Entrepreneurship, Leadership and Consultancy

The Sheffield MBA
Welcome to the Sheffield MBA.

The challenges of the 21st century require leaders who can adapt to rapidly changing environments, understand situations and find innovative solutions to problems, and then lead their organisations forward.

The Sheffield MBA is the flagship programme of Sheffield University Management School and is delivered in dedicated executive facilities at our newly refurbished £11million building.

Sheffield is a lively, vibrant, safe and culturally rich city in the heart of England that offers exceptional opportunities and a warm welcome to students from all over the world.

The Management School’s mission is to use this world-class research base to develop knowledgeable and employable students, promote socially-responsible work practices and have a positive impact on organisations and society throughout the world. This mission drives your MBA journey. We blend our globally renowned research with the opportunity to interact with businesses, allowing you to grow and develop as managers and leaders, ready to develop your organisations and inform society when you return to the workplace.

The challenges of the 21st century require leaders who can adapt to rapidly changing environments, understand situations and find innovative solutions to problems, and then lead their organisations forward. To this end we have designed our programme around the core themes of entrepreneurship, leadership and consultancy. On this programme, you will have the opportunity to work on real projects for a range of organisations, both large and small, and make a difference.

You will join students from across the globe and share your experiences to develop an international and ethical understanding of the world. We also provide opportunities for you to undertake summer schools in a range of international locations to increase your global perspective.

The University of Sheffield is a top 75 university (QS World University Rankings 2013) and the Management School has been awarded the gold standard Triple Crown accreditation from AACSB, AMBA and EQUIS, placing us within the elite group of the top one per cent of business and management schools worldwide.

I very much look forward to welcoming you to Sheffield and on to your MBA journey, and keeping in touch with you when you join our international alumni community.
The top one per cent
Sheffield University Management School is in the top one per cent of business schools worldwide due to Triple Crown accreditation from AACSB, AMBA and EQUIS.

Entrepreneurship, leadership and consultancy
No other MBA offers this as a central focus to drive learning. We believe that our programme creates the kind of individuals that the world needs to make a difference.

Professional links
We have strong relationships with a broad range of professional associations. Our professional links will provide you with easy access to a wide group of organisations and career opportunities.

Unrivalled facilities
Our MBA is taught in a new executive suite at Sheffield University Management School. The purpose-designed business engagement space hosts regular events giving you the opportunity to interact with the business community.

Real-world work experience
All Sheffield MBA students are given the opportunity to work in an organisation in the UK.

Socialising opportunities
We run a programme of team-building and social events for MBA delegates, as well as socials with our international Executive MBAs from Greece.

Networking and engagement
MBA delegates have the opportunity to network with business leaders and school alumni via our Career Discovery Series. The school has close links with the international MADE Festival, and organises a series of company visits.

International community
The Sheffield MBA is a global community and offers a truly international learning experience. A number of summer schools around the world are available to our MBA delegates.

Work-ready
Our Continuous Professional Development programme and careers staff based in the school’s dedicated Employability Hub offer all the tailored support, advice and contacts you require to launch a successful new career when you graduate.

A world-leading university
The University of Sheffield is part of the research-intensive Russell Group and was named Times Higher Education University of the Year 2011.

Reasons to choose Sheffield.
We believe that no other school has an offer like ours – Sheffield will get you to where you want to be.
The leadership and management skills that I am learning on the Sheffield MBA directly correlate with situations that I experience on the ice for the Sheffield Steelers ice hockey team. The MBA programme provides a platform to study many different leadership theories and also provides an opportunity for self-reflection and a true understanding of your own leadership style. As a team, striving to gain a competitive advantage against rivals in our league is much the same as a business’s search for competitive advantage in today’s economy. The success and sustainability of a hockey team – as in the business world – relies on leadership, continuous improvement and the ability to remain flexible and adapt quickly to difficult situations.

Doing the Sheffield MBA will change the way that you view the world and will provide you with a confidence to carry with you for the rest of your life. The skills and experiences that are acquired throughout the programme will give students a mindset and a confidence to face any difficult situations that they might encounter in the future.

The city of Sheffield provides an enjoyable and optimal learning environment for all students. The friendly nature of the people of Sheffield allows students to maximize the resources that are available to them. The city provides culture and many extracurricular activities that enrich the overall MBA experience.

