



UNIVERSITY OF LEICESTER  
SCHOOL OF BUSINESS

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LEICESTER MBA INTERNATIONAL RECRUITMENT PARTNERS

The School of Business works with a number of overseas recruitment partners that can assist with your application and admission to the Leicester MBA programme. We have provided a list of our academic partners and agents by country below:

EUROPE

**Cyprus**  
Savvides Institute  
+357 22 517191  
savvidis@cytanet.com.cy  
www.savvideseducation.com

**Greece**  
International Consulting SA  
+30 210 9210291  
iconsult@iconsulting.gr  
www.iconsulting.gr

**Malta**  
Foundation for HR Development (FHRD)  
+356 213 13550  
dl@fhrd.org  
www.fhrd.org

MIDDLE EAST

**Bahrain, Egypt, Iran, Iraq, Jordan, Kingdom of Saudia Arabia, Kuwait, Lebanon, Libya, North Sudan, Oman, Palestine, Qatar, Syria, United Arab Emirates, Yemen**

Stafford Associates  
+971 7 203 1204  
info@staffordglobal.org  
www.staffordglobal.org

ASIA

**Hong Kong**  
HKU SPACE  
+852 3761 1121  
leicester@hkuspace.hku.hk  
www.HKUSPACEhku.hk

**Singapore**  
Momenta Group Pte. Ltd.  
+65 6339 2800  
leicester@momenta.biz  
www.momenta.biz

AFRICA

**Kenya**  
Uniserv  
+254 723 597445  
info@uniserveducation.com  
www.uniserveducation.com

**Paedeia**  
+254 722 492955  
kevin@pardeia.co.ke

**Ghana**  
International Distance Learning Centre (IDEC)  
+233 302632991  
info@idecghana  
idecghana.com.org

**Cameroon, Nigeria**  
Leadmode Consult Ltd  
+234 818 611 0200  
info@leadmode.com  
www.leadmode.com

**Angola, Botswana, Burundi, Central African Republic, Chad, Democratic Republic of Congo, Dijibouti, Eritrea, Ethiopia, Gabon, Lesotho, Madagascar, Malawi, Mozambique, Namibia, Republic of Congo, Rwanda, Seychelles, Somalia, South Africa, South Sudan, Swaziland, Tanzania, Uganda, Zambia, Zimbabwe**

Education for Africa  
+256 393 516 661  
education4africa@yahoo.co.uk  
www.efa.uk.com

CARIBBEAN

**Antigua and Barbuda, Bahamas, Barbados, Dominica, Dominican Republic, Grenada, Grenadines, Guyana, Jamaica, St Kitts and Nevis, St Lucia, St Vincent, Trinidad and Tobago, US Virgin Islands**

UKESC Ltd  
enquiries@ukesc.co.uk  
www.ukesc.co.uk

If your country of residence is not listed above, please contact the Leicester MBA Team directly:  
  
+44 (0)116 252 5649  
mba@leicester.ac.uk  
www.le.ac.uk/mba



## WELCOME TO THE **SCHOOL OF BUSINESS**



We believe that our world-changing research produces high quality teaching – inspiring you to go further in your career.

Here at the University of Leicester School of Business we aspire to be distinctive and relevant. Distinctive in our research, our approach to the study of business, economics and management and our portfolios of programmes; and, relevant in the application of these to knowledge, organisations and generating impact.

Our AMBA-accredited MBA programme explores business and management in a different light. We welcome students who are willing to have their basic managerial assumptions challenged and those wanting to explore issues impacting global economies.

By studying the Leicester MBA with us, you will be engaging with leading academics who are at the forefront of their disciplines. Our stimulating and innovative learning environment enables you to reach your potential and compete with the very best, engaging with organisations and industry along the journey. Our research talents are far-reaching and feed directly into our teaching, allowing you to learn from those currently involved in cutting edge research and practice in a range of disciplines.

We are proud of our international community. We attract students and academics from all over the world ensuring a truly global feel and allowing the development of an inclusive, diverse and professional network.

