

MANCHESTER
1824

The University of Manchester
Manchester Business School

Manchester Full-time MBA

Manchester Business School
Full-time MBA



Original Thinking Applied

ENTREPRENEURSHIP
DIFFERENT THOUGHT-PROVOKING
VISION
DRIVE TRANSFORMATIONAL
APPLIED LEARNING
WORLD-LEADING EXPERTS
MANAGEMENT
AMBITION
ROI CHALLENGE
ACCELERATE MANCHESTER METHOD
EXCEPTIONAL
LEADERSHIP
ORIGINAL THINKING
PROJECTS
INTERNATIONAL
INNOVATIVE GROWTH
CONSULTANCY NETWORKING
COLLABORATIVE NEGOTIATION
DYNAMIC LIVE CLIENTS STRATEGY
FAST TRACK
REWARDING

The Manchester MBA.
An experience of a lifetime
that will change the way
you do business, forever.

“The Manchester MBA will push you to your limits to prepare you for the challenges you will face after graduating. The focus on ‘learning-by-doing’ and live client projects is an ideal way to study business, ensuring you develop skills that are directly applicable to practice. The programme offers a global perspective and can be customised to suit you. Studying here has inspired me and is changing how I view situations and challenges and is a transformational experience not to be missed.”



Joseph English
Class President
Class of 2015

6

months of consultancy projects with live clients.



‘Learn by doing’ with the Manchester Method.



Truly global:

- 27 nationalities
- International projects and exchanges
- 6 overseas centres



Tailor your journey with:

- An internship
- A study tour at one of our global centres
- An international exchange
- Electives
- Projects



18

months that will transform you, your career and your life.

Study in Manchester –
the original modern city

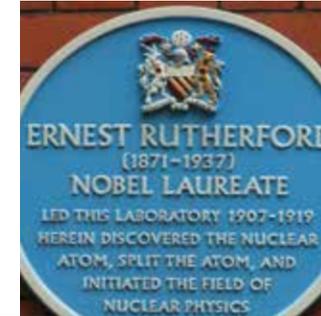
We take our inspiration from the city around us
and the University we are part of.

The University of Manchester
Established in 1824 | 25 Nobel
Prize winners | International
reputation for top-quality research
and teaching.

www.mbs.ac.uk/mba/full-time

Manchester –
a city of firsts

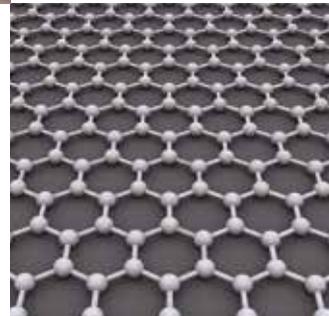
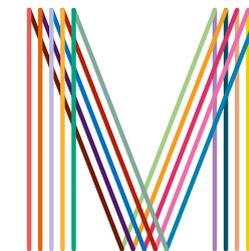
Where the first atom
was split and the first
computer was built.



2 hours from London
by train and flights
to 200 destinations.



The birthplace of the
Industrial Revolution
and graphene.



Renowned for
vision, creativity and
entrepreneurial spirit.

65

Home to 65 FTSE
100 firms.

MBS | Full-time MBA 7

Manchester Business School has a global reputation for innovative and influential teaching and research, which impacts business on a local, national and international level. We call this Original Thinking Applied.

50

years old – one of the UK’s first two
business schools established in 1965.

MBA ranked

5th

in the UK.**

6

international centres: Dubai,
Hong Kong, Miami, São Paulo,
Shanghai and Singapore.

The UK’s
leading
centre for
business
research.

(2008 RAE)



3rd

Doctoral programme ranked 3rd in the world.*

*Financial Times Global MBA Rankings 2014

**Three year average rank, Financial Times Global MBA Rankings

12th

in Europe.**

34th

globally.**

Largest
campus-based
business and
management
school in
the UK.

3 international
accreditations.



Part of 1% of business schools to achieve this.

24%
UK, Western and
Eastern Europe

5%
Middle
East

5%
North America

23%
South America

2%
Africa

11%
India and
South Asia

22%
East Asia

8%
South East
Asia

Class size: 98
Average age: 29
Female students: 32%
Nationalities: 27

Study with a diverse group of the very best from around the world.

If you are accepted on to our MBA programme you will be surrounded by people with impressive CVs and even more impressive ambitions. Our students are handpicked from across the globe. They are committed, driven and talented. Above all, they are prepared to push themselves to the limit to succeed.



Casper Kaars
Sijpesteijn,
Class of 2015



Aminata Ba,
Class of 2015

Years of experience: 7

Previous role: Accountancy and corporate finance

Challenges: Working to similar deadlines on multiple projects with different teams, whose members have different priorities.

Learnings: The importance of preparation and communication. Setting clear priorities and tasks – particularly when there is an external client involved.

