



UK Education

# **BA (Hons) Business Management**

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**Buckinghamshire  
New University**

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## Buckinghamshire New University

Originally established as a School of Science and Art in 1891, the University has been transforming lives for 130 years. They're proud to make a difference because of the education we provide, our research, and the positive impact we make to the environment and in our communities. Buckinghamshire New University (Bucks New University) has a history that dates as far back as 1891. This was the year that the School of Science and Art was founded, offering evening classes to people in the local community. The university is top 100 in The Complete University Guide-University League Tables 2023. Top 100 in CUG Subject League Tables -Accounting & Finance ranking breakdown. Top 130 in UK University Ranking 2022-SI UK. They also have 95% of graduates, employment or further study 15 months after graduation. Students are very satisfying with the teaching environment, which is what Buckinghamshire New University want to do.

## ■ Ranking and Qualification

UK Ranking

#92



CUG Subject League Tables –  
Accounting & Finance ranking breakdown

UK Ranking

#107



The Complete University Guide –  
University League Tables 2023

UK Ranking

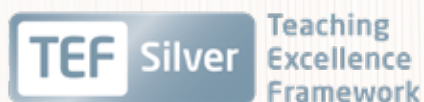
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The Guardian –  
The best UK universities 2023



WES Approved





# ■ BA (Hons) Business Management



## ■ Course Description

The programme is designed for students who see themselves as future business professionals in any industry (private / public / voluntary). The programme provides various opportunities to develop knowledge and expertise required to be a successful manager in the industry. This course would suit students who are interested in developing business knowledge, management skills and managing in an ever increasing international world.

The BA (Hons) Business Management Online programme gives opportunity to students to top up their level 5 qualifications to a full honours degree online without the need to attend traditional face-to-face lectures. The programme consists of four main modules which will help to develop the intellectual capability of students as well as their research skills.

The programme covers the important area of leading and managing change especially in the current climate where businesses need to understand the turbulent business environment and the role of effective managers and leaders in the change process. Further to this, the programme also covers areas of strategic aspects of marketing which will help students to understand not only the key areas of marketing but also the ability to understand how to successfully manage products and services from idea inception to achieving success through effective marketing both in UK and international markets. The programme also covers areas of innovation and Corporate Governance as well as the chance to learn new research skills in business and management.

