

BA Honours Business Management with Commercial Law

Oliver Sayers

The course is very up-to-date with lecturers directly relating what we are learning to the current economic downturn. The Commercial Law part of the course is very useful and adds an edge of understanding on how to operate a business. Receiving lecture notes before the lecture is also helpful for my dyslexia.



Other related areas/courses you might be interested in:

Business – Economics (p84) • Business – International (p86) • Business – Marketing (p89) • Business with Property BA Honours (p194) • Computing – Business Information Systems BSc Honours (p115) • Fashion Buying Management BA Honours (p151) • Fashion Merchandise Management BA Honours (p153) • Property with Business BA Honours (p194) • Tourism with Business BA Honours (p209)

The University of Westminster's Business and Management courses give students the opportunity to develop a career in a vast range of business areas, in both the public and private sectors. Graduates from these courses are currently employed in professions ranging from finance and the City to technology consulting and the retail sector. Budding entrepreneurs have gone on to start their own businesses, while other graduates continue their development and gain access to professional qualifications. Many courses are also available to study part-time, suitable particularly for mature students who are already in employment.

You may gain access to professional qualifications from leading institutions such as the Chartered Institute of Marketing, the Institute of Direct Marketing, the Institute of Personnel and Development and the professional accounting bodies.

The courses use a variety of teaching methods, from large lectures to small group seminars which emphasise participation and self-directed learning. These are supported by online resources provided via Blackboard, our online learning environment. Assessment is based on a combination of coursework or other in-course assignments, and end-of-module exams.

For further information about Business and Management courses visit the Westminster Business School website at www.westminster.ac.uk/wbs

Business BA Honours

Business – Financial Management BA Honours • Human Resource Management BA Honours • Information Management BA Honours • Marketing Management BA Honours

Business success requires a breadth of knowledge and abilities and, in bringing together theory and practical skills, this course enables you to develop the vision, innovation and dynamism required for business in the 21st Century. The course provides you with the perfect gateway to a career in business management, and graduates are employed in a wide range of business sectors including finance, human resources, marketing, retail and computing.

The core modules give you a broad business experience, while a wide range of specialist modules, coupled with a flexible structure, allows you to build the degree of your choice to match your planned career. The timetabling of modules during the day and also in the evening allows you to match your study time to your work commitments.

Course content

In Year 1 (Credit Level 4) you are introduced to the principles and functions of business organisations and key management skills. The core modules in Year 2 (Credit Level 5) provide an understanding of how businesses operate and are resourced, and your management skills of enquiry, analysis, decision making and reflection are further developed. The course is flexible and you can specialise in one area for a specific award, or study more widely for the business award. Consultation with tutors ensures a programme of study best suited to your abilities and personal career interests.

There is the opportunity to spend a semester studying abroad as we have active links with universities in Europe, USA, Australia, and other parts of the world. You may take up an optional work placement for a year. The placement officer will work with you to find a placement in your field of interest.

In Year 3 (Credit Level 6) the core modules focus your enquiring, critical and reflective approaches to pervasive issues challenging contemporary business at a strategic level, such as sustainability, globalisation, creativity and innovation. You have the opportunity to complete a major project investigating an issue of your choice; coupled with a wide range of specialist modules, this project provides a launch pad for your future career.

Year 1 (Credit Level 4)

Subjects of study include: Accounting and Finance Fundamentals • Business Communications • Business Data Analysis • Business Information Systems • Introduction to Marketing • Law, Business and Society • People and Organisations • plus one free choice module

Year 2 (Credit Level 5)

Subjects of study include: Business Economics • Creating and Delivering Customer Value • Developing Your Professional Future • Management Research Methods • Managing Business Resources • plus two modules selected from your chosen specialism • plus one free choice module

Year 3 (Credit Level 6)

Subjects of study include: Business Strategy • Contemporary Business Issues • Major Project (double module) • plus three modules selected from your chosen specialism • plus one free choice module

Length of course

Three-year, full-time; four-year, full-time sandwich; five-year, part-time

UCAS codes

Business N200
Financial Management NN14
Human Resource Management NN16
Information Management N201
Marketing Management NN15

Location

Harrow

Teaching and assessment, and associated careers

See p77

Typical offer for September 2009

Qualification type	Grade/points
A Levels	CCC
International Baccalaureate	28 points (minimum)
BTEC National Diploma	MMM

See also entry requirements on p48.

Business Management BA Honours
Business Management – Business Economics BA Honours • Commercial Law BA Honours • E-Business BA Honours • Finance BA Honours • Financial Services BA Honours • Human Resource Management BA Honours • Information Management BA Honours • International Business BA Honours • Marketing BA Honours • Professional Accounting BA Honours • Retailing BA Honours

While some students have clear career aims before starting their university education, many others are still unsure which path they will eventually follow. This exciting and flexible business degree can help you to develop your career plans, and offers specialisation in one of 11 subject areas. The course will provide you with a broad range of business knowledge and skills which will enable you to pursue a career in various business sectors.

