



## Course Specification

<b>Published Date:</b>	26-Jul-2018
<b>Produced By:</b>	Haiden Novis
<b>Status:</b>	Validated

## Core Information

<b>Awarding Body / Institution:</b>	University of Wolverhampton		
<b>School / Institute:</b>	Wolverhampton Business School		
<b>Course Code(s):</b>	BU033K23UV	Sandwich	4 Years
<b>UCAS Code:</b>	NN19		
<b>Course Title:</b>	BA(Hons) Business and Marketing Management with Sandwich Placement		
<b>Hierarchy of Awards:</b>	Bachelor of Arts with Honours Business and Marketing Management, having satisfactorily completed a sandwich placement Bachelor of Arts Business and Marketing Management, having satisfactorily completed a sandwich placement Diploma of Higher Education Business and Marketing Management, having satisfactorily completed a sandwich placement Certificate of Higher Education Combined Studies University Statement of Credit University Statement of Credit		
<b>Language of Study:</b>	English		
<b>Date of DAG approval:</b>	25/Sep/2017		
<b>Last Review:</b>	2016/7		
<b>Course Specification valid from:</b>	2009/0		
<b>Course Specification valid to:</b>	2022/3		

## Academic Staff

<b>Course Leader:</b>	Dr Shaukat Ali
<b>Head of Department:</b>	Mrs Sarah Williams

# Course Information

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Location of Delivery:	University of Wolverhampton
Category of Partnership:	Not delivered in partnership
Teaching Institution:	University of Wolverhampton
Open / Closed Course:	This course is open to all suitably qualified candidates.

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## Entry Requirements:

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Entry requirements are subject to regular review. The entry requirements applicable to a particular academic year will be published on the University website (and externally as appropriate e.g. UCAS)

### 2017 Entry

- 'A' Levels at grades BBC - CCC
- BTEC QCF Extended Diploma grade MMM, BTEC QCF Diploma grade DD
- Access to HE Diploma full award (Pass of 60 credits - of which a minimum of 45 credits must be at level 3 including 18 at Merit or Distinction).
- AAT Level 3 Accounting
- If you've got other qualifications or relevant experience, please contact [The Gateway](#) for further advice before applying.
- International entry requirements and application guidance can be found [here](#)
- Successful completion of the [International Foundation Year in Social Sciences](#) guarantees entry on to this course

### Other Requirements

Students must have studied a minimum of two years post GCSE level. However, it is expected that some applicants will be mature students with work experience, who wish to further their career development. These applicants will be processed through standard procedures, which may involve an interview as part of the process. Please see <http://wlv.ac.uk/mature> for further information.

Those who do not meet the entry requirements may be offered an alternative course.

## Distinctive Features of the Course:

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- Strong team of dedicated Marketing and Business lecturers who have many years of teaching experience and expertise in the subject.
- The course places a strong emphasis on employability skills by building skills and confidence employers require e.g. IT skills, project management skills.
- This course draws directly upon the University wide employer engagement agenda and will equip students with real skills for real businesses.
- The course will enable students to understand the requirements, both regulatory and market driven, that would be placed on a business and how this would impact on their role within it.

A placement can be undertaken anywhere; local, national or even, in some instances, international. During a placement, you will be doing similar work to a normal employee of the organisation giving you a unique insight into your chosen profession or sector, the opportunity to acquire crucial personal skills and also the opportunity to build a network of useful contacts. Many companies that employ graduates use placement programmes as a method of recruitment so you could be fast tracked into employment or onto one of their graduate schemes if you impress them.

The team at [The Workplace](#) constantly search for new placement opportunities but if you find an opportunity that interests you or you have been successful in securing one yourself, contact them for further information

and support.

### Educational Aims of the Course:

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The BA (Hons) Business and Marketing Management course aims to provide the student with knowledge and understanding of the activities required to manage a business, and to ensure that it prospers, in a dynamic global business environment. The course will emphasise the role of marketing in underpinning the success of business organisations, while placing this role in the context of other business functions such as HRM. The course will also help the student understand the various types of environment within which a business operates. This will involve investigating issues such as the types of competition that a business will face from their rivals, being aware of the role of stakeholders in the operation of a business and considering how changes in society may impact on the market for a product. The content of the course will be delivered using a wide range of approaches and the student will be encouraged to use e-learning forums to interact with staff and other students.