A network that extends beyond studying. As a School of Business Leicester MBA graduate you will join our alumni network of over 12,000 MBA professionals worldwide.

The University of Leicester School of Business is a place where research meets teaching, norms meet reflection, distinctiveness meets relevance and where impossible dreams become a reality.



**Professor Zoe Radnor** Dean, School of Business



**TOP 10 IN THE UK**  
for producing the most leaders of industry  
Emolument, 2016.

**THE UNIVERSITY**   **DISTINCTLY LEICESTER**

Together our staff and students are discovering innovative ways to change the world for the better and there has never been a more exciting time for you to study with us.

We have an international reputation for excellence in teaching and are led by discovery and innovation, with the synergy between research and learning at the core of our activity.

We have a proud history, founded in the aftermath of World War I as a living memorial to those who lost their lives in the Great War. Our motto – *Ut Vitam Habeant*, ‘so that they may have life’ – reflects our values to do justice to the hopes and expectations of those on whose shoulders we now stand, striving to make a difference in everything we do.

Today our University is a lively, energetic and global community, in which dedicated and talented people are anticipating, working towards, and helping to shape the future. We do everything we can to recognise diversities, achieve equalities and enable all of our staff and students to be people who flourish.

The recent Research Excellence Framework (REF) confirmed our position as a leading research university, ranked among the top 25 universities for research power.

Our research has wide ranging impacts on society, health, culture, and the environment, with 75% judged to be internationally excellent. Whether it’s our revolutionary work in DNA fingerprinting, the discovery of Richard III or breakthroughs in the treatment of degenerative diseases, we consider education and knowledge to be a power for good.

Ours is an enviably close knit campus, in the heart of one of the most multicultural cities in the UK. Welcoming and cohesive, our surroundings facilitate collaboration in a winning city with a reputation for defying the odds. We are committed to helping our city meet its most significant environmental, social and educational challenges, and our new strategic plan reflects our ambition to raise the University’s profile and contribution to society on a regional, national and international stage.

