Sheffield University Management School

Undergraduate Prospectus 2020

Your professional life starts here.
Choosing a university is the first big decision of your professional life. We understand you want to make that decision count. Join Sheffield and you’ll be part of a dynamic and engaging business school that puts you and your future at the heart of everything it does.

A leading university.

A WORLD TOP 100 UNIVERSITY
75th in the QS World University Rankings 2019

THE UK’S No.1 STUDENTS’ UNION
Times Higher Education Student Experience Survey 2009-2018
Whatuni Student Choice Awards 2017-2019

TOP 5 IN THE UK FOR STUDENT EXPERIENCE
Times Higher Education Student Experience Survey 2011-2018

TRIPLE CROWN ACCREDITATION FROM AACSB, AMBA AND EQUIS

RUSSELL GROUP TOP 5 FOR RESEARCH IMPACT
REF 2014
Overview.

We accept a wide range of qualifications. If you are studying a qualification that is not listed or if you are studying a combination of qualifications, please check our online prospectus or email management-admissions@sheffield.ac.uk so that we can advise you on your suitability.

In addition to the entry requirements listed in the table we also require a minimum of grade C/4 in GCSE English Language and grade B/6 in GCSE Mathematics.

If you’re taking an Extended Project Qualification (EPQ) or Core Maths, we may be able to make you an alternative offer equivalent to one A Level grade below the standard entry requirements for your course.

Our Access Sheffield policies help ensure that everyone who has the potential to succeed on our courses has the opportunity to do so. Some of our policies are activated automatically when we receive your application. For others, we’ll need you to supply more information about your circumstances to help us confirm your eligibility and apply the relevant policy to your application. For more information, visit sheffield.ac.uk/undergraduate/apply/access.

For EU and International students we require IELTS 6.5 with a minimum of 6.0 in each component part, or equivalent secure English Language test. Visit sheffield.ac.uk/undergraduate/policies/englang for more information.

For the most up-to-date information on fees, please see our website sheffield.ac.uk/registration/tuitionfees.

### 2019 entry requirements

<table>
<thead>
<tr>
<th>COURSE</th>
<th>UCAS CODE</th>
<th>DURATION</th>
<th>ENTRY REQUIREMENTS</th>
<th>READ MORE</th>
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</thead>
<tbody>
<tr>
<td>BA Accounting and Financial Management</td>
<td>N420</td>
<td>3 years/4 years with optional placement year</td>
<td>A-Levels 33 DDD</td>
<td>Pages 4-9 and 22-27</td>
</tr>
<tr>
<td>BA Business Management</td>
<td>N200</td>
<td>3 years/4 years with optional placement year</td>
<td>A-Levels 33 DDD</td>
<td>Pages 10-15 and 22-27</td>
</tr>
<tr>
<td>BA International Business Management</td>
<td>N120</td>
<td>3 years including compulsory study abroad/4 years including study abroad and optional placement year</td>
<td>A-Levels 33 DDD</td>
<td>Pages 16-21 and 22-27</td>
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</table>

### Dual honours courses

typically 50/50 subject split with the course taught by the Management School and a partner department

<table>
<thead>
<tr>
<th>COURSE</th>
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</tr>
</thead>
<tbody>
<tr>
<td>BA Accounting and Financial Management and Economics</td>
<td>NL41</td>
<td>3 years/4 years with optional placement year</td>
<td>AAB including A in Mathematics 34 including Maths Higher Level grade 6 DDD</td>
<td>Visit our website to read more about our dual honours courses.</td>
</tr>
<tr>
<td>BA Accounting and Financial Management and Mathematics</td>
<td>NG41</td>
<td>3 years/4 years with optional placement year</td>
<td>AAB including A in Mathematics 34 including Maths Higher Level grade 6 DDD</td>
<td></td>
</tr>
<tr>
<td>BA Business Management and Economics</td>
<td>NL21</td>
<td>3 years/4 years with optional placement year</td>
<td>AAB including A in Mathematics 34 including Maths Higher Level grade 6 DDD</td>
<td></td>
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<tr>
<td>BA Business Management and Mathematics</td>
<td>NG21</td>
<td>3 years/4 years with optional placement year</td>
<td>AAB including A in Mathematics 34 including Maths Higher Level grade 6 DDD</td>
<td></td>
</tr>
<tr>
<td>BA Business Management and Modern Languages and Cultures</td>
<td>RN50</td>
<td>4 years including a year spent overseas</td>
<td>ABB including a modern foreign language† 33 including a modern foreign language† DDD</td>
<td></td>
</tr>
<tr>
<td>BA Chinese Studies and Business Management</td>
<td>TM22</td>
<td>4 years including a year spent overseas</td>
<td>ABB 33 DDD</td>
<td></td>
</tr>
<tr>
<td>BA Business Management and Japanese Studies</td>
<td>NT22</td>
<td>4 years including a year spent overseas</td>
<td>ABB 33 DDD</td>
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</tbody>
</table>

† If you are not studying a modern foreign language, the department will consider other evidence of aptitude for language learning (such as a languages GCSE or, for non-native speakers of English, an English language qualification).
Forget what you think you know
This course will challenge all your assumptions about accounting. We’ll show you how things are changing in the profession and you’ll even get an idea of what the future of accounting will look like. Using case studies and realistic simulations, we’ll train you to analyse business situations, think on your feet and deliver solutions. You will learn all the theories and techniques, progressing from intermediate to advanced accounting and financial management over the three years. We’ll show you how these disciplines fit within organisations and how they relate to strategy, corporate governance and public policy.