The course will provide the student with opportunities to advance their ICT skills through the use of application software and digital technologies. The diversity of topic areas covered in the study programme will allow students to develop their own understandings of collective responsibilities as global citizens within their local, national, and international communities.

Opportunities are available to graduates to add value to their skills by studying the Chartered Institute of Marketing Professional Postgraduate Diploma in Marketing qualification or choose to study at Master's level such as our MSc Marketing or MSc in International Business.

Students who successfully complete the course are expected to enhance their job prospects and strengthen their employment opportunities. The course is designed to prepare students for career opportunities in a variety of marketing related areas including product & brand management, account management, sales promotion, marketing research, advertising, interactive marketing and customer relationships within manufacturing, retailing, and service sectors.

As an accredited CIM centre, the course has been designed to obtain maximum exemptions from the Chartered Institute of Marketing (CIM) qualifications. On successful completion of the BA (Hons) Business and Marketing Management course students will be able to get exemption from the CIM Professional Certificate in Marketing and subject to fulfilling certain requirements will further be able to get exemption from the CIM Professional Diploma in Marketing. Other opportunities will be to study the CIM Chartered Professional Postgraduate Diploma in Marketing or study our MSc Marketing course or the MA in International Business. The wide range of relevant skills gained by the end of the course would provide students with opportunities to progress into various business and marketing management positions.

### Intakes:

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September

### Major Source of Funding:

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HE FUNDING COUNCIL FOR ENGLAND (HEFCE)

### Tuition Fees:

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Tuition fees are reviewed on an annual basis. The fees applicable to a particular academic year will be published on the University website.

Year	Status	Mode	Amount
2017/8	H	Full Time / Sandwich	£9250.00
2017/8	EU	Full Time / Sandwich	£9250.00
2017/8	Overseas	Full Time / Sandwich	£11475.00
2018/9	H	Full Time / Sandwich	£9250.00
2018/9	EU	Full Time / Sandwich	£9250.00
2018/9	Overseas	Full Time / Sandwich	£11700.00

PSRB:

BU033K23UV (Sandwich)

Professional Accreditation Body:  
Chartered Institute of Marketing (CIM)

Accrediting Body:  
Chartered Institute of Marketing (CIM)

Accreditation Statement:  
Accredited by the Chartered Institute of Marketing (CIM) for the purpose of gaining CIM qualifications through the Graduate Gateway.

Approved	Start	Expected End	Renewal
01/Sep/2011	01/Sep/2011	31/Dec/2017	31/Dec/2017

Course Structure:

## September (Sandwich)

Part time students study alongside full time students. However, they do not study more than 80 credits in each academic calendar year.

### Year 1

Module	Title	Credits	Period	Type
4MK002	Marketing Principles	20	SEM1	Core
4BU006	Learning for Business Success	20	SEM1	Core
4HR002	Introduction to People at Work	20	SEM1	Core
4IB004	Business in a Global Context	20	SEM2	Core
4MK006	Introduction to Brand Communication	20	SEM2	Core
4MK005	Marketing Performance Management	20	SEM2	Core

## September (Sandwich)

Part time students study alongside full time students. However, they do not study more than 80 credits in each academic calendar year.

## Year 2

Module	Title	Credits	Period	Type
5HR002	Leading and Managing in Organisations	20	SEM1	Core
5BE001	Entrepreneurial Creativity and Innovation	20	SEM1	Core
5MK006	Marketing Planning	20	SEM1	Core
5IB004	Economics of Managerial Decision-making	20	SEM2	Core
5MK011	Customer Acquisition and Retention	20	SEM2	Core
5MK012	Integrated Marketing Communications	20	SEM2	Core

## September (Sandwich)

Part time students study alongside full time students. However, they do not study more than 80 credits in each academic calendar year.

## Year 3

Module	Title	Credits	Period	Type
5BU005	Supervised Work Experience	40	YEAR	Core

## September (Sandwich)

Part time students study alongside full time students. However, they do not study more than 80 credits in each academic calendar year.

