



## Fast-track Masters Programmes

**MBA**

**MSc Management**

**MSc Strategic Procurement Management**

**MSc Marketing**

**MSc Project Management**

**MSc Engineering Management**

**MSc Public Relations**

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## Introduction

At Management Development Centre Ltd (MDC), our suite of postgraduate top up programmes are aimed at experienced professionals who are members of professional institutes. The course content doesn't attempt to teach you something that you have spent years of your career accumulating, but it focusses on encouraging you to think in a critical way and learn 'masterliness'. Graduates from the programme report that they have developed a whole new way of thinking as a result of exploring the concept of masterliness.

## Management Development Centre Ltd

MDC Ltd is a collaborative partner of University of South Wales and offers a series of fast track masters courses designed for people who hold full membership of a professional institute. MDC has been delivering specialised masters level programmes since 1991. More than a thousand professionals have successfully graduated with masters degrees in the UK and overseas. The company is part of the Durham Associates Group which also provided UK University programmes in various overseas markets, particularly the Middle East. The Group won the Queen's award for export in 1999 largely as a result of this work.



*MDC Headquarters*

## Why study with MDC?

### Exemptions

Experienced middle and senior managers who are full members of their institutes can enrol on this top up programme with exemptions allowing them to complete within 12-18 months. In offering this fast track route the University recognises the levels of knowledge attained in the achievement of full institute membership.

### Minimum disruption to working week

Busy executives can often not afford to take time out every week to study in a typical university part-time course. However the top up masters allows individuals to gain a major management qualification whilst still in their jobs, as teaching takes place over 2 residential weekends. Assignment completion typically takes 10-15 hours per week but can be fitted around existing work and family commitments. The programme offers the unique opportunity to continue working as you study rather than taking the time off to complete a part time or full time course based on campus.

### Intellectual stimulation

The executive programme creates a tremendous group dynamic where approximately 30 like-minded individuals join together for the 2 intensive weekends. This creates an extremely stimulating experience for all course participants and it ensures that individuals are helped to complete the programme.

### Corporate payback

Most of the students who enrol on the programme are practising managers. This enables them to apply the 'action learning' concept and utilise the theoretical knowledge learned during the modules back to their own organisations. This has proven to be both an effective way of learning for the individual and of real benefit to the individual's company. The programme involves an 18,000 word dissertation which can equate to a large and expensive piece of consultancy work for an individual's employer or company.



## Your Degree

The masters will be awarded by University of South Wales (not MDC Ltd). You have the option of attending a graduation ceremony on campus with other students graduating from University of South Wales.

Full members of the approved professional institutes (listed in the Eligibility section) may be entitled to the maximum exemptions for a masters degree.

The prestigious Masters degree follows on from the institutes' own rigorous criteria for membership and provides a qualified route to applying for **Chartered Manager status** with the CMI. Other institutes also accept the programme in this way, and these programmes are also considered by the institutes to constitute at least a full year's CPD.

More than 1200 senior professionals have graduated from MDC's postgraduate programmes in the UK and overseas. Many of the UK's top companies such as BT, NatWest, the MOD, the NHS, Seiko, Nestle, KPMG and Rolls Royce have funded their employees' qualifications.



## Eligibility

MDC is a collaborative partner of the University of South Wales which offers masters top up routes to full members of approved professional institutes.

University of South Wales grants equivalence to some overseas professional institutes and their qualifications. Please contact MDC Ltd for further information.

If you are a member of an institute which isn't listed please contact us as we can also assess eligibility on an individual basis.

