"Studying one of our masters programmes will immerse you in this institution at an exciting time. Robust global credentials in research and teaching put our students on an international stage, ready to have a positive impact on organisations throughout their careers. We’re ambitious, both for you and as a School.”

Professor David Oglethorpe, Dean of the Management School
A wise investment.

You’re important to us. From the first time you contact us, right up until you graduate and even after you leave, we’ll take care of you.

We will be there when you need us. We can promise you practical support, expert advice and a valuable experience.

This is a wise investment. Probably the best you will ever make. It will kickstart your career and change your life.

First-rate teaching

Our staff are leading researchers. They work closely with businesses to find solutions to problems. Many of them have worked in the specialism they teach.

We teach you how to use what you learn. Our unique balance of academic rigour and practical experience makes our graduates stand out. Our programmes are based on the latest research, so you’ll learn about new ideas long before they become standard practice.

A degree from a top ranked university

Triple Crown accreditation means the school is accredited by AACSB, AMBA and EQUIS. This puts us in the top 1% of business and management schools worldwide. We were awarded the honour for our teaching, our research, our links with industry, and for the way we take care of our students.

The University of Sheffield maintains a top position in influential international university league tables. We’re ranked 84th in the QS World University Rankings 2016 and 13th in the UK in the Times Higher Education World University Rankings 2017.

Get valuable experience

All our masters students have the chance to work with a partner company on a dissertation, gaining experience of the workplace whilst they are studying.

With masters students from over 30 countries, this is the perfect place to meet new friends and future business contacts.

OUR GRADUATES GET THE JOBS THEY WANT. HEAR FROM ALUMNI IN OUR PROGRAMME DIRECTORY ON PAGE 16 ONWARDS
An outstanding school.

First-class facilities
This is an international management school. A place where people from different cultures come to work and learn together. Our facilities are designed to help you get things done and to give you the best possible experience.

We have our own dedicated careers service with enthusiastic, full-time staff. There’s space to study and socialise: an IT suite, lecture theatres, seminar rooms, a café, study space and meeting rooms. Our new Financial Markets Trading Room is equipped with industry software.

Flexible study
The brand new £81m Diamond building has 1,000 computers. The Information Commons (IC) has 1,300 study spaces, 120,000 books and tech support. You can study anytime, day or night.

World-class research-led teaching.
The best facilities.
Accessible academic support.
Help with your English.

Academic support
Our 301 Student Skills and Development Centre offers an incredible range of academic support. You can get help with everything from essay writing and presentations to research skills and advanced mathematics.

We understand that studying in another country can be difficult. Even when you speak the language well. So we offer classes to help international students improve their academic English.

Award-winning accommodation
Our accommodation was voted best in the UK in 2014. You can rent an apartment in the city centre or in the suburbs, just a short walk from the Management School. There’s a lot of choice: from standard en-suite rooms to deluxe apartments and houses.

Entertainment and sport
We have the best Students’ Union in the UK. It has its own cinema and a year-round programme of live music and special events. The University’s sports centre is close to the Management School. It has a swimming pool, a gym, floodlit pitches and more.
An extraordinary city.

Friendly and fun
Sheffield is famous for warm welcomes. Recent surveys say it’s the safest big city in the UK. And the happiest. The University is home to over 5,000 masters students.

Sheffield is a major cultural centre. Our art galleries are linked to the Tate and the V&A museum. We have the biggest independent cinema and the best theatres outside London. But Sheffield is smaller and easier to get around than London and the cost of living here is a lot less.

The Peak District National Park
The Peak District is one of the UK’s most famous areas of outstanding natural beauty. It’s heaven for walkers, climbers and bikers. But you don’t have to like outdoor sports. You can just enjoy the scenery. The park is 30 minutes away by bus. Other attractions in the area include Chatsworth House, home of the Duke and Duchess of Devonshire. Open to the public. Chatsworth attracts thousands of visitors every year.

The perfect base for travel
Sheffield is right in the middle of England. London is just two hours away by train. There are three airports close by: Manchester International, Doncaster Robin Hood and East Midlands. It’s the perfect base for exploring the rest of the UK and Europe.
Get the job you want.

You have the energy. You have the ideas, You have what it takes to be great. All you need is the chance to prove it.

A masters from Sheffield gives you that chance. Our job is to help you fulfil your potential.

Dedicated service
The Management School has its own careers advice centre. It’s called the Employability Hub. The Hub is there for one reason - to help you achieve your goals. They focus on:
• Work experience
• Practical skills
• Personal development

Professional advice
You can arrange regular 1:1 meetings with a careers advisor. We also run workshops that help you with practical skills such as writing a CV, networking and interview techniques. We understand the global jobs market. Wherever you’re from and wherever you want to work, we can offer specific advice. And we listen – we want to get to know you so we can give you the best possible recommendations.

You are supported while you are at the University, and for three years after you graduate.

Real experience
We will help you find real-world working insight that fits with your career plans. Networking that gets you closer to your goals. Sessions that meet your development needs.

You also get the chance to work with a company or public sector organisation as part of your dissertation. This is your opportunity to make a positive impact on a real-world business problem, and working directly with a company will really stand out on your CV.