Studying for the Sheffield MBA has enabled me to develop better time management skills and become more efficient in everyday life. I have always had aspirations and expectations to be successful in hockey and this MBA has enabled me to focus those aspirations in the right direction. Developing a greater understanding of my own leadership style in has directly impacted my leadership approach as captain of the Steelers.

One of the strong points of the Sheffield MBA is that it shows students how to put theoretical practices into everyday situations. I have many entrepreneurial aspirations including starting up my own business in the future. The programme has provided me with the entrepreneurial tools that are necessary to understand unique selling points and create competitive advantages that are essential to establishing a sustainable business.
Programme Structure.

Semester 1: Understanding the Organisation

- Managerial Economics
- Managing Organisational Behaviour
- Accounting and Finance
- Operations Management
- Management Consultancy
- Enterprise Information Systems
- Essentials of Marketing Practice

Semester 2: Leading the Organisation

- Strategic Management
- Management Enquiry
- International Business
- Experiencing Enterprise
- Strategic Management Accounting
- New Venture Planning

Electives (including)
- Leadership for Organisational Performance
- Corporate Finance
- Human Resource Management

MBA EXTENDED PROJECT

Venue: The Executive Suite, Sheffield University Management School
Fees (2015): £21,000
Duration: One year, full time
Start date: September
International spread (2013 cohort): 10 countries represented
A typical MBA week could be described as ‘productively busy’, because class work involves lectures delivered by internal and external professors as well as simulations and consultancy engagements with client organisations. These served as moulding opportunities for me to network and sharpen my entrepreneurial skills by learning from the experiences of successful clients and visiting entrepreneurs. Besides consultancy and entrepreneurship, the Sheffield MBA places a lot of emphasis on transformational and team leadership.

These skills have become indispensable in the real world of work because the client situations I dealt with while doing the Sheffield MBA are similar to those I encounter on a daily basis.

A unique feature of the Sheffield MBA is the free access to alumni resources like research opportunities and academic advice. Professional and personal relationships I built during the course are still flourishing now, and I’m confident I’ll use contacts made in Sheffield throughout my working life. On Friday nights, my flatmates and I would cook together and go dancing afterwards. I often contact my former classmates, who are now my lifelong friends, to share experiences over the internet.

The most rewarding part of my MBA was learning in an international environment that enabled sharing real life experiences across cultures. Coming from different continents, we now have the opportunity to conduct and expand our business relationships and functions across the globe without cultural barriers. This international ingredient offered by the Sheffield MBA experience is vital for conducting business on an international scale.

The Sheffield MBA creates and grooms leaders. I started the course with the intention of getting a promotion, but finished with the plan to become a CEO.

Insight: A week in the life of a Sheffield MBA
Chizo Korie, Nigeria

Working within a business.

My experience of working with Recovery Enterprises, which is a social enterprise, has given me an immense knowledge in the field of market research.

I started working with them as a consultant to do a comprehensive consumer market segmentation and competitor analysis, supporting their proposed business venture. Even though the project was highly demanding I thoroughly enjoyed doing it. My time at Recovery Enterprises was an excellent opportunity and a thought-provoking experience that has enhanced my management and interpersonal skills.

Further to this, the support provided by both Recovery Enterprises and Sheffield University Management School helped me to achieve what I was aiming for. Overall, working with a company was a wonderful and enriching experience, which substantially increased my business skills.

Insight: Company placement
Deepak Arunachalam, India

Deepak joined Recovery Enterprises to research and develop a complex marketing project. There were many target markets to consider and a limited amount of time, but directors were delighted with the results he achieved.

The Sheffield University Management School student represented our company in a positive and professional manner and his willingness to go above and beyond was testament to Deepak’s flexible approach – a skill which will be invaluable when building relationships with future clients.

Insight: Company perspective
Sarah Proctor
Development Manager, Recovery Enterprises
Meet Employers.

The international reputation of both the University of Sheffield and Sheffield University Management School makes us an attractive recruiting ground for many UK and international employers. The school, our Employability Hub and the university’s careers service can help put you in touch with potential employers through business networking events, employer presentations and careers fairs, plus employer-led workshops to help you develop your employability skills.

