



Sheffield
University
Management
School.

Postgraduate study.



A group of diverse students are sitting on modern, angular concrete benches in a sunny courtyard. In the background, a modern building with large glass windows and a flat roof is visible. Two students are standing and talking near the building. The courtyard is paved with light-colored stone tiles, and there are some potted plants on the left. The overall atmosphere is bright and social.

Our Triple Crown accreditation places us within the global elite of business schools. Join Sheffield and you'll join a community of students from all over the world who have a passion for business and who want to make a difference.

CONTENTS

- 6-7 **Why Sheffield?**
- 8-9 **Our areas of expertise**
- 10-11 **Careers and employability**

PROGRAMMES

- 14-38 **Programmes by subject area**
- 39 **Applying and entry requirements**
- 40-51 **A-Z modules**
- 52-53 **MBA**
- 54-55 **PhD study**

University of Sheffield
Students' Union

Our mission is to use our world-class research base to develop knowledgeable and employable students, promote socially-responsible work practices and have a positive impact on organisations and society throughout the world.

Choosing to study a postgraduate programme is a great way to broaden or deepen your knowledge in a subject, develop work-ready transferable skills and improve your career prospects. We offer a number of different postgraduate taught programmes as well as doctoral study through our PhD programme.

Why choose Sheffield?



1 89% of graduates employed or in further study (DLHE 2016/17)

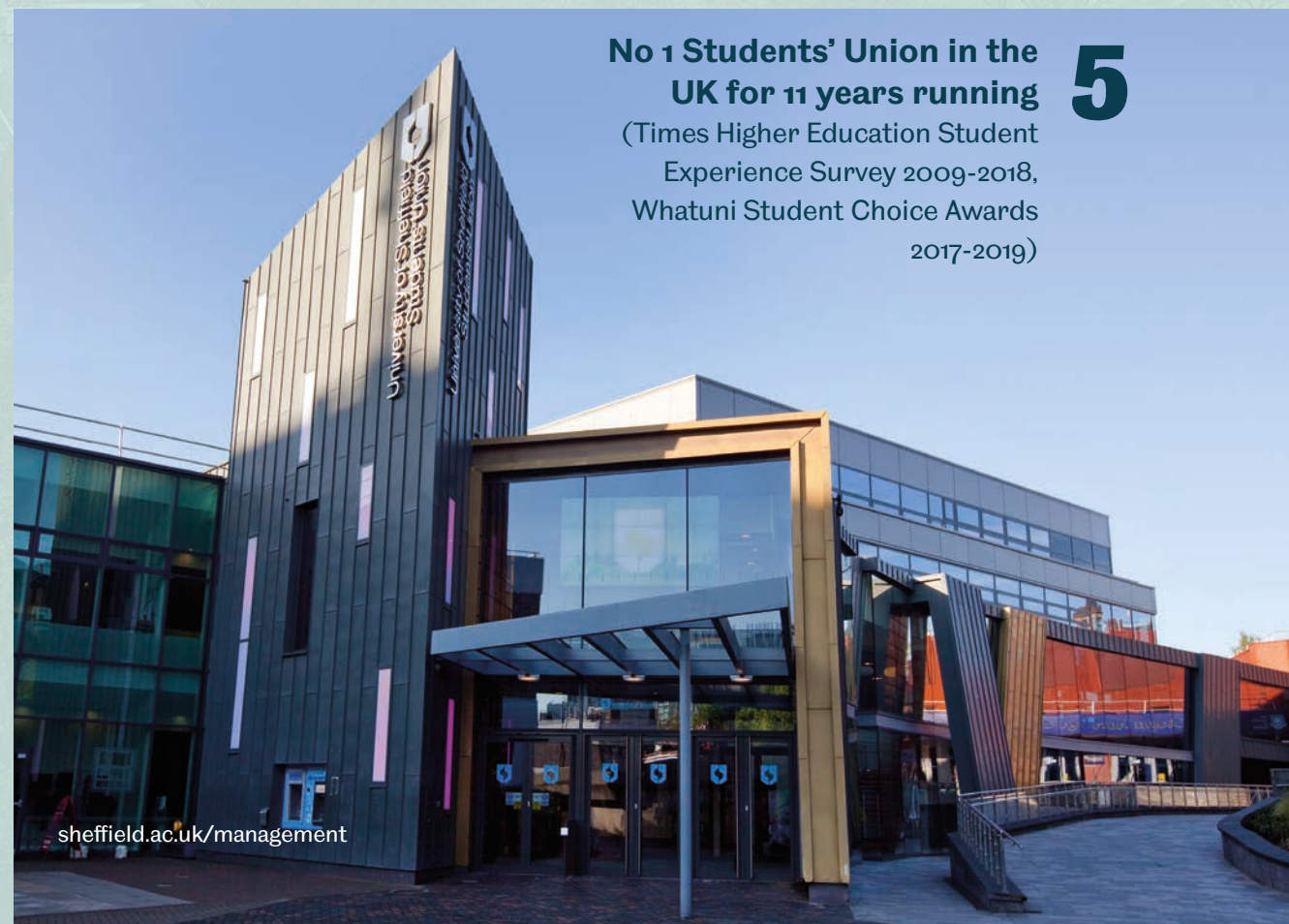
2 Average starting salary £30,600 (DLHE 2016/17)

3 Triple Crown accredited Business School (AACSB, AMBA and EQUIS)

4 World Top 100 University (QS World University Rankings 2020)



6 Top 5 in the Russell Group for research impact (REF 2014)



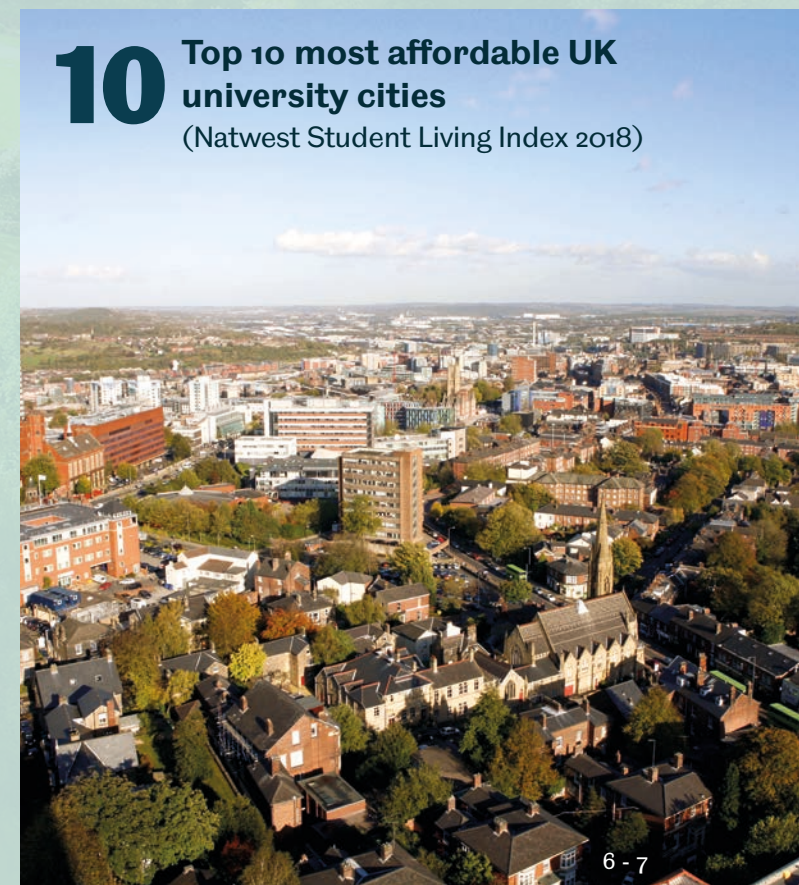
5 No 1 Students' Union in the UK for 11 years running (Times Higher Education Student Experience Survey 2009-2018, Whatuni Student Choice Awards 2017-2019)

sheffield.ac.uk/management

7 Dedicated employability support within the Management School

8 Our MSc programmes in Management, Finance & Accounting and Management Marketing Practice are ranked in QS World Top 100 Masters Programmes

9 England's safest major city (UK Peace Index)



10 Top 10 most affordable UK university cities (Natwest Student Living Index 2018)

Our areas of expertise.

With over 100 members of academic staff, we cover a wide range of subjects and disciplines within business and management. The majority of staff are active researchers, working with international businesses and organisations to discover new ways of working, influence policy and change the world for the better.

Here are just a few of the areas in which we specialise:

- Green supply chain management
- Socially-responsible marketing
- Entrepreneurship and entrepreneurial economies
- Sustainable accounting practices
- Corporate governance
- Risk management
- International business strategy
- Leadership
- Consumer behaviour
- Labour markets and decent work
- Work psychology
- Logistics technologies
- Productivity insights

Our research informs our teaching, giving you access to the latest theories and thinking from the field. Our postgraduate taught programmes reflect our areas of expertise and we are able to supervise a wide range of topics at doctoral level.



81% of our research was classed as world leading or internationally excellent in the latest research excellence framework (REF 2014). This places us fifth in the Russell Group for research impact and 14th in the UK.



89%

**of our
graduates
employed or in
further study earning
an average starting
salary of £30,600
(DLHE 2016/17)**

Focused on your future.

We have designed our programmes with the future in mind; new technologies and innovations mean that the world of business is constantly changing, and employers need graduates with the agility and resilience to respond to these changes. Our programmes focus on developing specialist knowledge in your chosen field, while our employability activities support your wider personal and professional development journey.

Your employability is our priority from the moment you walk through our doors. Our Futures First programme provides a range of employability activities exclusively to support management students. Our Employability Hub - located next to the School's cafeteria - is a dedicated space where you can drop in for careers support such as:

- One-to-one sessions with our careers advisors
- Finding part-time work and volunteering opportunities
- Understanding work-related professional exemptions and qualifications
- Building essential workplace skills such as public speaking and networking
- Refining your CV, application and interview skills
- Understanding career options in the UK and overseas
- Gaining experience through an internship or company-based dissertation project
- Applying for graduate roles

Graduate employers regularly visit the Employability Hub to hold sessions with our students.



