

ACADEMIC YEAR DATES

AUTUMN TERM - TEACHING BLOCK 1 (TB1): 17/09/2018 - 18/01/2019

SPRING TERM - TEACHING BLOCK 2 (TB2): 21/01/2019 - 07/06/2019

FULL YEAR: 17/09/2018 - 07/06/2019

ORIENTATION WEEK: 11/09/2018 - 16/09/2018

Faculty: **FACULTY OF BUSINESS AND LAW**
Department/School: Business School (BAL)
Course name: Exchange Programme in the Faculty of Business and Law
ISCED CODE: 0410 - Business and administration
Academic coordinator/ unit queries: [International Support Office](mailto:bal-exchange@port.ac.uk)
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UNIT CODE	UNIT NAME	LEVEL	CYCLE	SCHOOL	UK CREDITS	ECTS CREDITS	TERM
U25859	Behavioural Economics and Game Theory (Exch)	5	1st	BAL	10	5	TB1
U24401	Business & Employment Law (Exch)	5	1st	BAL	10	5	TB1
U24405	Business Analysis and Decision Making (Exch)	5	1st	BAL	10	5	TB1
U25892	Business Planning within Hospitality and Tourism (Exch)	5	1st	BAL	10	5	TB1
U24741	Contract Law (Exchange)	5	1st	BAL	10	5	TB1
U24742	Employment Law (Exchange)	5	1st	BAL	10	5	TB1
U24391	Financial Statements and Data Analysis (Exch)	5	1st	BAL	10	5	TB1
U24398	International Economics (Exch)	5	1st	BAL	10	5	TB1
U24400	Managerial and Decision Economics (Exch)	5	1st	BAL	10	5	TB1
U25891	Managing the Tourism Product (Exchange)	5	1st	BAL	10	5	TB1
U24402	Personal Finance (Exch)	5	1st	BAL	10	5	TB1
U26416	Advertising (Exchange)	6	1st	BAL	10	5	TB1
U24393	Business Ethics (Exch)	6	1st	BAL	10	5	TB1
U20887	Critical Thinking & Research Skills for Leadership & Management	6	1st	BAL	20	10	TB1
U24390	Cross Cultural Awareness in Business (Exch)	6	1st	BAL	10	5	TB1
U24396	Development Economics (Exch)	6	1st	BAL	10	5	TB1
U25867	International Banking and Financial Instruments (Exch)	6	1st	BAL	10	5	TB1
U24404	Operations Strategy and the Supply Chain (EBP) (Exch)	6	1st	BAL	20	10	TB1
U24408	Project Management for EBP	6	1st	BAL	20	10	TB1
U26415	Public Relations (Exchange)	6	1st	BAL	10	5	TB1
U24403	Strategic and International Management (Exch)	6	1st	BAL	20	10	TB1
U26446	Corporate Governance and Data Analysis (Exch)	5	1st	BAL	10	5	TB2
U23020	International Business	5	1st	BAL	20	10	TB2
U21784	International Enterprise	5	1st	BAL	20	10	TB2
U21871	Operations and Organisations	5	1st	BAL	20	10	TB2
U20887	Critical Thinking & Research Skills for Leadership & Management	6	1st	BAL	20	10	TB2
U26410	Strategic Marketing in a Global Environment	6	1st	BAL	20	10	TB2
U25858	Behavioural Economics and Game Theory	5	1st	BAL	20	10	YEAR
U21764	Business & Employment Law	5	1st	BAL	20	10	YEAR
U23367	Business Analysis and Decision Making	5	1st	BAL	20	10	YEAR
U25084	Business Planning within Hospitality and Tourism	5	1st	BAL	20	10	YEAR