## ■ Course Content

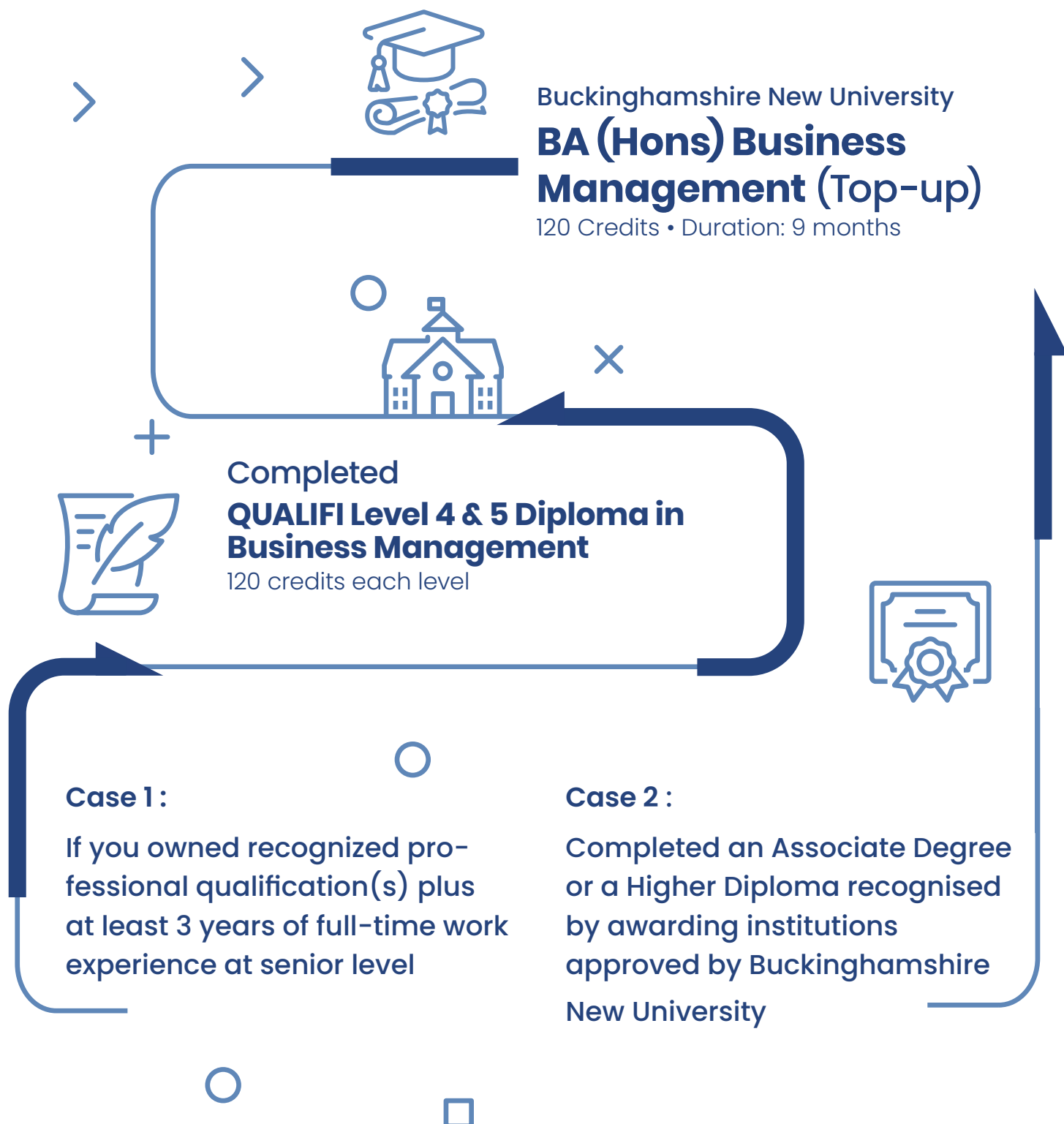
Strategic Marketing

Managing Innovation in Business

Leading and Managing Change

Corporate Strategy and Governance

## ■ Progression Pathways



The shortest time to complete the course:

**9 months**

(Completion time depends on student progress)

**120 credits required to complete the course**

## ■ Programme Features

100% online learning, which can be accessed from your phone, pc or tablet at home or on the move. On successful completion of your studies, you'll be invited to attend a graduation ceremony on campus.

### Study Mode

Online and Part-time

### Duration of Program

Every program can be completed in 9 months.

### Assessment

Performance of students are assessed on a continuous basis through assignments and class participation.

### Entry Requirements

Existing educational qualifications and work experience will be directly taken into programme and allowing for module exemptions, please email or whatsapp us for detail

### English Language Requirements

- IELTS 5.5; Reading and Writing must be at 5.5 or
- HKALE Use of English at Grade E or above, or HKDSE Examination English Language at Level 3 or above or
- Satisfy the examiners in UK EDUCATION qualifying examination, if required.

### Medium of Instruction

All modules will be taught in English.

## ■ Programme Structure

This BA course is divided into two parts, Postgraduate Diploma PLUS BA Top Up.

Postgraduate Diploma (120 Credits)

### **QUALIFI Level 4 Diploma in Business Management**

**Start Date:** Anytime  
**Duration:** Anytime  
**Mode of Study:** Distance Learning  
**Structure:** 6 Mandatory only with no exam

#### **Mandatory Units:**

- |                                    |                        |
|------------------------------------|------------------------|
| 1. Communications in Organisations | 4. Managing Change     |
| 2. Leadership and the Organisation | 5. Business Operations |
| 3. Financial Awareness             | 6. Developing Teams    |

part 01

Postgraduate Diploma (120 Credits)

### **QUALIFI Level 5 Diploma in Business Management**

**Start Date:** Anytime  
**Duration:** Anytime  
**Mode of Study:** Distance Learning  
**Structure:** 6 Mandatory only with no exam

#### **Mandatory Units:**

- |  |  |
|--|--|
| 1. Responding to the Changing Business Environment | 4. Business Models and Growing Organisations |
| 2. Effective Decision Making                       | 5. Customer Management                       |
| 3. Business Development                            | 6. Risk Management and Organisations         |

part 02

BSc Top Up (120 Credits)

### **Buckinghamshire New University** **BA (Hons) Business Management Top-Up**

<b>Start Date:</b>	September / January / May
<b>Duration:</b>	12 months, course exemption will be provided base on experience
<b>Mode of Study:</b>	Distance Learning
<b>Structure:</b>	4 Course only with no exam

part 03

#### **Strategic Management**

The module outlines the importance of all stages within the marketing planning process; from the audit, through strategic decision making processes, to the implementation of plans. It outlines how managing resources effectively and employing the correct monitoring and measurement techniques can enable the achievement of strategic marketing objectives. The module will also substantively cover how digital technology impacts upon these issues and processes in a contemporary and future business setting.