Learning about the real world of work is a big part of the course. You will study workplace culture and behaviour in detail. Group work will help you develop useful transferable skills such as effective communication, teamwork and leadership. You’ll learn how to build strong professional relationships and how to make the most of opportunities.

Doing well is fine. But we want you to excel. As your confidence grows, you’ll start to realise that this is achievable.

Making you ready for work
Ninety-seven per cent of our graduates went on to work or further study within six months. The average starting salary was £20,500 (Destination of Leavers from Higher Education Survey 2016/17).

What you learn on this course is going to help you throughout your career. Our teaching methods give you the practical skills you need to land that first job and a level of insight that marks you out as leadership material.

“This degree provided me with essential accountancy skills and knowledge that meant I could hit the ground running in my role as an Audit Associate. The technical abilities gained from the Financial Accounting modules gave me confidence in interacting with my clients, and the exemptions I gained from my chartered accountancy exams means that I’m already on my way to being qualified.”

TOMMY FLETCHER, GRADUATED 2018
AUDIT ASSOCIATE AT EY

“The degree structure offers just the right flexibility, allowing me to pursue modules aligning to my interests whilst ensuring I have a good knowledge of finance and accounting. Since my modules mean I will be exempt from a number of professional accountancy exams, I feel like I’m getting a headstart in my career.”

MAY THAN THAR CHO, BA ACCOUNTING AND FINANCIAL MANAGEMENT

UCAS CODE: N420

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STUDENTS IN WORK OR STUDY WITHIN SIX MONTHS OF GRADUATION 97%

AVERAGE STARTING SALARY £20.5k

APPLICATIONS TO PLACES 7:1

FEMALE 51%

MALE 49%

SHEFFIELD UNIVERSITY
Accreditations and exemptions

Modules are accredited by various professional bodies, including the Association of Chartered Certified Accountants (ACCA), the Institute of Chartered Accountants in England and Wales (ICAEW) and the Chartered Institute of Management Accountants (CIMA). Complete the degree and you’ll be exempt from many professional exams, giving you a head start in your career development. For a full list of accreditations and exemptions, see our website.

The jobs


“In my role I consult on policy changes, so the projects that I work on can arise in any area of financial services. My degree gave me a broad understanding of finance, which means I’m in a better position to be able to adapt to whatever project comes my way. My job requires me to write documents such as internal governance papers and external policy papers, and these are invaluable skills that I learned through my degree.”

HANNAH REGAN, GRADUATED 2015
SENIOR ASSOCIATE IN CONSUMER STRATEGY & POLICY AT THE FINANCIAL CONDUCT AUTHORITY

You can also take this course as a dual degree with either economics or mathematics. See page 2 for further details.

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Add a placement year. See page 22 to find out more.
My top 3 highlights

- The opportunity to extend my university experience with a placement year
- Building a network of contacts and professional connections
- Getting a head start to becoming a chartered accountant

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Drew Spare.

BA ACCOUNTING AND FINANCIAL MANAGEMENT WITH EMPLOYMENT EXPERIENCE. PLACEMENT AT PwC AS AN ASSURANCE ASSOCIATE

“Studying Accounting and Financial Management has enabled me to build a strong foundation of knowledge to apply to my future career in finance. The wide variety of modules on offer has meant I can base module choices around my own interests and career aims. After attending a University careers event, I realised that a placement year would provide the perfect opportunity to apply the skills and knowledge I had acquired in my first and second years to real world situations.

As an Assurance Associate at PwC my responsibilities were predominantly focused around the external audit of UK-based companies. I worked with a variety of clients across the UK and built a strong network of professional connections. I also began studying towards the ICAEW’s ACA qualification and completed seven of the fifteen examinations. My year in industry has enabled me to be much more organised in my final year and this has been reflected in the grades I have achieved. I have also developed a wealth of technical skills around the finance function and its associated practices which I have been able to apply to my final year modules. I’ve secured a graduate role with PwC and will be joining them when I finish my studies.”
“I chose BA Business Management because of the wide range of module choices available. The exposure that the course has given me to various areas of business has not only provided me with a solid foundation of knowledge, but also allowed me to find out what area I would like to pursue as a career after graduation.”

TITUS KUHORA,
BA BUSINESS MANAGEMENT

Picture yourself ten years from now
Career firmly established. A certificate (or two) from Sheffield on the wall in your office. You’re a manager. Maybe you’re the manager. Maybe you’re the director of your own company. You know about every area of the organisation and how it works. You lead a multidisciplinary team. They follow you because they trust you.

Here’s how we get you there
Our BA Business Management is multifaceted. We cover a diverse range of subjects because that’s the kind of foundation you need to be a business leader. You’ll study all the core business functions, including finance, HR, operations and marketing. We also teach important skills such as accounting and quantitative analysis.

As you progress, the course becomes more and more flexible, so you can choose to specialise in one area – marketing, for example – or keep your options open. Our job is to produce graduates with the potential to inspire others. People who can handle change, solve problems and make sound judgements under pressure. That’s why we focus on the practical. Through case studies and project work, we’ll get you to apply what you learn, work with others and develop vital transferable skills.

You’ll be taught by leading researchers, specialists in areas such as sustainable business, HR management, international business strategy and the public sector. Professionals contribute to some of the modules. We expect you to take a critical, analytical view of current theory. Challenge accepted wisdom. Push things forward. Because one day you’ll be someone people look to and ask: what’s next?