UNIT CODE	UNIT NAME	LEVEL	CYCLE	SCHOOL	UK CREDITS	ECTS CREDITS	TERM
U21772	Business Venturing	5	1st	BAL	20	10	YEAR
U21773	Contemporary Issues in Entrepreneurship	5	1st	BAL	20	10	YEAR
U24454	Criminal Law for Business	5	1st	BAL	20	10	YEAR
U24035	Customer Relationship Management	5	1st	BAL	20	10	YEAR
U21776	Developing Individual & Team Creativity	5	1st	BAL	20	10	YEAR
U25844	Economics of Money, Banking and Financial Markets	5	1st	BAL	20	10	YEAR
U24526	Electronic and Mobile Commerce	5	1st	BAL	20	10	YEAR
U22059	Enterprise Systems & Processes	5	1st	BAL	20	10	YEAR
P23361	Financial Management	5	1st	BAL	20	10	YEAR
U23370	Financial Reporting for Business	5	1st	BAL	20	10	YEAR
U25083	Hospitality and Events Operations	5	1st	BAL	20	10	YEAR
U22034	Human Resource Development	5	1st	BAL	20	10	YEAR
U23765	Human Resources for the Professional	5	1st	BAL	20	10	YEAR
U21783	Innovation Management	5	1st	BAL	20	10	YEAR
U20452	Intermediate Macroeconomics	5	1st	BAL	20	10	YEAR
U20453	Intermediate Microeconomics	5	1st	BAL	20	10	YEAR
U21766	International Business	5	1st	BAL	20	10	YEAR
U20444	International Economics	5	1st	BAL	20	10	YEAR
U23371	Leadership, Ethics, Governance and Sustainability	5	1st	BAL	20	10	YEAR
U25850	Legal Issues in Procurement and Supply	5	1st	BAL	20	10	YEAR
U23698	Management Accounting for Operational Control	5	1st	BAL	20	10	YEAR
U20440	Managerial and Decision Economics	5	1st	BAL	20	10	YEAR
U25070	Managing Product Portfolios	5	1st	BAL	20	10	YEAR
U21901	Managing the Tourism Product	5	1st	BAL	20	10	YEAR
U22040	Organisational Analysis, Theory and Design	5	1st	BAL	20	10	YEAR
U25852	Procurement and Supply	5	1st	BAL	20	10	YEAR
U23444	Quantitative Approaches to Decision Modelling	5	1st	BAL	20	10	YEAR
U25851	Risk Management and Supply Chain Vulnerability	5	1st	BAL	20	10	YEAR
U24036	Social Computing for Business	5	1st	BAL	20	10	YEAR
U26409	Strategic Marketing in a Global Environment	5	1st	BAL	20	10	YEAR
U24001	Sales Management	6	1st	BAL	20	10	YEAR
IWLP	Institute Wide Language Programme - Students can study one of the following: Arabic, British Sign Language, French, German, Italian, Japanese, Mandarin, Spanish (subject to change).						

Last updated: April 2018

*Units/Unit descriptions are subject to change. Should you wish to obtain more information, please contact the academic coordinator.

U25859	Behavioural Economics and Game Theory (Exch)	ASSESSMENT
	This unit aims to analyse human behaviour in strategic, economically relevant situations by introducing non-cooperative game theory. Students will learn that in strategic interactions involving several players, best strategies can be determined by defining the possible gains and losses as well as the available information and movement structure. Using this analysis it is possible to define the optimal strategy in many situations, ranging from political decisions to product pricing and even playing poker. Students will participate in classroom experiments to demonstrate research methods and provide a hands-on insight into theoretical concepts. Completion of this unit will allow students to learn and demonstrate key elements of understanding from the QAA Economics Subject Benchmark Statement (2015), specifically: "understanding of distinctive economic theories, interpretations and modelling approaches, and their competent use" and "familiarity with the possibility that many economic problems may admit of more than one approach."	100% Coursework