For those of you who are mature students looking to improve your qualifications and widen your job opportunities, the part-time course is designed so that you can gain a degree while working full-time.

Course content

Full-time students study four modules in each of the two semesters per credit level, and part-time students can study one, two or three modules in each of the two semesters per year, so you complete the course at your own pace. Each year (credit level) has a theme: Year 1 (Credit Level 4) will give you a good grounding in general business principles, skills and techniques; Year 2 (Credit Level 5) focuses on the operational tools relevant to management, within a business context; Year 3 (Credit Level 6) will allow you to pursue in depth one or more specialist areas. You may also study languages as part of the course, most of which can be studied from beginners level. You may wish to study abroad for a semester or a full year, in which case you will value the links that exist between this course and business programmes in several other European universities, as well as the opportunities available with partner institutions in Australia, USA and other parts of the world.

Year 1 (Credit Level 4)

Subjects of study include: Accounting and Finance • Data Analysis • Economics • ICT • Interpersonal Skills • The Theory and Practice of Business • plus a range of option modules.

Year 2 (Credit Level 5)

Subjects of study include: Decision Making • Law • Management Accounting • Operations Management • Organisational Behaviour and Marketing • plus a range of option modules

Study Abroad year (see p82)

Between Year 2 and Year 3 (Credit Levels 5 and 6) you can study abroad for a year at one of our partner institutions. Please note that opting for the Study Abroad year will extend the course for an additional year. Successful completion of the Study Abroad year is recognised by the award of a University Certificate of Achievement.

Year 3 (Credit Level 6)

Subjects of study include: Business Strategy and Management • plus a range of option modules (your choice of options will determine the specialism of your degree, see p82 for further details)

Length of course

Three-year, full-time; four to six years, part-time, day and/or evening

UCAS codes

- Business Management N900
- Business Economics NL21
- Commercial Law NM22
- E-Business NG2M
- Finance NN23
- Financial Services N294
- Human Resource Management NN26
- Information Management NG2N
- International Business NN21
- Marketing NN25
- Professional Accounting NN24
- Retailing N901

Location

Central London (Marylebone)

Teaching and assessment, and associated careers

See p77

Typical offer for September 2009

Qualification type	Grade/points
A Levels	BBB
International Baccalaureate	28 points
BTEC National Diploma	DMM

See also entry requirements on p48.

Business Operations and Innovation Management BSc Honours

As organisations place increasing emphasis on business process management, they will look to those who have the creativity and vision to drive the organisation forward. This innovative course has been designed to prepare you for a career in the analysis and management of business processes and information in rapidly changing environments. It combines a goal-oriented approach to projects with the business skills necessary to manage systems, people, ideas and capital.

The international demand for staff capable of working in business analysis areas such as enterprise resource planning, technology consulting, process operations and e-business has led to graduate opportunities in sectors as diverse as finance, retailing, local government, the health service and computing.

Course content

The course develops your knowledge and practical skills in business process management and business intelligence, constructed around the three building blocks of business logic, web design and enterprise planning. These themes are reflected in the design of the course in each year. Innovation is nurtured through specialist Year 3 (Credit Level 6) modules, while a wide choice of options gives you an opportunity to develop expertise in a variety of areas.

Year 1 (Credit Level 4)

Subjects of study include: Accounting and Finance • Data Analysis • Economics • ICT • Interpersonal Skills • The Theory and Practice of Business • plus a range of option modules including website design

Year 2 (Credit Level 5)

Subjects of study include: Business Process Analysis • Decision Making • Marketing • Operations Management • Organisations and Information Systems • plus option modules in business statistics, web usage, and a range of other disciplines

Sandwich placement/Study Abroad year (see p82)

Between Year 2 and Year 3 (Credit Levels 5 and 6) you can undertake a one-year, full-time, paid business placement, or you could study abroad at one of our partner institutions. Either of these options will extend the course for an additional year, and successful completion of the sandwich placement or Study Abroad year is recognised with the award of a University Certificate of Achievement.

Year 3 (Credit Level 6)

Subjects of study include: Business Strategy and Management • Information Systems • Innovation • Project Management • plus a range of option modules including those with a particular focus on entrepreneurship, knowledge and data management, compliance and security

Length of course

Three-year, full-time; four-year, full-time sandwich

UCAS code

NN1F

This course is subject to approval.