Give yourself the best possible start
Ninety-five per cent of our graduates were in work or further study within six months. Eighty-seven percent of those jobs were professional or managerial. The average starting salary was £23,600 (Destination of Leavers from Higher Education Survey 2016/17). What you learn on this course will help you throughout your career, from that first job right to the top of your profession.

Extra support
Don’t forget the University’s learning support package includes revision workshops, help with essay writing, presentations and advanced maths, plus English language classes for international students.
You will study:

**YEAR ONE**

You will study: Plus optional modules to the value of 10 credits from:

- Accounting and Finance for Managers (20)
- Analysis for Decision Making (20)
- Business Economics (20)
- Business Management in Context (20)
- Introduction to Behaviour at Work (10)
- Management Themes and Perspectives (20)
- Futures First: Professional Self Management (10)

You can study up to 20 unrestricted credits – these can be modules from within the Management School or from another department, subject to availability.

**YEAR TWO**

You will study: Plus optional modules to the value of 40 credits from:

- Business Strategy (20)
- Essentials of Marketing (20)
- Organisational Behaviour (20)
- Principles of Operations Management (20)
- Business Intelligence (20)
- Business Statistics (20)
- Career Management Theory and Practice (20)
- Leadership and Teamwork (20)
- Enterprise and Entrepreneurship (20)
- Human Resource Management (20)
- Corporate Governance (20)
- Law for Management (20)
- Managing Organisational Change and Learning (20)
- Research Methods (20)
- Unrestricted modules to the value of 20 credits

**YEAR THREE**

You will study: Plus optional modules to the value of 100 credits from:

- Corporate Social Responsibility (20)
- Consumer Psychology (20)
- Creativity and Innovation (20)
- Critical Perspectives in Work and Organisational Psychology (20)
- Decision Sciences and Optimisation (20)
- Digital Marketing (20)
- Entrepreneurship and Human Resource Management (20)
- Industrial Relations (20)
- Integrated Marketing Communications (20)
- International Business (20)
- International Marketing (20)
- Language and Organisation (20)
- Managing Complex Projects (20)
- Management Project (20)
- New Venture Creation (20)
- Applications of Operations and Supply Chain Management (20)
- Socially-Responsible Marketing and Consumption (20)
- Strategy Practice (20)
- The Leisure Industry (20)
- Work and Employment in the Twenty-First Century (10)
- Work-Related Health and Well-Being (20)

With the wide variety of modules available to students, you can truly tailor the course content to your own interests, for example:

- Interested in: Working in financial services
  - Previously studied: A Levels in English and Psychology, and a Level 3 Diploma in Business
  - Optional Modules: Economics for Spatial Planning (Unrestricted module)

- Interested in: Working in the leisure industry
  - Previously studied: A Levels in Business Studies and Psychology
  - Optional Modules: The Leisure Industry (20)

- Interested in: Working in human resources
  - Previously studied: A Levels in Business Studies and Psychology
  - Optional Modules: Human Resource Management (20)

- Interested in: Working in marketing
  - Previously studied: A Levels in Business Studies and Psychology
  - Optional Modules: Integrated Marketing Communications (20)

*The jobs*

Some of our recent graduates are in the following roles:

- Area Retail Manager, Aldi
- HR Advisor, Centrica
- Auditor, Deloitte
- Procurement Trainee, Gola
- Assistant Merchandiser, JD Williams
- Anti-Money Laundering Analyst, Lloyd’s
- Media Assistant and TV Buyer, MediaCom
- Finance Analyst, Morrisons
- Project Management Graduate, Rolls-Royce

“As a Marketing Manager, I use the skills that I learned in my third year module, Integrated Marketing Communications, almost every day. Putting together business plans and giving persuasive and effective presentations is a large part of my role, and these are all skills that I learnt from my degree.”

MEGAN ONG, GRADUATED 2015

MARKETING MANAGER OF GLOBAL LUXURY BRANDS AT INTERCONTINENTAL HOTEL GROUP

You can also take this course as a dual degree with economics, mathematics or with a language. See page 2 for details.
Jodie Cook.

BA BUSINESS MANAGEMENT, GRADUATED 2010
MANAGING DIRECTOR AT JC SOCIAL MEDIA

“My degree gave me a broad overview of business principles and a solid grounding from which to start a business. I really enjoy overseeing and being involved in every part of the company, including being able to teach others. Seeing a team member receive great feedback from a client makes me very happy, as does meeting young entrepreneurs who are passionate about their field of business. Since graduating I’ve founded three businesses including one of the UK’s leading social media agencies, JC Social Media.

I was crowned Birmingham Young Professional of the Year in 2014 and made the front cover of Business Quarterly magazine. In 2017 I was also named one of the Forbes 30 under 30 social entrepreneurs in Europe. I’ve co-written five books on digital marketing, three children’s storybooks, became a British powerlifting champion and have visited Buckingham Palace and Number 10 Downing Street twice.”

My top three tips when it comes to work

- Decide what matters to you and what doesn’t
- Enthusiasm is more important than experience
- Your first job after graduating does not define your career
Fast-track to success
Most business degrees with a year abroad take four years to complete. We do it in three. And the quality of education you’ll receive is world-class.

We’re all international now. Every organisation, large or small, needs people who understand global business practice. People who can spot opportunities and put global plans into action. People who can bring together international teams. That’s what this course is all about. We nurture independent spirit. We expect you to learn the theory and we want you to challenge it as you grow and develop. Through case studies, project work and problem solving exercises we’ll show you how to apply what you learn. Working closely with others, you’ll develop vital transferable skills.

