



The
University
Of
Sheffield.

Management
School.



Our experts are
ready to join
your team.

Ambitious to make your organisation succeed? Feel you could benefit from additional business expertise?

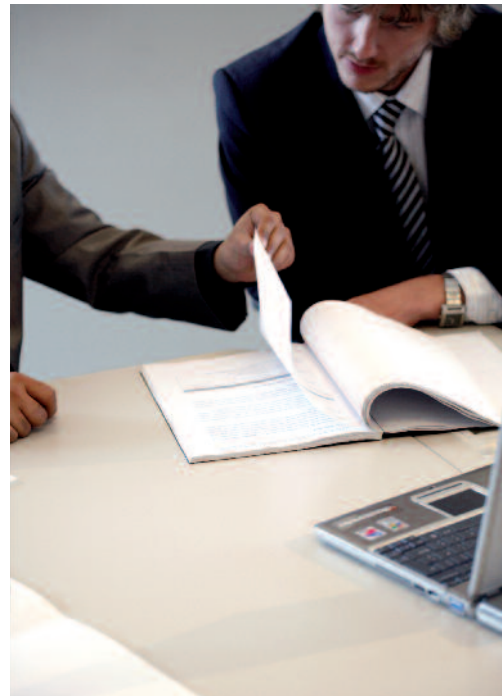
Our talented and dynamic MBA students will bring you professional expertise and consultancy at no cost to your organisation.

The University of Sheffield Management School has the resources you need. Our MBA students work with a wide range of organisations – from SMEs to PLCs – providing valuable business expertise under the expert supervision of consultants, mentors and academics.

What is an MBA?

An MBA (Masters in Business Administration) is the highest practice-based qualification available in the field of business and organisation development. It develops the leaders of the future. MBA delegates are mature individuals, usually with substantial experience. Ranging in age from 25 – 50, they are often taking a year out from already very successful careers in order to consolidate their position as managers, leaders and entrepreneurs.

The Sheffield MBA has a specific focus on entrepreneurship, leadership and consultancy. The programme is very practice-oriented requiring all delegates to apply theory in the workplace. We take pride in ensuring that our delegates have a tool-kit of practical skills they can apply to any organisation, at any time, in any part of the world and really make a difference.





How we can help

- Do you have an issue to address or an opportunity to explore but are struggling to find the time, money or people to make it happen?
- Do you feel your business could benefit from an injection of fresh ideas or an impartial analysis?
- Are there specific areas of experience – either functional or industrial – where you could use some additional input?
- Do you want to grow your organisation's profile regionally, nationally or internationally?
- Are you interested in identifying and assessing new recruits for your organisation?

On your side

Our highly-motivated MBA delegates will work alongside you intensively on pre-agreed projects to understand your business and apply their analytical skills and practical tools.

Working with us gives you access to our team of academics, at the leading-edge of management and business theory and practice in their fields. You will gain access to our extended business networks regionally, nationally and internationally.

Both sides win

Through our MBA placement scheme our partner organisations receive world-class business and organisational expertise. In return, our delegates gain invaluable career experience. These partnerships are so successful that many delegates are offered permanent contracts at the end of their work placement.

Prof. Stuart Macdonald, Director of the Executive MBA programme



Businesses always talk about people being their most valuable resource. It's well worth investing in individuals. Individuals will pay back that investment many times over.



Recent partner organisations

Deloitte
Unilever
Yorkshire Association of Business Angels
Magnomatics
Creative Sheffield
P&A
U-Explore
AVN Ltd
Bag it Don't Bin it
PWC
Rolls Royce
Advanced Manufacturing Research Centre
(with Boeing Corporation).
KBI Ltd
Sereniti Ltd
Sheffield Forge Masters
CO2Sense
And many more.

Work with us

The University of Sheffield Management School is one of the UK's top business schools. It is currently ranked number 16 in the UK, top 50 in the Europe, and top 100 in the world*.

We're committed to working with the business community to develop and regenerate our region. Our delegates are a fantastic resource and we want to ensure that partner organisations are able to take full advantage of the expertise they – and we – can offer.

As a leading Russell Group university, the University of Sheffield has regional, national and international links, and a commitment to generating economic growth through knowledge transfer.

Our reputation

The School has a strong reputation. There are over 3000 applications for every 150 places available. The University is an international environment with students from over 100 countries worldwide. This means that we can tap into a very wide pool of global business expertise.