U24401	Business & Employment Law (Exch)	ASSESSMENT
This unit aims to: 1) To inculcate a knowledge and understanding of :- the English legal system, basic principles of contract law and the tort of negligence within a business environment together with general principles of the law governing the most significant elements of the employment relationship; 2) To equip students with an understanding how to use law as a strategic management tool and to enable students to apply the law to practical situations; and 3) To encourage independent study and the development of the skills which are needed to enable students to apply knowledge in both an academic environment and in industry and commerce.		100% Coursework
U24405	Business Analysis and Decision Making (Exch)	ASSESSMENT
This unit aims to: 1) To develop an understanding of key management accounting techniques used in decision making, planning and control in small businesses; and 2) 2 To develop fundamental concepts of business finance.		100% Coursework
U25892	Business Planning within Hospitality and Tourism (Exch)	ASSESSMENT
Licensed Retail forms a very significant part of the overall Hospitality & Tourism sector, making significant contributions to the nation's economy in terms both of income and employment. It is characterised both by national, managed, brands and most individually by a very high number of self employed entrepreneurs. It provides ambitious and confident business people with a remarkably low cost entry to self employment that requires specific as well as generic business skills. The course aims to develop and integrate marketing, financial, product development and law learning, knowledge and skills in the context of a real licensed retail business environment, culminating in a persuasive and professionally produced business plan.		100% Coursework
U24741	Contract Law (Exchange)	ASSESSMENT
This unit aims to: 1) To provide the student with knowledge of the principles of contract law and to enable the student to understand the role of contract law in regulating business relationships; 2) To enable the student to apply the law to practical situations; and 3) To build a sound academic basis for any future study of subjects based on contract law.		100% Coursework
U24742	Employment Law (Exchange)	ASSESSMENT
This unit aims to inculcate a knowledge and understanding of the general principles of the law governing the employment relationship, and to enable the student to apply the law to practical situations.		100% Coursework
U24391	Financial Statements and Data Analysis (Exch)	ASSESSMENT
This unit will enable non-accounting and finance students understand publicly available financial data and be able to interpret its meaning from a shareholder perspective.		80% Coursework 20% Group Presentation
U24398	International Economics (Exch)	ASSESSMENT
This unit aims to: 1) Instil an appreciation of the strength and weaknesses of conventional trade models; 2) Develop an integrated understanding of the use of different trade instruments with respect to economic development, ethical standards and welfare; and 3) Develop a critical awareness of the ethics and functioning of the current international trade environment.		100% Coursework
U24400	Managerial and Decision Economics (Exch)	ASSESSMENT
The aim of the unit is to illustrate the central decision problem managers face and to provide the economic tools they need to guide these decisions. As a result, a particular difference of this unit from its predecessor is its treatment of decision making under uncertainty.		100% Coursework
U25891	Managing the Tourism Product (Exchange)	ASSESSMENT
The travel and tourism industry is one of the largest and most dynamic global industries, which is both impacted by and impacts on many external factors, sometimes rapidly and unexpectedly. In order to manage This unit provides students with an understanding of its multifaceted and complex nature.		90% Coursework 10% Active engagement in
U24402	Personal Finance (Exch)	ASSESSMENT
The aim of this unit is to introduce areas of personal finance provision and to enable students to make informed choices about personal finance.		100% Coursework

U26416	Advertising (Exchange)	ASSESSMENT
It is increasingly important for organizations to communicate effectively. Effective advertising is about conveying a message, whether that is informing or persuading consumers, creating or developing a need, or building the organisation image or brand. Students planning for a career in marketing need to understand the benefits of good advertising practice.		100% Examination
U24393	Business Ethics (Exch)	ASSESSMENT
This course encompasses the following aims: 1) To examine the purpose of a business and the implications of this for ethical decision-making; 2) To explore and understand the ethical implication of actions taken by businesses; and 3) To use and apply a number of theoretical ethical principles for the analysis of business actions.		100% Coursework
U20887	Critical Thinking & Research Skills for Leadership & Management	ASSESSMENT
This unit is intended to provide students with and overview of the methodological principles and methods for research the necessary critical thinking skills to enable them to carry out significant managerial research within business organisations.		100% Coursework
U24390	Cross Cultural Awareness in Business (Exch)	ASSESSMENT
This 10 credit final year optional unit is designed to allow students to explore diverse dimensions of cross cultural awareness and working within a multinational environment.		100% Coursework
U24396	Development Economics (Exch)	ASSESSMENT
This course is designed to offer students insights into contemporary economic development strategies and issues. The topics selected offer a broad overview of the economic problems and developmental challenges faced by the nation states in the region as we move through the twenty-first century - issues that will evolve and either diminish or increase in importance as time passes. As a consequence, the course is a somewhat flexible one and topics identified on this course outline may be replaced as circumstances dictate.		50% Coursework 50% Examination
U25867	International Banking and Financial Instruments (Exch)	ASSESSMENT
This unit aims to address issues and developments in international banking and financial instruments. This unit largely consists of two parts. Part 1 covers interest rates and risk management in international banking and the challenges facing central banks with regards to monetary policy and financial stability. Part 2 deals with financial instruments markets in depth, in particular foreign exchange and derivatives including futures, swaps and options. Exchange students only attending Term 1 focus on Part 1.		100% Coursework
U24404	Operations Strategy and the Supply Chain (EBP) (Exch)	ASSESSMENT
This unit will provide detail and application to the role of the Operations function within both services based and manufacturing based organisations. It will examine how the significance of the supply chain can alter and contribute to the organisations overall strategy.		90% Coursework 10% Online Test
U24408	Project Management for EBP	ASSESSMENT
This course encompasses the following aims: 1) To develop an understanding of the differences between Project Management and the more usual functional approaches; 2) To provide an understanding of some of the basic Contract and Project Management tools and methods; and 3) To critically select and evaluate the application of these methods to current business applications.		100% Coursework, including group activity and
U26415	Public Relations (Exchange)	ASSESSMENT
It is increasingly important for organizations to communicate effectively and build good long term relationships with all its stakeholders. Public relations tools are used by organizations to help foster good relationships by creating positive perceptions about company activities, products and services as well as dealing with crisis situations. Students planning for a career in marketing need to understand the benefits of good public relations practice.		100% Coursework