The second year expands your horizons. Studying at a partner university overseas, you’ll learn how businesses operate in different cultures. More importantly, you’ll learn how people think and feel in other cultures. This kind of insight gives you a serious edge in the jobs market. The year abroad is a massive boost to your personal development. As you live, study and socialise alongside people from other cultures, you’ll build confidence, self-reliance and cultural awareness. Not to mention some very special memories and an international address book of friends and contacts.

The best start for your international career
Eighty-two per cent of our graduates were in work or further study within six months. Many of those jobs were with big multinationals. The average starting salary was £28,700 (Destination of Leavers from Higher Education Survey 2016/17). From first job to top job, the things you learn on this course will help you throughout your career.

About your year abroad
No matter where you go, the second year is taught in English and all the modules are approved by Sheffield University Management School. You pay a reduced fee to Sheffield for the year abroad but you don’t pay fees to the partner university. There are some financial considerations you need to be aware of, such as travel expenses and visa requirements. For more information, visit sheffield.ac.uk/studyabroad/sheffield.

To qualify for the year abroad, you must pass your first year with an average grade of at least 60 per cent at first attempt with no failed modules. If you don’t achieve those marks, you’ll switch to the BA Business Management and spend your second year in Sheffield.
Each year you study 120 credits. These are split into modules, worth either 10 or 20 credits. In your first and third year you can study up to 20 unrestricted credits – these can be modules from within the Management School or from another department, subject to availability.

YEAR ONE

You will study:

- Accounting and Finance for Managers (20)
- Analysis for Decision Making (20)
- Business Economics (10)
- Business Management in Context (20)
- Business Management in Context (10)
- Introduction to Behaviour at Work (10)
- Management Themes and Perspectives (20)
- Futures First: Professional Self Management (10)

Plus optional modules to the value of 10 credits from:

- Business Challenges (20)
- Unrestricted module to the value of 10 credits

YEAR TWO

You will study:

A programme of business related modules agreed between your partner university and Sheffield University Management School. All teaching is in English.

YEAR THREE

You will study:

A minimum of two from the below:

- Extended Essay in International Business (20)
- International Business (20)
- International Marketing (20)
- Creativity and Innovation (20)
- Consumer Psychology (20)
- Corporate Social Responsibility (20)
- Critical Perspectives in Work and Organisational Psychology (20)
- Digital Marketing (20)
- Entrepreneurship and Human Resource Management (20)
- Industrial Relations (20)
- Integrated Marketing Communications (20)
- Law and Business in China (20)
- New Venture Creation (20)
- Socially-Responsible Marketing and Consumption (20)
- Strategy Practice (20)
- Work and Society in Japan (20)
- Unrestricted modules to the value of 20 credits

Plus optional modules to make a total of 120 credits (60 – 80 credits from the below):

- Extended Essay in International Business (20)
- Creativity and Innovation (20)
- Consumer Psychology (20)
- Corporate Social Responsibility (20)
- Critical Perspectives in Work and Organisational Psychology (20)
- Digital Marketing (20)
- Entrepreneurship and Human Resource Management (20)
- Industrial Relations (20)
- Integrated Marketing Communications (20)
- Law and Business in China (20)
- New Venture Creation (20)
- Socially-Responsible Marketing and Consumption (20)
- Strategy Practice (20)
- Work and Society in Japan (20)
- Unrestricted modules to the value of 20 credits

With the wide variety of modules available to students, you can really tailor the course content to your own interests, for example:

YEARS ONE & THREE

- Marketing in Emerging Markets
- Global Consumer Behaviour
- International Strategic Management

YEARS TWO

- Socially-Responsible Marketing and Consumption
- Corporate Social Responsibility
- Critical Perspectives in Work and Organisational Psychology

You can add a placement year with this course. However, it is worth noting that as the second year of the course is spent overseas, choosing to do a placement would mean you would be away from the University of Sheffield for two consecutive years. You can read more about placements and internships on pages 22-27, and if you’d like to find out more about how it would work doing a year abroad and a placement, please get in touch with us.
Dominique Von Oppell.

BA INTERNATIONAL BUSINESS MANAGEMENT

“The idea that I could complete a year studying abroad on a three year programme was what initially drew me to the course but it has exceeded all my expectations! The first year in Sheffield gave me a great foundation of core business skills and knowledge and also prepared me for my year abroad. During my year studying at Monash University in Melbourne I had the opportunity to connect with an international network and gain insight, knowledge and an understanding of different cultures and their business practices.

With our world becoming increasingly globalised, employers look favourably on those with international experience, as an understanding of different cultures and the ability to adapt into different environments are crucial for success. Coming back to Sheffield for my third year, I’ve found I have a greater international perspective and am able to apply this to the focus we now have on studying the global marketplace. The study abroad experience combined with the skills and knowledge I have gained on this degree are invaluable, and have perfectly set me up for the international business workplace.”

My top 3 highlights

- The variety and choice of modules I was able to take
- The people I met and the lifelong friendships I have made
- The opportunities to travel around Australia
Add a placement year.

A placement year gives you the chance to apply what you’ve learnt in your course so far. You’ll develop a range of transferable skills and become more commercially aware. You’ll find out what the world of work is really like and you’ll be paid a salary – on average £13,000-£25,000. Some big corporates are starting to see it as an extended selection process for their graduate training schemes.