Visit sheffield.ac.uk/management/career to find out more about our Futures First programme of activities.

MSc programmes.

Accounting and Financial Management

- Accounting, Governance and Financial Management
- Finance and Accounting

Creative and Cultural Industries Management

- Creative and Cultural Industries Management

Human Resource Management

- Human Resource Management with CIPD Pathway
- Human Resource Management

Information Systems Management

- Information Systems Management

International Business and Management

- International Management
- Management
- Management (International Business)

Logistics and Supply Chain Management

- Logistics and Supply Chain Management

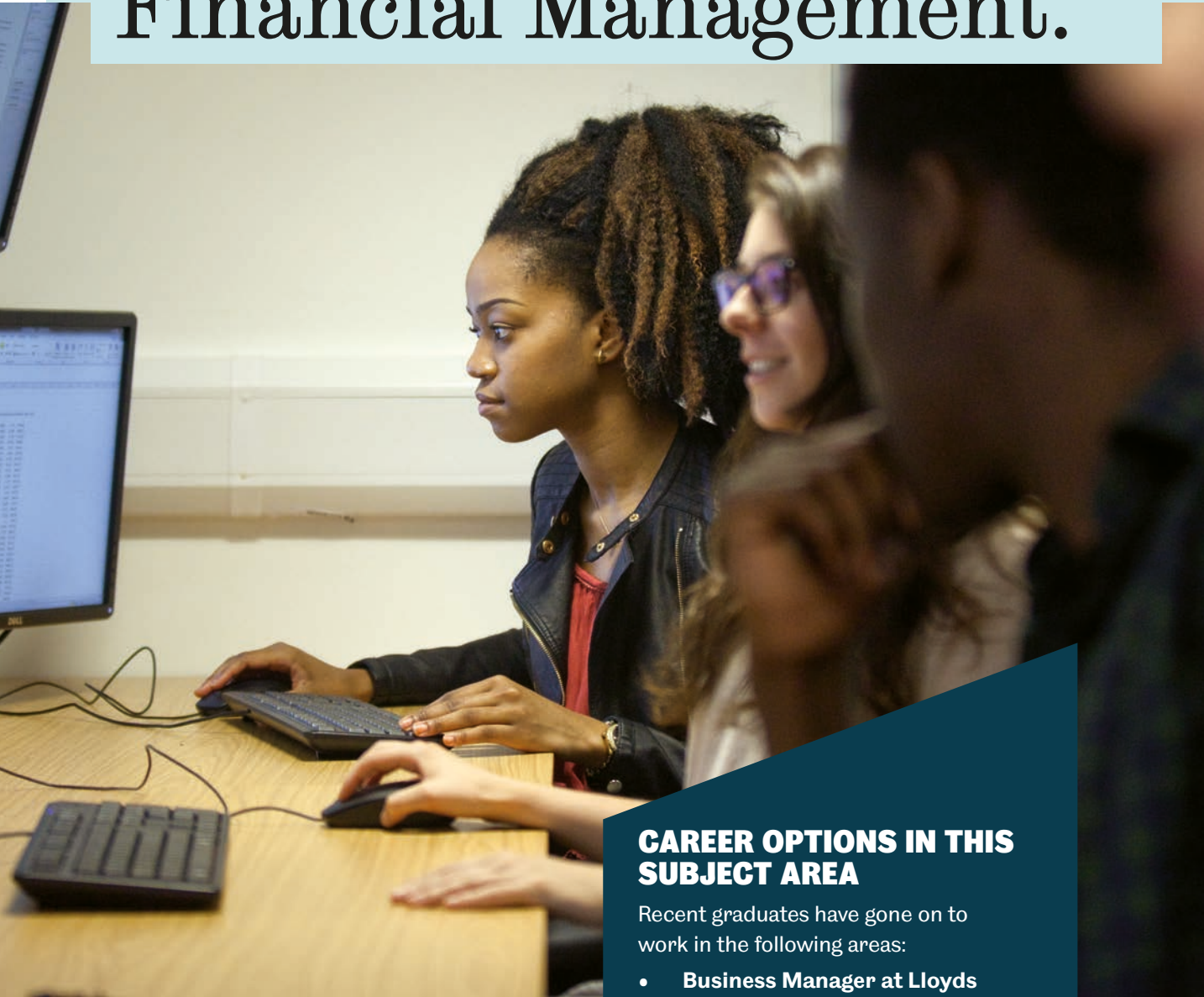
Marketing

- Global Marketing Management
- International Management and Marketing
- Marketing Management Practice

Work Psychology

- Occupational Psychology
- Work Psychology

Accounting and Financial Management.



CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- Business Manager at Lloyds Business Banking
- Auditor at KPMG
- Insolvency Associate at Grant Thornton LLP

Our focus is on sustainable and socially-responsible accounting and financial management. This means that we consider the impact of accounting processes and practices on society and the wider environment. We explore the global challenges facing managers in the wake of the financial crisis, and the implications of new regulations and credit controls in financial markets.

We offer two postgraduate taught programmes in this subject area.

Both programmes will give you practical skills in accounting and financial management, with a comprehensive understanding of the theories that underpin the different processes and practices. The programmes balance academic study with professional skills development, preparing you for employment in the sector and beyond, or for further study at research degree level.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc Accounting, Governance and Financial Management	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1
MSc Finance and Accounting	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1

We use a range of different assessment methods on these programmes, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you.

I am a Finance Manager for Intel's Malaysia Shared Service Centre, supporting the Europe, Middle East and South Africa Payroll Reconciliation and Payroll Accounting transition. I found my programme at Sheffield can take you into many areas of work, from government agencies to the private sector. As for my plans for the future, I'm definitely aiming for the top! But it won't happen overnight - I'm still working on it.

**Norazmi Samsudin (Malaysia),
Finance Manager at Intel Technologies**



COMPARE OUR PROGRAMMES

Programmes in this area are made up of core and optional modules. Optional modules mean you can choose from a list of available modules, subject to timetabling and space restrictions. Some modules are only available to students enrolled on MSc Accounting, Governance and Financial Management, and others are only available to students enrolled on MSc Finance and Accounting.

MSc ACCOUNTING, GOVERNANCE AND FINANCIAL MANAGEMENT		
Overview	Core modules	Optional modules
Core modules in accounting will give you the key skills you need to work as either a management accountant or a financial accountant. The focus on governance means that this programme covers subjects relating to regulation and legislation in financial reporting, as well as allowing you to study performance management and/or supply chain accounting and finance.	<ul style="list-style-type: none">• Corporate Governance• Management Accounting• Financial Accounting and Financial Statement Analysis• Financial Management• Research Methods for Finance and Accounting• Dissertation	FOUR (4) FROM <ul style="list-style-type: none">• International Financial Reporting• Performance Management• Quantitative Methods for Finance and Accounting• Corporate Finance• International Corporate Governance• Philosophical Perspectives on Accounting, Financial Management and Finance• Supply Chain Accounting and Finance• Comparative Finance and Financial Services• Portfolio Management and Investment

MSc FINANCE AND ACCOUNTING		
Overview	Core modules	Optional modules
Although you can study the practical accounting techniques through optional modules, this programme has more of a focus on corporate finance, banking and other financial services. This course is suitable for those who are interested in finance and financial markets, but who do not come from an economics background.	<ul style="list-style-type: none">• Quantitative Methods for Finance and Accounting• Corporate Finance• Comparative Finance and Financial Services• Research Methods for Finance and Accounting• Dissertation	FIVE (5) FROM <ul style="list-style-type: none">• Corporate Governance• Issues in Finance• International Finance• Risk and Uncertainty• Management Accounting• Financial Accounting and Financial Statement Analysis• Emerging Market Finance• Philosophical Perspectives on Accounting, Financial Management and Finance• Financial Management• Portfolio Management and Investment

Looking for Banking and Finance related programmes? These are taught by the Department of Economics – visit sheffield.ac.uk/economics to find out more.

“Having studied History for my undergraduate degree, I wanted to study a postgraduate programme that was more career focused. The knowledge I have obtained has been highly practical and applicable to real world situations, and has given me a valuable insight into the world of business. This awareness and understanding of key business issues, combined with the excellent Employability Team in the Management School, has helped me to obtain my graduate position in auditing.”

Richard Barratt (UK),
Audit Assistant at RSM UK



Creative and Cultural Industries Management.

Sheffield has a dynamic cultural industries quarter with internationally recognised museums and galleries, the largest regional theatre complex outside of London, and a thriving music and festival scene. We explore the increasing importance of culture as a means of economic development, as expressions of individual, community and national identity and as an aspect of post-modern globalisation. The core management issues and the unique challenges of developing, marketing and growing creative industries are a key part of this.

We offer one postgraduate taught programme in this subject area.

This programme will give you the skills and experience needed to successfully manage creative enterprises and cultural organisations in the modern world. The programme balances academic study with professional skills development, preparing you for employment in the sector and beyond, or for further study at research degree level.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc Creative and Cultural Industries Management	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1

We use a range of different assessment methods, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you.

The course allowed me to exercise my existing academic skills and also develop practical skills I had already cultivated over several years of participating in theatre and performance at university. The detailed understanding I gained of creative and cultural industries has been invaluable and the qualification has definitely helped move my CV closer to the top of the pile. A stand out moment from my career so far was seeing a project I worked on begin a month-long run at the Edinburgh Fringe Festival.



Liz Johnson (UK), Production Assistant at Nottingham Playhouse

CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- Marketing Specialist at the Russian State Library
- Digital Operations Coordinator at Kobalt Music Group
- Assistant Manager in PR and Events at Domino's Pizza (Malaysia and Singapore)

CORE MODULES	OPTIONAL MODULES
<ul style="list-style-type: none">Accounting and Financial ManagementIntroduction to the Creative and Cultural IndustriesCritical Theories and Concepts in the Cultural and Creative IndustriesCultural MarketingResearch MethodsDissertation	FOUR (4) FROM <ul style="list-style-type: none">Managing Festivals, Events and Creative PerformancesFundraising Management: Sponsorship, Philanthropy and the StateManaging Creative BrandsManaging Museums and Cultural Heritage SitesCultural and Creative EntrepreneurshipStrategic Planning for Music Business ClientsStaging Music in Theory and Practice

Human Resource Management (HRM).



CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- Organisational Development Leader at Heineken Mexico
- Employment Law and HR Consultant at EL Direct Ltd
- Graduate Recruitment Assistant at Irwin Mitchell

Contemporary organisations exist in turbulent, uncertain and competitive environments, and the demands of the workplace have changed. Organisations need human resource professionals who not only have excellent HRM skills, but who also understand how organisations are structured and managed, and how they respond strategically to developments and challenges in their environments. We are interested in creating effective and engaging workplaces for all to ensure that organisations succeed and that employees excel.

We offer two postgraduate taught programmes in this subject area.

Both programmes will give you a critical understanding of HRM models, processes and practices, as well as a range of academic and employability skills that will be of long-lasting benefit. The programmes balance academic study with professional skills development, preparing you for employment with a wide range of organisations or for further study at research degree level.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc Human Resource Management with CIPD pathway	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1
MSc Human Resource Management	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1

We use a range of different assessment methods on these programmes, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you.

I'm the first point of contact for HR queries, dealing with recruitment, employment relations, employee welfare and pay. The role involves interpreting and advising on employment law, alongside developing and implementing policies. My masters gave me the theoretical knowledge of HR, which now underpins what I do in my day-to-day work. My dissertation on employee engagement, which I conducted with an organisation, has proven useful in my role since graduating as I can speak confidently about my findings and their application to my current employer.

Libby Dawes (UK), HR Advisor at XMA



COMPARE OUR PROGRAMMES

Although our Human Resource Management programmes share a number of modules, you should consider carefully which programme is right for you as you are not normally permitted to change programmes.

MSc HUMAN RESOURCE MANAGEMENT WITH CIPD PATHWAY		
Overview	Core modules	Optional modules
<p>This programme is accredited by the Chartered Institute of Personnel and Development (CIPD), the UK's professional association for human resource managers.</p> <p>Successful completion of the programme gives students six out of eight exemptions towards the CIPD Level 7 Diploma in Human Resource Management.</p>	<ul style="list-style-type: none">Accounting and Financial ManagementManaging People in OrganisationsProfessional DevelopmentIndustrial RelationsStrategic ManagementEmployee and Organisational DevelopmentInternational Human Resource StudiesEmployee Performance ManagementHRM Skills SessionsResearch MethodsDissertation	NO OPTIONAL MODULES

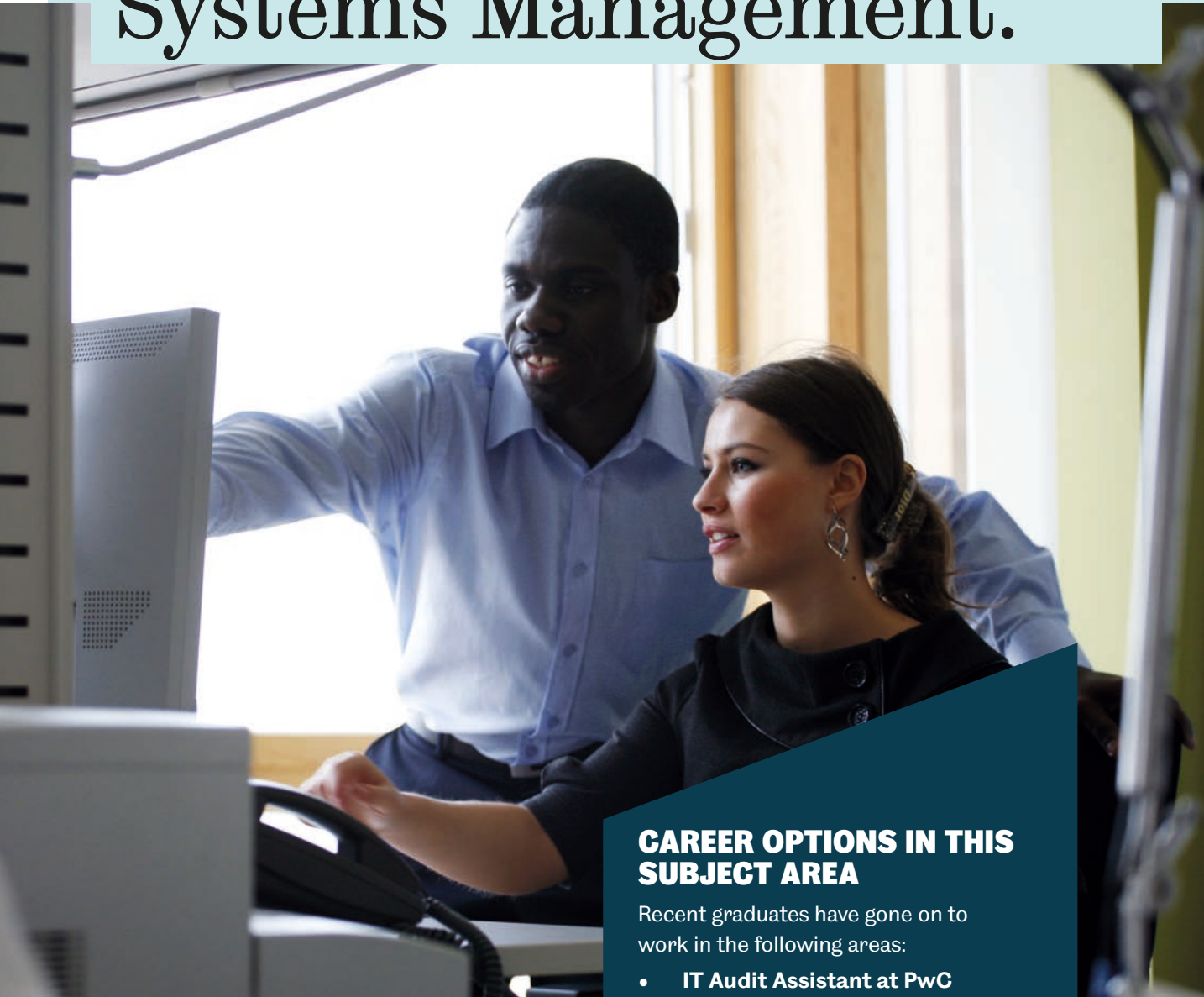
MSc HUMAN RESOURCE MANAGEMENT		
Overview	Core modules	Optional modules
<p>This route is not accredited by the CIPD, but offers more flexibility with some optional modules available.</p>	<ul style="list-style-type: none">Managing People in OrganisationsProfessional DevelopmentIndustrial RelationsEmployee and Organisational DevelopmentInternational Human Resource StudiesEmployee Performance ManagementResearch MethodsDissertation	<p>TWO (2) FROM</p> <ul style="list-style-type: none">Contemporary Chinese Business and ManagementAccounting and Financial ManagementWork and Organisation in East AsiaStrategic Management

This course gave me the confidence to critically analyse what I was being taught and how I could apply this knowledge in a practical setting. I found I really enjoyed the Research Methods module, which is initially why I applied for the role of HR Associate and AI Research Analyst with CognitionX. The research, analytical and comprehensive skills I gained in my masters programme has helped me to hit the ground running in this role.

**Suparna Raju (India),
HR Associate and AI Analyst
at CognitionX**



Information Systems Management.



CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- IT Audit Assistant at PwC Thailand
- Software Quality Assurance Engineer at Konga Online Shopping Ltd
- Business Process Optimisation Analyst at DHL Malaysia

IT and information systems are vital for the survival of modern organisations. The implementation and use of information systems can significantly reshape a business's structure and processes – it is important that managers of the future combine an understanding of these systems with a working knowledge of management practice.

We offer one postgraduate taught programme in this subject area.

This programme is delivered jointly by Sheffield University Management School and the Information School. You will develop skills in key management aspects, and design, develop and implement information systems. You will also learn to manage information system projects and the fundamental changes they can lead to.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc Information Systems Management	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1

We use a range of different assessment methods, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you.

A large part of my role at KPMG is related to business process mapping with our clients, where we both identify processes and evaluate how they could be improved. The techniques that I use are highly related to concepts I covered in my masters, such as modelling, project management, operations and supply chain and strategic management. My course did not only prepare me with fundamental frameworks and ideas, but was also essential in honing my analytical skills.



Fredrik Valskaar (Norway), Associate in Management Consulting/Procurement & Supply Chain at KPMG Norway

CORE MODULES	OPTIONAL MODULES
<ul style="list-style-type: none">• Information Systems Modelling• Information Systems in Organisations• Operations and Supply Chain Management• Managing People in Organisations• Information Systems Project Management• ICTs, Innovation and Change• Strategic Management• Research Methods and Dissertation Preparation• Dissertation	<p>ONE (1) FROM</p> <ul style="list-style-type: none">• E-Business and E-Commerce• Information Governance and Ethics• Business Intelligence• Information Systems and the Information Society• International Business Strategy

International Business and Management.



CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- **Technology Consulting Analyst at Accenture**
- **Digital Strategic Communications Executive at Khazanah Research Institute, Malaysia**
- **Business Governance Manager at Openreach**

Organisations operate in increasingly international environments. Whether a company has offices in more than one location, has overseas suppliers or buyers, or works with staff from multiple cultural backgrounds, the majority of management tasks and functions have an international dimension. We teach management theory and practice with a strong focus on the importance of social, cultural and economic contexts.

We offer three postgraduate taught programmes in this subject area.

All three programmes will give you practical skills in management, with a comprehensive understanding of the contexts in which businesses operate effectively and successfully. The programmes balance academic study with professional skills development, preparing you for employment with a wide range of organisations or for further study at research degree level.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc International Management	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1
MSc Management	12 months full time	September	Bachelor (undergraduate) degree in a non- business/ management subject, minimum grade 2.1
MSc Management (International Business)	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1

We use a range of different assessment methods on these programmes, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you.