Throughout the Sheffield MBA, you will work as a consultant to a client company, applying the theory you have explored in the classroom to real-life scenarios and helping your client tackle their current challenges. Our business development team will provide you with introductions to a range of UK-based clients and help you to find a suitable match based on your background and interests. They will also support and guide you in developing a professional relationship with your client.

In 2013, Sheffield University Management School launched a new way to engage with businesses. The Careers Discovery Series brings together employers, professional bodies, alumni and MBA delegates in five separate week-long events across the academic year covering the school’s key areas of work: Finance, Banking and Accounting; Self Employment and Management Consulting; Human Resources and People Management; Marketing; Logistics & Supply Chain Management and Manufacturing. MBA delegates find invaluable opportunities for networking, skills development and a vital insight into a range of different sectors and industries, helping to build on career ambitions.

Internal support

The business development team at Sheffield University Management School work directly with MBA delegates, assisting on modules which require links with business.

Merryn McGregor, Student Employability Manager, explains the team’s role: “We endeavour to work with MBA delegates from day one to establish their career aspirations and find out how we can assist on the journey. I meet regularly with MBAs to ensure that they make the most of their time at Sheffield University Management School. Taking opportunities, such as student projects and company-based learning, brought in by the business development team can significantly improve a CV when they graduate and re-enter the workplace. We are here to make sure that they find the right opportunities to enhance their career prospects.”

Sheffield University Management School works closely with a wide variety of companies, from multinationals to social enterprises.
Preparing for your future.

We know that undertaking an MBA is part of a larger career plan and we provide you with full-time careers support throughout your MBA programme. There are two specialist careers advisors attached to the school and you can also access further assistance from the University Careers Service.

Sheffield University Management School’s Employability Hub is an excellent resource for our MBA delegates. Unique to the school, this dedicated careers space is a key interface between students and the external world. MBAs can access employability support, skills development, and opportunities in companies and with professional bodies. Throughout your time at Sheffield University Management School, and after you graduate, you can also access help with:

- Career planning and developing your employability profile
- Identifying career options – matching your qualifications to opportunities in work and further study
- Finding jobs and securing work experience
- Writing CVs and applications, plus advice on how to succeed at interviews
- Making the most of the many careers events that take place both on campus and beyond
- Recruitment fairs and employer presentations that give you the chance to meet recruiters face to face

Continuous Professional Development (CPD)

All good managers and leaders are reflective practitioners, continuously reviewing their actions and seeking to learn from them.

Our Continuous Professional Development (CPD) activities are designed to help you plan and develop your career. Throughout the Sheffield MBA we run a series of activities to help you become better professionals and help you with your career planning and job search.

The team at Sheffield University Management School also help develop your presentation skills, your networking skills, how to manage your social media profile and how to interact with people and organisations across a range of cultural environments.

This holistic approach to your professional development will give you skills you will use for the rest of your career.

MBA delegates have access to a global business experience through Sheffield University Management School’s summer schools programme, offering opportunities to visit other universities in cities such as Paris, Vienna and Maastricht.

Prior to the Sheffield MBA, my professional background encompassed three years working in corporate finance for a banking institution, and two years working for a boutique advisory practice which advised public and private sector clients on the commercial and financial aspects of large capital and infrastructure projects.

My main motivation for pursuing the MBA at Sheffield University Management School was ultimately to attain a senior leadership position in my chosen field. However, in the short run, I am also hopeful that it will open up more varied career opportunities.

At its broadest, I think that the Sheffield MBA has challenged my thinking about management and leadership and, through this, improved my ability to turn ideas into reality. In addition, I would suggest that it has allowed me to develop a network of useful contacts, improved my confidence and helped me develop my decision making and prioritisation skills.

My advice for future students would be to ensure that you are clear about why you want to do the MBA and what you hope to get out of it. If you can go into the MBA with this clarity of purpose, you will be able to tailor the opportunities that the programme presents to maximum effect.

**Insight: Christine Rasiah, Malaysia**

I was a professional civil engineer before pursuing my MBA in Sheffield. Although my career was progressing well, I was keen to learn the management techniques used by the Japanese contractors I was working alongside.