"We offer students the chance to consult for an organisation through their dissertation. This is a valuable opportunity to put what you’ve learned in the classroom into practice. Having this experience makes you more attractive to prospective employers, and the organisation benefits from your expertise."

Professor Andrew Simpson, Associate Dean for External Business Advancement

"Attending the European entrepreneurship summer school in Groningen was a great experience both academically and practically.

“The intensive week of study focused on exploring the different faces and forms of entrepreneurship. The programme included highly interactive sessions where we used research theories in a practical setting with activities, case studies and group projects.

“There were also guest speakers from the industry and academia who shared examples from their work, giving us further insight into the different forms of entrepreneurship; a balance between theory and practice.”

Mariana Estrada Robles, European summer school attendee 2015

We give you the option to spend part of the summer vacation at another leading business school in Europe. Last year’s international summer schools included Maastricht, Munich, Mannheim, Thessaloniki, Barcelona, Toulouse and Vienna.

Travel further and learn more

Travel further and learn more

sheffield.ac.uk/management | 10 - 11
How we teach.  
And why it works.

Theory is no use without practice. So we teach you how to apply what you learn. Classes are based on real-world situations. Experts from the business world share their insights with you. And you can work closely with a company on your dissertation.

Need extra help? We're here for you. We run a huge range of academic support services to make sure you get the most out of your programme.

“We’re committed to providing an exceptional learning experience. Our students have access to the best learning resources, award-winning teaching staff and theories and content which are changing the way business is done worldwide. It’s a fantastic time to study at Sheffield.”

Andrea Ward, Postgraduate Director for Teaching Quality and Enhancement

How we teach
Our courses are practical and interactive. We teach key transferable skills such as project management and specific skills that relate to your profession, for example accounting, HR or marketing. We encourage independence, creativity and innovation.

We show you how to apply what you learn. Classes are often based on real-world business scenarios where you have to make important decisions. Working in groups, you’ll learn the value of teamwork and effective leadership.

Why it works
Our courses reflect the real world. The way we teach means you’re constantly developing skills: finding out what you’re best at, working on your weak spots. Getting better all the time. You want to advance your career? A masters from Sheffield proves that you’re ready.

Our expertise
Sheffield academics work closely with organisations. They influence the way business is done. Our courses are based on their work in:

• Management
• Marketing
• Finance and accounting
• Human resources and occupational psychology
• Operations and logistics
• The creative industries and information systems

“Business people and other professionals deliver guest lectures. In our Careers Discovery Series, leading representatives from industry talk to you about career options.”

The careers discovery series
Guest lecturers talk to you about career options in their professions. The guests come from SMEs and multinationals. They include well-known entrepreneurs and successful alumni.

Your dissertation
This is the project that proves your expertise. Working with a company or on your own, you’ll research a real-world business problem and present your findings in a paper.

We work closely with companies including Lloyds, Deloitte, O2 and Santander. Our partners contribute to the teaching.

How links with business
We work closely with companies including Lloyds, Deloitte, O2 and Santander. Our partners contribute to the teaching.

37 nationalities in our 2016-17 masters cohort
How we support you.

We don't expect you to just sit in lectures and listen. We do our best to get to know you and find out what kind of help you need to get the grades you deserve.

Academic support
The University's 301 Student Skills and Development Centre provides extra training to help you make the most of your course. They run workshops in everything from advanced maths for accountants to essay writing and presentation skills. You can also get one-to-one support if you need it.

301 Workshops
The list includes:
- Academic writing
- Mind mapping
- Performing well in seminars
- Presentation skills
- Time management

Guidance and feedback
All tutors have weekly feedback and consultancy hours. If you have any questions about coursework, you can arrange a time to talk to them. We aim to give constructive, detailed feedback on all your work.

If English isn't your first language…
We understand the pressures on international students. Living and studying in another culture is a big challenge. And mastering the language is important. That's why we offer additional English language classes.

The classes are run by the University's English Language Teaching Centre (ELTC). They are professionals with years of experience teaching English as a second language. And they can help you understand complex, academic English. We recommend this service to all our international students. It helps build your confidence. And it can make a huge difference to your grades.
MSc Accounting, Governance and Financial Management

If you’re more interested in financial management than markets, this is the masters you’ve been looking for. You don’t need an undergraduate degree in finance or another business subject. You must be ambitious and have a high level of discursive skills. And you have to believe in a sustainable and ethical financial future.

Like all our masters, this programme will combine rigorous academic work with practical experience. Through seminars, group work, real-life case studies and a dissertation, you’ll develop the skills – and the judgement – to practice financial management in any sector.

Is this for you?
The special emphasis on governance means this MSc is ideal if you want to be a financial manager in an organisation or if you want to go into financial services, as an auditor for example.

Modules

CORE MODULES
Corporate Governance; Management Accounting; Financial Accounting and Financial Statement Analysis; Financial Management; Research Methods for Finance and Accounting; Dissertation

OPTIONAL MODULES
Four from the following: International Financial Reporting; Performance Management; International Corporate Governance; Supply Chain Accounting and Finance; Quantitative Methods for Finance and Accounting; Corporate Finance; Philosophical Perspectives on Accounting, Financial Management and Finance; Comparative Finance and Financial Services

Timetable and other restrictions may prevent students from pursuing a particular combination of optional modules.