U24403	Strategic and International Management (Exch)	ASSESSMENT
This course encompasses the following aims: 1) To develop a critical appreciation of the tools, theories, principles and debates of strategic management in an international context; 2) To develop a practical ability to make and present strategic recommendations based upon the analysis, synthesis and evaluation of data; and 3) To recognise the complex and holistic nature of strategic management within organisations.		100% Coursework including group presentation and essay
U26446	Corporate Governance and Data Analysis (Exch)	ASSESSMENT
This unit will enable non-accounting and finance students to understand: the meaning of Corporate Governance, the features of effective corporate governance, publicly available financial data and be able to interpret its meaning from a shareholder perspective.		100% Coursework including report and
U23020	International Business	ASSESSMENT
Organisations must be able to respond not only to opportunities, but also to threats within their domestic and world markets, from global/international competitors. The unit introduces students to the concept that there are generally five accepted forces of diversity (culture, technology, government, economics and geography) that affect the ability of managers within organisations to make decisions in the areas of Human Resources, Finance, Operations, Strategy and Marketing when undertaking business on a global/international basis. Further, business in the 21st century has become more aware of the need to operate in a responsible and sustainable way. This field of study is dynamic; hence our aim is to provide a structured insight into the most important areas of International Business highlighting how organisational managers operating business in a domestic and international environment. Organisations must be able to respond not only to opportunities, but also to threats within their domestic and world markets, from global/international competitors. The unit introduces students to the concept that there are generally five accepted forces of diversity (culture, technology, government, economics and geography) that affect the ability of managers within organisations to make decisions in the areas of Human Resources, Finance, Operations, Strategy and Marketing when undertaking business on a global/international basis. Further, business in the 21st century has become more aware of the need to operate in a responsible and sustainable way. This field of study is dynamic; hence our aim is to provide a structured insight into the most important areas of International Business highlighting how organisational managers operating business in a domestic and international environment.		50% Examination 25% Group Report 25% Group Presentation
U21784	International Enterprise	ASSESSMENT
This course encompasses the following aims: 1) To enable students individually and in teams to propose, research and recommend actions to British SMEs leading to internationalisation of their operations; and 2) To develop employability skills through engagement in enterprise activity in an international context.		100% Coursework including portfolio and
U21871	Operations and Organisations	ASSESSMENT
This unit will further students understanding of Operations and Organisations. The unit studies the operational aspects of service and retail businesses. It looks at topics such as design of these operations, efficiency of operations, customer involvement and satisfaction. The unit will explore the nature and importance of the effective management of key relationships underlying business and organisational life and includes consideration of both internal and external relationships between managers, employees, businesses and their customers/clients.		50% Coursework including group presentation 50% Examination
U20887	Critical Thinking & Research Skills for Leadership & Management	ASSESSMENT
This unit is intended to provide students with and overview of the methodological principles and methods for research the necessary critical thinking skills to enable them to carry out		100% Coursework
U26410	Strategic Marketing in a Global Environment	ASSESSMENT
This unit focuses upon the strategic decisions made by marketing managers. It aims to provide students with a thorough grounding in strategic marketing theory within the context of the global marketing environment and to give tools and frameworks for applying these theories in practice.		100% Examination
U25858	Behavioural Economics and Game Theory	ASSESSMENT
This unit consist of two parts, both aimed at analysing human behaviour in strategic, economically relevant situations. The first teaching block will introduce non-cooperative game theory. Students will learn that in strategic interactions involving several players, best strategies can be determined by defining the possible gains and losses as well as the available information and movement structure. Using this analysis it is possible to define the optimal strategy in many situations, ranging from political decisions to product pricing and even playing poker. The second teaching block will focus on behavioural economics. This class of economic analysis applies psychological insights into human behaviour to investigate how people make economic decisions under various constraints (e.g., time and knowledge) and influences (e.g. social pressure). In both parts of the unit, students will participate in classroom experiments to demonstrate research methods and provide a hands-on insight into theoretical concepts. Completion of this unit will allow students to learn and demonstrate key elements of understanding from the QAA Economics Subject Benchmark Statement (2015), specifically: "understanding of distinctive economic theories, interpretations and modelling approaches, and their competent use" and "familiarity with the possibility that many economic problems may admit of more than one approach."		50% Coursework 50% Examination

