

Masters in Marketing

Taught Element:

80 credits: MN5001, MN5002, MN5405 and MN5406

40 credits: from other approved 5000-level MN modules.

MLitt:

120 credits as for the Taught Element plus 60 credits from *either* MN5497, MN5498 *or* MN5499

For all Masters degrees there are exit awards available that allow suitably-qualified candidates to receive a Postgraduate Certificate or Postgraduate Diploma.

Compulsory modules:

MN5001 Contemporary Global Issues in Management				
SCOTCAT Credits:	20	SCQF Level 11	Semester:	1
Availability restrictions:	Not available as an optional module for any programme.			
Planned timetable:	To be arranged.			
This module is aimed at creating a deep and wide appreciation of how various global trends will impact upon economies, organisations and from there, the practice of management. In particular, the way in which ecological, social and economic factors interact to create threats and possibilities for organisations will be addressed. Moreover, the varying ways in which these aspects manifest themselves in different parts of the globe will be elucidated in order to ensure that all students have an appreciation of both how their own and other countries might be affected by various trends. Finally, students will also be supported to make the link between these issues and how they manifest themselves in their chosen area of study.				
Programme module type:	Compulsory for the Human Resource Management, International Business, Marketing and International Business and Strategy (Moscow State) Postgraduate Programmes and for the Management Studies MRes Programme.			
Learning and teaching methods and delivery:	Weekly contact: 2 lectures and 1 seminar.			
Assessment pattern:	2-hour Written Examination = 50%, Coursework = 50%			
Module Co-ordinator:	Dr R Woodfield			
Lecturer(s)/Tutor(s):	Dr R Woodfield, Team taught			

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MN5002 Contemporary Conceptual Issues in Management				
SCOTCAT Credits:	20	SCQF Level 11	Semester:	2
Availability restrictions:	Not available as an optional module for any programme.			
Planned timetable:	To be arranged.			
<p>This module develops students' prior understanding of management and develops a deep understanding of core conceptual challenges in organisations. Using critical case-based exploration and extensive discussion the module explores such basic yet deep questions as: What are organisations? Can organisations be managed, and what do managers actually do? How do we know what we know? Where does innovation come from? What are skills, knowledge and understanding? What is responsible enterprise? Why are organisations structured the way they are? How do personality, power and politics impact on organisational life? As these and similar questions are addressed, students will be encouraged to reflect and draw upon their own experiences of organisational life as issues are analysed, challenged, researched, evaluated and assessed.</p>				
Programme module type:	Compulsory for the International Business, and Marketing Postgraduate Programmes and for the Management Studies MRes Programme.			
Learning and teaching methods and delivery:	Weekly contact: 1 lecture, 1 seminar and 1 practical class.			
Assessment pattern:	2-hour Written Examination = 50%, Coursework = 50%			
Module Co-ordinator:	Dr J Summers			
Lecturer(s)/Tutor(s):	Dr J Summers, Team taught			

MN5405 Dialogue and Debate in Marketing (Masterclasses)				
SCOTCAT Credits:	20	SCQF Level 11	Semester:	2
Availability restrictions:	Not available as an optional module for any programme.			
Planned timetable:	To be arranged.			
<p>This module builds on students' prior knowledge of marketing concepts by introducing them to contemporary dialogue and debate in marketing and exploring specific questions within one or more broad topics such as; power, technology, morality, green consumption, globalisation and communication. The intention is to approach each topic from a range of perspectives, including mainstream and critical understandings. Students will be encouraged to engage with the challenges presented by these issues by means of a range of approaches, including standard lectures, and tutorials, debates, simulations and site visits.</p>				
Programme module type:	Compulsory for Marketing Postgraduate Programme.			
Learning and teaching methods and delivery:	Weekly contact: Lectures, seminars and practical classes.			
Assessment pattern:	Coursework = 100%			
Module Co-ordinator:	Ms J F Brooks			
Lecturer(s)/Tutor(s):	Ms J F Brooks, Guest speakers			