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.
Non-native English speakers also require IELTS 6.5 overall with 6.5 in writing and reading components and 6 in each other part, or equivalent.

Richard Barratt (UK), Class of 2017

“Having studied History for my undergraduate degree, I wanted to study a postgraduate programme that was more career focused. The knowledge I have obtained has been highly practical and applicable to real world situations, and has given me a valuable insight into the world of business. This awareness and understanding of key business issues, combined with the excellent Employability Team in the Management School, has helped me to obtain a graduate position in auditing next September.”
MSc Finance and Accounting

This programme takes you inside the world of accounts and financial markets. Working on real-world problems, you will soon start to think and act like the best in the business.

We paint a vivid picture of professional life. We’ll teach you about policy and governance. We’ll show you how to use the tools of the trade in our Financial Markets Trading Room which gives us real-time pricing and news feeds on shares, bonds, global indexes and interest rates. Then we focus on developing your skills.

You will learn the principles, strategies and techniques used by the world’s biggest players. You’ll learn how to interpret reports. We’ll show you how to use research to gain insight, evaluate ideas and make decisions. And we’ll give you the chance to prove yourself by working with a company as part of your dissertation.

Is this for you?

If you want to work at a senior level in corporate finance, asset management, financial services or accounting, this is a wise investment.

Modules

CORE MODULES
Corporate Finance; Comparative Finance and Financial Services; Research Methods for Finance and Accounting; Quantitative Methods for Finance and Accounting; Dissertation

OPTIONAL MODULES
Five from the following: Corporate Governance; Financial Accounting and Financial Statement Analysis; Philosophical Perspectives on Accounting, Financial Management and Finance; Issues in Finance: International Finance; Risk and Uncertainty; Management Accounting; Emerging Market Finance; Financial Management

Timetable and other restrictions may prevent students from pursuing a particular combination of optional modules.

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 overall with 6.5 in writing and 6 in each other part, or equivalent.

Norazmi Samsudin (Malaysia), Finance Manager at Intel Technologies

“I am a Finance Manager for Intel’s Malaysia Shared Service Centre, supporting the Europe, Middle East and South Africa Payroll Reconciliation and Payroll Accounting transition. I found my programme at Sheffield can take you into many areas of work, from government agencies to the private sector. As for my plans for the future, I’m definitely aiming for the top! But it won’t happen overnight – I’m still working on it.”
Kevin Andrew Limzon (Philippines), Class of 2015

“This programme gave me knowledge and skills that can be applied to my professional life. The lectures always linked academic theory with practical examples. Initially I plan to train as a consultant to hone my skills as an entrepreneurial-minded individual, but my ultimate goal is to work in the area of social entrepreneurship – opening a healthy fast food chain.”

MSc Entrepreneurship and Management

What is an entrepreneur? Standard definitions don’t quite cover it. In the 21st century, entrepreneurship is a way of thinking. It means having the vision and the courage to try something new, not just in business but in communities. It’s about using the power of creativity to change the status quo.

This MSc examines the value of entrepreneurship, in all its forms. Through lectures, seminars, workshops and field trips, you’ll learn how this way of thinking can transform organisations and improve people’s lives. And how it can make you better at what you do.

It’s an interactive masters. You will engage with entrepreneurs, corporations and other organisations. We cover the latest research, policy and practice. We also explore specific areas in detail, such as start-ups, social enterprise and corporate venturing. You will be assessed on essays, presentations, blogs, exams, a business plan and a dissertation.

Modules

Research Methods; Accounting and Financial Management; Entrepreneurship (Theory and Concepts); Entrepreneurial Economies; Corporate Entrepreneurship; Strategic Management; Social and Alternative Entrepreneurship; Entrepreneurship and Change; Creating Entrepreneurial Ventures; Dissertation

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.
MSc International Management

When you do business on a global scale, you have to understand the opportunities and the challenges. You have to understand different cultures and economies. And you have to be able to work in multicultural teams.

You are the international business leaders of the future. So we give you the option to study intercultural communication in detail. You can learn the theory and specialise in negotiation, a vital skill for any successful manager.

This programme combines academic expertise with insider knowledge and practical skills to prepare you for success. There are traditional lectures, seminars, guest speakers and group projects. You’re assessed on assignments, group work, exams and a research project with a dissertation. The dissertation gives you the option to work with a partner company and get more valuable experience.

Norihiro Yoshitome (Japan), Supply Chain Assistant at Fuji Seal Europe BV

“My role is to coordinate the supply chain at the Netherlands-based headquarters of a Japanese label company. It involves a great deal of numerical analysis, from which I identify any issues. My masters at Sheffield taught me to think critically and determine what is behind data. A highlight of my job has been managing subcontractors – I have to coordinate with other departments from across the organisation, so it was a great opportunity to learn the supply chain from different global perspectives.”

Is this for you?

This course is for anyone who is serious about an international career in management.

Modules

CORE MODULES
Research Methods; Marketing; International Business Strategy; European Business; International Human Resource Studies; International Management; Dissertation

OPTIONAL MODULES
Three from the following:
Work and Organisation in East Asia; Concepts and Approaches in Intercultural Communication; Entrepreneurial Economies; International Business and East Asia; Investing in East Asia; Contemporary Chinese Business and Management; Creating Entrepreneurial Ventures

Timetable and other restrictions may prevent students from pursuing a particular combination of optional modules.