“The Manchester MBA offered the opportunity to learn about areas of business that I had not been exposed to, such as operations, marketing, change management and decision making strategies.”

Years of experience: 5

Previous role: Law

Challenges: Learning more about corporate finance and accounting, as I do not come from a finance background. Despite this, you can always ask lecturers and fellow students for help.

Learnings: I have learned about frameworks and ways to organise ideas from a business point of view. I have also really benefited from developing a business plan – learning how to take an idea and develop it from scratch.

“The international nature of the cohort has dramatically helped my experience here. Soaking up different cultural approaches to business is really insightful.”

96%

average salary increase after graduation.*

4th

Ranked 4th in the world for ROI in the latest Forbes Ranking.**

75%

of the class of 2013 had accepted an offer of employment within three months of graduating.

*FT Global MBA Rankings 2014.
**Forbes Ranking for non-US schools with programmes of more than one year.

Trisha Rana, Class of 2014

Audience Marketing Manager, Microsoft



"Studying an MBA changed my thinking and helped me cultivate business acumen. I had the opportunity to interact with interesting companies, including an internship with eBay. Before I had even graduated, I secured a full-time position on the Microsoft leadership program – successfully switching my role from product management to marketing."

John O'Mara, Class of 2014

Assistant Vice President, Credit Suisse



"Before the Manchester MBA, I graduated with an arts degree and worked as a rare book and manuscript dealer. My main goal was to obtain a job in wealth management, and my key intermediate goal was to secure an internship in that industry. I achieved both."

Konain Hasan, Class of 2014

Manager – Risk Management, American Express



"The Manchester MBA promised 'learning-by-doing' through live consultancy projects. It lived up to its expectations. My biggest achievement was securing a summer internship at American Express. I was able to convert my summer internship to a full-time role."

Industry choices post-MBA

Technology/Telecom: 18%

Consulting: 15%

Pharma/Bio-tech: 15%

Consumer goods: 13%

Financial services: 13%

Manufacturing: 9%

Other: 7%

Petroleum/Energy: 6%

Media: 4%

Job location post-MBA

United Kingdom: 48%

Asia: 22%

South America: 13%

Middle East: 9%

Europe (excluding UK): 6%

North America: 2%

Data from Class of 2013.

The Manchester MBA not only gives you a great experience – it gets you results.



Our aim is to help you plan your post-MBA career and increase your employability. Maximise your opportunities with our careers service and a global network of recruiters.

Individual support

Our experienced career advisers enjoy getting to know you personally – we'll get in touch before you even arrive. Together with carefully selected external practitioners, we will work with you to identify your professional strengths and objectives and develop a career action plan. We can also help you with interview skills and marketing tools such as developing your online profile and personal branding.

Mentoring

Whatever your target industry, function or region, we endeavour to connect you with business people willing to share their experience. Whether through ad hoc meetings or our Gold Mentoring Programme, we provide you with opportunities to benefit from the guidance, advice and insights of senior alumni and industry professionals.

Careers events

We organise a variety of events including recruiter presentations, alumni networking sessions, online seminars, company treks and sector-specific events organised through student clubs. Our weekly careers timetable includes sessions around employability and industry insights. This will help you market yourself and navigate the labour market.

Our network

We develop and maintain relationships with a wide range of corporate recruiters and alumni – a rich source of internships, projects and jobs in the UK and around the world. Whether you want to work in a large multinational, an SME or a start-up business, we will equip you with the knowledge and skills to position you more effectively as a future business leader.

Recruiters include:

- Accenture
- Admiral Insurance
- Amazon
- American Express
- AT Kearney
- BMW
- BP
- BT
- Cap Gemini
- Cisco
- Citi
- Credit Suisse
- Deloitte
- Ebay
- Eli Lilly
- Ernst & Young
- FCA
- Google
- GSK
- HCL
- HSBC
- Johnson & Johnson
- McKinsey & Co
- Microsoft
- PA Consulting
- Philips
- Samsung
- Santander
- Shell
- Tesco
- Unilever
- Vodafone



The programme – 18 months that will transform your life

The Manchester Method – how you will learn



Professor Elaine Ferneley, MBA Director

“Developed by Manchester Business School in the 1960s, the Manchester Method focuses on group work, practice-based learning and reflection. We don’t just give you the theory; we show you how to use it to get immediate results.”

Our practical approach produces highly employable MBAs. They are critical, reflective thinkers who challenge the status quo and work effectively alone – and with others – in a complex and rapidly changing world.

- Brathay team building weekend in the Lake District
- Group work with a diverse class
- Six months of increasingly complex live client projects – equivalent to at least 900 hours (30 per cent of your time):
 - Not-for-Profit Project
 - UK Consultancy Project
 - International Business Project
- Simulated Mergers & Acquisitions Project
- Real-world case studies
- Guest Speaker Series and business networking
- Psychometric assessment, reflective essays, careers 1:1s and supervisor support to help you reflect and build self-awareness



18 months, 900 hours of client facing work – meaning a lifetime of difference.