		Eligible for					
Institute		MBA	MSc Management	MSc Marketing	MSc Strategic Procurement Management	MSc Project Management	MSc Engineering Management
ILM	Institute of Leadership & Management						
CMI	Chartered Management Institute						
CIPD	Chartered Institute of Personnel & Development						
ACCA	Association of Chartered Certified Accountants						
CIMA	Chartered Institute of Management Accountants						
CIPFA	Chartered Institute of Public Finance and Accountancy						
ICAEW	Institute of Chartered Accountants in England and Wales						
ICPA	Institute of Certified Practising Accountants (Ireland)						
CIPS	The Chartered Institute of Purchasing & Supply						
CILT	The Chartered Institute of Logistics & Transport						
ILPMM	Irish institute of Purchasing & Materials Management						
APS	American Purchasing Society						
ISM	Institute for Supply Management (USA)						
CIM	Chartered Institute of Marketing						
CIPR	Chartered Institute of Public Relations						
IDM	The Institute of Direct and Digital Marketing						
MII	Marketing Institute of Ireland						
IMM	Institute of Marketing Management (South Africa)						
NIMA	Netherland Institute of Marketing						
MIF	Management Institute of Finland						
SI	Swedish Institute						
APM	Association of Project Managers						
BCS	The Chartered Institute for IT						
BINDT	British Institute of Non-Destructive Testing						
CIBSE	Chartered Institution of Building Services Engineers						
CIHT	Chartered Institution of Highways & Transportation						
CIPHE	Chartered Institute of Plumbing and Heating Engineering						
CIWEM	Chartered Institution of Water and Environmental Management						
EI	Energy Institute						
IAGrE	Institution of Agricultural Engineers						
ICE	Institution of Civil Engineers						
ICHEM	Institution of Chemical Engineers						
ICME	Institute of Cast Metals Engineers						
IED	Institution of Engineering Designers						
IET	Institution of Engineering and Technology						
IFE	Institution of Fire Engineers						
IGEM	Institution of Gas Engineers and Managers						
IHE	Institute of Highway Engineers						

IHEEM	Institute of Healthcare Engineering and Estate Management						
ILPMM	Institution of Lighting Professionals (Ireland)						
IMarEST	Institute of Marine Engineering, Science & Technology						
IMechE	Institution of Mechanical Engineers						
InstMC	Institute of Measurement and Control						
InstRE	Institution of Royal Engineers						
IOA	Institute of Acoustics						
IOM3	Institute of Materials, Minerals and Mining						
IOP	Institute of Physics						
IPEM	Institute of Physics and Engineering in Medicine						
IRSE	Institution of Railway Signal Engineers						
IStructE	Institution of Structural Engineers						
IWA	Institute of Water						
NI	Nuclear Institute						
RAeS	Royal Aeronautical Society						
RINA	Royal Institution of Naval Architects						
SEE	Society of Environmental Engineers						
SOE	The Society of Operations Engineers						
TWI	The Welding Institute						



## Course Structure

As a student on one of our postgraduate top-up courses, you will initially study either the Leadership and Management Theories module or the Advanced Procurement module, followed by a Research Methods module. Each module is taught during a residential weekend. You will then complete a written dissertation which will usually be based around a problem or issue within your own organisation.

### Modules

#### 1. Leadership & Management Theories

*(All students except for MSc Strategic Procurement Management)*

This module aims to develop knowledge and understanding of a range of leadership and management theories and their contemporary application in a range of organisational settings. It also aims to provide a theoretical framework to support the development of a critically reflective leadership and management practise. It prepares individuals for and/or development of a career in business and management. This may be achieved by creating opportunities to understand and critically evaluate the role leadership and management has in contributing to the achievement of organisational objectives.

Synopsis of module content:

- The development of management theory (Classical, HR, Contingency, Systems etc.
- Management versus Leadership?
- Leadership Styles
- Leadership Theory (e.g. transactional versus transformational, servant leadership)
- Leading and managing people (e.g. motivational theories, employee engagement, emotional intelligence).

#### 1. Advanced Procurement

*(MSc Strategic Procurement Management students only)*

This module identifies and explores the development of the procurement and purchasing and supply function in terms of its contribution to competitiveness in all industry sectors, and looks at the stages of development of the function through an examination of various best practice models. It explores the internal and external relationships required to manage procurement and purchasing and supply at the strategic level and looks at new, cutting edge philosophies impacting the field and business organisations.