Accreditations

CHARTERED MANAGEMENT INSTITUTE (CMI) AND ASSOCIATION OF MBAS (AMBA)

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.
Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.
MSc Management

General managers are special. They see the business from every perspective. They’re vital to the company’s success. This comprehensive programme covers every aspect of management, from finance to marketing, to prepare you for life at the top.

Practical experience is part of the curriculum. For the Company Project module, you will work as part of a team, solving a business problem for a real organisation. For your dissertation, you can apply to work with a company again on a research project of your own.

Working in groups on real-life case studies, you’ll learn what it’s like to lead a team and make tough decisions, often under pressure. You’re assessed on how you perform in those situations as well as through assignments, exams and your dissertation.

General management is no easy option. This masters is challenging because it reflects the real world of work. Commit to it and we’ll nurture your talent until you’re ready to manage a multidisciplinary team in any sector.

Is this for you?

You don’t need a degree in a related subject to take this programme. It’s for anyone who wants to go into management in any sector.

Modules

Managing People in Organisations; Accounting and Financial Management; Marketing; Operations and Supply Chain Management; Management and Organisational Theory; Strategic Management; Company Project; Managerial Economics; Management Inquiry; Dissertation

Accreditations

CHARTERED MANAGEMENT INSTITUTE (CMI) AND ASSOCIATION OF MBAS (AMBA)

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.

Laura Marulanda Grisales (Colombia/Spain), Sales Manager at Interaluminios

“I am responsible for operations, as well as the company’s expansion strategy. In two years, I’ve increased the customer base, standardised internal processes and grown company revenues by over 30 per cent. My masters helped me to develop a more structured way of thinking, as well as improving my communication skills and leadership qualities. I am results-driven and loved working with others on the programme to achieve a certain objective on time and with quality. I also own and manage a Colombian coffee brand.”

Accreditations

CHARTERED MANAGEMENT INSTITUTE (CMI) AND ASSOCIATION OF MBAS (AMBA)

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.

MSc Management

(International Business)

As a general manager in an international company, you need to know every aspect of the organisation. You need highly developed communication skills. You have to understand how different cultures see the world, the way they do business and why.

It’s a huge challenge. But we don’t shy away from that. In fact, we embrace it. We cover every aspect of management in a complex organisation, from finance to marketing. You will also benefit from our world-leading research on operations and supply chain management.

You will learn by doing. Alongside traditional lectures and seminars, you’ll work in teams on real-life business scenarios. For your dissertation, you have the option to work with a company on a project that they set.

Is this for you?

If you’re ready for the challenges and rewards of a career in international management, this programme will help you get the job you want.

Modules

CORE MODULES
Managing People in Organisations; Accounting and Financial Management; Marketing; Operations and Supply Chain Management; Management and Organisational Theory; Strategic Management; Company Project; Managerial Economics; Management Inquiry; Dissertation

OPTIONAL MODULES
You can choose from the following:

International Human Resource Management; International Business and East Asia; European Business

Accreditations

CHARTERED MANAGEMENT INSTITUTE (CMI) AND ASSOCIATION OF MBAS (AMBA)

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.

Shaheen Chaudry

(UK), Graduate Aldi Area Manager

“Employers want people who have the whole package. With the diversity of the modules on this programme, I was exposed to an all-round knowledge of general management. No day is the same at Aldi. You are expected to excel at a wide range of tasks from auditing to store manager appraisals, in addition to recruiting star performers and undertaking disciplinary meetings. All this and more while maximising area sales and cost-reduction as well as ensuring your team is happy, motivated and efficient.”
The Sheffield MBA

Our MBA has a unique focus. Everything we teach is designed to develop your strengths in three core areas: consultancy, entrepreneurship and leadership.

You’ll learn how to analyse and evaluate, identifying problems and delivering solutions. We encourage you to be an entrepreneurial leader, using creativity to transform business. And you will develop the personal attributes, skills and discipline to inspire others.

Our external relations team arranges for you to meet and interact with organisations through field trips and a programme of guest lectures. You can also work with a company on your extended project – we will find a company to match your background and your ambitions.

The Sheffield MBA is accredited by the Chartered Management Institute (CMI), the Institute of Consulting (IC) and the Association of MBAs (AMBA).

Steven Goertzen (Canada), Managing Partner at React Hockey Development Inc

“The Sheffield MBA 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 tools that are necessary to understand unique selling points and create competitive advantages that are essential to establishing a sustainable business.”

Is this for you?

If you want to progress to board level or lead an organisation to a sustainable future, the Sheffield MBA is for you. The programme is challenging but will prepare you for the next step in your successful career.

Modules

CORE MODULES
Strategic Management; Managerial Economics; Leadership for Organisational Performance; Accounting and Financial Management; Management Consultancy; Managing Organisational Behaviour; Operations Management; Enterprise Information Systems; Marketing Theory and Practice; Strategic Management Accounting; New Venture Planning; Management Inquiry

OPTIONAL MODULES
Two from the following: Human Resource Management; International Business; Corporate Finance; Risk and Crisis Management

Timetable and other restrictions may prevent students from pursuing a particular combination of optional modules.