## Year 4

Module	Title	Credits	Period	Type
6MK002	Applied Marketing Strategy	20	SEM1	Core
6MK001	International Marketing	20	SEM1	Core
6BU013	Independent Project	20	SEM2	Core
6BE003	Strategic Management	20	SEM2	Core
6BE002	Strategies for Building Business Success	20	SEM2	Core

**For this option group you must choose a minimum of 20 credits and a maximum of 20 credits**

6BU011	Business Research Methods	20	SEM1	
6MK008	Business Research Methods (Marketing)	20	SEM1	

## Learning, Teaching and Assessment

## Academic Regulations Exemption:

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None

## Reference Points:

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Quality Code - [Part A: Setting and Maintaining Academic Standards](#). Including :

[Qualifications Frameworks](#)

[Characteristics Statements](#)

[Credit Frameworks](#)

[Subject Benchmark Statements](#) - Business and Management (2015)

Quality Code - [Part B: Assuring and Enhancing Academic Quality](#)

[University Policies and Regulations](#)

Equality Act (2010)

University "A Curriculum of Opportunity" Centre for Academic Practice

## Learning Outcomes:

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CertHE Course Learning Outcome 1 (CHECLO1)

"Demonstrate knowledge of the underlying concepts and principles associated with your area(s) of study, and an ability to evaluate and interpret these within the context of that area of study"

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CertHE Course Learning Outcome 2 (CHECLO2)

"Demonstrate an ability to present, evaluate and interpret qualitative and quantitative data, in order to develop lines of argument and make sound judgements in accordance with basic theories and concepts of your subject(s) of study."

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CertHE Course Learning Outcome 3 (CHECLO3)

Evaluate the appropriateness of different approaches to solving problems related to your area(s) of study and/or work

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CertHE Course Learning Outcome 4 (CHECLO4)

"Communicate the results of your study/work accurately and reliably, and with structured and coherent arguments"

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CertHE Course Learning Outcome 5 (CHECLO5)

Demonstrate the qualities and transferable skills necessary for employment requiring the exercise of some personal responsibility

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DipHE Course Learning Outcome 1 (DHECLO1)

"Demonstrate knowledge and critical understanding of the well-established principles of your area(s) of study, and of the way in which those principles have developed with an understanding of the limits of your knowledge, and how this influences analyses and interpretations based on that knowledge."

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DipHE Course Learning Outcome 2 (DHECLO2)

"Demonstrate the ability to apply underlying concepts and principles outside the context in which they were first studied, including, where appropriate, the application of those principles in an employment context"

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DipHE Course Learning Outcome 3 (DHECLO3)

"Demonstrate knowledge of the main methods of enquiry in the subject(s) relevant to the named award, and ability to evaluate critically the appropriateness of different approaches to solving problems in the field of study"

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DipHE Course Learning Outcome 4 (DHECLO4)

"Use a range of established techniques to initiate and undertake critical analysis of information, and to propose solutions to problems arising from that analysis"

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DipHE Course Learning Outcome 5 (DHECLO5)

"Effectively communicate information, arguments and analysis in a variety of forms to specialist and non-specialist audiences, and deploy key techniques of the discipline effectively"

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DipHE Course Learning Outcome 6 (DHECLO6)

"Demonstrate the qualities and transferable skills necessary for employment, requiring the exercise of personal responsibility and decision-making and undertake further training, developing existing skills and acquire new competences that will enable them to assume significant responsibility within organisations."

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Ordinary Degree Course Learning Outcome 1 (ORDCLO1)

Critically evaluate the application of concepts and principles of marketing and business to a wide range of business organisations and situations.

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Ordinary Degree Course Learning Outcome 2 (ORDCLO2)

Critically interpret the interaction of business organisations with the changing external environment in which they operate.

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Ordinary Degree Course Learning Outcome 3 (ORDCLO3)

Critically analyse marketing and business information from a range of national and international sources.

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Ordinary Degree Course Learning Outcome 4 (ORDCLO4)

"Prepare, using digital methods, a comprehensive range of marketing and business information useful to the management of organisations"

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Ordinary Degree Course Learning Outcome 5 (ORDCLO5)

Effectively communicate business and marketing ideas to a variety of specialist and non-specialist audiences

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Honours Degree Course Learning Outcome 1 (DEGCLO1)

Critically evaluate the application of concepts and principles of marketing and business to a wide range of business organisations and situations.

