Master of Business Administration
Stirling Management School is a member of the Chartered Association of Business Schools (CABS), Association for the Advancement of Collegiate Schools of Business (AACSB) and the European Foundation for Management Development (EFMD), and signatory to the Principles of Responsible Management Education (PRIME). 96% of our postgraduate leavers are in employment or further education within six months of graduating (Destinations of Leavers from Higher Education survey 2016/17).

Our unique Flying Start Leadership Programme, delivered for all our postgraduate students at the beginning of the academic year, equips students with the awareness, knowledge and techniques essential for building a successful career. These skills range from practical skills, like effective public speaking, to developing ways to work under pressure in difficult situations and manage conflict.

At the University of Stirling Management School, we strive to be the difference in your future career. We are proud to be ranked in the top 25 institutions in the UK for Business and Management (REF 2014). Our diverse and stimulating portfolio of courses is globally recognised and accredited by leading industry bodies, while our research creates a significant and lasting impact on people’s everyday lives. As a student here, you’ll benefit from the expertise of world-renowned academics that will help you to make a lasting impact in your chosen field.

Ready To Make An Impact?

Are you a confident, ambitious individual looking to make your mark on business? We have the right course to help you get there with options to suit both recent graduates and professionals.

Master of Business Administration (MBA)
The Stirling MBA prepares business professionals for senior leadership roles globally. If you are looking for a step up the career ladder, want to move in a new direction or have plans to start your own business, the Stirling MBA is the course for you. Whichever your aspirations, the design of this course allows us to take a personal interest in each and every one of our students, and academics are able to help you develop the expertise, reliance and confidence you need to make a difference in your industry. To find out more, see page five.
The city of Stirling is one of Scotland’s most attractive places to live, boasting both a castle and the National Wallace Monument. Located at the geographic heart of Scotland, it’s under one hour’s travel from the capital city of Edinburgh. Stirling was recently voted ‘best’ Scottish start-up city, which is a clear affirmation of our entrepreneurial spirit and business-friendly culture.

A fascinating mix of old and new, Stirling offers a lively and welcoming community, with many well-regarded heritage attractions and leisure facilities, not to mention a wealth of restaurants and social hotspots. With facilities for small and medium-sized businesses and access to top quality graduates, new companies are regularly attracted to Stirling, including Codebase – the UK’s largest technology incubator.

Alongside our links with industry, academic reputation and outstanding research, the exceptional campus is one of the many reasons students decide to join the University. Located just two miles from the centre of Stirling, our breathtaking 330-acre campus encompasses its own loch, a golf course and the 18th-century Airthrey Castle, as well as extensive sports facilities and a thriving student community.

Stirling has excellent direct rail and road links to the rest of Scotland and the UK, with London and the other great capitals of Europe only a short hop by air from either Edinburgh or Glasgow airports, both of which are within easy reach of the University.

WHY STIRLING?

The Stirling MBA emphasises personal and professional development, transforming our students from capable managers into successful business leaders. The programme of study focuses on strategy, leadership and change, with modules built on cutting-edge research and practical knowledge to ensure students can take what they learn and translate it into business practice. The course gives our MBA students automatic student affiliate membership of the Chartered Management Institute (CMI).

THE STIRLING MBA

“Prepare to be stretched! Prepare to be challenged and prepare to collaborate. There is as much to learn about yourself on the course as there is about business. The more you engage with the cohort, the staff and the teaching materials, the more you will learn and benefit from the overall Stirling MBA experience.”

IAN OGILIVE
MBA alumnus, Scotland
MBA COURSE STRUCTURE

The course combines academic theory with real-life business analysis, underpinned by significant personal and professional development support. Assessment is by a mixture of coursework (individual and group-based), including written assignments, class tests and presentations.

The Flying Start Leadership Programme is delivered at the start of the academic year to introduce our students to networking and skills development, which will build their global network, and increase their employability.

Semester 1
- Strategy and the International Environment
- Accounting and Finance
- Marketing Management
- Economics for Sustainable Business
- Managing the Human Resource
- Personal and Professional Development

Students can choose from a range of elective modules:
- Managing Change
- Innovation Management
- Business Analytics
- Business Consulting

Semester 2
- Strategy for Sustainable Success
- Research Methods
- Personal and Professional Development
- Operations Management
- Leadership and Responsible Business
- Project Management

During the summer period, students are required to carry out a significant piece of academic work on their own, either a dissertation or student consultancy project for a business enterprise, utilising the skills and knowledge attained throughout the taught elements of the course.

“As part of the course, I spent three months acting as an analyst and consultant for a well-established local business. I built up a strong rapport with the client and that offered me the opportunity to expand and grow the project. It was a really great experience for me and one which I really enjoyed.

After building my knowledge, skills and experience at Stirling, I have now set up my own business, which supports small and medium-sized enterprises.”

KHLAYRE CAIRNEY
MBA alumna, Scotland
With high demand for professionals who have advanced strategy and leadership skills, our Stirling MBA alumni network is globally connected in employment positions spanning the private, public and voluntary sectors. Employers of our graduates include Citibank International, HSBC, KPMG, ExxonMobil, The Bank of China, L’Oreal, Barclays Bank, Adidas, The Royal Bank of Canada, Vodafone and a variety of governmental agencies.

Many of our alumni have gone on to start their own business.

“I worked in the automotive trade for 12 years. In my industry, my colleagues all held undergraduate degrees and an MBA which I did not have. I realised if I wanted to grow in a multi-national organisation, a degree would be part of the employment criteria. However, I found that my work experience could help me to secure a place on the MBA course without an undergraduate degree, and choosing Stirling was a great decision.”