THE MBA EXTENDED PROJECT
The project is your chance to prove you can apply what you’ve learned. You start to prepare for the project during the second semester and complete it over the summer. You have the option to work with a company on the project.

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

A minimum of three years relevant work experience.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.
Marketing

We believe the most effective marketing is socially responsible. If it’s better for people and the planet, it’s better for growth.

Our research on global, cross-cultural markets aims to change the relationship between people and business. That vision is what makes these programmes so compelling.

- MSc Global Marketing Management
- MSc International Management and Marketing
- MSc Marketing Management Practice

Our courses start in September and last for 12 months.

MSc Global Marketing Management

One semester in Sheffield. One semester in Hong Kong.

For an ambitious marketer, it’s the opportunity of a lifetime. This truly international masters produces graduates with the confidence to lead global operations.

Working in groups on real-life case studies, you’ll develop valuable skills and learn how to apply them. The programme covers every aspect of global marketing, from international consumer behaviour to research and strategy.

You’ll learn from leading researchers at both universities. Marketing professionals also contribute to the teaching.

Your dissertation gives you the option to work with a company on a research project that you design – invaluable experience, especially if you’re looking for your first marketing management role.

Bethany Spencer (UK), Junior Marketing Executive and Strategic Partnerships at DoubleDutch

“I am based in Hong Kong and implement marketing strategies for the Asia Pacific Region. My programme gave me the exciting opportunity to study in two different environments and cultures, as well as providing me with the skills to be able to operate in a global arena. DoubleDutch is an international company based in America – I love my job, it’s a really innovative environment with hundreds of talented and intelligent people, and as it’s a global organisation, I’ve been able to travel all over the world.”

Is this for you?

This is a specialist programme for anyone who wants an international career in marketing. You spend one semester at Sheffield and one at Hong Kong Baptist University. All teaching is in English.

Students can apply for a 12 month visa to work in Hong Kong after they complete the programme.

Modules

SEMESTER 1: SHEFFIELD
- Global Marketing
- Marketing Management
- Contemporary Marketing Practices
- Marketing Communications
- International Consumer Behaviour

SEMESTER 2: HONG KONG
- International Services Marketing Management
- Strategic Marketing
- International Marketing Research
- Socially Responsible Marketing in an International Context

SEMESTER 3
- Dissertation (either in Sheffield or Hong Kong)

Accreditations

CHARTERED INSTITUTE OF MARKETING (CIM)

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.
**MSc International Management and Marketing**

This programme gives you a unique advantage in the global jobs market. It bridges the gap between general management and marketing to produce managers with marketing skills. And marketers with the potential to progress to senior management level.

We look at how the two disciplines work together. Our teaching is informed by our world-leading research on issues such as the way consumers and businesses interact, and cultural differences in consumer behaviour.

Professionals also contribute to the teaching as guest speakers and lecturers. Your dissertation gives you the chance to work with a company on a research project. You will be assessed on your dissertation, exams, group work and individual assignments.

**Rupert Wood** (UK), Lloyds Banking Group – Digital Graduate Scheme

“I’m on the first of three placements in digital at Lloyds Banking Group. These rotations will enable me to kickstart my career in digital banking. It’s great to build upon some of the skills and commercial interests I developed during my masters degree which provided the best of both worlds – management and marketing, with an international emphasis. My commercial awareness and confidence improved and I was able to study digital entrepreneurship at a summer school in Mannheim, Germany. I’d like to become a manager and digital banking specialist.”

**Evelyn Chung** (Taiwan), Marketing Executive at Nineder Technology

“Since graduating I’ve had two roles – one in marketing at the British Council in Taipei, and now at Nineder Technology where I’m responsible for digital media buying. Every aspect of the programme at Sheffield has helped me in my career, especially the global perspectives and the knowledge of how to effectively reach target audiences by using the right marketing communication. It’s a comprehensive course that gives you the skills and theoretical knowledge to go straight into industry.”

**MSc Marketing Management Practice**

This unique blend of academic rigour and practical experience produces a special kind of professional marketer.

Our graduates have the ability to manage complex marketing activity on a global scale. They also understand the role of marketing in culture and society. This insight enables them to generate strategies and campaigns that stand out.

Through lectures, seminars and project work, you will get advanced training in the fundamentals of world-class marketing. You will look at specific areas like brand management, retail and services in detail. There’s an international element too, which means you’ll be well-placed to take on a role overseas.

The dissertation project is your chance to prove you can apply what you’ve learned. You have the option to work with a company on this, adding to your experience. You’re assessed on the dissertation, group work, individual assignments and exams.

**Rupert Wood** (UK), Lloyds Banking Group – Digital Graduate Scheme

“I’m on the first of three placements in digital at Lloyds Banking Group. These rotations will enable me to kickstart my career in digital banking. It’s great to build upon some of the skills and commercial interests I developed during my masters degree which provided the best of both worlds – management and marketing, with an international emphasis. My commercial awareness and confidence improved and I was able to study digital entrepreneurship at a summer school in Mannheim, Germany. I’d like to become a manager and digital banking specialist.”

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**Is this for you?**

It’s for anyone with ambitions to lead. You may want to lead a small team, your own business or a multinational company.