Stage 1

Foundations of business (all elements mandatory)

Sep	Sep - Dec	Jan - Mar	Apr - Jun
Induction	Theory		Practice
Introductory lectures: - Accounting - Business Research Skills - Careers - Case Cracking - Cultural Awareness in Britain - Living and Working in the UK - Student Services	Accounting: Financial and Management	Corporate Finance	UK Consultancy Project
	Economics for Business	Strategy	
Leadership	People, Management and Organisations		
Marketing	Operations Management		
Practice	Practice		Mergers and Acquisitions Project
Team building in Brathay, the Lake District (4 days)	Not-for-Profit Project	Negotiation Skills: Strategies and Tactics	
Introductory lectures: - Consulting Skills - Leadership - Negotiation Skills	Skills for Successful Management		
	Guest Speaker Series		

Careers

Introductory career sessions; career planning and one-to-one support; skills workshops; internship, job application and interview advice; company presentations and information sessions.

Business Competitions

Social

Welcome Party	Society and Club Elections	MBA Ball	MBAT – International Sports Event	MBA Alumni Sports Day	Manchester Business Summit	MBA Ball
	Manchester Business Summit	Manchester International Football Challenge	MBA Cricket League Tournament		Society and Club Elections	MBA Council Elections and Handover

Stage 2

Customise your journey (choose a selection)

Final project

Jun - Aug	Sep - Dec	Dec - Apr
Theory		Practice
Global Electives at our 6 international centres		The International Business Project
Global Study Tours at our 6 international centres		
Specialist Electives	Specialist Electives	
Dissertation	Dissertation	
	International Exchange	
Practice		
Assessed Internship		
Entrepreneurship or Personal Project	Entrepreneurship or Personal Project	

This is the typical MBA programme structure and is subject to change. Some elements attract additional costs.

It's not all about multinational conglomerates – we want your MBA to broaden your perspective, take you out of your comfort zone and put you in new and challenging environments.

During term one you will start working on your first practical task – a live consultancy project with a not-for-profit organisation. This is your first opportunity to work in a team with your fellow students, giving you a good introduction to consultancy with real, demanding clients.

This unique project will have a big impact on your thinking and could make a real difference to people's lives. It is your chance to use your skills to give something back to the community.

100
hours of your time.

Recent projects include:

Action for Sustainable Living
After Adoption
Age Concern
Air Ambulance
Big Life Group
Foundation for Peace
Greater Manchester Fire and Rescue
Henshaws Society for Blind People
Intensive Care Society
Manchester Aid for Children
Manchester Camerata
National Football Museum
National Trust
People's History Museum
Prison Advice and Care Trust
Royal Commonwealth Society
Victim Support
YMCA



National Football Museum: developing a satellite site strategy

The National Football Museum briefed two groups of MBAs to work in tandem to produce a business plan for a London-based satellite site. It was essential that the plan encompassed both B2C and B2B, so one team was dedicated to each audience. The MBAs developed a bespoke methodology that yielded a robust outcome and gave strategic clarity. As a result, the museum is now pursuing the groups' recommendations.

“The students produced an excellent piece of research which is now being implemented. I found them to be thoroughly professional in every respect throughout the process and it was a great pleasure to work with them. Their work will be of great value to the museum.”

*Kevin Moore,
Director, National Football Museum*

The UK Consultancy Project is an excellent opportunity to practise handling complex and often unstructured business situations. You will be stretched more than at any other stage of your MBA so far – and you will learn more than you thought possible.

Recent clients include:

Admiral
American Express
Bibby Ship Management Ltd
BMW
Byotrol
Cisco
Confused.com
Delamere Dairy
First Group
Graham & Brown
Jaguar Land Rover
Marks & Spencer
North Edge Capital
Rightmove
Seer Systems
Selfridges
Sky Bet
Telefonica
Victrex

The project builds on your learning from the Not-for-Profit Project and involves working with an external client to solve a real-life business issue. You will work under realistic consultancy conditions – bidding against other teams, managing the project and delivering a solution to very tight timescales and budgets.

You will be expected to deliver practical and actionable recommendations that will have a genuine impact on your client's business. Although the companies are based in the UK, their problems might not be. Many of the UK consultancy projects have an international dimension, which will not only challenge you but prepare you for the International Business Project – and your future career. The project is also a great chance to showcase your talent to the company.

200
hours of your time.



BMW: developing a robust supply chain

An MBA team worked with BMW to harness the wealth of knowledge about suppliers that already existed among its employees, outside stakeholders and research institutions. They designed a platform to engage with internal and external agents, crowd source knowledge and enhance collaborative work and research. The team developed a global rollout plan for the platform and provided a range of methods to analyse and maintain it once launched. Working with high level BMW employees on developing a solution which could have far reaching implications, they were able to give the company a business, rather than an IT, perspective with the emphasis on user needs.