How it works
It isn’t something you apply for before you get here. All students are eligible to apply. Placements aren’t guaranteed – it’s your responsibility to secure one. But we’ll do everything we can to help. Our Placement Ambassadors and Futures First team (see pages 36-39) will help you every step of the way.

Placements take place between your second and final year of study. Staff from the Management School will keep in touch with you and visit you during the year. We ask you to keep a journal of your experience and do a piece of assessed work relating to your experiences on your placement. After your placement year, you return to the Management School to take the final year of your course. When you graduate, ‘with Employment Experience’ will be added to your course title to reflect your placement year.

“My placement allowed me to work in two different job roles, meaning my year was really varied and I gained a lot of experience. When I finished my Supply Planner role, I knew that this was the area of work that I wanted to specialise in, so I had the ability to tailor my final year modules to support this. The experience that I gained from my year at Iceland Foods was a huge help when I was applying for graduate roles, as I already had relevant workplace experience to speak about in interviews. I’m happy to say that in September I will be joining Mondelēz on the Supply Chain and Logistics Graduate Scheme.”

Rosalie Williams (pictured above), BA Business Management with Employment Experience, Placement Year at Iceland Foods as Supply Planner/Supply Chain Change Coordinator

The jobs
Typical placement roles include:
• Accountancy Intern
• Business Operations and IT Assistant
• Commercial Analyst
• Digital Marketing Intern
• Global Finance Talent Programmes Coordinator
• Operations Analyst

The organisations
Companies who have recently taken our students on placement include:
• Airbus
• Boeing
• Disney
• Grant Thornton
• Hewlett-Packard
• L’Oreal
• Microsoft
• PwC
• Rolls-Royce
• Unilever
• Virgin Media

“Our placement allowed me to work in two different job roles, meaning my year was really varied and I gained a lot of experience. When I finished my Supply Planner role, I knew that this was the area of work that I wanted to specialise in, so I had the ability to tailor my final year modules to support this. The experience that I gained from my year at Iceland Foods was a huge help when I was applying for graduate roles, as I already had relevant workplace experience to speak about in interviews. I’m happy to say that in September I will be joining Mondelēz on the Supply Chain and Logistics Graduate Scheme.”

Rosalie Williams (pictured above), BA Business Management with Employment Experience, Placement Year at Iceland Foods as Supply Planner/Supply Chain Change Coordinator

“The opportunities that the course provided me with, such as going abroad, were extremely beneficial in securing my placement. Large multinational firms love to see international experience on your CV! My placement year was an amazing experience and I absolutely loved my role and the team that I worked with. As Assistant Brand Manager, I was given real responsibility and I managed various projects during my time there. I’m happy to say that after graduation I’ll be rejoining the company on their Future Leaders Programme in Marketing.”

Elise Macdonald, BA International Business Management with Employment Experience, Placement Year at Unilever as Assistant Brand Manager
Hannah McLennaghan.

BA BUSINESS MANAGEMENT WITH EMPLOYMENT EXPERIENCE. PLACEMENT AT VIRGIN MEDIA BUSINESS AS COMMERCIAL ANALYST

“My placement really put my degree into a business context and the role helped me develop a commercially aware mindset and an analytical and objective outlook. I had the same responsibilities as the other commercial analysts and was working on customer deals between £250k - £1m. The benefits of doing a placement are endless and it’s the best possible thing you could do for your degree and job prospects. I’ll be joining Virgin Media Business on their Graduate Scheme after I graduate!”

“Over the year Hannah’s contribution to the team’s performance really belied the position of ‘intern’ given her achievements both in expanding her academic knowledge and the translation of this to the business world. A placement is a fantastic opportunity to work in a business environment and put into practice the knowledge gained from undergraduate studies, learn more and translate theory to live business scenarios. Be prepared to work hard but also take the chance to network with people from the wider organisation across different disciplines, and if you get it right you’ll get a chance to return via a place on our Graduate Scheme.”

DARREN PRINGLE, SENIOR MANAGER (COMMERCIAL DEALS AND BIDS) AT VIRGIN MEDIA BUSINESS

My top 3 highlights

• Being awarded the ‘Loving our Customer – Superstar’ Sparkle award for my customer service and work ethic
• Raising over £3,000 through various charity fundraising activities
• Coming back for my final year more commercially aware, confident and willing to challenge theories – key to achieving a first class degree

• Placements & internships | sheffield.ac.uk/management | 24 - 25
Summer Internships.

Internships are a great option if you decide you don’t want to do a placement year, but still want to gain some practical work experience. Internships usually last between two and twelve weeks, and although many are aimed at second year students, more organisations are offering them to first year students as well.

Robbie Bailey.

BA ACCOUNTING AND FINANCIAL MANAGEMENT

“I did a ten week internship as a Provisioning Analyst at Santander in the summer break between second and third year. I was given great exposure and gained practical work experience in a real world finance role, built team working, leadership and networking skills, and saw how to put what I had learnt in the classroom into action. I’ve also found that the experience has been really useful for my final year as I manage my workload better, can see the impact of theory in the workplace and have no problem getting up early! After successfully completing my internship at Santander, I accepted a graduate job offer from them and will be starting their three-year Finance Graduate Scheme when I finish my degree.”
**First-rate teaching.**

**How we teach**

Our style is practical and interactive. We don’t expect you to just sit in lecture theatres and absorb information. We take steps to make sure you engage with businesses through project work, guest speakers, case studies and work experience, so you can apply what you learn to the real world.