In addition to gaining a masters degree, these programmes are also accredited by the Chartered Management Institute and are equivalent to CMI's Level 7 Certificate in Strategic Management and Leadership. Please see our website for further details.

“My current position at IQPC Digital requires me to work with people from diverse backgrounds and cultures in a dynamic global environment. The MSc International Management programme equipped me with the skills and knowledge I required for this demanding role.”

**Christoffer Augsburg (Germany),
Divisional Director at IQPC Digital**



COMPARE OUR PROGRAMMES

Although some modules are available on more than one programme, you should consider carefully which programme is right for you as you are not normally permitted to change programmes.

MSc INTERNATIONAL MANAGEMENT		
Overview	Core modules	Optional modules
<p>This programme looks at management strategies and how differences in cultures, business practices and economic circumstances affects decisions.</p> <p>It offers the most flexibility of the three programmes in this area in terms of the number of optional modules, and has more of a focus on developing strategic decision making techniques.</p> <p>Chartered Management Institute (CMI) accredited.</p>	<ul style="list-style-type: none">• Marketing• International Business Strategy• European Business• International Human Resource Studies• International Management• Research Methods• Dissertation	<p>THREE (3) FROM</p> <ul style="list-style-type: none">• International Business and East Asia• Work and Organisation in East Asia• Contemporary Chinese Business and Management• Concepts and Approaches in Intercultural Communication• Negotiation and Intercultural Communication• Entrepreneurial Economies• Corporate Entrepreneurship• Creating Entrepreneurial Ventures

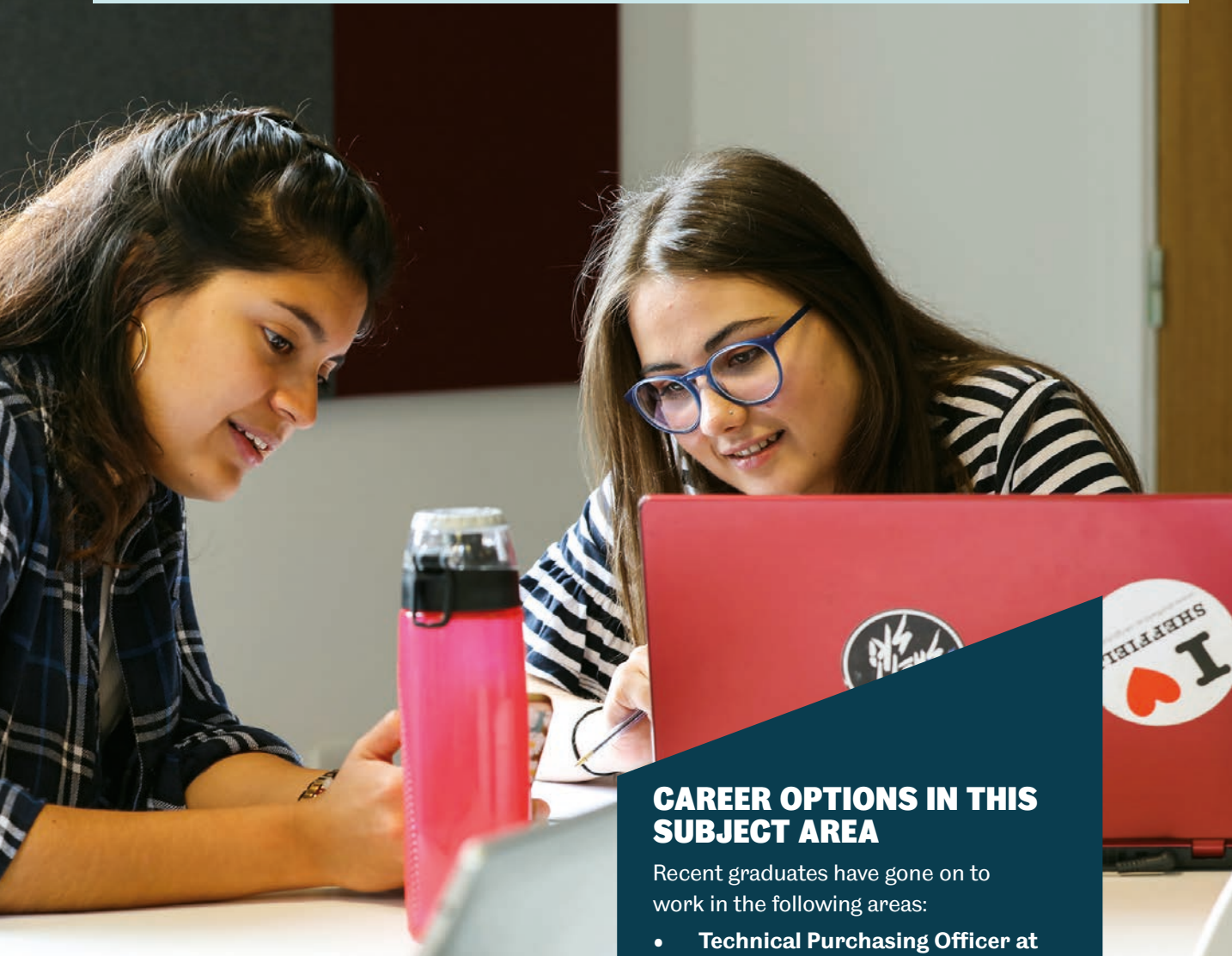
MSc MANAGEMENT		
Overview	Core modules	Optional modules
<p>This programme is ideal if you've not studied business or management before and want to gain a thorough understanding of the different areas of business and how they work together to meet organisational goals. The Company Project module, which is unique to this programme, gives students the opportunity to develop their consultancy skills as they work on a real organisation's problem and identify solutions and strategies to resolve the issue.</p> <p>Chartered Management Institute (CMI) accredited.</p>	<ul style="list-style-type: none">• Accounting and Financial Management• Marketing• Operations and Supply Chain Management• Strategic Management• Company Project• Management and Organisational Theory• Managerial Economics• Managing People in Organisations• Management Inquiry• Management Inquiry Project	<ul style="list-style-type: none">• NO OPTIONAL MODULES

MSc MANAGEMENT (INTERNATIONAL BUSINESS)		
Overview	Core modules	Optional modules
<p>This programme is similar to the MSc Management in terms of modules, but it has an increased focus on the differing social and economic contexts and the strategic decisions faced by global organisations.</p> <p>Chartered Management Institute (CMI) accredited.</p>	<ul style="list-style-type: none">• Accounting and Financial Management• Marketing• Operations and Supply Chain Management• Strategic Management• International Business Strategy• Managerial Economics• Managing People in Organisations• Management Inquiry• Dissertation	<p>ONE (1) FROM</p> <ul style="list-style-type: none">• International Business and East Asia• Negotiation and Intercultural Communication• European Business• Corporate Entrepreneurship• International Human Resource Studies• Creating Entrepreneurial Ventures

“My role involves a great deal of numerical analysis, from which I identify any issues. My masters at Sheffield taught me to think critically and determine what is behind data. A highlight of my job has been managing subcontractors – I have to coordinate with other departments from across the organisation, so it was a great opportunity to learn the supply chain from different global perspective.”

Norihiro Yoshitome (Japan),
Export and Product Management
at OSG Europe Logistics

Logistics and Supply Chain Management.



CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- **Technical Purchasing Officer at MSC Mediterranean Shipping Company (Cyprus)**
- **Commercial Graduate at Siemens**
- **Technology Consultant at PwC UK**

To succeed and to be competitive in today's and future business, the understanding of how a global and international supply chain is managed and improved is crucial. Managers need the right knowledge and skills to create a competitive advantage for organisations. We go beyond the basics of logistics and supply chain to look at how technological advances are changing how supply chains are managed, as well as exploring how green consumerism and corporate social responsibility drives the need to ensure a sustainable and a low carbon future.

We offer one postgraduate taught programme in this subject area.

This programme teaches the theory and techniques needed to successfully manage and improve global and international supply chains. Our unique focus on environmentally friendly and sustainable supply chains will help you become a socially responsible practitioner. The programme balances academic study with professional skills development, preparing you for employment with a wide range of organisations or for further study at research degree level.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc Logistics and Supply Chain Management	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1

We use a range of different assessment methods, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you. In addition to gaining a masters degree, this programme is accredited by the Chartered Institute of Logistics and Transport (CILT) and the Chartered Institute of Procurement and Supply (CIPS). Please see our website for further details.

This degree was essential to securing my job as Procurement Supervisor at Air Astana, a flag carrier airline in Kazakhstan. The course meant that not only could I excel in the logistics part of my role, but it has provided me with managerial experience and knowledge which has been invaluable when stepping into a supervisor position. One of the main things that attracted me to the course was the accreditation from CIPS and CILT, as I knew that these would mean my degree would be recognised around the world.



Valikhan Baikanov (Kazakhstan), Procurement Supervisor at Air Astana

CORE MODULES	OPTIONAL MODULES
<ul style="list-style-type: none">• Sustainable Logistics and Supply Chain Management• Supply Chain Technology• Logistics System• Operations Management for Logistics and Supply Chain Management• Supply Chain Accounting and Finance• Global Supply Chain Leadership• Supply Networks Management• Research Methods• Dissertation	<p>ONE (1) FROM</p> <ul style="list-style-type: none">• Strategic Management• International Business Strategy• International Management

Marketing.

Marketing is more than just promoting goods and services to prospective customers. It encompasses a wide range of business-critical activities that help organisations prosper. We go beyond the traditional marketing outlook of contributing to the bottom line to explore the role of marketing and consumer behaviour on society, with a particular focus on socially responsible marketing and sustainability.

We offer three postgraduate taught programmes in this subject area.

All three programmes will give you a critical understanding of marketing theories and practices, as well as a range of academic and employability skills that will be of long-lasting benefit. The programmes balance academic study with professional skills development, preparing you for employment with a wide range of organisations or for further study at research degree level.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc Global Marketing Management	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1
MSc International Management and Marketing	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1
MSc Marketing Management Practice	12 months full time	September	Bachelor (undergraduate) degree in any subject, minimum grade 2.1

We use a range of different assessment methods on these programmes, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you.