“The project showed efficient possibilities for better communication and collaboration within the supply chain. The MBS team also offered a clear recommendation for next steps in implementation and rollout.”

*Norbert Rabauer,
Project Manager – Purchasing Systems,
BMW Group*

This project gives you the perfect opportunity to take risks in a safe environment with support and guidance from our experts. Your team will act as the acquisitions function of a major corporation such as Associated British Foods. You will analyse the company and formulate an acquisition strategy.

This simulated project will test your negotiation skills to the limit. It is perfect for those who want to develop a career in business development, financial management or investment banking. It also gives you the multidisciplinary strategy, negotiation, finance and accounting skills that are essential in modern business.



“The Mergers and Acquisitions Project is one of the highlights of the programme. The whole project is like a real business situation and it gives hands-on experience of how to value a company and negotiate deals. We have learned a lot from it.”

Xiaolin Zhou, Class of 2015

“As a marketing and technology professional, I’d never had the chance to evaluate organisations financially. The Mergers and Acquisitions Project enabled me to learn about financial analysis, stock evaluation and potential acquisition synergies. This pushed me right outside my comfort zone but it was a great learning experience.”

Aayaam Kapoor, Class of 2014

During the final stages of your MBA journey you bring together everything you've learned for the highlight of the programme – the International Business Project. This goes beyond any academic project – it's a real piece of international professional consultancy.

Recent clients include:

Admiral
Audi
Balfour Beatty
BASF
BMW
Brandmovers
Brother
CIPLA
DRL Group
First Group
Graham & Brown
GSK
Heinemann
IESA
Janssen
Lycatel
Nichols
Pearson
Telefonica
Tesco
TNT

Build the best team; choose from a list of exciting project briefs from major global companies; then pitch your ideas against other MBA teams, and potentially against external consultancy firms.

Your team will travel internationally and undertake more than 3,000 hours of collective consultancy work, giving you the opportunity to access senior figures at some of the world's most prestigious companies and in some cases receive job offers.

The International Business Project is your chance to prove yourself in a high-pressure, high-risk business challenge – the perfect preparation for a career in international business. It is also an opportunity to pitch yourself as a future employee.

600
hours of your time.

**TNT: maximising
key accounts**

TNT was looking to create a strategy to generate €100m of additional revenue from its 'key account' sales channel. A team of MBAs was briefed to research and validate a sales approach for TNT's key accounts within several industry verticals across the UK, Germany, France and Italy. The team conducted substantial desk research and a competitor audit. They also completed primary research across the key verticals, which included 17 interviews with TNT management and 38 customer interviews. A list of proposals and recommendations was then formulated and presented to senior managers for further consideration and action.

“We received a practical piece of business consultancy that fulfilled the brief and reached some interesting and, in some cases, unexpected conclusions. I would be more than happy to let the Manchester Business School team stand in front of our Chief Executive.”

*David Burton, Executive Director,
TNT Express*

We want you to get exactly what you need from the Manchester MBA. We offer numerous ways for you to tailor the programme to meet your individual goals and interests.

- Internship opportunities
- A wider than ever range of electives, including global electives at any of our six international centres
- Global study tours at our six international centres
- International exchange
- Entrepreneurship project
- Personal project
- Dissertation



“My ten-week internship with a sales division of Google gave me a great opportunity to draw on the skills I had developed during my MBA and build on my digital marketing knowledge. I learned that managing your manager is almost as important as delivering on your brief. I was able to use the consultancy-based skills I had learned to take a structured, data-driven approach to the project and deliver results on time and to brief.”

Alun Lucas, Class of 2014

Internships

An internship will enhance your prospects and increase your connections.

Whether you are 100% clear about your future plans or intend to change your career direction, a ten-week internship will give you the opportunity to test-drive a new organisation, industry, job function or location.

To secure your internship, you'll work closely with our career advisers and network with your personal contacts. You'll have access to alumni and industry contacts to identify suitable roles.

Undertaking an internship will help you put your learning into practice, finalise your career plans and could even lead to that all-important job offer. Our MBAs secure internships with a broad range of organisations from multinationals to start-ups.

Recent internships include:

Amazon
American Express
Citigroup
Eli Lilly
Endemol
Essar
Google
Hilti
Johnson & Johnson
McKinsey
Morgan Stanley

Electives (delivered in Manchester)

Choose from our widest ever selection of electives to customise your MBA in line with your personal goals. Example electives:

Finance:

- Advanced Corporate Finance
- Corporate Recovery and Turnaround
- Venture Capital and Private Equity
- Financial Analysis

Marketing:

- Business to Business Marketing
- Consumer Market Trends and Business Strategies
- Internet Marketing Strategy
- Marketing Communications and Branding

People, Management and Organisations:

- Advanced Project Management
- Leadership and Change in Organisations
- The Reflective Manager

Strategy:

- Corporate Strategy and Development
- Innovation, Strategy and Leadership
- Strategic Retail Management
- Strategy in the Global Environment

Electives are subject to change and a minimum participation of students.