**LEICESTER MBA**   **GLOBAL CENTRES**

Leicester **UK**

Athens **Greece**

Ras al-Khaimah **UAE**

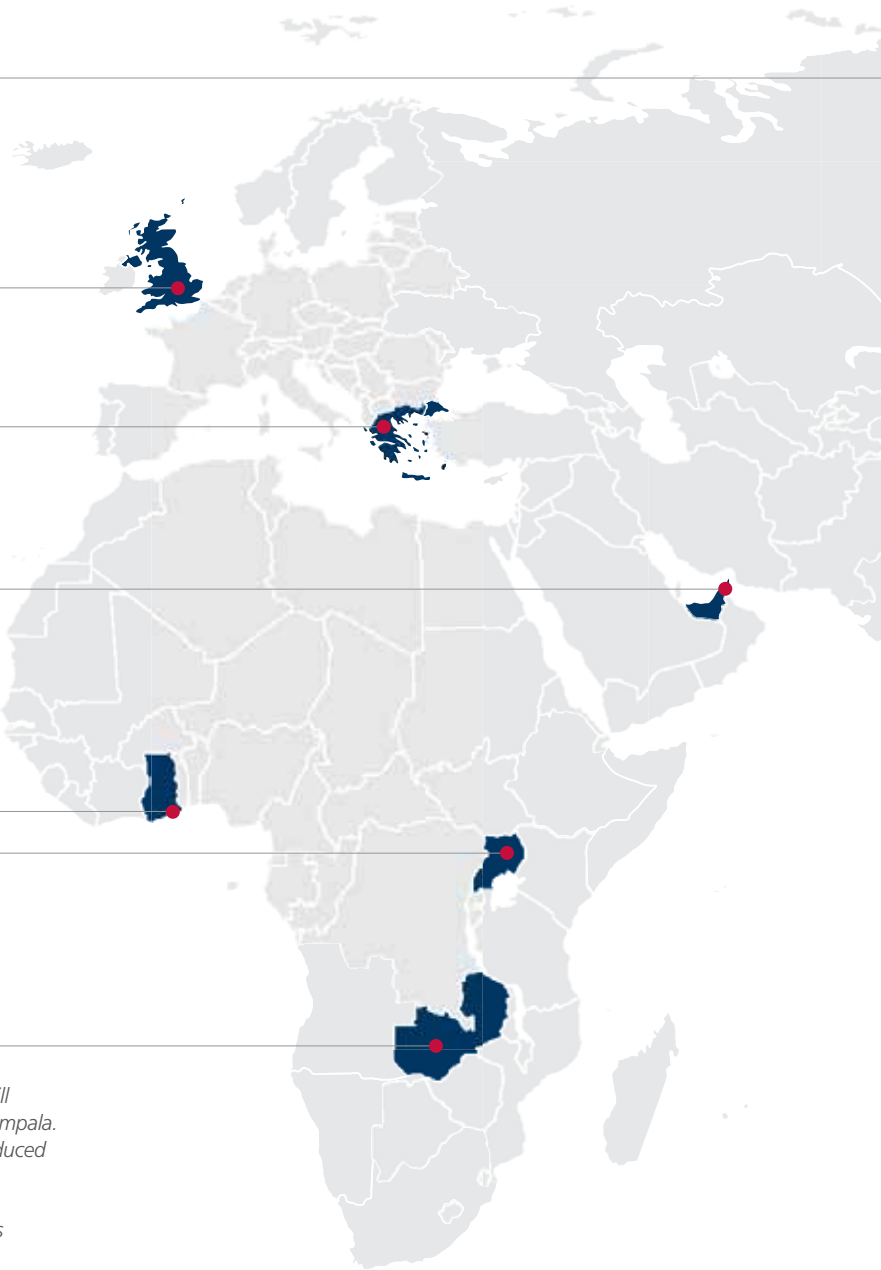
Accra **Ghana**

Kampala **Uganda\*\***

Lusaka **Zambia\*\***

**\*\*** *The East African Global Centre will alternate between Lusaka and Kampala. Additional centres could be introduced subject to student numbers.*

*The Leicester MBA Global Centres are subject to change.*



ABOUT

THE LEICESTER MBA

This course is for you if you want to be a global business leader, and learn from a pioneer in global executive education with a strong international reputation.

We are here to help you to bring out your potential and support you to achieve your ambitions.

We aim to develop your knowledge and skills to manage and lead teams and organisations for the benefit of their stakeholders, to think critically and strategically, to make decisions based on evidence, and to generate sustainable value for society.

Our programme is the culmination of over 25 years of distance learning experience. We know what works well. We have designed the Leicester MBA to provide you with the flexibility of fitting your studies around your professional and personal commitments, with a structure that keeps you on track and supports you to progress through your studies.

Learning is a social endeavour and distance learning should not mean a distant educational experience. We combine face-to-face and online learning and promote interaction to hone your expertise in managing in dynamic environments. We integrate theory and practice by connecting your learning activities and assessment to the challenges you face in your daily work.

Our multi-national faculty and the global cohort of students provide you with a wealth of cultural knowledge from all over the world. With residential workshops in our Global Centres and the Leicester Masterclass on campus here in Leicester you will enjoy an unparalleled opportunity to gain international experience and expand your networks across industry sectors and national borders.

From the moment you join the Leicester MBA, you will be supported by our teaching faculty, personal tutors, career management and administrative team. This team work together to ensure you are part of the University regardless of where you study.

TRANSFORM

YOUR CAREER

Whether you are looking to move from a technical position into management, or are looking to build the skills and credentials required to progress towards senior leadership, we recognise that career development is a major factor in your decision to embark on an MBA programme.

In recognition of this we have integrated your career development into the Leicester MBA programme. Upon joining the Leicester MBA you will enjoy personal support from our dedicated careers team who will work with you to enhance your Career Management and Development Programme.