**Professional insight and advice**

Our academics work closely with businesses. Many of them are former professionals – accountants, consultants, entrepreneurs and managers. They teach because they love it. They want to share their knowledge and experience with future generations.

Partners from businesses of all sizes teach on modules, give guest lectures and host student projects. Our close links with organisations keep us in tune with the changing demands of the workplace. We know what employers are looking for.

**Applying what you learn**

Showing you how to apply what you learn is a top priority for us. It’s part of the curriculum. We use case studies and business scenarios so our teaching is always rooted in real-world situations. On the Business Challenges module, for example, you’ll take part in a simulated business situation where you have to make operational and financial decisions.

Group work and presentations help you develop vital transferable skills. We teach the latest theory and we expect you to challenge it as you learn to think independently.

**Assessing your skills**

We focus on the practical. You’re assessed on project work, presentations and your ability to work within teams, as well as the traditional essays and exams. Your second year counts for about a third of your degree classification, with the final year counting for the other two-thirds.
We work with businesses to solve problems. That work forms the basis of what we teach. This means you have access to new ideas and methods long before they become standard practice. You’ll be taught by academics who are helping to influence businesses, organisations and policy makers, not just in the UK but internationally. They’ll show you the value of a focused, methodical approach to problem solving. And you’ll graduate with a level of insight that sets you apart from your peers.

Green is good
We’re showing businesses worldwide how cutting carbon emissions can increase profits, improve performance and promote growth. Our Supply Chain Environmental Analysis Tool (SCEnAT), developed by Professor Lenny Koh, has generated savings of up to £250,000 per company. In one case, our recommendations led to new contracts worth £1.75m.

Positive change
Through our Institute of Work Psychology we use research to help companies reduce staff absence, improve morale and boost productivity. The Scenarios Tool shows businesses how to anticipate change and how to plan for it, making the transition much smoother for staff. Partners include BUPA, Rolls-Royce and Royal Mail.

“This content that I teach is directly influenced by my research and extensive experience working with organisations. The ever increasing pace of change means that the ability to be creative and innovate in the workplace is becoming a necessary skill for graduates. My teaching aims to develop both a theoretical, critical understanding of creativity and innovation in organisations, as well as the practical skills with which to implement the thinking.”

Dr A KAMAL BIRDI, SENIOR LECTURER IN OCCUPATIONAL PSYCHOLOGY

“Staff at Sheffield are enthusiastic and proactive, and our student feedback reflects this. We constantly refine and improve students’ learning experiences – ensuring a rigorously academic, yet practical education.”

Andrea Ward, Associate Dean for Learning and Teaching

Of students achieve a first or 2:1 degree

Our research: how you benefit.

There’s much more going on. We’re also working on an accountancy model for sustainable economic growth in China and Europe, logistics innovations for retailers such as Avon, Christian Salvesen, O2 and PC World, and ways for large and small companies to improve their market position through philanthropic activities.
Supporting you in achieving your best.

We provide an incredible range of support services to make sure you get the most out of your course.

Skills training
The University’s 301 Student Skills and Development Centre offers extra training in everything from advanced maths and essay writing, to exam revision and presentation skills. International students can get English language support from the English Language Teaching Centre. There’s specialist one-to-one support for students with dyslexia and other conditions which affect your learning ability.

One-to-one support
At the start of the first year, you’ll be assigned a personal tutor – a Management School academic – who will be your main point of contact throughout your course. If you have a question about academic work or you’re concerned about a personal matter, your personal tutor is there to help. Teaching staff are also available within set hours each week for you to drop in and ask questions about the course or assessments.

Supporting you every day
The helpful people in the Management School’s Student Experience Office are there to make sure everything’s running smoothly. They offer practical advice on day-to-day things related to your course, such as your timetable and deadlines for assignments, as well as referring you to other support services within the University.

sheffield.ac.uk/study/support

“The list includes:

- Academic writing
- Mind mapping
- Performing well in seminars
- Presentation skills
- Reading for memory
- Time management

301 WORKSHOPS

“As English is not my first language, I did worry that my essay skills would hold me back. My lecturer signposted me to the 301 Student Skills and Development Centre, and I was blown away by what was available. I attended workshops on essay writing, referencing, and maths and statistics, and would recommend them to anyone.”

ALI JANUWALA, BA ACCOUNTING AND FINANCIAL MANAGEMENT

“My personal tutor has been great. She’s encouraged me to get involved in activities outside my course, as well as being someone that I can go to for any advice or information whether personal or related to my studies. It’s really reassuring to know that there’s someone looking out for and supporting you.”

ANDY ROBERTSON, BA BUSINESS MANAGEMENT
Your career: achieve your dreams.

As a leading business school within the Russell Group, our world-class reputation for high quality teaching, ground-breaking research and cutting-edge thinking means that your degree will be valued by prospective employers. The University of Sheffield is recognised internationally as one of the world’s top 100 universities (75th in QS World University Rankings 2019), so whether you’re looking for a job in the UK or further afield, you can be confident that you’ll stand out. Graduate employers actively seek out our students and the University of Sheffield was in the top 15 UK universities targeted by the largest number of top employers in 2018/19 (High Fliers Survey 2019).

At Sheffield University Management School, we take your future employability seriously. We know that the majority of students come to university to improve their career prospects. We’re proud that 95% of our graduates were in work or further study within six months of graduation, and that the majority of these were in graduate-level employment or study (87%, Destination of Leavers from Higher Education Survey 2016/17). Our graduates tend to progress up the career ladder quickly thanks to the strong skills base they’ve developed through their time at Sheffield. For us, it’s not just about getting you your first job, it’s about setting you up with the knowledge, ambition and confidence to achieve your dreams.

