countries for which the requirement to sit a specific English language test for visa purposes does not apply. The University offers its own, tailored pre-sessional programme for applicants who need to improve their English language skills before enrolling on their chosen programme. You can find more information about pre-sessional opportunities online at www.southampton.ac.uk/pg/preessional

Fees and funding

Tuition fees

Full-time MBA: £24,000 for 2020/21 academic year

The fee applies to applicants from all countries.

We offer scholarships for talented applicants who can display excellence in their career experience and educational qualifications.

Deposits

If your application is successful, you will need to pay a deposit to secure your place within 32 working days of accepting the University's offer (home/EU students: £250; overseas students: £1,000). Your deposit will only be refunded if you have failed to satisfy the conditions of the offer or if you have been refused a visa. When you enrol on your programme, your deposit will be offset against your fee.

International travel costs

For the MBA study trips, you will only need to pay the international travel costs. This includes standard class train fares for the European study trip and economy flights for the international consultancy project in South America.

Alumni Benefits

For University of Southampton alumni, a further 10% discount will be made to tuition fees after all applicable scholarships are applied.

BUSINESS EXCELLENCE SCHOLARSHIPS UP TO £9,000

We offer scholarships up to £9,000 for candidates who can display a combination of the following business excellence criteria:

- A high degree of relevant professional experience in management and/or leadership role
- Evidence of rapid career progression
- Clear ability to contribute to the quality of the MBA cohort
- Strong academic ability / performance
- Excellent performance at interview

Applicants who receive an offer will automatically be considered for the Business Excellence Scholarships. There is no need to complete a separate application. The scholarship award is made at the discretion of the Business School.

The deadline to submit your application so it is considered for a scholarship is 30 June.

HOW TO FIND US

Southampton is a thriving, modern city, steeped in history and culture. Just over an hour south of London, Southampton has excellent transport links with the rest of the UK and Europe.



Southampton Airport flies to
40
destinations
across the UK and abroad

University of Southampton

University Road, Southampton SO171BJ, UK
T: +44 (0)2380595000
www.southampton.ac.uk

By bus

We run the award-winning unilink bus service that connects our Southampton campuses with all the major transport links in the city. Our U1 bus service collects you from outside the Southampton Airport terminal and Southampton Central Station, providing a direct connection to our Highfield Campus. You can buy tickets at the unilink office or on the bus.

You can also download the new Click2ride mobile app to buy tickets for unilink bus services on the go, as well as tickets for a number of other local bus companies.

Along with a number of subsidised travel options, Winchester School of Arts (WSA) students can also take advantage of a recently-upgraded shuttle bus service that runs between the Highfield Campus, Southampton,

and the Winchester campus, helping them make the most of everything that Southampton has to offer.

For more information, visit www.southampton.ac.uk/pg/wsabus

By coach

National Express runs the 032 service to London Victoria Coach Station and the 203 service to London Heathrow Airport, both via the Highfield Campus. For timetable information, visit www.nationalexpress.com

By rail

Southampton and Winchester are well served by mainline railway stations – Southampton Central, Southampton Airport Parkway and Winchester. Fast trains from London and Bournemouth/Weymouth stop at all three stations, and the typical journey times to

London Waterloo from Southampton Central and Winchester are an hour and 20 minutes and an hour respectively.

Winchester School of Art is a 15-minute walk from Winchester train station. The unilink frequent bus service (U1), connects to Southampton Airport Parkway and Southampton Central train services via the University.

By road

Our Southampton and Winchester campuses are well connected to the national road network. The M3 links Southampton and Winchester directly to London. For Southampton campuses, exit the M3 at junction 14 and then follow signs for Southampton (A33). Follow the A33 into Bassett Avenue and follow signs to University campuses.

For Winchester School of Art, exit the M3 at junction nine or 10 and follow signs to the campus.

The M27 is one of the major road links along the south coast of England and passes Southampton to the north. For the University, leave the M27 at junction five (Southampton Airport) and follow signs to our University campuses.