### Synopsis of module content

- Strategic aspects of procurement and purchasing linking purchasing strategy to corporate strategy
- Purchasing structure organisation design
- Purchasing systems
- Controlling performance and the efficiency and effectiveness of procurement and purchasing
- Commercial relationships
- Buying internationally

## **2. Research Methods**

*(All students)*

This module aims to develop the student's understanding and skills of research in a management and/or professional development context, and will critically review a range of research methodologies and methods of providing management information for decision making.

### Synopsis of module content:

- Both the qualitative and quantitative approaches to carrying out research will be explored in addition to difference science philosophies. The topics covered will include:
- Understanding research philosophies
- Reviewing literature: conducting a literature review, identifying relevant theories, models and perspectives, developing information literacy to evaluate the usefulness of knowledge gained from the extant literature
- Data collection methods
- Research quality: reliability, validity, generalizability
- Quantitative and qualitative research methods
- Practical issues: access to data, time management, ethics in business research
- Data analysis: principles, reporting and presenting results, use of software and social media



## Course Assessment

As with most masters degree courses, the programme does not involve any examinations and assessment is carried out by means of 2 assignments and a dissertation.

### **Assignment 1 (6,000 words)**

*(All students except for MSc Strategic Procurement Management)*

Following the first module (weekend) students will complete a 6,000 word assignment which will consist of a critical evaluation of leadership and/or management theory in a contemporary setting, and relevant to the student's discipline.

### **Assignment 1 (6,000 words)**

*(MSc Strategic Procurement Management students only)*

Following the first module (weekend) students will complete a piece of coursework which is designed to critically assess the activities that constitute contemporary strategic procurement and purchasing management, and assess the student's ability to critically evaluate strategic practices and suggest performance improvements in a real or case study organisational environment.

### **Assignment 2 (6,000 words)**

*(All students)*

After the second module (weekend) students will select an appropriate research aim, formulate a specific research question and identify, clearly describe and justify the methods they will use to answer the research question. The assignment will also involve a 1,000 word reflective log of the individual's experience of the research process.

### **Dissertation (18,000 words)**

*(All students)*

The final stage of the masters is the dissertation, usually based around a problem or issue within the student's own organisation. This is to be submitted within 12 months of the date of the second module. During this phase, students will work with a supervisor towards the final product; which should demonstrate originality, understanding and use of appropriate methodology. Although many dissertations involve exploratory research in fairly abstract areas, more applied research sets out clear recommendations for action, adoption or otherwise.

## Weekend Workshops

The 2 residential weekends are held at the prestigious, centrally located Moor Hall in Cookham. The venue is only a 30 minute taxi ride from Heathrow airport in London. Attendance at both weekends is mandatory.



MDC aim to run the programme twice a year, with the first module starting each Spring and Autumn.

The course is taught by experienced members of the academic team from the Business School at University of South Wales. Up-to-date profiles for all staff can be found on the University website staff directory.

### Workshop dates and timings for the next course:

Module 1: 6pm Friday 3<sup>rd</sup> April – 5pm Sunday 5<sup>th</sup> April 2020

Module 2: 6pm Friday 5<sup>th</sup> June – 5pm Sunday 7<sup>th</sup> June 2020

## Entry Requirements

- Full membership of a professional institute (listed in the 'Your Degree' section)
- At least 5 years managerial experience

Where an applicant has been awarded full membership of their institute by a route other than examinations (e.g. by experience or NVQ) the University may wish to perform an APEL (accreditation of prior experiential learning) which incurs an extra fee of £350.

Please note: International Students require a Short Term Study Visa (this is usually supplied within 6 weeks of application, much quicker than a full student visa)

## Fees

### Programme Fees £6,340 + VAT

Includes course notes, project supervision and all charges to the University

### Accommodation Fees £290 + VAT

Includes rooms and meals at both of the taught weekends

Obtaining Company Sponsorship	Funding Your Own Degree
<p>If you can secure funding from your company, they can generally claim back the VAT on your fees. If your company is not in the UK but is in the EU this may also be possible through reverse charge VAT. If a Non EU company will be paying your fees then VAT does not apply.</p> <p>If you are planning to ask your company for sponsorship, please request our company sponsorship proposal to help outline the benefits of studying with MDC.</p>	<p>Fees are payable in advance of the course, but MDC are happy to discuss your individual requirements which could result in staged payments during the course.</p> <p>Please note we also accept credit card payments.</p>

## Payment Terms & Conditions

If for any reason the course is cancelled by MDC or the University, full refunds of any monies paid will be made. Such refunds are not applicable where start dates or weekend module dates are merely altered or delayed by up to one month.