Location

Central London (Marylebone)

Teaching and assessment, and associated careers

See p77

Typical offer for September 2009

Qualification type	Grade/points
A Levels	BBB
International Baccalaureate	28 points
BTEC National Diploma	DMM

See also entry requirements on p48.

Business Studies BA Honours

Business Studies – Business Economics BA Honours • Commercial Law BA Honours • E-Business BA Honours • Finance BA Honours • Financial Services BA Honours • Human Resource Management BA Honours • Information Management BA Honours • International Business BA Honours • Marketing BA Honours • Professional Accounting BA Honours • Retailing BA Honours

This course gives you an invaluable combination of a broad knowledge of the business world, in-depth study of a business specialism, and the chance to gain practical business experience with a blue-chip company, specialist firm or public sector organisation. You will be offered extensive support by our Business Experience team to help you arrange your core work placement between Year 2 and Year 3 (Credit Level 5 and 6). In previous years our students have completed placements with companies such as IBM and BT, and organisations including the Bank of England and the Audit Commission, as well as with a range of smaller specialist firms.

The course enables you to pursue a career in a wide range of business sectors; the work experiences you gain as part of your degree will give you a clear advantage in the increasingly competitive graduate job market.

Course content

Each year has a theme: Year 1 (Credit Level 4) will give you a good grounding in general business principles, skills and techniques; Year 2 (Credit Level 5) focuses on the operational tools relevant to management, within a business context; and Year 3 (Credit Level 6) will allow you to pursue in depth one or more specialist areas.

Year 1 (Credit Level 4)

Subjects of study include: Accounting and Finance • Data Analysis • Economics • ICT • Interpersonal Skills • The Theory and Practice of Business • plus a range of option modules

Year 2 (Credit Level 5)

Subjects of study include: Decision Making • Law • Management Accounting • Marketing • Operations Management • Organisational Behaviour • plus a range of option modules

Study Abroad year (see p82)

Sandwich placement year (see p82)

Between Year 2 and Year 3 (Credit Levels 5 and 6) you will undertake a one-year sandwich placement, which is recognised with the award of a University Certificate of Achievement.

Year 3 (Credit Level 6)

Subjects of study include: Business Strategy and Management • plus a range of option modules (your choice of options will determine the specialism of your degree, see p82 for further details)

Length of course

Four-year, full-time sandwich

UCAS codes

Business Economics NL11
 Business Studies N100
 Commercial Law N1M2
 E-Business N1G4
 Finance N1N3
 Financial Services NN13
 Human Resource Management N1N6
 Information Management N1G5
 International Business N190
 Marketing N1N5
 Professional Accounting N1N4
 Retailing NN12

Location

Central London (Marylebone)

Teaching and assessment, and associated careers

See p77

Typical offer for September 2009

Qualification type	Grade/points
A Levels	BBB
International Baccalaureate	28 points
BTEC National Diploma	DMM

See also entry requirements on p48.

Year 3 (Credit Level 6) specialist pathways available on the Business Management BA Honours and Business Studies BA Honours

If you take sufficient modules from a specialist pathway you can have it added to your degree title (eg BA Honours Business Studies – Marketing). Part-time students can achieve the BA Honours Business Management degree purely by evening study. However, although there are a large number of Year 3 (Credit Level 6) options available in the evenings, most specialist pathways would require attendance at one or more modules during the day.

Business Economics

Modules are available in the fields of Business Economics, Development Economics, Econometrics, Environmental Economics, Financial Forecasting, International Economics, Macroeconomics, Management Science, and Social Research.

Commercial Law

In this specialism you will be able to select modules from key areas of business law, such as Company Law, Consumer Law, Employment Law, and International Law.

E-Business

The pathway includes modules in E-Business, Information Technology Applications in Marketing, and Intranet Design and Commercial Website Development.

Finance

This specialism includes modules covering Corporate Finance, Financial Forecasting, Financial Strategy and Management, Investment Analysis, and Quantitative Finance.

Financial Services

Modules are available in the areas of Financial Services, Financial Strategy and Management, Investment Analysis, and Personal Financial Management.

Human Resource Management

A wide range of specialist modules are available in such areas as Employment Law, Equality and Diversity, Human Resource Management and Development, International Management, Management of Change, Social Psychology of Organisations, and the Entrepreneurial Organisation.

Information Management

This pathway offers modules in the area of Data Management, Ethics and ICT, ICT and Strategy, Information Systems and Management, Innovation Systems, Intranet Design, and Project Management.

International Business

This pathway includes modules in the areas of Development Economics, International Accounting and Financial Management, International Business Management, International Economics, International Law, and International Marketing.

Marketing

Modules are available in the fields of Consumer Behaviour and Marketing, Consumer Law, International Marketing, Marketing Communications, Marketing Management, Marketing Practice, Market Research and Retail Strategy.