Sheffield gave me all that I needed as a new student, and became my second home. I had classmates from most parts of the world who had various professional backgrounds. This added to my education and knowledge.

As part of the MBA we had to do a number of presentations and were scrutinised by fellow classmates and lecturers who built our confidence, presentation and public relations skills. I was in contact with local companies and worked with one to enhance and grow their business through social networking.

The Sheffield MBA gave me a stepping stone for my career and personal development. It gave me the tools to tackle and manage top decisions. I work for an international aerospace manufacturing company, Cobham Microwave (UK) and with the knowledge and experience gained on the MBA, I am able to communicate effectively with management and make an effective contribution to the company’s success.

**Insight: Ben Lowe, UK**

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Welcome to Sheffield.

Sheffield is a desirable place to study and live. Although it is the fourth largest city in the UK, Sheffield is also one of the most affordable and one of the safest and has kept its strong sense of community.

It has all of the facilities you would expect from a major city, yet it is also very compact, making it easy to get around. Sheffield has a reputation for its friendliness and green spaces, with 150 woodlands and 50 public parks.

There is a wide range of opportunities for sport and leisure activities in and around Sheffield. In addition to the university’s own extensive sport facilities, the city has two professional football clubs, an Olympic standard swimming pool, an ice rink and a 12,000-seat indoor arena. If you love the great outdoors, the Peak District National Park is just on the edge of the city and offers a wealth of opportunities. If you enjoy rock climbing, mountain biking, walking, photography, bird watching, or exploring industrial and rural history – or are thinking of taking any of these up – you’ll be able to do it here.

Sheffield has a legendary nightlife and a wide choice of cultural activities to suit all tastes. We have nationally recognised nightclubs such as the Tuesday Club at the Students’ Union and a huge choice of small and large music venues such as The Leadmill and Motorpoint Arena.

Our Students’ Union has been voted the best in the country for seven years running in the Times Higher Education Student Experience Survey due to its diverse and high quality range of venues and facilities. Sheffield is also a great city for film enthusiasts with the university film club, large cinemas and independent, arthouse and international films shown at the Showroom Cinema. Theatre goers are very well catered for by the range and quality of productions at The Crucible theatre, where the Snooker World Championships are also held annually, as well as The Lyceum and Studio, and our own university Drama Studio.

Location

Travelling around Sheffield is quick and easy. Most student accommodation is located close to campus and you can get around on foot, by bicycle or on the excellent tram or bus network.

Sheffield is in the heart of the UK and is well-connected by road, rail and air. You can reach London in just over two hours. Manchester and Leeds are about an hour away by either road or rail.

Airports by road:

- Robin Hood Airport (Doncaster/Sheffield): 30 minutes
- Leeds Bradford Airport, Manchester Airport and East Midlands Airport: One hour
- London (Heathrow): Two hours, 40 minutes
Make the right decision.

By choosing the Sheffield MBA you are committing to a year of hard work, with extraordinary rewards. Make that step in the right direction and who knows where the future will take you.

Visit our website to read more extensively about the programme and becoming part of Sheffield University Management School: sheffield.ac.uk/management/study/mba

How to apply

Our online application process is easy to navigate and can be found on the university’s website: sheffield.ac.uk/postgraduate/online

You will be prompted to upload supporting documents including references, transcripts and English language test scores. If you have any questions or problems regarding the MBA application process contact Amy Lax, MBA Admissions Officer:

Email: a.lax@sheffield.ac.uk
Tel: +44 (0) 114 222 3376
Address: Sheffield University Management School, Conduit Road, Sheffield S10 1FL
Website: sheffield.ac.uk/management/study/mba

Open Evenings and Events

For details of MBA Open Evenings and up-to-date information on international events we are attending, please check our website: sheffield.ac.uk/management/study/mba

Entry requirements

- A good undergraduate degree or equivalent qualification
- Three to five years’ postgraduate work experience, including a managerial/supervisory role
- If your undergraduate degree is not in English, you will need to demonstrate competence in written and spoken English. More information is available on our website: sheffield.ac.uk/management/study/mba/entry_requirements

This publication is available in alternative formats. To request an alternative format telephone +44 (0) 114 222 1303.

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