In addition to gaining a masters degree, successful completion of the programmes also provides students with exemptions from two modules on the Chartered Institute of Marketing's (CIM) Certificate in Professional Marketing and one module on the CIM's Diploma in Professional Marketing. Please see our website for further details.

Moving overseas as part of my Global Marketing Management degree was one of the best things I've ever done. It pushed me outside my comfort zone, but I felt supported by the Management School every step of the way. Being able to talk about studying in Sheffield and abroad during job interviews has opened a lot of doors for me. I've also made friends with amazing people from all over the world, and gained invaluable knowledge from each of them.

Emily Smith (UK), Global Brand, Marketing and Communications Supervising Associate at EY



CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- **Marketing Manager at Howells Solicitors LLP**
- **Corporate Partnerships at Leicester City Football Club**
- **Marketing Associate at EY**

COMPARE OUR PROGRAMMES

Although our Marketing programmes share a number of modules, you should consider carefully which programme is right for you as you are not normally permitted to change programmes.

MSc GLOBAL MARKETING MANAGEMENT		
Overview	Core modules	Optional modules
<p>This programme is a partnership between Sheffield and Hong Kong Baptist University. The first semester is taught in Sheffield and the second semester is taught in Hong Kong. Students can choose to stay in Hong Kong to undertake their dissertation or can return to Sheffield.</p> <p>Accredited by the Chartered Institute of Marketing.</p>	<ul style="list-style-type: none">Global MarketingMarketing ManagementContemporary Marketing PracticeMarketing CommunicationsInternational Consumer BehaviourInternational Services Marketing ManagementStrategic MarketingInternational Marketing ResearchSocially Responsible Marketing in an International ContextDissertation	NO OPTIONAL MODULES

MSc INTERNATIONAL MANAGEMENT AND MARKETING		
Overview	Core modules	Optional modules
<p>Combining marketing and management subjects, this programme has more of a focus on developing skills in business strategy and includes a module which focuses on business in and with China, a key player in the global business market.</p> <p>Accredited by the Chartered Institute of Marketing.</p>	<ul style="list-style-type: none">Contemporary Chinese Business and ManagementStrategic ManagementInternational Business StrategyGlobal MarketingMarketing ManagementContemporary Marketing PracticesInternational Consumer BehaviourInternational ManagementMarketing ResearchDissertation	NO OPTIONAL MODULES

MSc MARKETING MANAGEMENT PRACTICE		
Overview	Core modules	Optional modules
<p>If want to focus your studies exclusively on marketing and want to stay in Sheffield for a full year of study, then this programme allows you to do just that. It covers all the key areas of marketing, from communications and branding to buyer behaviour and marketing research.</p> <p>Accredited by the Chartered Institute of Marketing.</p>	<ul style="list-style-type: none">Global MarketingMarketing ManagementRetail and Services MarketingMarketing in SocietyContemporary Marketing PracticesMarketing CommunicationsInternational Consumer BehaviourBrandingMarketing ResearchDissertation	NO OPTIONAL MODULES



“My Marketing Management Practice degree prepared me with sound business intelligence and gave me experience in analysing commercial markets, segmenting customers, analysing data and leading teams. These are skills and experiences I was able to confidently discuss in later interviews, and this was fundamental in securing my current role at RBS.”

Liam Hulmes (UK),
Change and Business
Solutions Graduate at RBS



Work Psychology.

Work is a fundamental part of our lives. Recruiting the right people, developing staff through training and managing change are all challenges facing employers. We want to help organisations navigate these situations to create engaging and effective workplaces for all.

We offer two postgraduate taught programmes in this subject area

Both programmes will give you the skills and experience you need to enhance organisational and personal effectiveness. The programmes balance academic study with professional skills development, preparing you for employment with a wide range of organisations or for further study at research degree level.

PROGRAMME TITLE	DURATION	INTAKE	ENTRY REQUIREMENTS
MSc Occupational Psychology	12 months full time	September	Bachelor (undergraduate) degree in Psychology or a related subject with significant coverage of psychology, research methods and statistics topics, minimum grade 2.1 You must be eligible for the British Psychological Society's Graduate Basis for Chartered Membership.
MSc Work Psychology	12 months full time	September	Bachelor (undergraduate) degree in Psychology or a related subject with significant coverage of psychology, research methods and statistics topics, minimum grade 2.1

We use a range of different assessment methods on these programmes, including group work, presentations, exams, essays and coursework. The project dissertation is a key part of the programme and you can choose to work with a local organisation on a topic that they set for you.

The module content on the programmes is identical but MSc Occupational Psychology pathway is accredited by the British Psychological Society and is the first step towards pursuing registration with Health and Care Professions Council (HCPC). If you are unsure which programme to apply for, please get in touch.

CAREER OPTIONS IN THIS SUBJECT AREA

Recent graduates have gone on to work in the following areas:

- **HR Business Partner at UK Ministry of Defence**
- **Research and Solutions Associate at the NeuroLeadership Institute**
- **Organisational Psychology Consultant at Cut-E Assessment Solutions**

CORE MODULES	OPTIONAL MODULES
<ul style="list-style-type: none">• Leadership, Engagement and Motivation• Learning, Training and Development• Selection and Psychological Testing in Organisations• Statistical Methods for Occupational Psychologists• Work Design, Organisational Change and Development• Research Methods for Occupational Psychologists• Wellbeing and Work• Applying Psychology to Work and Organisations• Dissertation	NO OPTIONAL MODULES

“I enjoyed the broad range of modules on my programme, which enabled me to gain an insight into the different areas of occupational psychology and experience its diverse and applicable nature. The interactive and practical elements of the lectures were stimulating and inspiring, and helped develop my communication and critical thinking skills whilst increasing my knowledge and understanding of the field.”

**Jessica Pickard (UK),
Consultant Psychologist at
Work Psychology Group**



Applying and entry requirements.

APPLYING FOR 2020 ENTRY

We operate staged admissions for our MSc programmes. This means there are set periods of time where applications are open and considered. Applicants will normally receive a decision on their application within four weeks of the end of each period. In some cases, because of the high volume of applications we receive we may need more time to assess your application. If this is the case, we will make you aware.

Please note, due to the popularity of programmes, later stages may not be opened if places have been filled in earlier stages. We may be able to consider applications received after 14 July 2020 if places are still available. To check if we are still accepting applications for our programmes, visit sheffield.ac.uk/management or email management-admissions@sheffield.ac.uk

Stage	For applications received by	We aim to return decisions by
A	14 October 2019	28 October 2019
B	30 November 2019	14 December 2019
C	14 January 2020	28 January 2020
D	29 February 2020	14 March 2020
E	14 April 2020	28 April 2020
F	31 May 2020	14 June 2020
G	14 July 2020	28 July 2020

**APPLY
ONLINE -
SHEFFIELD.AC.UK/
POSTGRADAPPLICATION**

ENTRY REQUIREMENTS

Sheffield University Management School is a highly selective institution. Our minimum academic entry requirement for postgraduate taught study is an upper second class degree (2.1) or the equivalent. The majority of our programmes do not require previous study in a specific subject; however, you should check the individual sections of this prospectus for any requirements you need to be aware of.

International students will also need IELTS 6.5 overall with no less than 6.0 in any component or the equivalent. Visit sheffield.ac.uk/postgraduate/info/englang to see our list of acceptable English Language qualifications. You may also wish to look at our English Language Teaching Centre for details of pre-sessional English courses visit sheffield.ac.uk/eltc

You do not need to wait for final examination results or references before you apply. The University of Sheffield can issue conditional offer letters if you have not taken your final examinations or English language qualifications.

CONFIRMING YOUR PLACE

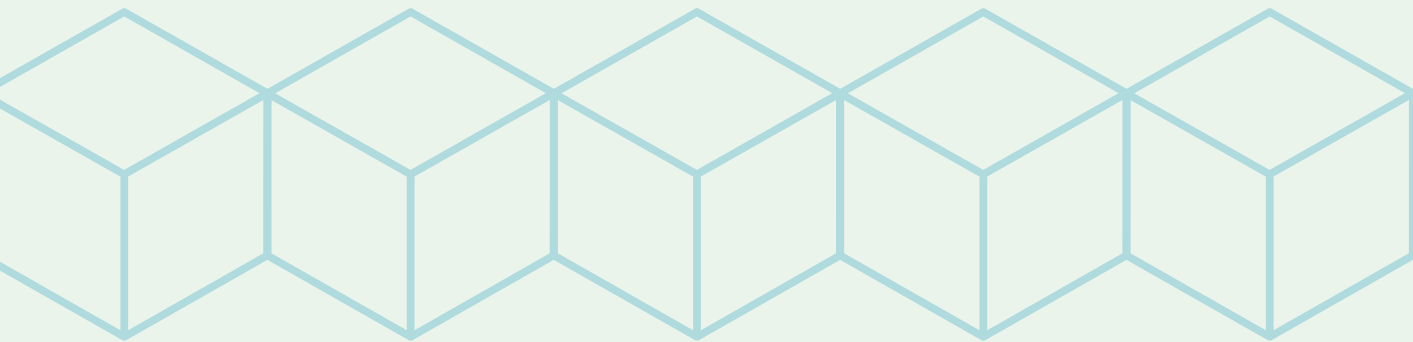
Offer validity for international students: if you are made an offer to study with us your offer is valid for four weeks from the date of your offer letter. You must pay a deposit within this period in order to secure your place; failure to pay a deposit within this period may result in your offer being withdrawn. Due to the popularity of programmes it is not normally possible to reinstate an offer that has been withdrawn.

Meeting offer conditions (all students): students should normally meet the conditions of their offer by 31 August 2020. You can provide details of any outstanding qualifications through the Postgraduate Application System.

FEES

For information about fees go to sheffield.ac.uk/postgraduate/taught/fees

PRE-MASTERS PROGRAMMES ARE AVAILABLE THROUGH OUR INTERNATIONAL COLLEGE. VISIT [USIC.SHEFFIELD.AC.UK](https://usic.sheffield.ac.uk) TO FIND OUT MORE.