#### **Managing Innovation in Business**

Managing innovation in a business setting is critical to controlling the risk of entering new frontiers and providing structure and governance to more entrepreneurial and unexplored business activity.

A major aspect of the module is learning about the importance of leadership in the innovation process. Effective leadership can dramatically change an organisation's ability to embrace or shy away from innovation and change. This module will review leadership competencies, styles, group maturity, servant leadership, politics and power and organisational development strategies.

The students will apply knowledge from other modules to examine businesses and make recommendations on how they can improve their performance. In this module, it will be expected that the students will participate, challenge and debate the issues within the class and in their work.



### **Leading and Managing Change**

This module aims to enable students to develop a critical understanding of change management theory and practice in modern organisations. Students will understand the key business drivers of change, the change management context, change management theory and approaches, resistance to change and globalisation of change.

Ultimately, students will develop an insight into how organisations manage change. Change is inevitable and a constant factor in organisational life. This module will require students to relate their academic learning to real organisations and develop an in-depth understanding of the challenges which organisations face. Students will recognise the skills and knowledge required to work at a strategic level and understand the challenges and uncertainty associated with this.

### **Corporate Strategy and Governance**

This module develops an understanding of how leaders and board members make decisions about the management and direction their organisation should follow. The students will select a real organisation and, apply the models and theories in order to develop their comprehension of the complexities of corporate governance and strategic decision making.

Students will also be taught general research skills in order to help prepare them to carry out both secondary and primary research for their assessment.

They will exercise critical judgement to identify critical factors in the external and internal environment affecting that organisation. Individually, students will then develop appropriate strategies for managing the tensions between good corporate citizenship and stakeholder demands.

*[Strategic Marketing][Managing Innovation in Business][Leading and Managing Change] Require students to write two assignments. First assignment should consist of 1200 words and the second 2500 words.*

*The fourth module which is the [Corporate Strategy and Governance] will require the student to submit 1 written assignment of 6000 words.*



## ■ QUALIFI Level 4 Diploma in Business Management Module Outline

### BUS 4.1 Communications in Organizations

Aim of this unit is divided into three parts and examines communications at an organizational level, interpersonal communications and managing internal and external communications.

Effective communications are vital to the success of any organization, to ensure understanding, involvement and commitment to organizational policies and procedures.

Organizations today often need to change their policies and procedures to survive in the developing local and global economies. It is important for managers to realize the importance of sound communication practice and systems to ensure the effective development and dissemination of new ideas and decisions for change.

This unit will help managers explore the links between good communications and the development of workforce understanding and commitment to change by considering what is meant by good communications practice. It will then help them look at their communication skills as well as how to improve links between their team, other parts of the organization and beyond.

The unit aims to develop the learner's awareness of organizational, personal, team and external communications. Communication practices, systems, styles and tools are explored and how they support individual and group's commitment to organizations and their objectives.

Interpersonal communication with an emphasis on analyzing the learner's own personal style to empower and improve personal communication skills is central to the unit. For this purpose, learners should obtain feedback on their input at meetings, presentations, interviews and in discussions with peers and tutors.

#### Learning Outcomes

- Be able to set performance targets for teams to meet strategic objectives
- Be able to agree team performance targets to contribute to meeting strategic objectives
- Be able to monitor actions and activities defined to improve team performance
- Be able to apply influencing skills to respond to the dynamics and politics of personal interactions

## BUS 4.2 Leadership and the Organisation

Aim of this unit looks at the development of practical leadership skills at a non-strategic level within the rapidly changing working environment.

The unit provides an opportunity for learners to explore in depth the attributes and skills of successful leaders. Learners will also be able to consider how some of the leadership theories and models can be applied to specific situations and to learn how leadership skills can be developed.