U21764	Business & Employment Law	ASSESSMENT
This course encompasses the following aims: 1) To inculcate a knowledge and understanding of :- the English legal system, basic principles of contract law and the tort of negligence within a business environment together with general principles of the law governing the most significant elements of the employment relationship; 2) To equip students with an understanding of how to use law as a strategic management tool and to enable students to apply the law to practical situations; and 3) To encourage independent study and the development of the skills which are needed to enable students to apply knowledge in both an academic environment and in industry and commerce.		100% Coursework
U23367	Business Analysis and Decision Making	ASSESSMENT
This unit will help students who are not on accounting programmes develop and apply key concepts and techniques of management accounting and business finance.		50% Examination 40% Coursework 10% Test
U25084	Business Planning within Hospitality and Tourism	ASSESSMENT
Licensed Retail forms a very significant part of the overall Hospitality & Tourism sector, making significant contributions to the nation's economy in terms both of income and employment. It is characterised both by national, managed, brands and most individually by a very high number of self employed entrepreneurs. It provides ambitious and confident business people with a remarkably low cost entry to self employment that requires specific as well as generic business skills.		100% Coursework
U21772	Business Venturing	ASSESSMENT
This unit allows student teams to pitch their business concepts and develop a business plan in teams, and to use the experience to build a range of enterprise and employability skills.		100% Coursework
U21773	Contemporary Issues in Entrepreneurship	ASSESSMENT
The unit introduces the students to the field of entrepreneurship; as independent new business creation as well as, as formation of corporate and social enterprises. It exposes students to the current and most widely cited research in the field to help them grasp the current thinking in this evolving and important field of knowledge. The students are expected to develop and demonstrate an ability to critically assess the strengths and weaknesses of work being done in the field. They are also expected to use the knowledge so gained to inform their practical work in the associated unit. Business Venturing.		60% Coursework 30% Group Presentation 10% Weekly
U24454	Criminal Law for Business	ASSESSMENT
This unit is intended to provide business students with an understanding of how the criminal law works and how it may impact on business activity.		100% Coursework
U24035	Customer Relationship Management	ASSESSMENT
The aims of this unit are to enable students to establish an understanding of Customer Relationship Management (CRM) as a comprehensive customer-centric approach to an organisation's philosophy of acquiring, enhancing and retaining its customers. This unit deals with such an approach by studying policy formation, business processes, customer service, employee training, marketing, system applications and information management. An effective CRM can reinforce sustainability and profitability of a business, hence this unit empowers students to focus upon the business strategy associated with CRM to reflect upon specific situations. This unit also provides the opportunity for students to gain hands-on experience using an available commercial CRM software package to support business intelligence generated from CRM initiatives in support of marketing strategies, customer segmentation, customer retention measures and product offerings.		100% Coursework
U21776	Developing Individual & Team Creativity	ASSESSMENT
Creativity has been identified as one of the most essential skills modern employers require employees to possess. Indeed, many of the world's most successful organisations such as Amazon, Google and Apple have an organisational culture which holds creativity as integral to both their strategy and their success. In direct contrast with the general belief that creativity is an innate ability an individual either possesses or does not, creativity is, in fact, a skill which can be developed by ALL individuals. This unit provides students with the opportunity to explore and develop their personal creativity and to expand their experience to applying their creative skills in a team environment.		100% Coursework