Global electives

Global electives are delivered at our international centres in Dubai, Hong Kong, Miami, São Paulo, Shanghai and Singapore. You'll study alongside experienced professionals from our Global Part-time MBA – an ideal opportunity to increase your network.* Example global electives:

- Commercial and Contract Management
- Entrepreneurship and Innovation Management
- Financial Management
- International Business Strategy
- Investment and Portfolio Management
- International Marketing
- Project Management
- Risk Management
- Supply Chain Management
- Sustainable Business

Personal project, entrepreneurship project and dissertation

The personal project and dissertation allow you to explore a current business problem and apply the concepts, theories and techniques acquired during the MBA. The entrepreneurship project includes an intensive lecture course followed by a practical team exercise.

*Global MBA electives are subject to availability and incur an additional cost.



Dubai



Hong Kong



Manchester



Miami



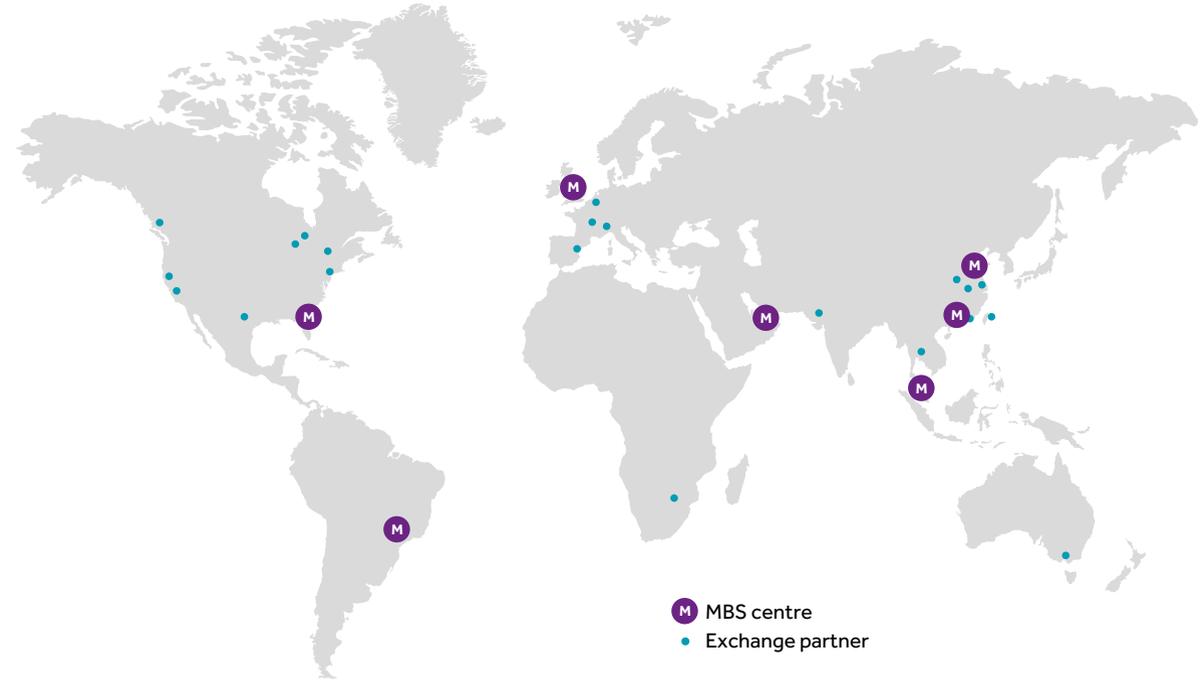
São Paulo



Shanghai



Singapore



M MBS centre
• Exchange partner

Global study tours

Global study tours are hosted by our international centres. They combine an academic course with visits to companies and institutions, as well as an opportunity to experience local culture.

International exchange

Compete with your fellow students for the chance to spend 12-15 weeks at a major overseas business school. Securing one of these limited exchange places gives you an unbeatable learning experience, and the chance to sample life in a different culture, as well as access to an even greater international network of contacts.*

*Places on exchange programmes and the global study tours are competitive and not guaranteed; they are also dependent on successful completion of examinations and incur an additional cost.

We have over 20 exchange partners, including:

- CEIBS, Shanghai
- Sasin Graduate Institute of Business Administration, Bangkok
- Johnson Graduate School of Management, Cornell University, New York
- UC Davis Graduate School of Management, San Francisco
- ESADE, Barcelona
- HKUST, Hong Kong
- Indian Institute of Management, Ahmedabad
- Melbourne Business School
- Rotman School of Management, University of Toronto, Toronto
- Wits Business School, Johannesburg

Hone your practical and interpersonal skills, whilst building a strong network of colleagues.