The unit draws on a selection of established principles and on more recent work. It seeks to consider their relevance to specific working situations.

Through a study of leadership styles, current theory and models learners will be gain an appreciation of leadership skills and their importance at all levels in organisations and for specific purposes.

### Learning Outcomes

- Evaluate the impact of different leadership qualities and skills in organisations Be able to assess budgets and their ability to support organisational objectives
- Research current theories, models and principles of leadership
- Analyse the leadership skills required for specific situations

## BUS 4.3 Financial Awareness

Aim of this unit is designed to introduce learners to the nature, role and importance of financial information in organizations from a managerial perspective. Learners will have the opportunity to look at communication and interpretation of financial information for managing organizations, its regulation and structuring and use in decision making, together with the principles of accounting, standards expected, and concepts and conventions that influence the presentation of financial information.

Learners will, through the examination of financial information, learn about the important issues relating to the measurement of efficiency, profitability and solvency, and the different demands on organizations made by different stakeholders. They will also explore the extent to which external confidence is determined by financial performance.

Learners will examine how financial information can be interpreted, analyzed and evaluated, how costs in an organization can be monitored and controlled, and how the concept of contribution aids decision making.

The overriding aim of the unit is to provide the learner with the necessary knowledge to be able to critically evaluate the financial systems, processes and procedures in their own organizations.

Learners will gain understanding of accounting conventions, appreciate measurement for efficiency, profitability and solvency, and the different demands made by different stakeholders. Learners will gain understanding of financial commentary.

### Learning Outcomes

- Evaluate the impact of different leadership qualities and skills in organisations Be able to assess budgets and their ability to support organisational objectives
- Research current theories, models and principles of leadership
- Analyse the leadership skills required for specific situations

## **BUS 4.4 Managing Change**

Learners will gain the realization that it is only through the people that they work with that change can become successful.

This unit will allow learners to take a problem solving approach, initially defining issues and then looking at options, before selecting an appropriate route to change.

Finally, the unit looks at planning for implementation and evaluation of the change itself. There will be an emphasis on involving those directly affected, to gain their experience and knowledge as well as their commitment to, and ownership of, the change itself.

Throughout the unit, importance will be placed the need to manage and control the change process by effective monitoring and evaluation. Various change models will be used as the basis of activity.

The aim of this model is to introduce different models and practices of change management.

The unit further aims to help learners to develop an understanding of the issues and practices involved in the management of change and those activities that contribute to positive organizational change. Learners are encouraged to develop and use their problem solving skills.

### **Learning Outcomes**

- Research and analyses issues that concern significant organizational change
- Develop plans to involve stakeholders in planning for and supporting change
- Plan the implementation and evaluation of a change process.

## **BUS 4.5 Business Operations**

Aim of this unit focuses upon the effective and efficient planning and management of work activities. It provides learners with the knowledge and skills to design, implement and change operational plans to improve effectiveness and efficiency, and to design and monitor appropriate systems to ensure quality of the products and services.

Learners may investigate their own organization and their role within it. Their research will involve evaluating the importance of business processes in delivering outcomes based on business goals and objectives, establishing customer requirements and developing and implementing operational plans to meet them.

This will include the identification of resources needed, the planning and allocation of appropriate work activities, the setting and monitoring of performance measures and quality standards, and then taking appropriate action or making suitable recommendations to solve problems at work and managing the resulting change.

Consideration will be given throughout the unit to legal, regulatory and ethical requirements, particularly to the maintenance of health and safety.



Learners will discover that the objectives of successful managers are largely achieved through others and that the involvement of teams, peers and individuals is crucial to the efficient and effective management of activities.

This unit aims to enable learners to develop an understanding of the issues relating to the management of activities with a particular focus on problem solving.

The unit provides a basis for understanding how different organizations are structured and controlled, and the importance of business goals and objectives. The workings and operations of the organization are examined and Learners are required to develop and deliver operational plans.

#### **Learning Outcomes**

- Examine the importance of business processes in delivering business goals and objectives
- Investigate how business goals and objectives affect business operations
- Develop and implement plans for an operational area.

## **BUS 4.6 Developing Teams**

This unit focuses on building, developing and supporting teams to enable them to achieve their goals and objectives. Learners must identify the skills and potential of team members while providing opportunities for them to gain new skills and experiences.