Through a multi-layered support package you will have access to a comprehensive programme designed to aid your personal and professional development. A series of seminars delivered by external facilitators and industry experts with experience of the MBA recruitment market will help you gain an invaluable insight into your skill set and the opportunities available to you. These are complemented by group coaching, live MBA surgeries and one-to-one career development appointments.

Key themes in the Leicester MBA Career Management and Development Programme include:

- **Leadership**
- **Business immersion**
- **Networking**
- **Coaching**
- **Professional skills development**

Effectively engaging with this programme will help you to ensure that you are effective in your chosen role and have a positive business impact in your organisation and on others.

Our mission is to inspire and enable future leaders to reflect and contribute positively to their organisations and our society.

**DIVERSITY** We treasure and support variety. We are international, interdisciplinary, and inclusive. We develop leaders who respect and nurture diversity and pluralism.

**COMMUNITY** We promote collegiality, collaboration, and cooperation. We share, care and help. We develop leaders who work and learn in partnership.

**INTEGRITY** We uphold the highest standards of honesty, transparency, and professionalism. We develop leaders who are ethical, fair, responsible and trustworthy.

**MAKING A DIFFERENCE** We strive to make things better – for individuals, organisations, community and the world. We develop leaders who have the knowledge and skills to make a positive impact, and the courage and confidence to overcome obstacles.







**John, USA**

Leicester MBA Graduate 2015

'I completed my Diploma in Management in 2006 and I had been considering starting my MBA for a few years before I took the leap and actually did it! Major considerations included brand recognition (I wanted an MBA that actually meant something), study flexibility and cost. Based on these factors I determined the Leicester MBA best fit my criteria. Upon reflection, I am delighted with the choice I made.

The major highlights included passing my first exam, attending Summer School in the UK and graduation. I certainly suffered from early confidence challenges so passing my first exam was a major boost. The Summer School (the Leicester Masterclass) was also a great opportunity to enjoy the benefits of being a campus-based student (if only for a week), meet the University staff and network with fellow students from around the world. Many of which remain friends today!

Without question the MBA has helped my career. From a personal perspective, I have been able to use the knowledge obtained during the programme to improve my management capabilities. The recognition of earning an MBA from a prestigious university has also been helpful professionally.

My one piece of advice to anyone considering pursuing an MBA is to do it. I personally delayed the decision as I was always seeking the perfect time to start (trust me there isn't one!). Having an MBA will without doubt improve your career prospects (and earnings potential) so from an investment standpoint it is a smart decision.'



**Manolis, Cyprus**

Leicester MBA Graduate 2017

'Having gained five years of experience in the business services sector, managing complex research and business analytic projects, I felt it was time to further enhance my career and pursue a higher degree to continue my professional development. I started researching MBA degrees in the UK and the University of Leicester had a proven record and many years' experience, with worldwide recognition in establishing distance learning programmes.

In general, I found that studying the MBA programme was a perfect experience and I really enjoyed it all the way through. The highlights for me included the interesting core and option modules available; the consistent high educational standards; identifying alternative approaches to managing my time effectively; and, the ability gained throughout the Leicester MBA programme for being critical in thinking, reasoning and creativity.

Today, in a fast growing and evolving world with new technologies, innovations, research and developments globally, students have to escape a common way of thinking and doing things. Thus I would definitely recommend other students to think about the possibility of joining the MBA programme at Leicester because they will have the opportunity to develop critical thinking and reasoning abilities and will also appreciate the importance of strategic and business management studies.'



**THE LEICESTER**

**MBA PROGRAMME**

The Leicester MBA is designed to be completed within 30 months.

Our three core modules, option module and the MBA Project are all six months in duration. The Learning and Professional Development Portfolio runs alongside your core and option modules, allowing you to reflect and further develop on the knowledge and skills gained during your modules.

You will be assessed by a mid-term examination and individual assignment for the core modules, and an individual and group assignment for your option module. Your final piece of assessment for the Leicester MBA programme is your MBA Project.