We recognise that success, in challenging economic times with rapidly changing market conditions, requires highly-tuned leadership and management skills. That's why professional skills training is an integral part of our MBA programme.

We place a strong focus on developing excellent consultancy skills, and our programme includes courses in resilience training, conflict resolution and negotiation skills.

“I’ve learned a lot about interpersonal skills, for example being able to present to a large number of people with confidence. The mix of technical and soft skills, combined with the practical aspects of the MBA, will provide me with the right tools to further my career.”

Melia Oktarina, Class of 2015



Laying the foundations

Your action-packed weekend at Brathay Trust in the Lake District will help you:

- Discover your leadership style
- Test your agility
- Improve your team work skills



Skills for successful management

Develop your interpersonal and management skills through:

- Psychometric profiling
- Self reflection and evaluation
- Presentation skills



Negotiation skills: strategies and tactics

Learn about the theory and practical application of negotiation skills through:

- Case studies
- Expert video presentations
- Role-play workshops



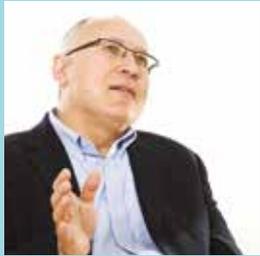
Consultancy skills

Acquire the skills you need to act, think and deliver like a professional consultant and business leader, through the live client projects and associated courses.



Our experts will share their original thinking – and help nurture your own.

To see more profiles, visit www.mbs.ac.uk/research/people



Ismail Ertürk

Areas of expertise:

Financialisation | Financial intermediation | Financial innovation | Corporate governance | Executive pay | Financial literacy | Household financial portfolios | Cultural economy

Industry experience:

IBM | Department of Trade and Industry | HM Customs and Excise | UBC | Thales | Royal Mail | Istanbul Metropolitan Municipality | Jeffrey Green Russell Solicitors | KPMG | TC Ziraat Bank

What is a key issue facing your area?

"After the crisis in 2007, central banks gained unusual powers to save the financial system. Consequently we have increasingly regulated risk and return relationships in capital markets. Investment decisions by both non-financial and financial firms will be affected by central bank interventions in the near to medium term. Global financial markets too will be under the influence of central banks. MBA students, regardless of the industry and geography they work in, need to equip themselves with analytical skills to evaluate central bank policies."



Reza Salehnejad

Areas of expertise:

Industrial organisation and business strategy | Digital economy | Big data | Analytics and decisions | Market design

Industry experience:

Enterprise Ventures

What is a key issue facing your area?

"There has been a lot of hope and hype surrounding big data. Digitisation and the rise of big data will transform firms and organisations, leading to the emergence of data-centred organisations where a careful mix of industry knowledge and data rules. New managers have to either master the art of data science or be able to communicate with data scientists. The focus on big data and the ongoing digitisation of firms and industries will equip our MBAs with tools and insights that are vital for managing modern firms in a rapidly changing environment."



Michael Bresnen

Areas of expertise:

Understanding innovation | Knowledge | Networking and learning processes within and between organisations

Industry experience:

BP | Corus

What is a key issue facing your area?

"Leading and managing businesses to generate greater staff engagement and commitment will continue to be a challenge – exacerbated by recent developments. These include changes in employment and organisation resulting from financial and regulatory pressures, the spread of new ways of using information and communication technologies, and a growing concern with fairness at work issues. As future global leaders, it's vital that MBAs understand these issues and develop the skills to manage complex and diverse organisations."



Jikyeong Kang

Areas of expertise:

Brand extension strategies | Service quality and customer loyalty in international contexts | Effects of culture in the marketplace | Impact of ethnicity and acculturation on consumption behaviour

Industry experience:

Sanofi-aventis | Adelphi International | Royal Bank of Scotland | Hilti | Yili | Littlewoods | Sears | DDr Analytics | BRiO Strategic Marketing Research and Consultancy | Goss Institute of Research Management

What is a key issue facing your area?

"Today's consumers evaluate and share experiences in a completely different way. Brands need to stop a monologue and find ways to engage in a deeper dialogue with consumers. New research finds that social media interaction between a customer and a brand drives both immediate and long-term sales increases. Companies need to ask themselves 'have we changed the way we communicate with our customers?' This will be a key consideration for marketers in coming years."

Get involved in student-run clubs and competitions to boost your CV and build your contact base.

Clubs

Clubs help you gain knowledge of different sectors and develop new skills. They provide an opportunity to network with professionals, alumni and academics, and they are a great platform for sharing knowledge and ideas.