Learners will evaluate team roles and their importance when allocating team members to appropriate tasks in order to achieve objectives.

A key factor in a winning team is the team leader. Learners will have the opportunity to examine the qualities required of an effective leader to ensure that tasks are achieved, while building and developing the team and individuals within it.

This unit also focuses on methods for monitoring team performance and approaches for handling poor performance and conflict.

The unit focuses on building, developing and supporting teams to enable them to achieve their goals and objectives. Learners will identify the skills and potential of teams and individuals.

Opportunities for teams to develop, gaining new skills and experiences and ways to evaluate and improve their performance are important to the unit too.

#### **Learning Outcomes**

- Analyze the characteristics of teams
- Evaluate development methods for team
- Evaluate methods of setting team objectives, and monitoring and evaluating team performance

# **QUALIFI Level 5 Diploma in Business Management Module Outline**

## **BUS 5.1 Responding to the Changing Business Environment**

The three key themes to this unit examine the socio-economic environment, the way in which markets operate and the relationship between business and governments.

The central theme to the unit is the changing roles that exist between business, government and their citizens that create both opportunities and threats for the modern organization. By understanding the organizational impact of the trends, managers can respond positively to a changing socio-economic environment.

The unit also looks at the external business environment and the different ways that organizations respond to changes.

The aim of the unit is to introduce the learner to a number of dynamic factors that affect how an organization operates and the change in management that is required. By understanding how relationships between public and private sector organizations are affected by socio-economic factors the learner will be better placed to manage that relationship.

### **Learning Outcomes**

- Evaluate and analyses the factors that influence business and the responses that can be deployed to manage these factors.
- Appreciate how an integrated approach to understanding the business context and decision making can support business development.
- Investigate the changing relationship between the private and public sector

## **BUS 5.2 Effective Decision Making**

The unit will look at the different ways that decisions are taking by companies by exploring approaches to decision making, implementing decisions and the way in which knowledge can be used within organizations.

With the growth of IT and customization, few decisions are straightforward enough for managers to rely on the answers that have been successful in past years. To remain competitive, organizations need to develop decision-making processes that use all the current information and knowledge available in the workplace, workforce and beyond.

Consequently, today's decision making becomes more of a problem-solving process.

In addition, increasing workforce empowerment and expectation means that the decision-making process for competitive organizations needs to be a much more participative process. Otherwise, management will not gain the information and knowledge they need and will also lose the commitment required to ensure decisions taken become effective.

So, while the act of decision taking effectively remains with the manager responsible, the process of decision making needs to involve all the stakeholders within the managers' immediate workplace and beyond. This ensures that the decision taken is owned by all whom have to work with it.

The unit aims to equip the learner with the means to manage the process of decision-making rather than the outcome or decision itself. By recognizing methods of decision taking, the learner can stress the need for greater participation of stakeholders to ensure pro-activity and innovation.

#### **Learning Outcomes**

- Review relevant issues that are important to making business decisions
- Explore approaches to the decision-making process and how to improve approach
- Recommend approaches to improve decision making

### **BUS 5.3 Business Development 5**

The unit will allow for learners to work in a team to investigate new business formats and a feasibility assessment for a potential knowledge-based product or service opportunity identified by the team. This might be undertaken for a new income stream within an existing business or for a new enterprise. The core unit material will focus on Refining an Idea, Research and Presenting the Plan.

All learners will be involved with refining the idea and individual learners will be responsible for doing market research, building a final plan and creating an operational plan.

The aim of this unit is to provide the learner with the knowledge and skills to research a market and plan a development strategy such as the launch of a new business model, new enterprise, product or service line. Learners will need to fully develop and pitch their business development strategy.

#### **Learning Outcomes**

- Analyze the role that planning has in developing new business streams
- Conduct research into demand and assess market potential
- Prepare a business model and present a business sales plan

### **BUS 5.4 Business Models and Growing Organizations**

The unit is designed to help learners understand what is expected from them in working for a growing organization.

The three units explore the relationship between enterprising behaviors and business success, the different ways in which firms can grow and the different types of business that they might be expected to work in.

To introduce the concept of working for and managing creatively within a smaller growth organization. This unit examines how the small business grows, reasons for success and how best to manage available growth options. This will give the learner a greater understanding of fast growth organizations in both private and social sectors of the economy.