To ensure you achieve the learning outcomes for the Leicester MBA and develop the necessary skills and knowledge to be an effective manager, you are required to:

- Regularly participate in live seminars.
- Download and watch online lectures.
- Actively participate in online discussions with your tutors and MBA peers.
- Participate in face-to-face learning at the residential workshops and the Leicester Masterclass. As a minimum Leicester MBA students must attend in person one residential workshop and then either two further workshops or the Leicester Masterclass. In order to enhance your learning experience we recommend attendance at all face-to-face study opportunities.

We recommend a commitment of 14 hours per week to successfully achieve the Leicester MBA.



**THE LEICESTER MBA MODULES**

Opportunities and difficulties in business do not arrive neatly packaged in functional areas. Innovation and enterprise thrive when individuals are able to work across these boundaries and when they are provided with the tools and skills necessary to see the bigger strategic picture. Our researchers come from a wide variety of disciplines and our ground breaking research is inter-disciplinary in nature and execution. The modules on the Leicester MBA embrace this spirit and through the Learning and Professional Development Portfolio you will develop the skill-set required to leverage this approach and effectively apply this within your organisation.

MONTHS	01-06	07-12	13-18	19-24	25-30
MODULE	01	02	03	04 (CHOICE OF)	05
	MANAGING AND DEVELOPING PEOPLE AND ORGANISATIONS  Introduction to the programme and professional skills, organisational behaviour, HRM, leadership, change management.	MANAGING VALUE CREATION PROCESSES FROM IDEA TO MARKET  Marketing, operations management, innovation, entrepreneurship.	MANAGING FINANCES AND STRATEGIC DECISION MAKING  Managerial accounting, finance, economics, strategy, ethics, corporate social responsibility and sustainability.	i. MANAGING INTERNATIONAL MARKETING COMMUNICATIONS, BRANDS AND RELATIONSHIPS  ii. MANAGING FINANCE FOR CORPORATE POLICY AND STRATEGY  iii. MANAGING HUMAN RESOURCES STRATEGICALLY	ORGANISATIONAL RESEARCH AND CONSULTANCY METHODS AND THE MBA PROJECT  MBA Project: in company project, business analysis, business plan or dissertation
LEARNING AND PROFESSIONAL DEVELOPMENT PORTFOLIO					
CAREER MANAGEMENT AND DEVELOPMENT PROGRAMME					

**MODULES 01**

**MANAGING AND DEVELOPING PEOPLE AND ORGANISATIONS**

The first part of the module provides you with an introduction to the Leicester MBA, detailing what, why and how you will study. You will assess different approaches to learning and apply them to your own study skills, developing an appropriate study plan to meet the programme expectations.

The second part is devoted to learning how to manage people. There is a vast amount of scientific research that can be used to enhance the effective management of people. You will learn what this evidence tells us and how to analyse and solve people problems.

**02 MANAGING VALUE CREATION PROCESSES FROM IDEA TO MARKET**

Success increasingly demands the nurturing of a culture which can efficiently harness value creation processes across all areas of organisational life. Value needs to be co-created at every step of the transformation process, from initial idea through to its eventual diffusion into the marketplace. This module maps the value co-creation process throughout all of its decisive stages of operations, innovation and marketing insight.

**03 MANAGING FINANCES AND STRATEGIC DECISION MAKING**

Strategic decisions lie at the heart of many of the challenges that confront the senior managers of any organisation. A rapidly changing, complex, ambiguous, and highly uncertain environment can threaten the performance of an organisation. This module will provide you with the skills that are necessary for thinking strategically along with the critical skills that are required to evaluate the foundations of many current strategic practices.

**04 One module from the following three options:**

**i. MANAGING INTERNATIONAL MARKETING COMMUNICATIONS, BRANDS AND RELATIONSHIPS**

This module provides an in-depth engagement with a wide range of current marketing concepts, issues and challenges. The two key dimensions within the module are how to organise and manage marketing relationships and supply chains in both consumer and business-to-business contexts; and, how to understand and operationalise effective programmes for communication, promotion and stakeholder engagement activities.