- Banking and Finance Society
- Consulting Club
- Energy and Industry Club
- Entrepreneurship Club
- Marketing and Retail Club
- Technology, Media and Telecoms Club

Recent guest speakers at club events include:

Alistair Forbes,
Competitive Analysis
Manager, Rolls Royce

John Lovering,
Chairman,
Maplin Electronics

Heiko Schickel,
Director of Strategic
Marketing, Hilti



“I am proud of my achievements in the competitions I have been involved with. I came second in two categories in the Business Ideas competition. I represented MBS at the international finals of the Sustainable Venture Capital Investment Competition (SVCIC) in the US, and will be representing the School at the European final of the European Business Plan of the Year competition later this year.”

Liam Wadsworth, Class of 2015

MBS was crowned the global winner of SVCIC 2013 in North Carolina, USA



Key Competitions

Venture Capital Investment Competition

Competition: gives teams the opportunity to decide which entrepreneurial venture to invest in. MBS participants follow a training programme, facilitated by academics and investment professionals, to prepare them for the preliminary competition that selects the team to represent MBS at the European finals.

Rotterdam Private Equity Competition:

the only European business school competition devoted to private equity. It gives participants the opportunity to build private equity case analysis and presentation skills, as well as connect with professionals from the sector.

European Business Plan of the Year Competition:

compete against classmates to represent MBS. If you're successful you'll face 15 other top European business schools, developing an idea, delivering an elevator pitch and presenting a business plan to an expert panel that includes entrepreneurs and venture capital coaches.

You can select other competitions to coincide with your career interests, for example:

MBS' Venture Out and Venture Further:

entrepreneurs compete to demonstrate the commercial viability of their ideas. An MBA alumnus from the Class of 2013 won the competition in 2014, scooping £10,000 to invest in his business idea.

Sustainable Venture Capital Investment Competition:

teams evaluate investments in sustainable start-ups – MBS won this competition in 2013 and was a finalist in 2014.

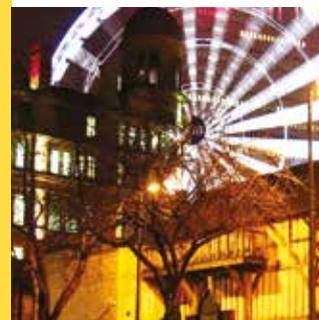
- Johnson & Johnson Case Competition

- Financial Times MBA Challenge

- International Healthcare Case Competition



The MBS team gets ready to compete at the 2014 Financial Times Business School Challenge.



MBA life

We expect you to think hard and play harder. There are lots of opportunities to immerse yourself in life beyond the classroom.

Vibrant city centre only a short walk from campus.



MANCHESTER INTERNATIONAL FESTIVAL

Regular cultural events.



Gordon Bell/Shutterstock.com



Two world-class football teams – Manchester City and Manchester United.

Excellent sports facilities.



UK's most popular student city.



Close to the coast and countryside.

From the moment you join the programme you become a lifelong member of our alumni network. This thriving community includes over 50,000 ambitious professionals from diverse backgrounds, spread across 169 countries.

Developing strong contacts is fundamental to maximising the opportunities your MBA presents. Through the alumni community you can network with business professionals and build relationships that will last a lifetime. You will be invited to join a range of events, for example:

- Networking drinks
- Seminars
- Socials

The alumni network also includes regional and business interest groups that coordinate a range of activities, allowing you to learn, socialise and make new connections.

Industry insights

At Manchester Business School you get much more than a business education. Business leaders from across industry will exclusively share their knowledge and expertise with you at the Guest Speaker series – a core course on the Full-time MBA. The School also attracts international figures to speak at our thought-provoking 'Business Speakers' series. We encourage MBAs to attend these events, which are a valuable opportunity to network with the local business community.

Recent speakers on-campus include:

- Alison Horner, MBS alumna and Group Personnel Director, Tesco Stores Ltd
- Allan Leighton, Former CEO, Asda
- Angela Knight CBE, CEO, Energy UK
- Bob Kunze-Concewitz, MBS alumnus and CEO, Gruppo Campari
- Caroline Thompson, Chief Operating Officer, BBC
- Emma Fitzgerald, MBS alumna and Director of Gas Distribution, National Grid
- Jim O'Neill, Chairman, Goldman Sachs
- John Owen, CEO, International Banking, RBS
- Lord Digby Jones, Chairman, Triumph Motorcycles and Grove Industries
- Peter Salmon, Director, BBC North
- Scott Kennedy, MBS alumnus and Global Head of Business Information Planning and Analysis, HSBC Commercial Banking
- Simon Arora, CEO, B&M Retail
- Sir Terry Leahy, MBS alumnus and Former CEO, Tesco PLC
- Stephen Hester, Former Group CEO, Royal Bank of Scotland
- Tim Steiner, CEO, Ocado



“Working together as teams naturally develops networks, and the practical work and business speakers help us network with industry. I socialise with members of the cohort and have made many good friends.”