Learners will develop skills to support their ability to understand business strategy and development with an emphasis on business growth.

#### **Learning Outcomes**

- Examine growth options and the resource implications on organization structures and operations
- Develop an appreciation of different business models and how performance and success of ventures may be evaluated
- Evaluate environmental scanning and how growth options may be analyzed

## BUS 5.5 Customer Management

This unit is designed to help learners understand the role of customer-centered organizations. The three units are understanding customers, meeting customer need and adding value.

Learners will evaluate best practice and the policies and approaches that result in excellent service and delivery within a contemporary business environment.

Customer Relationship Management (CRM) is now being actively embraced by organizations within most industry sectors. Furthermore, customer expectations are changing with the result that customer relationships are becoming increasingly more complex to manage.

This unit analyses how businesses have responded by looking after their customer base in new and more cost effective ways.

The aim of the unit is to provide learners with understanding and insight into customer behaviors. It will develop skills and learners will use tools and practices an organization can use to retain and improve customer retention and relationships.

### Learning Outcomes

- Examine the different ways that organizations deal with their customers
- Develop skills and practices that will support customers retention
- Explore and learn from examples of customer centered organizations and the benefits of such an approach

## BUS 5.6 Risk Management and Organizations

This unit prepares learners for working in a commercial environment by providing an insight into the different risk profiles from both an organization's and an individual's perspectives. The three units are understanding business risk, managing risk and innovation and creativity.

The aim is to provide learners with an understanding of what makes an effective organization in balancing out opportunity with change.

This unit will involve the learner in developing risk profiles and identifying risk management strategies for selected case studies. These will be available online as used as a means to illustrate the different ways organizations approach change. The course material will be closely linked with creativity and innovation.

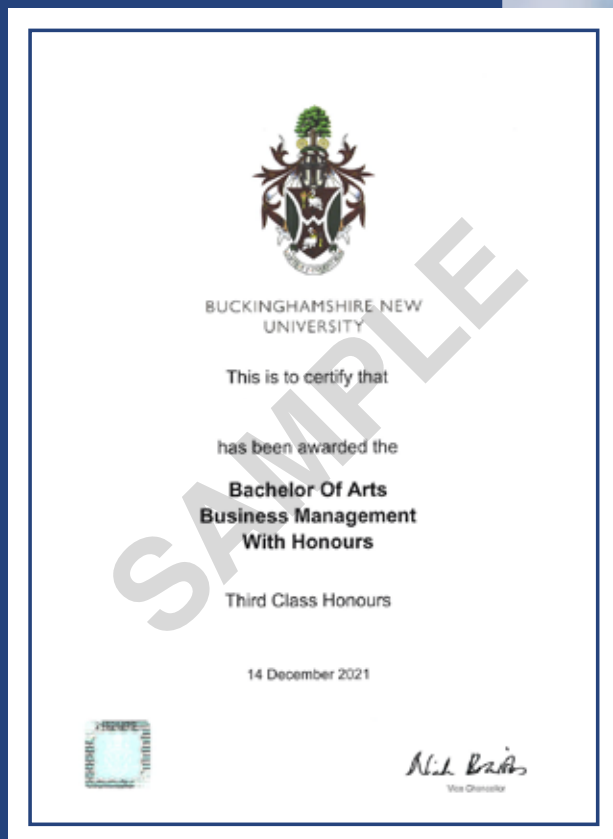
### Learning Outcomes

- Review organizations risk tolerance in different environments
- Develop skills to identify and assess the risk profiles of organizations
- Investigate how innovation can be used to reduce risk aversion in growing organizations.





## Samples of Certificate & Transcript



# UE | UK Education

“The UK Education” provides overseas study counseling services, focusing on assisting your overseas study journey. “The UK Education” has one of the most integrated British school networks among all the local overseas advanced study companies. Our professional counseling team provides one-stop services such as assisting in school applications, arranging interviews, etc. We help to assist students to analyze each school in details, and provide one-on-one consultation services for further studies.



## Our Missions

- Provides career path that support students who wish to develop their management skills, enterprise capabilities and opportunities in their chosen field
- Helps students to improve their understanding of any given business environments and organizations and how should they manage and develop in the given situation
- Helps students to develop skills and abilities, and support their professional development

## Accredited Partner Centre