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Honours Degree Course Learning Outcome 2 (DEGCLO2)

Critically interpret the interaction of business organisations with the changing external environment in which they operate.

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Honours Degree Course Learning Outcome 3 (DEGCLO3)

Critically analyse marketing and business information from a range of national and international sources.

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Honours Degree Course Learning Outcome 4 (DEGCLO4)

"Prepare, using digital methods, a comprehensive range of marketing and business information useful to the management of organisations"

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Honours Degree Course Learning Outcome 5 (DEGCLO5)

Effectively communicate business and marketing ideas to a variety of specialist and non-specialist audiences

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Honours Degree Course Learning Outcome 6 (DEGCLO6)

"Propose, undertake and present an independent study project that analyses a key issue in the area of business and marketing management"

Overview of Assessment:

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<b>Module</b>	<b>Title</b>	<b>Course Learning Outcomes</b>
4BU006	Learning for Business Success	CHECLO1, CHECLO2, CHECLO3, CHECLO4, CHECLO5
4HR002	Introduction to People at Work	CHECLO1, CHECLO2, CHECLO3, CHECLO4, CHECLO5
4IB004	Business in a Global Context	CHECLO1, CHECLO2, CHECLO3, CHECLO4, CHECLO5
4MK002	Marketing Principles	CHECLO1, CHECLO2, CHECLO3, CHECLO4, CHECLO5
4MK005	Marketing Performance Management	CHECLO1, CHECLO2, CHECLO3, CHECLO4, CHECLO5
4MK006	Introduction to Brand Communication	CHECLO1, CHECLO2, CHECLO3, CHECLO4, CHECLO5
5BE001	Entrepreneurial Creativity and Innovation	DHECLO1, DHECLO2, DHECLO3, DHECLO4, DHECLO5, DHECLO6
5BU005	Supervised Work Experience	DHECLO1, DHECLO2, DHECLO3, DHECLO4
5HR002	Leading and Managing in Organisations	DHECLO1, DHECLO2, DHECLO3, DHECLO4, DHECLO5, DHECLO6
5IB004	Economics of Managerial Decision-making	DHECLO1, DHECLO2, DHECLO3, DHECLO4, DHECLO5, DHECLO6
5MK006	Marketing Planning	DHECLO1, DHECLO2, DHECLO3, DHECLO4, DHECLO5, DHECLO6
5MK011	Customer Acquisition and Retention	DHECLO1, DHECLO2, DHECLO3, DHECLO4, DHECLO5, DHECLO6
5MK012	Integrated Marketing Communications	DHECLO1, DHECLO2, DHECLO3, DHECLO4, DHECLO5, DHECLO6
6BE002	Strategies for Building Business Success	DEGCLO1, DEGCLO2, DEGCLO4, DEGCLO5, ORDCLO1, ORDCLO2, ORDCLO4, ORDCLO5
6BE003	Strategic Management	DEGCLO1, DEGCLO2, DEGCLO4, DEGCLO5, ORDCLO1, ORDCLO2, ORDCLO4, ORDCLO5
6BU011	Business Research Methods	DEGCLO4, DEGCLO5, DEGCLO6, ORDCLO4, ORDCLO5
6BU013	Independent Project	DEGCLO4, DEGCLO5, DEGCLO6, ORDCLO4, ORDCLO5
6MK001	International Marketing	DEGCLO1, DEGCLO2, DEGCLO3, DEGCLO4, DEGCLO5, ORDCLO1, ORDCLO2, ORDCLO3, ORDCLO4, ORDCLO5
6MK002	Applied Marketing Strategy	DEGCLO1, DEGCLO2, DEGCLO3, DEGCLO4, DEGCLO5, ORDCLO1, ORDCLO2, ORDCLO3, ORDCLO4, ORDCLO5

### Teaching, Learning and Assessment:

The students' knowledge of business methodologies and marketing concepts is developed throughout all three years of the programme. The programme as a whole will provide the students' with opportunities to develop skills relevant to the first graduate attribute identified under 'A Curriculum of Opportunity'.