Your course will equip you with the knowledge to succeed in your chosen career, but in today’s competitive graduate job market you need to ensure you are prepared for every opportunity that presents itself. There’s fantastic advice available from the University’s Careers Service, and students at the Management School also benefit from our unique Futures First programme (see pages 36-39).

“I completed my internship at a local engineering company called Performance Engineered Solutions Ltd. My role was as a Marketing Assistant – I had always enjoyed the marketing modules in my course, so a summer internship was a great opportunity to find out if I would like to pursue this as a career when I graduate. I really enjoyed the time that I spent with the company, and I would recommend an internship to anyone.”

HANNAH REANEY, BA BUSINESS MANAGEMENT
Futures First.

We know that when companies look to employ graduates, they don’t just look at grades. Employers want staff that will be able to hit the ground running and make a role their own. Our Futures First initiative will help you get there by thinking about your employability from day one of your degree. We’ve worked with business leaders from some of the world’s biggest organisations, including O2 and Santander, to find out what they look for in a graduate. This knowledge has been used to develop an innovative employer-led programme that helps you to maximise the skills you need to succeed. With a range of activities embedded throughout your time at Sheffield, you’ll gain an insight into the graduate job market, and find out how best to make yourself stand out from the crowd when pursuing your dream role.

In your first year the core module Futures First: Professional Self Management gives you a taste of our employability activities and encourages you to reflect on your skills development, your career aspirations and your understanding of different sectors, employers and roles. Activities continue throughout your time at Sheffield with an emphasis on self-directed development, meaning you can tailor your employability development to best suit your individual needs.

“"As the HR Director of a major British company and Chair of the Advisory Board at Sheffield University Management School I know the importance of ensuring students are equipped with the evolving skills and capabilities needed to succeed in the world of work today. By working with companies to develop this programme and having a strong external focus, the Management School is bringing the outside in to give our students a head start in the graduate market.”

ANN PICKERING, HR DIRECTOR, O2 (TELEFONICA UK) AND CHAIR OF THE ADVISORY BOARD AT SHEFFIELD UNIVERSITY MANAGEMENT SCHOOL

“I found Futures First especially beneficial for me, it really set out the importance of gaining skills outside the classroom. Hearing from recent alumni showed me the epitome of the success you could have as a graduate of the Management School and you can really identify with them as it will be you in their position in a few years’ time!”

CARLO VIDAL MIRANDA, BA INTERNATIONAL BUSINESS MANAGEMENT
We offer a range of professional careers support and advice, dedicated skills sessions, and events with employers and professional bodies exclusively for Management School students. These activities will help guide your personal and professional development to help you secure your dream placement, internship or graduate role. Make the most of what’s on offer by taking part in activities from year one.

**Employability support.**

**1:1 support**
Book a session with our dedicated Management School careers advisors to get bespoke advice on career options, have your CV reviewed or brush up on interview techniques.

**Skills sessions**
Polish your presentation skills, attend a mock assessment centre, network like a pro and make face-to-face meetings count. These are just a few examples of the sessions that are available to you.

**Employer events**
Get first hand insight, application tips and exclusive opportunities to meet face-to-face with businesses and graduate recruiters. Each year, we host a range of top employers, alumni and entrepreneurs who come to speak to our students about their field of expertise, career opportunities within their organisations and the application process for graduate schemes. Recent organisations include Deloitte, PwC, Morrisons, Lloyds Banking Group, the Chartered Institute of Marketing, the Chartered Institute of Purchasing and Supply, CPA Australia and Rolls-Royce, as well as many others.

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“Futures First gave me invaluable support throughout my degree. With their help, I completely revised my CV to make it stand out to employers within my desired field. I also took part in various skills sessions, which gave me the confidence and experience I needed to do well in when I interviewed for my placement at Irwin Mitchell.”

**CLAUDIA SORESCU,**  
**BA BUSINESS MANAGEMENT WITH EMPLOYMENT EXPERIENCE**
An extraordinary student experience.

What will your CV look like in four years’ time? A First or 2:1 from a Russell Group institution is a great opener, but if you’re serious about your career you need to say more. Choose Sheffield and we’ll give you plenty to talk about.

As well as degrees with work experience, international summer schools and the chance to learn a second language, we offer an extraordinary range of extracurricular activities. Get involved in what Sheffield has to offer and you won’t just have a strong CV – you’ll have an adventure story. Our volunteering programme is one of the biggest in the UK. There’s also Enactus, a student-led company, which runs community empowerment projects in the local area and overseas.

The award-winning Students’ Union has over 300 different societies to choose from (you can find a list of them at su.sheffield.ac.uk). The Management Society, ManSoc, organises social events and careers-related activities, and the Investment Society manages a fund of £260,000 across a diverse portfolio. If you’re interested in sports, there are plenty of ways to get involved, keep fit and meet likeminded people. Whether you’re interested in football or golf, or always wanted to try Ultimate Frisbee or parkour, there’s loads to try through Sport Sheffield.

Why not:
• Start your own business
• Manage and promote events
• Work with community groups and other organisations
• Get involved in running projects and chairing society committees

You write the story. We’ll make sure it’s heard. The University is part of the national Higher Education Achievement Record (HEAR) scheme that provides you with an official record of all your grades and extracurricular achievements, highlighting the specific and transferable skills you’ve learned.