ISHA SUDAN
MBA alumna, India

As a student looking for international experience, choosing Stirling was the best decision I could have made. It provided me with a rare blend of engaging curriculum, personable and approachable staff, and a diverse, spirited student body. I was able to quickly find employment in my field of choice as a Commercial Account Manager with the Royal Bank of Canada. I owe this success largely to my experience at Stirling.”

GEOFF REESER
MBA alumnus, Canada

The Stirling MBA is a one-year, full-time course that starts in September. Entry to the course requires either a minimum of a second-class Honours degree or equivalent, or significant managerial work experience (normally a minimum of five years). Professional qualifications will also be considered.

In addition to the academic requirements, applicants for the MBA must have a minimum of three years’ postgraduate work experience. If you are interested in the course but do not have the necessary work experience, then consider the MSc Business and Management.

To find out more about the application process and fees for both Overseas and Home/EU applicants, please visit stir.ac.uk/mba

If you don’t currently meet the English language requirements for the course, the University of Stirling provides a range of opportunities to help you to achieve the required language proficiency. Applicants holding a conditional offer who have an IELTS score which is 0.5 or 1.0 below the required entry criteria may be able to register for one of our pre-sessional English courses.

For more information, visit stir.ac.uk/courses/english

English language proficiency
If English is not your first language you must have one of the following qualifications as evidence of your English language skills:

• IELTS 6.0 with 5.5 minimum in each skill
• Cambridge C1 Advanced (CAE) 169 with minimum of 162 in each skill
• Cambridge C2 Proficiency (CPE) 180 with minimum 162 in each skill
• Pearson Test of English Academic (PTE) 54 with 51 in each component
• IBT TOEFL 80 with no subtest less than 17
• IELA 169 with no subtest less than 162

APPLICATION AND FEES

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• IELA 169 with no subtest less than 162
The expert teaching staff on our MBA have varied comprehensive academic and research backgrounds.

**MEET THE TEAM**

**Dr Carol Marshall**  
stir.ac.uk/people/27244  
Dr Marshall provides academic leadership for the development and delivery of the School’s personal and professional development initiatives.

**Dr Najib Murad**  
stir.ac.uk/people/965637  
Dr Murad is a Fellow of the Higher Education Academy and specialises in innovation and enterprise education.

**Dr Michael Walsh**  
stir.ac.uk/people/256644  
A former charge nurse, Dr Walsh researches in health management and has worked as a management consultant.

**Dr Tom Kane**  
stir.ac.uk/people/4376819  
Dr Kane has teaching and research interests in the areas of artificial intelligence, data science, business information systems and medical informatics.

**Professor Iain Black**  
stir.ac.uk/people/844649  
Professor Black has teaching and research interests that revolve around sustainability, in particular anti-consumption, consumer’s responses to scarcity and how consumers dispose of goods.

**Dr Jerry Edgar**  
stir.ac.uk/people/11208  
Dr Edgar is Director of Learning and Teaching within the University of Stirling Management School. His research interests focus on quantitative management techniques, systems analysis and operations management.

**Dr Michael Walsh**  
stir.ac.uk/people/256644  
A former charge nurse, Dr Walsh researches in health management and has worked as a management consultant.

**Dr Tom Kane**  
stir.ac.uk/people/4376819  
Dr Kane has teaching and research interests in the areas of artificial intelligence, data science, business information systems and medical informatics.

**Professor Sharon Bolton**  
stir.ac.uk/people/1280194  
Sharon is a Professor of Organisational Analysis and Chartered Director (Institute of Directors). Her research is focused on people, work and well-being which feeds into her case study approach to teaching Strategic HRM.

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**Professor George Burt**  
stir.ac.uk/people/21637  
Professor Burt is Course Director for the MBA. He has worked on many private and public sector scenario and future projects, in an educational and consultancy capacity.

**Dr Najib Murad**  
stir.ac.uk/people/965637  
Dr Murad is a Fellow of the Higher Education Academy and specialises in innovation and enterprise education.

**Dr Michael Walsh**  
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Postgraduate education at the University of Stirling Management School goes beyond textbooks and lecture theatres to incorporate personal and professional development.

Our unique Flying Start Leadership Programme is delivered at the start of the academic year and equips postgraduate students from across the University of Stirling Management School with the awareness, knowledge and techniques essential for building a successful career.

Employers are looking for graduates like you who have the ability to work under pressure, manage conflict and work well in a team. Through Flying Start, you’ll discover how to understand business metrics, take part in networking and improve your communication skills. Our supportive programme of activities will help you to achieve your ambitions by transforming your soft-skills, which are valued across industry.

“As an international student, I have been enriched by studying in a multi-cultural environment as well as improving my academic knowledge. I particularly enjoyed the Flying Start activities at the beginning of the course, and the Personal and Professional Development module has really helped me to build my confidence and improve teamwork skills.”

ZHUQING SHEN
MBM alumna, China
If you have the talent, ability and drive to study for a postgraduate degree at the University of Stirling, we want to ensure that you can make the most of the opportunity, regardless of your financial circumstances.

To encourage well-qualified, ambitious students to come and study at the University of Stirling Management School, we offer a wide range of supportive opportunities.

For further information regarding the wide range of scholarships available at Stirling, visit stir.ac.uk/scholarships

If you have any questions about the MBA, or would like to arrange a visit, please contact our Course Director who will be happy to help.

Professor George Burt
MBA Course Director mba@stir.ac.uk