80mins

Southampton to London
Waterloo by train

Satellite navigation

When travelling by car, please use the following postcodes in satellite navigation devices:

For Southampton Highfield Campus, use **SO17 1BJ**

For Avenue Campus, use **SO17 1BF**

For Boldrewood Campus, use **SO16 7QF**

For the National Oceanography Centre Southampton, use **SO14 3ZH**

For Southampton General Hospital, use **SO16 6YD**

For Winchester School of Art, use **SO23 8DL**

By air

Southampton Airport is about 10 minutes from the Southampton campuses by bus or taxi. There is a full UK domestic service, as well as flights to mainland Europe, including a 40-minute flight to Schiphol Amsterdam, and flights to the Channel Islands. If you are arriving in the UK via London Gatwick or London Heathrow airports, you can reach Southampton by road, bus, coach and rail.



Find out more:
www.southampton.ac.uk/pg/findus

TERMS AND CONDITIONS

The University's Charter, statutes, ordinances, regulations and policies are set out in the University Calendar and can be accessed online at www.calendar.soton.ac.uk

Terms of use

This prospectus does not constitute an offer or invitation by the University of Southampton to study at Southampton. It provides an overview of the University and life at Southampton, along with information about all the postgraduate programmes available at the time of publication. This is provided for information purposes only. Applications made to the University should be made based on the latest programme information made available by the University. Relevant weblinks are shown throughout. Please also consult the programme information online for further details or for any changes that have appeared since first publication of the prospectus.

The information contained in the prospectus, welcome guides or on our websites is subject to change and may be updated by the University from time to time to reflect intellectual advances in the subject, changing requirements of professional bodies and changes in academic staff members' interests and expertise. Changes may also occur as a result of monitoring and review by the University, external agencies or regulators.

Programme Validation

Validation is the process by which the University approves its programmes of study. Any taught postgraduate programme leading to a University of Southampton award, including research degrees with a taught component (e.g. Engineering Doctorate) are required to go through Programme Validation. The full validation process can be found in the University's Quality Handbook: www.southampton.ac.uk/quality

1. Change or discontinuance of programmes

The University of Southampton will use all reasonable efforts to deliver advertised programmes and other services and facilities in accordance with the descriptions set out in the prospectuses, student handbooks, welcome guides and website. It will provide students with the tuition and learning support and other services and facilities so described with reasonable care and skill.

We undertake a continuous review of our programmes, services and facilities to ensure quality enhancement. We are largely funded through public and charitable means and are required to manage these funds in an efficient and cost-effective way for the benefit of the whole of the University community. We therefore, reserve the right where necessary to:

- alter the timetable, location, number of classes, content or method of delivery of programmes of study and/or examination processes, provided such alterations are reasonable;
- make reasonable variations to the content and syllabus of programmes of study (including in relation to placements);
- suspend or discontinue programmes of study (for example, because a key member of staff is unwell or leaves the University);
- make changes to our statutes, ordinances, regulations, policies and procedures which we reasonably consider necessary (for example, in the light of changes in the law or the requirements of the University's regulators). Such changes if significant will normally come into force at the beginning of the following academic year or, if fundamental to the programme, will normally come into force with effect from the next cohort of students;
- close programmes of study or to combine or merge them with others (for example, because too few students apply to join the programme for it to be viable).

However, any revision will be balanced against the requirement that students should receive the educational service expected. The University's procedures for dealing with programme changes and closures can be found in our Quality Handbook at www.southampton.ac.uk/quality

If the University closes, discontinues or combines a programme of study or otherwise changes a programme of study significantly (the 'Change'), the University will inform applicants (or students where relevant) affected by the Change at the earliest possible opportunity.

- a. If the Change comes into force **before** the University has made an **offer** of a place or before an applicant has accepted an offer of a place, an applicant will be entitled to withdraw his or her application, without any liability to the University, by informing the University in writing within a reasonable time of being notified of the Change.
- b. If the Change comes into force **after** an **offer** has been accepted but prior to the student **enrolling**, the student may either:
 - i) withdraw from the University and be given an appropriate refund of tuition fees and deposits, or
 - ii) transfer to another available programme (if any) as may be offered by the University for which the student is qualified.
- c. If the Change comes into force **after** a student has **enrolled**, the University will use reasonable endeavours to teach the programme out but cannot guarantee to do so. If the University cannot teach out a programme of study, it will use its reasonable endeavours to facilitate the transfer of a student to an equivalent programme for which the student is qualified and which has places available within the University or at a different university. Any revision will be balanced against the requirement that students should receive the educational service expected.