Modules A-Z.

Accounting and Financial Management

Designed for students with no prior knowledge of finance, this module covers various accounting and financial management concepts, and how these can be applied in a variety of organisations. You'll gain an introduction to topics such as financial statements, internal accounting reports and controls, and the use of data to support decisions on funding, investment, and performance monitoring.

Applying Psychology to Work and Organisations

Professional issues in organisational psychology will be explored through a series of skills workshops, seminars, presentations and discussions with invited practitioners. You'll develop new skills, receive feedback on your development, discuss and debate topical issues in occupational psychology, and gain an insight into practising and researching occupational psychology.

Branding

This module introduces the predominant theoretical perspectives on brands, their management, and the relationship between brands and their socio-cultural context. You'll then explore how this theory can be applied to products, services and organisations.

Business Intelligence

You'll gain an understanding of the ways in which organisations use information to support strategic decision-making, and explore key issues concerning the value, cost and availability of information. The module concentrates primarily on external information resources, but also covers the ways in which information internal to an organisation can be used strategically to enhance competitive advantage.

Company Project

You'll work in a team to contextualise, analyse and summarise a company's management problem, and come up with a range of suitable solutions and recommendations. By the end of the module, you'll have gained the project management and problem solving skills essential for any manager, and developed real insight into how to manage client needs.

Comparative Finance and Financial Services

This module provides an introduction to the history and development of financial services, the different forms of banking arrangements available, and the alternative financing tools used by a variety of different organisations. You'll gain an understanding of the types of banks and financing tools available, and an insight into the ways in which banks and providers of finance are regulated.

Concepts and Approaches in Intercultural Communication

You'll explore key concepts and theoretical approaches and evaluate issues such as culture, stereotyping and prejudice, and the role of language in intercultural communication. You'll gain the ability to analyse and critically evaluate theories and concepts, and consider how these can be practically applied in a business setting.

Contemporary Chinese Business and Management

Covering topics such as management, human resource practices and consumer culture, this module examines the changing cultures and practices of business and management in China. An understanding of these areas prepares you well for a career in international business.

Contemporary Marketing Practices

Various marketing concepts and practices can be applied in different business contexts. This module evaluates a range of issues relating to contemporary marketing practices, and the impact that these have on businesses. You'll also explore how marketing theories vary in different contexts and evaluate their impact on the practices of marketing.

Corporate Entrepreneurship

Focusing on medium and large organisations, this module critically considers how businesses seek to foster and sustain an entrepreneurial and innovative spirit. You'll gain the ability to assess the entrepreneurial orientation of organisations, and create and evaluate a range of strategies that will help foster entrepreneurship in the corporate context.



Corporate Finance

You'll investigate the principles of corporate finance and asset pricing to gain the ability to understand and analyse the major issues affecting the financial policies of corporations. Topics such as the time value of money, risk/return trade-offs and portfolio theory will be examined. The module focuses on the quantitative and advanced aspects of finance and is aimed at students intending to specialise in this area.

Corporate Governance

This module discusses the theories underlying the study of governance, recent governance failures, and policy initiatives put in place to improve quality and accountability. You'll explore the main mechanisms of governance, and investigate whether the characteristics of each can influence corporate performance.

Creating Entrepreneurial Ventures

By exploring various aspects of the entrepreneurial process, you'll gain an insight into topics such as opportunity development, design thinking, marketing, finance, and leadership. The module also examines the myths that surround entrepreneurship, and provides an insight into the critical issues facing entrepreneurs, and the factors that can affect entrepreneurial success.

Critical Theories and Concepts in the Cultural and Creative Industries

This module covers the variety of theoretical and conceptual practices that have been applied to the study of the creative and cultural industries. You'll assess the advantages and disadvantages of existing theoretical frameworks and discourses used to understand the nature of cultural work, taking into consideration existing case studies and research.

Cultural and Creative Entrepreneurship

Aimed at those who have previously studied or engaged with an area of creative or cultural practice, this module will build your creative leadership skills to enable you to respond to emerging trends and opportunities in the creative economy. This module is vital for those interested in starting a new business, managing a portfolio of connected projects in the industry, or developing intrapreneurial skills for innovation in existing organisations.

Cultural Marketing

Cultural Marketing will develop your understanding, knowledge and analytical skills in relation to marketing and consumption practices within the creative and cultural industries. These topics will be explored in relation to the industry's business context, types of organisations and marketing management practices, as well as aspects of fan, audience and consumer behaviour.

Dissertation

You'll conduct independent research relevant to the content of your degree, culminating in the production of a dissertation. You'll also have the option of applying to undertake a Company Project, where you will structure a research project around a real business issue or challenge set by an organisation.

E-Business and E-Commerce

Through an exploration of the digital economy, you'll gain insight into the current issues and debates in E-Business and E-Commerce, as well as opportunities and risks that companies face as a result of these new technologies. By the end of the module, you'll possess the knowledge and skills required to understand and manage new ways of doing business in the digital economy.

Emerging Market Finance

The module discusses the rationale and process of financial liberalisation in emerging market economies. You'll explore the challenges associated with striking a balance between liberalisation to enhance the efficient allocation of financial resources, and regulations to mitigate market failure and systemic risk. You'll also gain an insight into the debate about the global impact of these reforms and their implications for emerging markets.

Employee and Organisational Development

You'll develop a critical understanding of employee and organisational development and learning, and gain practical and theoretical insight into the design, delivery and evaluation of learning and development initiatives. You'll learn how to critically analyse methods and tools for learning and development and be able to assess their impact on employee and organisational outcomes.

Employee Performance Management

This module investigates the different forms of employee performance management, considering their implementation, change and impact on individuals. You'll consider how recent social, economic and technological changes may impact upon employees, and the ways in which managers can adapt performance management techniques in order to cope with these changes.

Entrepreneurial Economies

By examining the nature of entrepreneurship and economic development, the module explores why some regions and localities are more entrepreneurial and innovative than others. You'll explore examples of good practice, assess entrepreneurship in different locations and examine the causes and consequences that this may have on the region.

European Business

This module investigates the characteristics and practices of businesses and national economic systems operating in Europe. You'll gain a knowledge of the main features of European economic integration most relevant to business, and explore how European businesses are responding to the threats and opportunities of the economies of China, India and Russia.

Financial Accounting and Financial Statement Analysis

You'll learn how to analyse the published financial statements of listed companies, and prepare company and share valuations using published financial information. You'll gain an understanding of the important components of financial statements and of the impact of different economic, institutional and regulatory bodies on the forms of accounts.

Financial Management

Through exploring the various ways in which organisations raise finance, you'll be introduced to the types of financial markets available. You'll also gain an awareness of the different ways in which organisations can make use of finance, and a range of decision-making tools that are used to select between different uses of available funds.



Fundraising Management: Sponsorship, Philanthropy and the State

This module examines the ways in which the private sector, business and individuals have financed the creative and cultural industries, and the advantages and disadvantages of these sources of funding. You'll also explore the changing role of public government funding, and assess the strengths of cultural policy in supporting the financial viability of the sector.

Global Marketing

You'll gain a thorough understanding of the processes of managing marketing activities in a global context, as well as the ability to identify and evaluate opportunities in international markets. You'll acquire the theoretical and practical knowledge required to face challenges and excel in a global marketing role.

Global Supply Chain Leadership

You'll learn about the theories and practices that underpin the management of a global supply chain, including organisations, international business, HR and leadership. Building on this knowledge, you'll be equipped to analyse and evaluate real decision-making problems faced by supply chain leaders, and propose suitable solutions.

HRM Skills Sessions

Delivered by experienced HRM practitioners, the Skills Sessions provide you with practical advice and insights relating to the management of people at work. You'll build on the knowledge acquired in the core programme modules by examining the practical realities of working in Human Resource Management and Employment Relations.

ICTs, Innovation and Change

This module explores the ways in which organisations cope with the new implementation or updating of Information Systems and Information and Communication Technologies (ICTs). The module examines the ways in which managers and Information Systems practitioners can be prepared for the change, and useful approaches and techniques in order to manage this.

Industrial Relations

Through critically examining theories and practical examples, you'll learn about major topics in industrial relations, such as the ways in which employees voice workplace concerns, industrial disputes and dispute resolution. You'll also gain an understanding of contemporary issues in industrial relations, such as redundancy, downsizing, discrimination and social partnership.



Information Governance and Ethics

This module investigates topics related to the governing and governance of information and data within organisational and networked contexts. Throughout the module, you'll explore the impact that governance, ethical and legal considerations have on the capture, processing and use of information and data within organisational and networked contexts.

Information Systems and the Information Society

The module will develop your critical understanding of the role and impact of information and communication technologies and systems in society. Exploring themes such as digital politics and the digital economy, you'll critically evaluate responses to key issues, debates and problems that arise in the context of technological change in the information society.

Information Systems in Organisations

This module provides you with an integrated set of concepts and tools for understanding information systems in organisations. You'll explore organisational and management theories, common issues in management information systems, and how institutional and social contexts shape and are shaped by the implementation of information systems.

Information Systems Modelling

Through exploring a variety of information modelling techniques and methodologies, you'll gain experience of the rigorous methods required to analyse, develop and maintain ICT based information systems. The module also provides you with the knowledge to apply a wide range of systems modelling and analysis methods.

Information Systems Project Management

Through investigating the principles involved in information systems project management, you'll gain an understanding of various development methodologies and their different characteristics and specialisms. You'll explore the requirements for project scheduling and control activities, as well as various project control and monitoring techniques.

International Business and East Asia

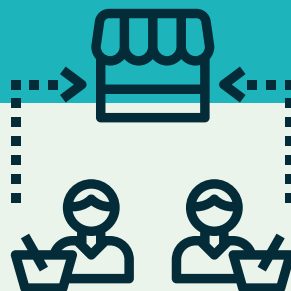
This module is concerned with the factors that influence the development and competitive positioning of East Asian economies and their multinational enterprises. You'll gain an understanding of the role of East Asian countries in the global economy, considering factors such as foreign direct investment and trade.