U25844	Economics of Money, Banking and Financial Markets	ASSESSMENT
<p>This unit expands upon the basic concepts of economic theory and seeks to provide a detailed understanding of the structure, conduct and performance of banking and financial markets as well as the role of central banks' monetary policy and of financial regulation. Students taking this course will enhance their ability to explain core concepts with the aid of diagrams, while adding precision and detail through the introduction of more formal quantitative analysis. After a brief refresher of basic concepts in the first part of the unit, the second and third part focus on financial markets and financial institutions, while the later parts concentrate on central banking and money. Throughout the unit, particular emphasis is placed on analytical techniques for money, banking and financial markets, the relative merits and limitations of these techniques, and their application to real world problems. In addition, there is a focus on the economic content and real world relevance of formal models and the economic interpretation of the results of these models.</p>		<p>50% Coursework 50% Examination</p>
U24526	Electronic and Mobile Commerce	ASSESSMENT
<p>This unit will introduce e-commerce and m-commerce from organizational and technological perspectives. Students will develop understanding of electronic and mobile commerce development, models, infrastructure, and applications, as well as skills necessary to develop, promote and manage electronic and mobile commerce sites and applications.</p>		<p>60% Examination 40% Coursework</p>
U22059	Enterprise Systems & Processes	ASSESSMENT
<p>Enterprise systems look at an organisation as a collection of integrated business processes, and less as a collection of functional departments. They are sometimes labelled 'Enterprise Resource Planning' (i.e. 'ERP') systems, and can be adopted by companies of all sizes with the financial and human resources needed to implement them. The aim of an ERP system is to promote efficient operations throughout a client company, by having a single source of data made available to all parts of the business, and to use that data in both real time business transactions (buying materials, creating customer relationships, selling goods, designing, making and distributing products and servicing them) to undertaking real time 'what if' analysis on possible new products and regions that the company might become involved in to predict where there will be hotspots that will be profitable for the company in future. This unit looks at how information technology hardware, and enterprise systems software can be brought to the customer using a variety of delivery mechanisms (on-premise installation, software as a service, and cloud-based ERP) through the use of case studies and the use of real ERP systems in the computer labs. Students will have an opportunity to perform business operations with SAP ERP systems, via the University of Portsmouth's membership of the SAP University Alliance. Additionally, they will build an awareness of the influence of ERP on very small companies that seek to move away from discrete accounting systems as they grow. Placement opportunities at local ERP companies and SAP UK will be open to students of this unit. Students will gain an appreciation of the increased employability prospects afforded by having ERP understanding that raises potential salaries markedly compared with those open to graduates without that exposure. Finally, students will be able to access a SAP training and certification courses via the SAP Learning Hub Student Edition, which is only available to university students, at a small fraction of the price that they would cost in the commercial world, allowing them to show real understanding to potential employers seeking graduates with SAP experience – whether they come from a business administration, enterprise, systems or financial/accounting course background.</p>		<p>100% Coursework</p>
P23361	Financial Management	ASSESSMENT
<p>This unit treats the major issues in corporate finance, viz. sources of finance, investment, capital structure & dividend policy, emphasising discounted cash flow & risk as the integrating theme. Introduction is also given to working capital management, market efficiency & portfolio theory.</p>		<p>70% Examination 30% Coursework</p>
U23370	Financial Reporting for Business	ASSESSMENT
<p>This unit aims to: 1) To develop an understanding of the uses and limitations of accounting information for external reporting; 2) To illustrate the role played by the legal and regulatory framework with respect to the objectives of corporate reporting; 3) To provide an understanding of the complexities of accounting for limited companies 4 To provide an understanding of business taxation rules and their likely impact on a company; and 5) To prepare financial statements for a limited company and provide an understanding of the importance of group accounts and internal controls.</p>		<p>60% Examination 40% Coursework</p>
U25083	Hospitality and Events Operations	ASSESSMENT
<p>This unit combines the planning and delivery of a live event with the strategy required by the Operations Manager to effect change in operational processes.</p>		<p>65% Coursework 35% Presentation</p>