If in these circumstances the student wishes to withdraw from the University and to apply for a programme at a different university, the University shall use its reasonable endeavours to assist the student.

- i) withdraw from the University and be given an appropriate refund of tuition fees and deposits, or
- ii) transfer to another available programme (if any) as may be offered by the University for which the student is qualified.

All changes will be managed in line with our Student Protection Plan.

2. Changes to services or facilities

The University will make available to students such learning support and other services and facilities as it considers appropriate, but may vary what it provides from time to time (for example, the University may consider it desirable to change the way it provides library or IT support).

3. Financial or other losses

The University will not be held liable for any direct or indirect financial or other losses or damage arising from such closures, discontinuations, changes to or mergers of any programme of study, service or facility.

Upon acceptance by an applicant of an offer of a place at the University, the relationship between the applicant and the University becomes contractual. When the contract is formed between the student and the University it will last for the relevant academic year only unless the student withdraws from the programme or the programme is terminated.

Please note: the right of a student to withdraw from a programme of study under the provisions set out in paragraph 1b. above following a Change are in addition to any statutory rights of cancellation that may exist under the Consumer Contracts (Information, Cancellation and Additional Charges) Regulations 2013. In entering into that contract, the terms of the contract will not be enforceable by any person not a party to that contract under the Contracts (Rights of Third Parties) Act 1999.

Student Protection Plan

As a registered provider of higher education with the Office for Students, we have a Student Protection Plan (SPP) in place, which sets out what students can expect to happen should a course or campus close. The purpose of this plan is to ensure that students can continue and complete their studies, or can be compensated if this is not possible. Full details of the plan can be found at www.southampton.ac.uk/protection-plan

Force majeure

The University will not be held liable for any loss, damage or expense resulting from any delay, variation or failure in the provision of programmes of study, services or facilities arising from circumstances beyond the University's reasonable control, including (but not limited to) war or threat of war, riot, civil strife, terrorist activity, industrial dispute, natural or nuclear disaster, adverse weather conditions, interruption in power supplies or other services for any reason, fire, boycott and telecommunications failure. In the event that such circumstances beyond the reasonable control of the University arise, it will use all reasonable endeavours to minimise disruption as far as it is practical to do so provided that such endeavours do not undermine the University's Quality Assurance requirements.

Admissions Policy and complaints

The University will assess applications in line with its then current Admissions Policy. This policy is reviewed at least annually. The Admissions Policy, current at the time of publication, is published online and is available at www.calendar.soton.ac.uk/sectionIV/admissions.html

Before you apply please see subject websites listed for subject-specific terms and conditions.

Applicants may raise complaints related to admissions under the University's Regulations Governing Complaints from Applicants, which can be found at www.calendar.soton.ac.uk/sectionIV/admissions.html

Further information about or clarification of these procedures is available from the Admissions team, Student and Academic Administration, University of Southampton, Southampton SO17 1BJ; enquiry@southampton.ac.uk

Data protection

During the application procedure, the University will be provided with personal information relating to the applicant. An applicant's personal data will be held and processed by the University in accordance with the requirements of the Data Protection Act 2018. Please also see our Privacy Notice for Applicants at www.southampton.ac.uk/about/governance/policies/privacy-notice-applicant.page

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A copy of this prospectus and the University's current information for students with disabilities and specific learning difficulties can be made available, on request, in alternative formats, such as electronic, large print, Braille or audio, and, in some cases, other languages.

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Photographs courtesy of Jon Banfield, and staff and students of the University

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Find out more:

www.southampton.ac.uk/mba

MBA enquiries:

enquiry@southampton.ac.uk