The School is known for its expertise in problem solving, enterprise and entrepreneurship, logistics and supply chain management, international business and strategy, finance, management accounting, responsible and sustainable business and occupational psychology. Our programmes are accredited by a range of professional organisations including the Association of MBAs (AMBA), The Chartered Institute of Personnel and Development, The Chartered Institute of Marketing, The Chartered Management Institute and the Institute of Consulting. The School meets all the rigorous independent quality benchmarks required by these organisations.

**Thinkers
Leaders
Problem solvers**



*Research Assessment Exercise 2008



Jepbar Bashimov



While all the modules provide relevant theoretical and practical understanding, I have particularly enjoyed the Management Consultancy module, which is unique to the Sheffield MBA. The module provides you with relevant methodology to deal effectively with problem solving in any context and in any kind of organisation. Another great feature of this module is that it's highly interactive and participatory, which allows you to acquire practical skills and knowledge to become a good consultant practitioner.





Sample projects

Our MBA delegates can work with a business or organisation in a variety of ways. Recent examples include:

- Market Analysis
- Process Performance Improvement
- The use of new technology
- Supply Chain Management
- Financial Appraisals
- Risk Assessments
- Audits
- E-Business evaluation
- Business Plans
- Dealing with HR issues
- Identifying new markets, products and opportunities

And many more

Our projects are relevant for private and public sector organisations. We work with large organisations, SMEs and sole traders and are active regionally, nationally and internationally.

How does it work?

1. Projects

Our students can start work on a specific project from late January till late September when they graduate.

2. Internships

MBA delegates are also available for internships at the end of their studies. The chosen delegate would work full time for you,

on a given project for an agreed number of months. The University of Sheffield will work with you to select the best delegate for you by discussing and identifying your particular needs, timescale and the deliverables you require.

How much does it cost?

There is no cost apart from minimal expenses. Where a project requires travel or other types of expenses, we ask you to pay these to the delegate undertaking the work. Many of our partner organisations also like to provide a prize to students in recognition of their contributions – but there is no requirement to do so. Any prizes are awarded at our degrees ceremony.

How do we ensure quality?

The University has a number of systems to support our students and guarantee high quality contributions. These include:

- Mentoring and coaching
- Close academic supervision of projects
- Back-up for delegates from our MBA Consultant and business manager

These systems aim ensure that you access the specialist knowledge, methods and skills available at the School and receive a good service from the students involved. It also helps the University to protect its reputation for high quality.

Dr John Kawalek,
Director of the MBA
programme



The Sheffield MBA is focused on thinking in action – practical skills around consultancy, leadership, performance improvement – so that our students can go out into any organisation in any sector, in any community and make a big difference. That's why the university provides every student with a business client so that they can link the theory and practice together, turning things learnt in the classroom into practical organisational benefits.





What our partners say:

'We thought the guys presented well and answered any query we had confidently, professionally and succinctly. Indeed, they even told us things we didn't know about our competitors which was very useful information.'

AVN Ltd

'I can honestly say that it is a real privilege to work with your three students. They are extremely bright and grasped what was needed from them very quickly, feeding back almost exactly what we needed in the first draft.'

Their input is both beneficial and innovative. As individuals they all bring distinctive skills which collectively provide both a balanced and effective team. They are excellent ambassadors for the MBA course.'

The work that they have produced so far forms part of a much bigger picture and the completion of this will be a major achievement that will I believe have major impact on our company in the future.'

KBI Ltd

'Overall we have enjoyed working with four excellent students who have taken a great interest in our company and have produced a very useful piece of work. The approach to the projects has been iterative and we have found the approach and the interactions to be both useful and challenging.'

Learning Light Ltd

Timeline

The University of Sheffield Management School is keen to hear from any organisations who would be interested in working with our MBA delegates. You can contact us at any time and we will do our best to help you meet your organisational targets and challenges. Contact: uday.nair@sheffield.ac.uk

October – December

Our MBA consultant works with you to shortlist and interview suitable candidates and to write and refine your project brief



January – May

Project in progress; MBA delegate(s) work with you to produce the agreed deliverables and outputs



May – September

Project expanded into specialist areas as required



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Business Engagement

In addition to our MBA Projects, the School is interested in working with partner organisations in the following areas:

- ✿ developing collaborative projects
- ✿ supporting a range of business lectures and networking events
- ✿ consultancy and expert advice
- ✿ knowledge transfer partnerships
- ✿ professional development

Next steps

Simply email mba_projects@sheffield.ac.uk with your contact details or call 0114 222 3464.