**You will need**

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.

**Modules**

Global Marketing; Marketing Management; Contemporary Consumer Behaviour; Contemporary Chinese Business and Management; International Management; Strategic Management; International Business Strategy; Marketing Research; Dissertation

**Accreditation**

CHARTERED INSTITUTE OF MARKETING (CIM)
Based on our own game-changing research, this programme provides you with the insight and the skills to transform global supply chains.

Through seminars, group work, site visits and real-life case studies, you’ll learn the theory and techniques. You will also get a vital grounding in sub-disciplines such as accounting and technology.

We work closely with industry to keep the course fresh and relevant. Some modules are sponsored by industry partners. Many of our academics have industrial experience. For your dissertation project, you can work with a company on an industry challenge, giving you the chance to prove what you can do.

Hua Yang (China), Purchasing Specialist at Beijing Benz Automotive Company

“As a buyer, I communicate and negotiate with external global suppliers, while also being responsible for liaising with internal engineering, quality and project teams. This ensures that everything runs smoothly and we build a world-class car. Purchasing is one of the most important parts in the supply chain, though I have to look at the whole picture, including packing and logistics concepts. Sheffield taught me these skills.”

Is this for you?

This specialised masters is for anyone who wants a career in this field. It’s also suitable for established professionals who want to deliver change where they work.

Modules

CORE MODULES
Research Methods; Green Logistics and Supply Chain Management; Supply Chain Technology; Logistics System; Operations Management for Logistics and Supply Chain Management; Supply Chain Accounting and Finance; Global Supply Chain Leadership; Supply Networks Management; Dissertation

OPTIONAL MODULES
One from the following:
Strategic Management; International Business Strategy; International Management

Accreditations

CHARTERED INSTITUTE OF PURCHASING & SUPPLY (CIPS) AND THE CHARTERED INSTITUTE OF LOGISTICS & TRANSPORT (CILT)

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.
Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.
MSc Human Resource Management

Through group projects and skills workshops, you’ll learn about the day-to-day challenges of the job. We also show you the big picture: how HR works within different organisational structures across different cultures.

The programme is taught by leading researchers, many of them former industry professionals. As you learn how to facilitate the professional development of others, you will focus on your own. We teach best practice in every area of HR, including diversity, performance management and wellbeing.

You’re assessed on group work, assignments, exams and a dissertation. When you graduate, you can join the CIPD. This gives you access to resources and networks that will help you develop your career.

Libby Dawes (UK), HR Assistant at Retail Assist

“I’m the first point of contact for HR queries, dealing with recruitment, employment relations, employee welfare and pay. The role involves interpreting and advising on employment law, alongside developing and implementing policies. My masters gave me the theoretical knowledge of HR, which now underpins what I do in my day-to-day work. My dissertation on employee engagement, which I conducted with an organisation, has been useful in my role since graduating as I can speak confidently about my findings and their application to my current employer.”

Is this for you?

This programme will prepare you for a career in human resource management. If you already work in HR, the course can help you advance your career.

Modules

- Research Methods; HRM Skills Sessions; Managing People in Organisations; Professional Development; Accounting and Financial Management; Industrial Relations; Strategic Management; Employee and Organisational Development; International Human Resource Studies; Employee Performance Management; Dissertation

Accreditation

CHARTERED INSTITUTE OF PERSONNEL AND DEVELOPMENT (CIPD)

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.

People

Business is all about people. Their hopes. Their ambitions. Their concerns. Successful businesses understand this.

Our research into how people work and why has created three world-class masters. These programmes produce professionals who deliver positive change.

- MSc Human Resource Management
- MSc Occupational Psychology and MSc Work Psychology

Our courses start in September and last for 12 months.
MSc Occupational Psychology and MSc Work Psychology

Work is a fundamental part of our lives. Recruiting the right people, developing staff through training and managing change are all challenges facing employers.

Occupational psychologists help organisations navigate these situations to create engaging and effective workplaces for all. These programmes are taught by academics who are also practitioners. Their applied research explores the things that matter to people at work, and asks: how can we help change things for the better?

It’s an interactive experience. Teaching usually takes the form of workshops and group discussions. You will also engage with organisations and their staff, as you learn the techniques every professional needs.

All students undergo training to acquire the BPS Assistant Test User and Tester User Qualifications (Occupational, Ability and Personality) in Psychometric Testing.

For your dissertation, you can work with an organisation. Recent projects include change management for an insurance company and a review of a law firm’s reward system.

Andrew Smith (UK), Managing Psychologist at The Future Work Centre

"My time on the programme gave me a strong foundation for understanding occupational psychology as an applied science. The quality of the teaching was exceptional, and the supervision process helped me to develop as a reflective practitioner beyond the level I expected from a masters degree."

Is this for you?

Both programmes prepare you for a variety of jobs in areas such as consultancy, HR management, training and recruitment. You study the same modules on both programmes, but you must have a BPS accredited undergraduate degree for the MSc Occupational Psychology. If you don’t have this, you should apply for the MSc Work Psychology.