“Since graduating, I’ve started a clothing company called Olympvs. The original idea was generated while I was studying and the advice and support from my lecturers, along with the skills and knowledge I developed while studying have undoubtedly helped me with running a successful startup.”

TOM EASTMAN, GRADUATED 2015 WITH BA BUSINESS MANAGEMENT, CO-FOUNDER OF OLYMPVS CLOTHING

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TOM EASTMAN, GRADUATED 2015 WITH BA BUSINESS MANAGEMENT, CO-FOUNDER OF OLYMPVS CLOTHING
An outstanding student experience | sheffield.ac.uk/management | 42 - 43

First-class facilities.

As a major research university, well-known for academic excellence and an award-winning student experience, we’re constantly investing in new buildings, new resources and new ways of supporting our students.

The Management School itself is something special. In addition to state-of-the-art lecture theatres and seminar rooms, there’s our Futures First service, IT suite and café, plus social and study spaces. Our Trading Room, developed with Lloyds, is equipped with professional Bloomberg software and allows you to simulate life in the financial markets.

Study when it suits you

The £81m Diamond building has 1,000 study spaces and an on-demand print collection. The Information Commons, known as the IC, has 1,300 study spaces, 100,000 books and on-site tech support. They’re both open 24/7, so you can study whenever you like.

Make the most of your leisure time

The UK’s best Students’ Union has its own cinema and year-round programme of entertainment that includes some of the country’s best-loved club nights. Two minutes down the road from the Management School, the University’s sports centre has a pool, gym, indoor courts and floodlit pitches.

And relax in a real home from home

The majority of our award-winning accommodation is in one of the UK’s most sought after residential areas, a short walk from the Management School.

THE UK’S NO1 STUDENTS’ UNION
11 YEARS RUNNING
Times Higher Education Student Experience Survey 2009-2018
Whatuni Student Choice Awards 2017-2019

TOP 5 IN UK FOR STUDENT EXPERIENCE
8 YEARS RUNNING
Times Higher Education Student Experience Survey 2011-2018
Sheffield is an international university, with over 9,000 international students from 150 different countries. We want you to be a citizen of the world. Embrace the opportunities we offer and you'll develop attributes that make you a frontrunner for any job: confidence, independence, heightened cultural awareness, advanced social skills and the ability to work in multicultural teams.

**Spend a year overseas**

International Business Management students spend their second year at another leading business school abroad, in places like Europe, Canada, Hong Kong and the USA. For the full list of featured countries, see page 19.

**Or just the summer**

If you don’t want to be away for that long but you still want to travel and experience new cultures, you might be interested in one of our international summer schools. Previous destinations include Barcelona, Maastricht, Mannheim and Moscow. They’re heavily subsidised so you only pay a small fee.

**Learn a language**

Another of Sheffield’s great assets is that we teach a lot of different languages. Our Languages for All scheme gives you the opportunity to learn a new language or build on a language studied at school or college.

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**A global outlook.**

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An extraordinary place.

Not all leading universities are the same. One of the many things that makes Sheffield unique is the city itself: a major cultural centre, creative, industrious and enterprising, on the edge of the Peak District National Park, one of the UK’s most famous areas of outstanding natural beauty.

If you’re the kind of person who takes their work and their leisure seriously, the Sheffield package is hard to beat. When you consider we also have the UK’s best Students’ Union and superb accommodation, you start to see why we have been named as one of the top 10 most popular student cities in the world.

Choose the University of Sheffield and you’ll discover an extraordinary place to live and study.
Open days
Visiting the University on an open day is the best way to find out more about our courses and get a feel for Sheffield. We hold university-wide open days from June to October each year. To find out about the next available open day and to book a place, visit www.sheffield.ac.uk/undergraduate/visit/open-days.

International visits
We regularly travel overseas to meet with students interested in studying with us. To find out when we are next visiting your region, visit sheffield.ac.uk/international/countries/visits.

Schools and colleges
If you are a teacher or careers adviser and would like to arrange a visit for your school or college, please get in touch with us to find out more.

Visit us.

Further reading.

Fees, finance and funding
www.sheffield.ac.uk/undergraduate/fees-funding

University accommodation
sheffield.ac.uk/accommodation

Students’ Union Clubs and Societies
su.sheffield.ac.uk/groups
su.sheffield.ac.uk/get-involved/sport-sheffield

Visit Sheffield
welcomeatshffield.co.uk

The Outdoor City
theoutdoorcity.co.uk

Our Favourite Places
ourfaveplaces.co.uk

Sheffield University Management School
Undergraduate Blog
mgt.dept.shef.ac.uk/undergraduate

The content of our courses is reviewed annually to make sure it’s up-to-date and relevant. This is in response to discoveries made through our world-leading research, funding changes, professional accreditation requirements, student or employer feedback, outcomes of reviews, and variations in staff or student numbers.

While every effort has been made to ensure the accuracy of the information in this publication, for the reasons detailed above, changes may need to be made to modules, courses, entry requirements and fees between the date of this publication and the start of your course.

This publication is correct as at the time of print, but please see www.sheffield.ac.uk for the most up-to-date information about undergraduate study at the University. If there is an inconsistency between this publication and www.sheffield.ac.uk, the information on www.sheffield.ac.uk should be taken as correct.

Any questions?

We know there’s a lot to think about when you’re choosing a university. If there is anything you’d like to ask, or if you want to arrange a visit, please get in touch. We’d love to hear from you.

T: +44 (0) 114 222 3349
E: management-admissions@sheffield.ac.uk