U22034	Human Resource Development	ASSESSMENT
Human resource professional need to understand key developments in the theory and practice of HRD both within and beyond the immediate organisational context. The unit will allow the learner to compare, contrast and evaluate developments in theory and practice that influence the design, delivery and management of HRD to drive sustained business performance and anticipate future organisational needs. A fundamental part of managing development for others is to be able to manage one's own development. This unit will also enable the learner to develop a sound understanding of the knowledge skills and behaviours required by HR professionals and assess their own strengths to develop a continuing professional development plan based on the capabilities required for ethical and business-focused and interpersonal professional conduct.		50% Coursework 50% Examination
U23765	Human Resources for the Professional	ASSESSMENT
This unit encompasses most aspects of HRM for the future professional/practitioner.		50% Coursework 50% Examination
U21783	Innovation Management	ASSESSMENT
This unit aims to: 1) Compare and contrast the issues and factors involved in the management of innovation and development of new products; 2) Critically evaluate how the successful management of innovation can lead to sustainable corporate success; and 3) Critically evaluate the important role played by intellectual property, technology transfer and strategic alliances in the management of innovation.		60% Examination 40% Coursework
U20452	Intermediate Macroeconomics	ASSESSMENT
This unit expands upon the basic concepts of macroeconomic theory and seeks to provide a detailed understanding of the evolution of key macroeconomic variables over time and of how these variables are influenced by the private and public sector. Students taking this course will enhance their ability to explain core macroeconomic concepts with the aid of diagrams, while adding precision and detail through the introduction of more formal quantitative analysis. After a brief refresher of basic macroeconomic concepts in the first part of the unit, the second part focuses on long-run trends of macroeconomic variables while the third part concentrates on short-run fluctuations. Throughout the unit, particular emphasis is placed on analytical techniques for studying macroeconomic issues, the relative merits and limitations of these techniques, and their application to determine, interpret and evaluate the effects of private sector behaviour and public sector policy actions on macroeconomic variables. In addition, there is a focus on the economic content and real world relevance of formal macroeconomic models and the economic interpretation of the results of these models.		70% Examination 30% Coursework
U20453	Intermediate Microeconomics	ASSESSMENT
This unit expands upon the basic concepts of microeconomic theory and seeks to provide a detailed understanding of the behaviours of consumers and firms. Students taking this course will enhance their ability to explain core microeconomic theories and concepts with the aid of diagrams, while adding precision and detail through the introduction of more formal quantitative analysis.		70% Examination 30% Coursework
U21766	International Business	ASSESSMENT
Organisations must be able to respond not only to opportunities, but also to threats within their domestic and world markets, from global/international competitors and other external environmental factors. The unit introduces students to the concept that there are generally five accepted forces of diversity (culture, technology, government, economics and geography) that affect the ability of managers within organisations to make decisions in the areas of Human Resources, Finance, Operations, Strategy and Marketing when undertaking business on a global/international basis. Further, businesses in the 21st century have become more aware of the need to operate in a responsible and sustainable way. This field of study is dynamic; hence our aim is to provide a structured insight into the most important areas of International Business highlighting how organisational managers operating business in a domestic and international environment.		50% Examination 25% Coursework 25% Group presentation
U20444	International Economics	ASSESSMENT
This unit aims to: 1) To instil an appreciation of the strengths and weaknesses of conventional trade models; 2) To develop an integrated understanding of the use of different trade instruments with respect to economic development, ethical standards, and welfare; and 3) To develop a critical awareness of the ethics and functioning of the current international trade environment.		70% Examination 30% Coursework