Skills relating to research methods and analytical techniques are initially developed at Level 4 in the modules 4BU006 Learning for Business Success. The skills are used across the Level 5 modules, but are specifically deepened and widened in 5IB004 Economics of Managerial Decision-making. The final stage in developments of research skills will occur at Level 6 as part of the module 6BU011 Business Research Methods. The students will be able to demonstrate their research and analytical skills during the third year of the programme, specifically in in the project/dissertation/case study module 6BU013 Independent Project. The modules discussed above will give the students opportunities to develop skills in relation to the second graduate attribute identified under 'A Curriculum of Opportunity'.

Interactive lectures, seminars and workshops will be used during face-to-face sessions to enhance learning and build up a peer support network that will provide additional support when collaborating online. VLE

forums will be used for online collaboration where appropriate.

The course's modules employ a variety of assessment methods, including report writing, time-constrained assignments, presentations, in-class tests, portfolios, essays, and an independent project. All assessments will be conducted according to the University Assessment Policies and Procedures. Procedures for submission and feedback will be made available for all assessment and communicated to students electronically via the VLE. Below is an indicative list of assessment types:

- Writing reports and essays to show breadth and depth of understanding
- Case study analysis
- Making presentations, both individual and group
- Multi-choice tests
- Dissertations / Projects
- Time-constrained assignments
- Portfolios and learning log/journals
- Assessed group activity (including peer appraisal)

### Student Support:

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There are a number of levels of support available for learning:

Each student will be allocated a personal tutor. Personal tutors maintain regular communication (virtual and/or face-to-face) with each of their designated tutees. Follow up meetings are arranged with students who are not making satisfactory progress or who are at risk of withdrawal. Personal tutors assist the student in their personal and academic development, planning and progression. They will also help the student to liaise with other staff and support facilities in their school, the faculty and the University, including study skills support.

The course leader will monitor the academic and experiential quality of the course through Course Committee, focus groups and other channels. The course leader also supports and directs students proactively on the course, both collectively and individually, and will respond to inquiries and requests from students with regard to the academic programme of study.

The Faculty Enabling Tutor liaises with the Student Enabling Centre (SEC) regarding provision for specific disabled students and disseminates information from the SEC to staff. The Faculty Enabling Tutors also monitor requests for, and provision of, specific examination and assessment arrangements, publicise 'surgery' arrangements and make available time to meet with individual disabled students to enable them to discuss their own school-specific disability issues where necessary. The tutor takes a pro-active role in monitoring the welfare and academic progress of disabled students within the school.

In-class assessments are arranged by the module tutor. The module tutor will, where appropriate, ensure that arrangements are made for students requiring special consideration. These arrangements will apply to those students who have been identified as having special learning requirements.

Members of the Learning Centres are invited to speak to students about accessing printed and electronic resources and provide support for research. LIS also provide a number of electronic resources including podcasts, which can support distance learners in these areas. The 'skills for learning' skills support facility can be accessed electronically via [www.wlv.ac.uk/lib/skills](http://www.wlv.ac.uk/lib/skills)

Each module also provides an extensive reading list and suggestions for web-based and other electronic resources. The VLE system is widely used in all modules for a variety of pedagogical and more practical purposes relating to the dissemination of information and the submission of student work.

### Employability in the Curriculum:

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Teamwork is a key employability skill and is at the heart of effective management and organisational functioning. It is also a powerful learning strategy that is used throughout this course.

The overarching aim at each level is:

Level 4: Students will gain team-work experience from group presentations and group reports, and self-work experience from individual tests. This will contribute to their development of independent study skills.

Level 5: Formative and summative assessments are designed to develop the student's ability in terms of deepening knowledge and providing tactical solutions at an operational level.

Level 6: Formative and summative assessments are designed to develop the student's ability in terms of thinking strategically and making strategic business decisions based upon a detailed knowledge of business methodologies and marketing concepts.

The completion of a Sandwich Year will enable you to gain valuable hands on experience in a relevant work environment. This will not only provide additional practical subject skills but it will also develop personal transferable skills such as communication skills, problem solving skills and demonstrate competency in working with other people. This will increase your employability and assist you in gaining employment in the future.



THE UNIVERSITY OF OPPORTUNITY