Modules

Leadership, Engagement and Motivation; Bibliographic Skills Workshops; Learning, Training and Development; Wellbeing and Work; Research Methods; Selection and Psychological Testing in Organisations; Statistics; Work Design, Organisational Change and Development; Applying Psychology to Work and organisations; Project Workshops; Advanced Statistical Methods for Psychologists; Dissertation

Accreditation

THE BRITISH PSYCHOLOGICAL SOCIETY (BPS) ACCREDITES THE MSc OCCUPATIONAL PSYCHOLOGY

You will need

For Occupational Psychology:
A 2:1 BPS-accredited honours degree in psychology.

For Work Psychology:
A 2:1 honours degree in psychology.

For both:
Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.

"I enjoyed the broad range of modules on my programme, which enabled me to gain an insight into the different areas of occupational psychology and experience its diverse and applicable nature. The interactive and practical elements of the lectures were stimulating and inspiring, and helped develop my communication and critical thinking skills whilst increasing my knowledge and understanding of the field."

Jessica Pickard (UK), Class of 2015
Specialist management

How should we market the arts? Why is culture important to societies? How can we use new technology to harness the power of information?

Our research in these areas challenges accepted wisdom. These programmes produce innovative managers who can handle complex projects.

- MSc Creative and Cultural Industries Management
- MSc Information Systems Management

Our courses start in September and last for 12 months.

MSc Creative and Cultural Industries Management

Our research in this field looks closely at areas such as marketing, philanthropy in the arts, corporate sponsorship and other types of collaboration to gauge the true potential of culture as a force for social change and as a tool for urban regeneration.

Through seminars and group projects, you see inside the cultural sector: its structure, how it works, its social purpose and the challenges it faces. You'll look at individual theatres, cinemas, museums and sports organisations, as well as the music, film, television and publishing industries.

Sheffield is one of the best places in the UK to take a course like this. We have the best theatres outside London and galleries linked to the Tate and the V&A. We encourage you to engage with the city’s big creative and cultural brands through field visits, volunteering placements and your dissertation.

Liz Johnson (UK), Administration and Production Trainee at Third Angel

“The course allowed me to exercise my existing academic skills and also develop practical skills I had already cultivated over several years of participating in theatre and performance at University. The detailed understanding I gained of creative and cultural industries has been invaluable and the qualification has definitely helped move my CV closer to the top of the pile. A standout moment from my career so far was seeing a project I worked on begin a month-long run at the Edinburgh Fringe Festival.”

Is this for you?

This specialist MSc prepares you for a career in the creative and cultural industries. It’s suitable for students from any background, including artists who would like to move into arts management.

Modules

CORE MODULES
Research Methods; Accounting and Financial Management; Introduction to the Creative and Cultural Industries; Critical Theories and Concepts in the Cultural and Creative Industries; Cultural Marketing; Dissertation

OPTIONAL MODULES
Four of the following: Managing Festivals, Events and Creative Performances; Fundraising management – sponsorship, philanthropy and the state; Managing Creative Brands, Managing Museums and Cultural Heritage Sites; Music Management Planning; Music Management Events

Timetable and other restrictions may prevent students from pursuing a particular combination of optional modules.

You will need

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification.

Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.
MSc Information Systems Management

We're living through an era of rapid technological and social change. Organisations that don't have responsive information systems are unlikely to survive. But technical know-how isn't enough. Companies need talented developers who are also brilliant managers.

Our research looks at the interface between management, information science and computer science. Organisations rely on well managed data and systems.

Through seminars, workshops and group projects, you'll develop valuable skills in all the main management disciplines. You'll learn how to design and implement new systems, manage big projects and evaluate their success.

For your dissertation, you can work with a partner organisation on a research project. Recent projects include work on a customer relationship management system for a city retailer and quantifying the value of advanced systems for a packaging company.

**Is this for you?**

It's ideal for IT graduates who want to progress into management. Or managers who need technical knowledge to help their businesses grow.

**Modules**

**CORE MODULES**
- Research Methods and Dissertation Preparation
- Information Systems Modelling
- Information Systems and the Information Society
- Managing People in Organisations
- Operations and Supply Chain Management
- Information Systems Project Management
- Information Systems Change Management
- Strategic Management
- Dissertation

**OPTIONAL MODULES**
- One of the following:
  - E-Business and E-Commerce
  - Business Intelligence
  - International Business Strategy

**You will need**

A 2:1 honours degree (or equivalent) in any subject or an approved professional qualification. Non-native English speakers also require IELTS 6.5 with at least 6 in each part, or equivalent.

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Executive MBA in Advanced Manufacturing

If you're a professional with at least five years’ experience in the sector, this groundbreaking new programme provides you with the formal management training you need to take on a more senior role.

The programme combines Management School expertise in operations management, supply chains and information systems with insight from our colleagues in the University's Advanced Manufacturing Research Centre (AMRC) with Boeing.

This is insight you just can't get anywhere else. Since it opened in 2001, the AMRC has set a new standard for collaborations between universities and industry. It supports international R&D, creates jobs and boosts productivity. Now it develops managers too.

Email mba_help@sheffield.ac.uk for more information.

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PhD study at the Management School

The school has a vibrant postgraduate research community. We nurture the next generation of management academics focused on sustainability, ethics and social responsibility.

When you study for a PhD at the Management School, you're welcomed into an academic community and treated as a colleague. And you'll get lots of support including skills workshops and a tailored programme of professional development activities.