**ii. MANAGING FINANCE FOR CORPORATE POLICY AND STRATEGY**

Finance plays a central role in the survival, growth and development of a corporation. It is an essential dimension of most corporate policy decisions and involves an understanding of the practices of the short term and long term capital markets.

**iii. MANAGING HUMAN RESOURCES STRATEGICALLY**

Through an examination of the employment relationship, including recruitment and selection, training and development, motivation and reward, and performance and change management, you will analyse the different approaches that organisations take to managing their people.

**05 ORGANISATIONAL RESEARCH AND CONSULTANCY METHODS AND THE MBA PROJECT**

Organisations depend on thorough research and the processes of collecting and interpreting information to inform crucial decisions tantamount to success. This module allows you to explore management issues in practice and make critically informed recommendations based on the theories, concepts and frameworks that you have learned throughout the Leicester MBA.

You can choose between a traditional dissertation, an in-company project, a business research project or a business start-up plan.

**LEARNING AND PROFESSIONAL DEVELOPMENT PORTFOLIO**

Your portfolio is a non-credit bearing module that integrates your work within the first four modules and your engagement in the Career Management and Development Programme. Working on your portfolio will help you to record, reflect on and take responsibility for managing your learning and professional development, and engage with feedback from tutors and peers.

Detailed module information can be found at [www.le.ac.uk/mba](http://www.le.ac.uk/mba)



THE LEICESTER MBA STUDY EXPERIENCE

The Leicester MBA benefits from our extensive experience in delivering effective distance learning. We balance the latest online technologies with traditional face to face teaching techniques to provide you with an approach to study which is flexible enough to be studied anywhere but sufficiently structured and interactive to allow you to play your part in the group and develop the necessary skills to become a leader.

PROFESSIONAL RECOGNITION

As well as the Leicester MBA, you will also be awarded a **Level 7 Diploma in Strategic Management and Leadership** from the Chartered Management Institute (CMI). Please note that there are no additional fees for this dual qualification.

SUPPORTED LEARNING

Upon joining the programme you will be assigned a personal tutor and be introduced to the career development team who will support you through your studies.

Each module is led by a team of subject specialists with practical experience in their respective field. You will be taught by academics who have international research and teaching expertise. The programme culminates in the MBA Project, which brings your learning and skills development from the programme together and requires you to apply this to an organisational or market issue. To ensure you make the most of this opportunity you will be provided with a dedicated MBA Project Tutor who will provide support and guidance.

INTERACTIVE ONLINE ENVIRONMENT

You will enjoy 24/7 access to our customised online learning environment, which provides a structured week by week programme of study. Through an innovative suite of Leicester produced materials, activities and readings you will be guided through key topics and concepts which are brought to life through recorded lectures, discussion forums and live seminars, all delivered and moderated by faculty at the School of Business.

DYNAMIC FACE-TO-FACE LEARNING AT OUR GLOBAL CENTRES

Each core module and the MBA Project have a residential workshop, held at one of our Global Centres. These two-day workshops are group based and designed to immerse yourself into complex practical business issues and require you to work closely with others in cross-cultural teams.

You will be able to come together with fellow students and MBA graduates expanding your contacts and gaining invaluable insights into business issues across sectors and countries.

THE LEICESTER MASTERCLASS

The Leicester Masterclass is a week-long residential held on campus at the University every August/September, and provides a fantastic opportunity for you to study on campus and network with fellow School of Business distance learning students from around the world.

SPECIALISE YOUR MBA

With the Leicester MBA you can tailor your programme to meet your needs. You have the choice of studying for a general MBA or following one of our three specialist routes:

- MBA (Finance)
- MBA (Human Resource Management)
- MBA (Marketing)

To gain your MBA with a specialism you must successfully complete all the core modules, study the option module relevant for your chosen specialism (detailed below) and complete your MBA Project on a topic in your chosen specialism. If you decide to study a general MBA you can choose from any of our option modules and complete your project in any area of study.