Professional Accounting

This specialism draws on modules in the fields of Auditing, Business Taxation, Company Law, Corporate Finance, Financial Reporting, International Marketing, and Management Accounting.

Retailing

This pathway offers modules in Consumer Behaviour and Marketing, E-Business, Marketing Research, and Retail Management and Strategy.

Other courses

Students studying the BSc Honours Accounting and Business Management, BSc Honours Business Economics, BSc Honours Business Operations and Innovation Management, BA Honours International Business and BA Honours International Business with Language take a special selection of modules to reflect their specialisms.

Sandwich placement and Study Abroad

As an integral part of the BA Honours Business Studies you have to complete a core placement between Year 2 and Year 3 (Credit Levels 5 and 6). Other students on Westminster Business School degrees have the option to add value to their degree by taking a placement or studying overseas at one of our partner institutions, between Year 2 and Year 3 (Credit Levels 5 and 6).

If you are studying BA Honours International Business or BA Honours International Business with Language you are also required to study/work overseas between Year 2 and Year 3 (Credit Levels 5 and 6). Not all students will want to spend an entire year overseas, so we also offer all students (with the exception of those on BA Honours International Business and BA Honours International Business with Language) the opportunity to spend a semester studying abroad during Year 2 (Credit Level 5).

The Business Experience and International Unit (BEIU) plays a key role within the framework of our four-year degree courses. As well as assisting and advising students on BA Honours Business Studies, BA Honours International Business and BA Honours International Business with Language, they also monitor students so they can be awarded with a University of Westminster Certificate of Placement Achievement/Year Abroad.

Sandwich placement year

A placement is an excellent opportunity to broaden your knowledge and experience of business and develop your interpersonal skills. Placement students are perceived to be a very marketable product upon graduation, and some companies have a policy of only employing graduates who complete a placement with them. Very often companies will see the placement experience as a year-long interview, and invite their students to rejoin them on completion of their degree.

Although the onus is on you to secure your placement, our dedicated BEIU staff will offer you a wide range of assistance. Regular placement sessions during Year 2 (Credit Level 5) provide guidance on CV preparation, completing application forms, cover letters, interview techniques and identifying potential opportunities. Past students have carried out placements in a variety of SMEs and many prestigious organisations (including Allianz Cornhill Insurance, AMEC, Arcadia Group, Aston Martin Lagonda, Barclays Bank, British Airways, BT, Commerzbank, Freshfields Bruckhaus Derringer, GE Capital, HSBC, and Revlon) where they have been able to demonstrate their abilities in many fields including purchasing, finance, sales, accounts, marketing, administration, human resource management, and information systems among others.

Study Abroad programme

A core element of our BA Honours International Business and BA Honours International Business Language is studying or working overseas between Year 2 and Year 3 (Credit Levels 5 and 6). This will allow you to gain a greater understanding of the host country's business environment.

BA Honours International Business students can take modules in English at one of our partner institutions (in Paris, Nice, Berlin, Copenhagen, Rotterdam, Valencia, Bologna and other European locations including Czech Republic and Sweden). In addition, we have English-taught study abroad opportunities in Australia, Japan, Mexico and the USA.

BA Honours International Business with Language students undertake their year overseas studying/working in their chosen language in a range of countries where these are spoken. Again, we have partnership arrangements with a number of impressive institutions including grande école Institut Supérieur de Commerce, Ecole Supérieure du Commerce Extérieur and Université de Paris Dauphine (Paris), Complutense University and Autònoma University (Madrid), and others in Argentina, Mexico, Uruguay and the Peoples' Republic of China. All non-International Business/ Business Studies students optionally have the opportunity to study for a year abroad.

Business **(Foundation Degree in Arts FdA)**

The two-year Foundation Degree in Business is validated by the University of Westminster and is offered at the Barons Court site of Ealing, Hammersmith and West London College (see p45). The course is suited to students who are interested in furthering their career in business and management. On the course you will benefit from significant employer involvement (including guest lectures and visits) and a focus on developing skills to boost your employability. It also offers a progression route onto the third year of the University of Westminster Honours Degree, with two current pathway options – Business Management or Marketing Management (subject to meeting specific requirements).

Course Content

Year 1

Modules include: Business Structures
• Economics • Introduction to Accounting
• Law, Government and Society • Managing Data in Business • Managing Professional Development • Marketing • People in Organisations

Year 2

Modules include: Business Research Project
• Consumer Behaviour • Creating and Delivering Customer Value • Financing and Managing a Small Business • Human Resources Management • Marketing Management • Practical Business Planning • The Internet and E-Business

UCAS code

N100 at institution E10