U23371	Leadership, Ethics, Governance and Sustainability	ASSESSMENT
This is a level 5 undergraduate unit exploring social, environmental and economic challenges faced by modern organisations. It begins with questions about the purpose of organisations of all types, both public and private, from transnational corporations to SMEs, social enterprises and not for profit. It then progresses to consider how they are led and governed. The unit explores a range of concepts including stakeholder theory, CSR and ethical decision making, and then investigates issues of practical application such as: stakeholder management, strategic CSR and social accounting.		55% Examination 45% Coursework
U25850	Legal Issues in Procurement and Supply	ASSESSMENT
The unit is a core unit for L5 students on the BSc Business & Supply Chain Management programme. It will give students with a non-legal background an introduction to some key principles of the English law of contract, with particular focus on the legal aspects of procurement and supply contracts. The unit meets the requirements identified by CIPS in negotiating and contracting and managing contracts in procurement and supply.		100% Coursework
U23698	Management Accounting for Operational Control	ASSESSMENT
This unit examines the theories, techniques and problem solving for management accounting in an operational business context. It builds and expands on the fundamentals of management accounting studies in level 4 and leads on to a level 6 unit which examines management accounting in a strategic business context. The delivery and assessment approaches are designed to develop the tools and techniques of operational management accounting in a business context as well as developing the generic transferable skills required of a management accountant.		60% Examination 40% Coursework
U20440	Managerial and Decision Economics	ASSESSMENT
The aim of the unit is to illustrate the central decision problem managers face and to provide the economic tools they need to guide these decisions. As a result, a particular difference of this unit from its predecessor is its treatment of decision making under uncertainty.		60% Examination 40% Coursework
U25070	Managing Product Portfolios	ASSESSMENT
This unit focuses upon the process of product management and the management of a portfolio of products. The unit places a particular emphasis on bringing new products to market. It aims to provide students with a thorough grounding in product management theory and to develop the creative problem-solving, business analysis and co-ordination skills for applying these theories in practice.		50% Examination 50% Coursework
U21901	Managing the Tourism Product	ASSESSMENT
The travel and tourism industry is one of the largest and most dynamic global industries, which is both impacted by and impacts on many external factors, sometimes rapidly and unexpectedly. In order to manage This unit provides students with an understanding of its multifaceted and complex nature.		50% Examination 50% Coursework
U22040	Organisational Analysis, Theory and Design	ASSESSMENT
Organisation Theory, Analysis and Design is a 20 credit Level 5 unit which builds on and further develops students' knowledge and understanding of a range of management ideas and frameworks introduced at Level 4 when studying Organisational Behaviour (or an equivalent unit). The unit also introduces topics which are further developed in core and optional Level 5 and 6 studies in, for example, Strategic Management Managing Business Relationships, and Business Improvement, Creativity and Change. The unit identifies and applies a range of orthodox and innovative theoretical approaches to the analysis of organisations. Particular emphasis is placed on organisational culture, leadership and change within increasing complex organisational contexts, with further discussion of the achievement of organisational performance through effective management and leadership approaches.		60% Examination 40% Coursework
U25852	Procurement and Supply	ASSESSMENT
Unit description not available yet		10% Group Presentation, 40% Coursework, 50% Exam

U23444	Quantitative Approaches to Decision Modelling	ASSESSMENT
This stage 5 undergraduate unit provides an introduction to decision modelling techniques in business logistics. The unit will seek to outline a range of business modelling techniques that allow for improved operational designs under conditions that usually require the allocation of scarce resources using case studies in transportation and manufacturing. Students will build on the operational and numerical understanding in Level 4.		100% Coursework
U25851	Risk Management and Supply Chain Vulnerability	ASSESSMENT
The unit aims to enable students to examine supply chain vulnerability and to develop strategies to enhance supply chain resilience. At the end of the unit, students should be able to appraise risk management tools and techniques, apply them to the identification, analysis and assessment of the level of risk in key areas of logistics and supply chains and to devise and propose strategies to avoid, mitigate or manage those risks.		60% Examination 40% Coursework
U24036	Social Computing for Business	ASSESSMENT
The aims of this unit are to enable students to establish an understanding of social computing. The unit examines emerging information technologies from a business and social perspective and explores their theoretical and practical implications. The focus will be on social networking and online communities such as micro blogging, social media, virtual worlds, augmented reality, crowdsourcing, and online gaming. This unit also provides the opportunity for students to gain hands-on experience using available social computing tools and technologies.		100% Coursework
U26409	Strategic Marketing in a Global Environment	ASSESSMENT
The aims of this unit are to: 1) Demonstrate an understanding of strategic marketing theories and concepts; 2) Demonstrate an understanding of the global context within which businesses operate and its impact on marketing strategies; 3) Appreciate the issues and problems in formulating marketing strategies; 4) Analyse market opportunities and prepare strategic marketing plans; 5) Critically appraise strategic marketing models and decision tools.		50% Coursework 50% Examination
U24001	Sales Management	ASSESSMENT
This unit is designed to provide students with a thorough grounding in the study of strategic sales management, primarily in business-to-business sectors. It encompasses five key themes: 1) strategy formulation; 2) territory coverage, including customer portfolio analysis; 3) sales activities organisation; 4) managing complex customers, including key accounts; and 5) managing sales resources and leadership in the sales context.		100% Coursework including group presentation and role play