MN5406 Consumer Behaviour and Marketing Research				
SCOTCAT Credits:	20	SCQF Level 11	Semester:	1
Availability restrictions:	Not available as an optional module for any programme.			
Planned timetable:	To be arranged.			
<p>This module aims to refresh and enhance the theoretical and research skills of participants by introducing them to a range of theory, including psychoanalysis, behaviourism, cognitive learning theory and semiotics and then illustrating these in the context of marketing research. A theory will be introduced in one week and then its implications for marketing research will be illustrated in subsequent weeks. For example psychoanalysis will be illustrated by focusing on the use of depth interviews, focus groups and rorshach tests; behaviourism by observation and cognitive learning theory by experimental design of perceptual measurements and the construction of attitude questionnaires.</p>				
Programme module type:	Compulsory for Marketing Postgraduate Programme.			
Learning and teaching methods and delivery:	Weekly contact: Lectures, seminars and practical classes.			
Assessment pattern:	2-hour Written Examination = 50%, Coursework = 50%			
Module Co-ordinator:	Dr B Bratanova			
Lecturer(s)/Tutor(s):	Dr B Bratanova			

One of MN5498, MN5499:

MN5498 Group Dissertation				
SCOTCAT Credits:	60	SCQF Level 11	Semester:	Whole Year
Availability restrictions:	Not available as an optional module for any programme.			
Planned timetable:	Workshops to be arranged.			
<p>This module provides students with the opportunity to undertake an in-depth investigation into issues within the field of business and finance. They are required to prepare a 15,000 word (approximately) report dissertation detailing justified conclusions and recommendations. Training in methodology will be provided to students in semesters 1 and 2 as preparation for the dissertation. Supervision of the dissertation is also provided. Each group will comprise up to 6 students. The group dissertation will comprise 70% of the assessment; the remaining 30% will be awarded for an individual report and log book. The individual report should either critically reflect upon working in a multi-cultural project team or on a specific topic related to the group project in both cases the exact topic for the individual report will require supervisor approval.</p>				
Programme module type:	Either MN5497, MN5498 or MN5499 is compulsory for Banking and Finance, Finance and Management, International Business, International Business and Strategy, Human Resource Management or Management MLitt or MSc Postgraduate Programmes.			
Anti-requisite(s):	MN5497, MN5499			
Learning and teaching methods and delivery:	Weekly contact: 4 x 1-hour lectures and 4 x 2-hour workshops. Students will then be given 6 hours of supervision.			
Assessment pattern:	15,000 word group dissertation report = 70%, 3,000 word individual report = 30%			
Module Co-ordinator:	Ms J F Brooks			
Lecturer(s)/Tutor(s):	Ms J F Brooks, Supervisory team			

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MN5499 Individual Dissertation				
SCOTCAT Credits:	60	SCQF Level 11	Semester:	Whole Year
Availability restrictions:	Not available as an optional module for any programme.			
Planned timetable:	Workshops to be arranged.			
This module provides students with the opportunity to undertake an in-depth investigation into issues within the field of business and finance. Training in methodology will be provided to students in semesters 1 and 2 as preparation for the dissertation. Supervision of the dissertation is also provided.				
Programme module type:	Compulsory for Banking and Finance MSc Programme. Either MN5497, MN5498 or MN5499 is compulsory for Finance and Management, International Business, International Business and Strategy, Human Resource Management or Management MLitt or MSc Postgraduate Programmes.			
Anti-requisite(s):	MN5497, MN5498			
Learning and teaching methods and delivery:	Weekly contact: Up to 6 hours supervision per student.			
Assessment pattern:	Coursework = 100%			
Module Co-ordinator:	Ms J F Brooks			
Lecturer(s)/Tutor(s):	Ms J F Brooks, Supervisory team			

Optional modules available:

see pdf online called [PG Management - optional modules 2016-2017](#).