International Business Strategy

By investigating the key theories of international business strategy, you'll gain an understanding of how contrasting industries have developed and implemented international strategies. You'll examine the impact of factors such as strategic issues facing multinational enterprises and the inter-relationship between host government policies and multinational company strategies.

International Consumer Behaviour

The consumer focus of marketing requires marketing professionals to understand how and why consumers behave as they do. This module introduces you to the principles and concepts of consumer behaviour, and the issues that arise when considering behaviour in an international and cross-cultural context.



International Corporate Governance

This module provides you with an understanding of systems of corporate governance worldwide, identifying significant differences in regulation, market influences and employee representation. You'll consider the impact of governance on the operation of companies and markets, and the effect of internationalisation on national governance systems.

International Finance

You'll gain an understanding of the international context within which large modern corporations operate, and the opportunities and risks that multinational corporations face. Throughout the module, you'll critically consider the practical use of various financial instruments and strategies to manage risk.

International Financial Reporting

Through researching the theory, principles and practice upon which international corporate reporting is based, you'll develop an understanding of the nature and purpose of corporate financial reporting frameworks. The module will also explore the application of multi-national regulatory frameworks and examine controversial accounting and reporting standards and their impact upon reported results.

International Human Resource Studies

This module investigates labour market trends and human resource practices within diverse political, economic, social and regulatory contexts. You'll analyse the impact that globalisation and national governments have on employment policy and regulations, and examine the human resource practices prevalent in both developed and developing countries.

International Management

You'll identify, compare and contrast different management practices adopted internationally and investigate the impact of cultures and business systems on various aspects of management. By the end of the module, you'll be equipped with the necessary knowledge, tools and frameworks to succeed in managing in an international business environment.



International Marketing Research (HKBU)

You'll learn essential techniques and skills for data collection in a cross-cultural market context, and qualitative and quantitative research techniques required in order to assess this data. The module also covers key skills for carrying out a successful research project and dissertation, including the development of research questions and plans, fieldwork supervision and reporting on results.

International Services Marketing Management (HKBU)

This module covers the key challenges and issues faced when marketing within the international service industry, and how these challenges can be managed. By the end of the module, you'll be equipped with the knowledge and critical thinking required to formulate strategies and solve business problems in an international context.

Introduction to the Creative and Cultural Industries

This module offers a broad-based, structured introduction to the creative and cultural industries, covering the industrial organisation of a range of creative industry sectors. You'll gain an insight into changes in the sector as a consequence of changes in the business environment, such as globalisation, technological development, cultural policy and regulations.

Issues in Finance

By examining contemporary issues in finance, you'll gain theoretical and practical knowledge in areas such as corporate finance, financial markets and investment management. As well as studying theory, you'll have hands-on experience in developing restructuring-based investment strategies and using statistical software to carry out portfolio performance analysis.

Leadership, Engagement and Motivation

This module covers the theoretical and practical issues concerning the structure, functioning and performance of organisations. You'll examine the theory behind people's motivation to work, their engagement, their leadership, and the relationships between management and employees.

Learning, Training and Development

Through investigating the theory and practice of employee training, you'll gain an understanding of issues such as needs analysis, learning theories, training methods and evaluation strategies. Building on this knowledge, the module will then examine career development activities such as coaching, counselling and mentoring.

Logistics System

You'll gain an overview of the analytic tools, approaches, and techniques that are useful in the design, operation and management of logistics systems and integrated supply chains. Taking a managerial perspective, the module will consider where and how specific tools can be used to reduce the total cost and improve the overall performance of a supply chain.



Management Accounting

This module gives you an awareness of the importance of management accounting to the control and management of modern organisations. You'll learn essential internal budgetary and investment appraisal techniques, taking into consideration important contemporary developments to these practices.

Management and Organisational Theory

Through examining theories and practical examples of organisational theory, this module provides an understanding of the various approaches that can be adopted to manage an organisation. By the end of the module, you'll have the ability to assess an organisation's current structure and workplace behaviours, and recommend appropriate organisational designs and management strategies.

Management Inquiry

This module introduces you to management inquiry, and the research practices and data gathering methods that are utilised by management practitioners. You'll learn how to apply rigorous and precise inquiring principles, develop your own principles of scientific inquiry and critically appraise both practitioner and research outputs in terms of their validity.

Management Inquiry Project

You'll be required to conduct independent research relevant to the field of management, culminating in the production of a dissertation. You'll also have the option of applying to undertake a Company Project, where you will structure your research project around a real business issue or challenge set by an organisation.

Managerial Economics

Management economics is the application of economic principles and methodologies to business decision-making, in order to make the most effective use of an organisation's resources. This module equips you with an understanding of factors such as production, market forces and productivity, which will enable you to make optimal and economically efficient management decisions.

Managing Creative Brands

You'll analyse creative and cultural brands along commercial and cultural dimensions, identifying strengths and weaknesses, and considering options for brand development. The module content includes theoretical approaches to brand management in a range of sectors, such as film, fine art, music, literature, and heritage.

Managing Festivals, Events and Creative Performances

This module explores the growth development, characteristics, issues and influences relevant to events such as international art fairs, festivals and expos. You'll consider the impact of these events on localities in terms of income generation, providing added value to tourist spaces, and their role in showcasing cultures and cultural products and places.

Managing Museums and Cultural Heritage Sites

You'll examine the policy, funding and day-to-day management of museums and heritage spaces, whilst also considering the effect of national government agendas and inter-governmental agreements. The module considers the provision of such cultural spaces from both the operator and visitor management perspectives, and includes site visits within the local region.

Managing People in Organisations

Theories and concepts will be used to assess relevant models, tools and techniques in Human Resource Management (HRM) and Organisational Behaviour (OB). By the end of the module, you'll gain an insight into the changing role of practitioners in the context of ongoing organisational change, and an awareness of the issues involved in managing people in organisations.

Marketing

This module critically assesses the predominant practices and theories in marketing, taking into consideration their political, economic, technological, social and cultural context. You'll also gain an understanding of marketing strategies and tactics, and how these can be utilised by organisations and industries.

Marketing Communications

Marketing communications are the most visible elements of the marketing mix, offering consumers and stakeholders an immediate image of an organisation. This module explores the role of marketing communications and their current uses and future trends by looking at a combination of theoretical and practical approaches to the topic.

Marketing in Society

Through investigating the social context of marketing, you'll gain an understanding of the ways in which marketing discourse and practice has an effect on the social and cultural environment in which it operates, and vice versa. The module will also examine the role marketing plays within contemporary societies and the critical discussion of the marketing concept as a general problem-framing and solving tool.



Marketing Management

By investigating the theory and practice of marketing in organisations, this module provides you with experience of developing, planning and coordinating marketing decisions to achieve goals and objectives. You'll also consider the implementation of various marketing decisions, such as marketing communications, pricing, distribution and segmentation.

Marketing Research

You'll gain experience in the tools and techniques required to design a research plan, successfully carry out data collection, and analyse both qualitative and quantitative data. You'll also cover essential skills such as evaluating current literature, understanding the limitations of research methods, and drawing conclusions from data.

Negotiation and Intercultural Communication

This module will discuss the theory, research and case studies surrounding business negotiations. You'll develop an understanding of how negotiations happen globally, and an appreciation of intercultural differences in communication and the effect that this can have on discussions.



Operations and Supply Chain Management

This module provides you with a strong understanding of the concepts and techniques of operations management, and experience in operational research. By the end of the module, you'll have the ability to analyse case studies, apply operations management and operational research techniques, and recommend appropriate changes and improvements that will benefit any organisation.

Operations Management for Logistics and Supply Chain Management

This module provides you with a strong understanding of the concepts and techniques of operations management, and experience in operational research. By the end of the module, you'll have the ability to analyse case studies, apply operations management and operational research techniques, and recommend appropriate changes and improvements that will benefit any organisation.

Performance Management

Performance Management will develop your capability to manage corporate performance on a range of factors beyond budgetary control. The module looks at the contemporary pressures on strategic managers, such as the competitive environment, social responsibility, sustainability and business risk that cause us to question the traditional singular focus on internal financial metrics.

Philosophical Perspectives on Accounting, Financial Management and Finance

Key philosophical debates and their application to global, topical issues in accounting and finance will be critically explored. You'll develop and enhance your understanding of various aspects of finance by considering cutting-edge perspectives that propose alternatives to current practices.

Portfolio Management and Investment

This module introduces you to the different investment instruments in global financial markets, and how to identify, measure and manage the risks associated with individual assets. These techniques and concepts will be supported by the use of the Management School's Trading Room, which utilises industry-leading Bloomberg trading software, allowing you to experience the fast-moving world of the financial markets.

Professional Development

Professional Development will provide experience of a range of core skills that underpin everyday management practice, such as managing conflict, and how these can be applied in various areas of HR practice. By the end of the module, you'll have the skills and knowledge required to use these insights to identify personal strengths and development needs in both yourself and others.

Quantitative Methods for Finance and Accounting

This module provides an understanding of the main mathematical, statistical and econometric techniques that underpin finance and accounting research, and their application in practice. You'll develop numerical and problem solving skills, including an introduction to econometrics.

Research Methods

You'll gain an introduction to a wide range of research methods used in management research. The module will enable you to review and evaluate existing literature, consider ethical issues around research, and to draw up suitable research aims and objectives. You'll also learn methods of qualitative and quantitative analysis in preparation for your dissertation.

Research Methods and Dissertation Preparation

This module provides a comprehensive introduction to the research techniques commonly employed in information systems management. The topics covered provide you with an overview of the principles of research design, methodological approaches, the skills needed to interpret and analyse qualitative and quantitative data, and information relevant to the preparation of a dissertation.

Research Methods for Finance and Accounting

You'll learn the essential skills of developing appropriate research aims and objectives, as well as learning about available sources of data, data collection techniques, and qualitative and quantitative methods of analysis. The module also covers how to develop a critique of current literature, draw conclusions and form arguments as part of writing up a dissertation.