For details about research areas and potential supervisors, please see our website: sheffield.ac.uk/management/study/researchdegrees
Our accreditations.

An accredited degree tells employers you’re serious. It’s your assurance that the programme you’ve chosen is a wise investment.

**Triple Crown accreditation**

Our school is accredited by three of the world’s most prestigious organisations: the Association to Advance Collegiate Schools of Business (AACSB), the Association of MBAs (AMBA) and the European Quality Improvement System (EQUIS).

This puts us in the top one per cent of business schools worldwide. It means we’re committed to the highest quality teaching and research and we take exceptionally good care of our students.

Employers all over the world recognise this mark of quality. A degree from a Triple Crown accredited school tells them you’ve had the best possible training.

**Professional accreditations**

Many of our masters courses are also accredited by relevant professional bodies. That means they’ve been rigorously assessed by professionals from the relevant industry, for example human resources or logistics.

This extra accreditation gives you a head start in your chosen profession. In some cases it makes you exempt from certain professional exams. In other cases, passing the MSc could give you automatic membership of the professional body.

Best of all, it tells employers that you have the skills and attributes they’re looking for.

Fees and scholarships.

**Fees**

The fees for our MSc programmes in 2017/18 start at £10,970 (home/EU) or £20,470 (overseas).

Please visit our course pages for up-to-date information: [sheffield.ac.uk/management/study/msc/courses](sheffield.ac.uk/management/study/msc/courses)

**Scholarships**

The Management School offers a number of scholarships to masters students every year. When you apply for a programme, we’ll automatically consider you if you’re eligible. Scholarships usually take the form of a partial discount on your fees. Check the website for any deadlines you need to be aware of.

The University has a range of scholarships for international students of high academic standing. Select your country from the website to view available funding. Please note there may be a separate application form for University scholarships: [sheffield.ac.uk/international/countries](sheffield.ac.uk/international/countries)

Visit the Fees and Funding section of our website for up-to-date information: [sheffield.ac.uk/management/study/msc](sheffield.ac.uk/management/study/msc)

**Alumni discounts**

If you’re a Sheffield graduate, you may be entitled to an alumni discount. For details, see the website: [sheffield.ac.uk/postgraduate/taught/finance](sheffield.ac.uk/postgraduate/taught/finance)

**Paying your fees**

You can pay your fees in full or in instalments, before you arrive in Sheffield or when you register.

To find out more, visit: [sheffield.ac.uk/ssid/fees](sheffield.ac.uk/ssid/fees)
Entry requirements and how to apply.

All our MSc courses require a 2:1 honours degree or equivalent. Please see the individual programme pages for details of the required IELTS level. For details of other acceptable English language qualifications, visit [sheffield.ac.uk/postgraduate/info/englang](sheffield.ac.uk/postgraduate/info/englang).

1. Decide on which programme to apply to
2. Visit [sheffield.ac.uk/postgradapplication](sheffield.ac.uk/postgradapplication) and begin the process of application
3. Upload your documents (you can do this in stages)
4. Once submitted, we will make a decision and contact you
5. Accept your offer online

For more about immigration and what to do next, visit: [www.sheffield.ac.uk/ssid/international](www.sheffield.ac.uk/ssid/international)

Application checklist:
- Copy of your degree certificate.
- Copies of your academic transcripts.
- Copy of your IELTS certificate or other approved English language qualification.

You don't need to upload all of these documents when you make the initial application.

Remember:
- The whole process will be online with communication via email.
- If your academic transcripts are not in English, you will have to supply certified translations.
- Your English language qualification must be recent. If it’s more than two years old at the start of your course, we may ask you to take it again.
- You can’t apply for a visa until you’ve accepted an offer, paid a deposit and are issued with a CAS number.
- There is no official deadline for application, but we recommend you apply as early as possible.

Other routes.

If you’re not quite ready for a masters at Sheffield, we can help you prepare.

**English Language Training Centre (ELTC)**
You’re welcome to attend courses at the ELTC to improve your English language, research and academic writing skills, before you start your masters.

To find out more, visit: [sheffield.ac.uk/eltc](sheffield.ac.uk/eltc)

**University of Sheffield International College**
If you don’t currently meet our academic requirements, the college runs pre-masters programmes.

To find out more, visit: [usic.sheffield.ac.uk](usic.sheffield.ac.uk)
We can’t wait to meet you.

Open days and visits
We hold regular open days for masters students throughout the year (see our website for dates). Open days are a great opportunity to find out more about studying here. You’ll get a full tour of the school, the campus, accommodation and other facilities. You can talk to the academics and meet other students.

If you can’t make it to an open day, you can email us to arrange a visit. If you have any questions at all, get in touch: pmgt-help@sheffield.ac.uk

How to get here
We’re just over two hours from London by train. The closest airports are Manchester and East Midlands – both around 90 minutes from Sheffield by train. For more information and a virtual tour of the Management School, see our website: sheffield.ac.uk/management

Sheffield on tour
Staff from the University’s International Office attend events all over the world, all year round, meeting potential masters students and talking to them about the benefits of a Sheffield degree. To find out when they’re coming to your country, see their webpages: sheffield.ac.uk/international/countries/visits