*Fernando Juarez Ugarte,
Class of 2015*



“Being offered a scholarship meant I was able to start my MBA journey. Without it I would not have had the great opportunities I have been given or sat in classrooms with international business people. I’ve also built up great relationships with my scholarship donors who I know will remain lifelong mentors and friends.”

Jaya Sharma, Class of 2015

Scholarships

We recruit only the best and reward talent and excellence through scholarships for outstanding candidates.

Scholarships are competitive and take into account outstanding achievements; contributions made in roles outside your workplace; academic credentials; professional track record and communication and interpersonal skills. We also look for strong values and ethics, and the potential to become an outstanding business leader or entrepreneur and future ambassador for the School.

Manchester Business School scholarships: £5,000 – £20,000

Current scholarships:

- Manchester Merit
- Women in Business
- EU
- Inspirational Leaders
- Young Potential Leaders
- Industry specific:
 - Professional Services
 - Marketing
 - Entrepreneurship
 - Energy, Oil and Gas

Alumni-funded scholarships: £25,000 to full fees

Recent scholarships:

- Excellence and Opportunity: 3 x full fees
- Joseph Wright: £25,000
- John Lovering: £25,000
- Robin Gleaves: £25,000



Manchester Loyalty Bursary

University of Manchester degree graduates are eligible for a 20% discount on self-funded fees.

MBS agreements

- FUNED (Mexico)
- COLFUTURO (Colombia): Manchester Business School can provide a 25% discount on fees to students supported by these institutions.

For full details of our scholarships and bursaries please visit

<http://www.mbs.ac.uk/mba/full-time/fees-financing/scholarships.aspx>

If you think you've got what it takes to join our next cohort of MBAs, complete our online application form at mbs.ac.uk/mba/full-time/apply

The application process is competitive and places are limited, so apply as early as possible to avoid disappointment. If your initial application is successful we will contact you to arrange an interview.

It is free to apply and we offer personal support and guidance throughout the process.

Admissions requirements

- Minimum three years' postgraduate work experience with strong career progression
- Leadership/management experience or potential
- A competitive GMAT, GRE or Manchester Admissions Test score
- A good undergraduate degree
- An English language qualification (TOEFL iBT/ IELTS/ CPE/ PTE Academic) if applicable
- Evidence of being a strong team player
- Strong communication skills
- High level of emotional intelligence and personal qualities

Full requirements are available at www.mbs.ac.uk/mba/full-time/apply

Fees

Tuition fees for the 2015 Full-time MBA are:

- £40,000
- \$67,975
- €49,853

(based on exchange rate 25 June 2014)

These fees are for the total tuition cost of the programme and are payable in six instalments. Living expenses are additional.

Full-time MBA Application Deadlines 2015 Entry

Stage	Apply by	Decision date (for complete applications)
1	1 Oct 14	31 Oct 14
2	1 Nov 14	28 Nov 14
3	1 Dec 14	19 Dec 14
4	5 Jan 15	30 Jan 15
5	1 Feb 15	27 Feb 15
6	1 Mar 15	31 Mar 15
7	1 Apr 15	30 Apr 15
8	1 May 15	29 May 14
9	1 Jun 15*	30 Jun 15
10	1 Jul 15**	24 Jul 15

*Final deadline for non-European Union applicants

**Final deadline for UK and European Union applicants

Cost of living

We estimate the cost of living for a single student to be £15,200 for the duration of the programme. Those bringing a partner or family should budget for approximately £23,750. Current UK immigration regulations allow permission for the partner or spouse of a Tier-4 student (with leave to remain for 12 months or more) to work in the UK.

When you apply

We will keep you informed at every stage of the process. We'll help you understand visa regulations and offer advice on finance, scholarships and bursaries. We can put you in touch with current students or alumni from similar backgrounds if you need first-hand advice about the programme.

Before you arrive

Our online applicant community gives you the opportunity to network with future classmates, current MBAs and alumni before you arrive.

When you arrive

University accommodation is guaranteed for single full-time, international students. There are a limited number of double rooms and flats available for students with families and partners. Most MBAs opt for private accommodation and we also have a Partner Club for families of our MBA students.

We look forward to welcoming you to Manchester!



“Manchester is a very friendly city and much more affordable than London. I came with my wife and child and with the support of MBS through family groups, they have managed to settle in well.”

Ivan Mazepa, Class of 2015



Get in touch

Meet us at an event near you

Meet us at an event online

Call us to arrange a
personal consultation

Tel: +44 (0)161 464 7870
Email: mba@mbs.ac.uk
www.mbs.ac.uk/mba/full-time/apply

Manchester Business School
The University of Manchester
Booth Street West
Manchester
M15 6PB
United Kingdom

This brochure is prepared in advance of the entry dates it relates to and all information is accurate at the time of going to press.

www.mbs.ac.uk/mba/full-time

“Come prepared to work hard, learn a lot, keep an open mind, and expect to have a great time along the way.”

Monica Rashkin, Class of 2014