Research Methods for Occupational Psychologists

The module provides coverage of quantitative and qualitative methods for psychology postgraduates, including a critical overview of the assumptions that underlie both methods. You'll engage in skill-based sessions in areas such as interviewing skills, theory development, thematic analysis and interpretative phenomenological analysis.

Retail and Services Marketing

Through examining the theoretical marketing frameworks and practical tools, you'll gain the ability to assess an organisation's position in the market based on an internal analysis of the company's strengths and weaknesses. At the end of the module, you'll have the opportunity to evaluate the services and marketing environment of a Sheffield-based retailer, and produce a detailed report with their assessment, evaluation and recommendations.

Risk and Uncertainty

This module discusses the behavioural aspects of the economic agents that shape an organisation's attitude towards risk, and the potential limits of the risk management processes. You'll develop an understanding of the process of managing uncertainty and risks, and processes such as the creation and management of a portfolio of (real) options are critically evaluated. The module will also explore weaknesses in the risk management/mitigation process that can lead to undesirable financial outcomes.



Selection and Psychological Testing in Organisations

This module covers the theory and practical issues concerning psychological assessment, selection and development of employees. You'll gain an overview of the recruitment and selection process, followed by critical evaluation of selection methods such as interviews, psychometric testing and assessment centres.

Socially Responsible Marketing in an International Context (HKBU)

Social responsibility within marketing is essential to prevent actions such as misleading advertising, cultural insensitivity, and aggressive selling. By taking a critical reflection on the nature of marketing practice, this module explores the interrelated areas of corporate social responsibility, marketing ethics and social marketing.

Staging Music in Theory and Practice

You'll explore the organisation of art-oriented festivals and events, taking into consideration marketing, legal concerns, and health and safety principles. This is a practical-based module, which will culminate in you working in teams to theoretically develop and organise a one-day music event within the local community.



Statistical Methods for Occupational Psychologists

This module covers both the fundamental and advanced statistical techniques required in organisational research. You'll learn the rationale behind hypothesis testing, and the principles behind techniques such as multiple regression, analysis of variance, factor analysis and structural equation modelling.



Strategic Management

As the global business environment changes, effective strategic management is vital for companies to gain and sustain competitive advantage. This module provides you with an overview of key strategic management concepts, theories and models, and an insight into strategic management in practice.

Strategic Marketing (HKBU)

You'll gain experience of conducting marketing analysis, developing marketing plans, and communicating plans effectively to a target audience. The module will also cover the ways in which marketing plans can be critically evaluated, and various strategic adjustments that can be implemented to increase efficiency.

Strategic Planning for Music Business Clients

In this practice-based module, you'll gain actual experience of tackling a management issue within the music industry. You'll research an issue faced by a professional music client, and will act as a consultancy group to draw conclusions from their research and provide recommendations on how to move forward.

Supply Chain Accounting and Finance

New organisational forms demand new approaches to accounting and finance in order to maximise opportunities arising out of collaborative forms of engagement. The module critically evaluates supply chain accounting and finance in this context, and identifies tools and techniques that will provide organisations with a competitive advantage.

Supply Chain Technology

You'll be introduced to a range of technology used in the supply chain, such as radio frequency identification and barcode technology, and the issues related to using information systems. You'll gain an understanding of the theories and principles behind the use of technology, and the practical skills and knowledge essential for anyone pursuing a career in the supply network.

Supply Networks Management

This module will provide you with an understanding of the complexities of managing supply networks across different industries. You'll be introduced to the relevant principles and management frameworks to effectively identify and analyse the problems associated with network management, and identify emerging trends in the industry landscape.

Sustainable Logistics and Supply Chain Management

You'll receive an overview of current sustainable practices within the industry, their potential benefits and challenges, and case studies where initiatives have succeeded or failed. The module will investigate future trends and direction in sustainable supply chain management, as well as topical issues such as corporate social responsibility, business sustainability, and governmental policies.

Wellbeing and Work

Considering predominant psychological themes, you'll learn about the theory and practice relating to employee emotion and wellbeing. The module will also address sources of wellbeing, influences from organisations and individuals, and interventions to improve it. Sessions will combine theoretical inputs with opportunities to apply knowledge through discussion, case studies and simulation exercises.

Work and Organisation in East Asia

You'll take a critical look at the structure of employment and organisation in Japan, China and South Korea, through an examination of large-scale data and international comparisons. The module will also consider the contrasting experiences of working in these countries, from multi-national corporations to volunteering and day-labour.

Work Design, Organisational Change and Development

Covering a range of topics such as organisational design and culture and models of change and development, this module will examine the role of Occupational Psychology in a global context. You'll critically engage with contemporary themes, such as technology-mediated work, consumer psychology and the role of social media in the workplace.





Masters of Business Administration (MBA).

We understand that the challenges of the 21st century require globally minded individuals who can adapt to rapidly changing environments, understand situations and find innovative solutions to problems and then lead their organisations forward.

Our MBA has a focus on consultancy, entrepreneurship and leadership to equip you with the skills you need to succeed. Most students choose to study the programme as an intensive 12-month route, but the MBA is also available on a part-time basis over two years for those wanting to study alongside full-time work.

CORE MODULES	OPTIONAL MODULES
<ul style="list-style-type: none">Accounting and Financial ManagementManaging Organisational BehaviourOperations ManagementGlobal Managerial EconomicsThe Intelligent OrganisationMarketing Consultancy ChallengeStrategic ManagementEffective and Responsible LeadershipNew Venture Creation ChallengeInternationalisation ChallengeCareer Accelerator ProgrammeIndividual MBA Challenge	<ul style="list-style-type: none">Human Resource ManagementStrategic Management AccountingCorporate FinanceRisk and Crisis Management

In addition to the academic and English language requirements, candidates must have a minimum of three years' full-time work experience gained after graduation from their undergraduate degree. In exceptional circumstances we will consider candidates who do not have an undergraduate degree, but who have extensive work experience.

For further information on the MBA visit sheffield.ac.uk/management/mba or contact mba-admissions@sheffield.ac.uk

Doctoral study (PhD).

Sheffield University Management School offers you the opportunity to study for a PhD in a stimulating and rewarding collegiate environment, committed to delivering an outstanding student experience and impactful socially-responsible research.

Our research has a global reputation. It influences policy, changes lives and helps us to understand the world so we can make it better. Our focus is on sustainability and social responsibility, and in developing a vibrant research culture with staff and students from all around the world we nurture the next generation of management academics.

As part of our active research environment you will receive outstanding supervision from talented academics producing intellectually rigorous and leading research in their respective areas.

We can supervise PhDs in a wide range of subject areas. We also offer a number of projects from time to time, some of which have funding attached. For details of our research expertise and available projects, visit sheffield.ac.uk/management/phd

ENTRY REQUIREMENTS

- An undergraduate degree that is equivalent to a UK classification of upper second class honours or above.
- A masters level qualification of merit or above, with a minimum of 60 per cent in the dissertation, research project element or equivalent experience.
- Our English Language requirement is IELTS at 7.0 with a minimum of 6.5 in each component or equivalent



Join the world class.

Education is for everyone, for life

Wherever you are in your career and your life, if you're ready for a world-class masters we'd love to hear from you.

Our greatest strength is each other

Sheffield is an inclusive, supportive community where people of all ages, backgrounds and nationalities study together. You can't have a world-class university without this kind of openness and diversity.

You have to think global

We use our knowledge to help the whole planet, so there's a global dimension to everything we do. This clarity of purpose is why a degree from Sheffield is so highly respected.

We believe in you

You're part of the next generation of professionals who will change society for the better. Our job is to prepare you for that. We'll push you to amaze yourself and we'll support you every step of the way.





THE SHEFFIELD EXPERIENCE

There aren't many cities in the UK that can surprise you like Sheffield. For a big city to have such a strong sense of community is unusual. Then there's the fact that a third of the city is inside the Peak District National Park, an area of outstanding natural beauty.

Most of our student accommodation is in one of Sheffield's nicest residential areas, a short walk from campus. For an urban university, this is pretty special. As well as en suite apartments, we also have houses – near good schools – for students with families.

At the heart of everything is our students' union, ranked No1 in the UK for ten years running*. All your support services are based here. There are over 400 student societies to try out or join, hundreds of sports teams and one of the UK's biggest student volunteering programmes.

With a little guidance from us and lots of freedom to explore, you'll find this all adds up to a unique experience, one that sees you form strong relationships with your fellow students, deepen your ties to the community and discover what it means to be part of something.

**Times Higher Education Student Experience Survey 2009–2018*

CAREERS SUPPORT

We want you to realise your potential, to be happy and lead the kind of life you want. So we support your development throughout your course and for up to three years after you graduate.

We cover everything from figuring out what you want to do to succeeding at interviews. There are lots of opportunities to network with employers in your field. And we'll help you find the kind of work experience that's right for you.

We take your ambitions seriously. Whatever you want to do, wherever in the world you choose to build your career, we can help.

In addition to the Careers Service, Management School students can get support from the Employability Hub. See pages 10–11 for more information.

FUNDING

We value talent, which is why we invest in scholarships (£4m in 2018–19) for exceptional UK and international students. Government loans are available for UK and EU masters students studying eligible courses. And if you did your first degree at Sheffield, you could get a discount on your tuition fees.

Find out more about loans, scholarships and other funding here:

sheffield.ac.uk/postgraduate/taught/funding
sheffield.ac.uk/management/study/msc/scholarships



The content of our courses is reviewed annually to make sure it's current and relevant. Individual modules may be updated or withdrawn in response to discoveries made through our world-leading research, funding changes, professional accreditation requirements, student or employer feedback, curriculum review, staff availability and variations in student numbers.

While every effort has been made to ensure the accuracy of the information in this publication, for the reasons detailed above, changes may need to be made to modules, courses, entry requirements and fees between the date of this publication and the start of your course.

This publication is correct as at the time of print, but please see www.sheffield.ac.uk for the most up-to-date information about undergraduate/postgraduate study at the University. If there is any inconsistency between this publication and www.sheffield.ac.uk, the information on www.sheffield.ac.uk should be taken as correct.

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