If you have accepted an offer and then do not attend the first weekend without informing us, or you withdraw from the programme after the start date then any invoices that we have raised to you or your company sponsor become payable in full.

## How to apply

1. Contact MDC Ltd to let us know that you're ready to apply. You can do this either by visiting the relevant course website: ([www.managementmasters.co.uk](http://www.managementmasters.co.uk) , [www.procurementmasters.co.uk](http://www.procurementmasters.co.uk) or [www.marketingmasters.co.uk](http://www.marketingmasters.co.uk) ), or by email or phone.
2. We will then send you a list of the documentation you'll need depending on your qualifications and/or experience. As a quick guide this will include:
  - A personal statement (up to 400 words - guidance sheet supplied by MDC)
  - A copy of your full membership certificate of your professional institute
  - Up to date CV
  - A copy of any academic certificates which may be relevant to your application (MDC will advise)
  - 2 references (from academic tutors, managers or work colleagues)
3. Your application is then completed online
4. You will receive notification of the success of your application within 2 weeks.

## Application Deadlines

Applications can be accepted up until 5 working days before the start of the course. The commencement of the first module is considered the start of the course. We advise you to apply as early as possible to ensure that the university's online resources are all available to you from the outset. It may be possible to process your application in less than 5 working days but this cannot be guaranteed.

## Frequently Asked Questions

### **What is the difference between this and the on-campus course?**

This programme is delivered off campus at a conference centre. It is only available to professionals who are members of an approved institute (see eligibility). The taught part of the course is condensed into 2 residential weekends and the average age of participants is somewhat higher than a typical university on-campus full time programme.

### **How many exemptions will I be given?**

If you are eligible to join this programme you will be obtaining exemptions from about half of the full masters programme.

### **Is an MSc the same level as an MBA?**

An MSc is exactly the same level as an MBA, they are both postgraduate degrees.

### **How can I tell if I am academically suited to this programme?**

The university has examined the membership criteria of the professional institutes (shown under eligibility) and has deemed that full members of those institutes are eligible to study for the MSc with exemptions. (If you have gained membership via an experience rather than an examination route the university may wish to accredit your prior experiential learning – APEL)

### **Am I likely to fail the course?**

Because people who enrol on this programme are always full members of a professional institute the failure rate is very low. However, completion of the programme does require commitment and around 20% of students do not complete the course usually because of a change in their personal circumstances. All students have 2 attempts at every assessment including the dissertation. If you fail an assessment, you will be given a chance to re-sit with feedback to let you know where you went wrong.

### **Can I complete the course with online study only?**

No, attendance at both of the taught weekends is mandatory.

### **Do I need to sit exams?**

No, all assessment is assignment based.

### **How quickly could I complete the programme?**

Students typically take between 12 and 18 months to complete. It is not possible to complete in under 12 months.

## Contact Details

Management Development Centre Ltd  
The Old Brewery  
Castle Eden  
Co Durham  
England  
TS27 4SU

MSc Management / MBA - [www.managementmasters.co.uk](http://www.managementmasters.co.uk)

MSc Strategic Procurement Management - [www.procurementmasters.co.uk](http://www.procurementmasters.co.uk)

MSc Marketing - [www.marketingmasters.co.uk](http://www.marketingmasters.co.uk)

MSc Engineering management –

[www.managementmasters.co.uk/engineering](http://www.managementmasters.co.uk/engineering)

MSc Project Management –

[www.managementmasters.co.uk/projectmanagement](http://www.managementmasters.co.uk/projectmanagement)

Parent Group - [www.dag-ltd.co.uk](http://www.dag-ltd.co.uk)

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## Disclaimer

The University and MDC Ltd reserve the right to change the content, structure, assessment procedures, venue, dates and the terms and conditions relating to these programmes.