FINANCE SPECIALISM

Required option module:  
Managing Finance for Corporate Policy and Strategy

HUMAN RESOURCE MANAGEMENT SPECIALISM

Required option module:  
Managing Human Resources Strategically

MARKETING SPECIALISM

Required option module:  
Managing International Marketing Communications, Brands and Relationships

BEYOND THE

LEICESTER MBA

Developing strong relationships is fundamental to harnessing the opportunities your MBA presents. The ULSB Alumni Network provides you with a professional global network for life after university so that you can continue to enjoy the benefits of having studied with us.

Examples of how the ULSB Alumni Network offers lifetime support:

- Continued career support through our bespoke professional development resource, which provides you with support and information on the latest job opportunities around the world.
- Our Entrepreneur in Residence network provides you with the opportunity to explore new business ventures, build key contacts and pursue funding avenues.
- Exclusive and free access to selected full-text business journals and magazines.
- Advance invitation to our Executive Development Workshops which focus on contemporary topics relevant to Leicester MBA graduates.
- Opportunities to share your experience with students and fellow graduates through our networking events held at our Global Centres.
- A means of building your local network through our Alumni Regional Chapters organised and run by Leicester graduates.

The ULSB Alumni Network is a medium for you to keep up to date with the latest developments and achievements in the School and for you to stay in touch with us and let us know your achievements.

We welcome and encourage MBA alumni to stay closely involved with the School's activity. This involvement can include mentoring, tutoring, supporting programme design or acting in a strategic advisory capacity to the School.

As an MBA graduate of the University of Leicester School of Business you will belong to a **DISTINGUISHED NETWORK OF OVER 12,000 MBA ALUMNI** located all over the world.







## HOW TO APPLY

You can begin your Leicester MBA in April or October.

### ENTRY REQUIREMENTS

- You must have a minimum of three years appropriate and relevant postgraduate work experience (defined as having worked in a supervisory, managerial or professional role).
- A first or second class honours degree from a UK university or an approved professional qualification

OR

- An equivalent degree from a non-UK university of academic institution

OR

- A postgraduate degree or diploma from a recognised institution.
- IELTS 6.5 or equivalent if your first language is not English.

If you have the potential to meet the MBA learning requirements but do not hold the level of academic or professional qualifications outlined above you may be considered if you have more than five years of relevant work experience in a supervisory, managerial or professional role. Please note that entry on this basis will be subject to meeting one of the following conditions:

- Completion of an essay (from a range of titles within the business and management discipline) of no more than 2500 words. The content of this essay will be discussed via Skype interview.
- Or a GMAT score of 550+ within the past 5 years. For information on taking GMAT please see [www.mba.com/global](http://www.mba.com/global)

If you are considering applying on this basis we would recommend contacting our **MBA Team** at [mba@le.ac.uk](mailto:mba@le.ac.uk) with a copy of your CV for initial advice on your eligibility before submitting your application.

From the April 2019 start date onwards all applicants will be required to complete a short Skype interview as the last stage of the application process.

## MEET US

You can meet us in person at education fairs worldwide or at one of our information sessions held at the premises of our international recruitment partners. You can also join one of our live chat events.

Visit [www.le.ac.uk/mba](http://www.le.ac.uk/mba) for more information.

### FEES AND SCHOLARSHIP

Your Leicester MBA course fees cover:

- Your required study materials
- Attendance at residential workshops
- Attendance at the Leicester Masterclass
- Examinations

They exclude:

- Accommodation at residential workshops
- Accommodation, social events and catering at the Leicester Masterclass
- Travel to examinations, residential workshops and the Leicester Masterclass

Fees can be paid in two or six instalments, or in one single payment. Applicants paying in full prior to the start of the course are eligible for a 5% fee reduction.

Scholarships are available and further information on these and the Leicester MBA fees can be found on our website [www.le.ac.uk/mba](http://www.le.ac.uk/mba)

### NEXT STEPS

Check the admissions requirements and application deadlines at [www.le.ac.uk/mba](http://www.le.ac.uk/mba)

Speak to one of our MBA Team at the university or one of our international recruitment partners.

Complete and submit your online application.

Once we receive your application we aim to make a decision within two working days.