

## MBA (Strategy and Procurement Management)



Gain the expertise to be a successful procurement manager, anywhere in the world

The MBA in Strategy and Procurement Management includes professionally oriented modules designed for managers with procurement responsibilities across a range of sectors and industries.

You will develop your general management knowledge and skills and gain access to leading-edge thinking and research in procurement and supply management.

Why study Strategy and Procurement at Birmingham?

**Become a well-rounded procurement manager**– develop general management knowledge and skills alongside a thorough understanding of strategy and procurement

**Access the latest research**– as a research-led business school, we give our students access to the latest trends, data and knowledge within the procurement industry

**A life-time of career coaching**– from the moment you join us you will have a mentor and career coach available to guide you through your career in procurement

**Accredited business school** - we hold the gold standard of 'triple-crown' accreditation from the AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS (European Quality Improvement System).

**Birmingham city**– study in the heart of British industry and an exciting, metropolitan city, just an hour away from London

### Course content

<http://www.birmingham.ac.uk/students/courses/postgraduate/taught/business/mba-strategy-procure-management.aspx#CourseDetailsTab>

### Modules

<http://www.birmingham.ac.uk/students/courses/postgraduate/taught/business/mba-strategy-procure-management.aspx?OpenSection=Modules>

[International networking \(/schools/business/international/index.aspx\)](/schools/business/international/index.aspx)

### Fees and funding

<http://www.birmingham.ac.uk/students/courses/postgraduate/taught/business/mba-strategy-procure-management.aspx?OpenSection=FeesAndFunding>

### Contact us

[\(/schools/business/mba/courses/index.aspx\)](/schools/business/mba/courses/index.aspx)

Let Victoria help you through your MBA application process

**APPLY BY EMAIL** (<mailto:mba@bham.ac.uk>)

UK Tel: 0121 414 4378

Overseas: 44 121 414 4378

Email: [mba@bham.ac.uk](mailto:mba@bham.ac.uk) (<mailto:mba@bham.ac.uk>)



### International MBA

[\(/postgraduate/courses/taught/business/mba.aspx\)](/postgraduate/courses/taught/business/mba.aspx)

For those seeking to increase their business acumen and management capabilities



**FIND OUT MORE**

[\(/postgraduate/courses/taught/business/mba.aspx\)](/postgraduate/courses/taught/business/mba.aspx)

### Global Banking & Finance

[\(/postgraduate/courses/taught/business/global-banking-finance-mba.aspx\)](/postgraduate/courses/taught/business/global-banking-finance-mba.aspx)

For graduates pursuing a global banking and finance career at the highest level



**FIND OUT MORE**

[\(/postgraduate/courses/taught/business/global-banking-finance-mba.aspx\)](/postgraduate/courses/taught/business/global-banking-finance-mba.aspx)

**Study here and find out why the University of Birmingham was awarded The Times and The Sunday Times University of the Year 2013-14** (<http://www.birmingham.ac.uk/news/latest/2013/09/20-sep-Birmingham-announced-as-University-of-the-Year.aspx>)

### Course fact file

**Type of Course:** Continuing professional development, taught

**Study Options:** Full time, part time

**Duration:** 15 months full-time; 2.5-6 years part-time (modular)

**Start date:** September full-time; flexible entry part-time – entry is possible at any time at which a module is delivered (October, January, April and July)

### Contact

**MBA Admissions Office:** Victoria Harold

Tel: +44 (0) 121 414 4378

Email: [v.l.harold@bham.ac.uk](mailto:v.l.harold@bham.ac.uk)

(<mailto:v.l.harold@bham.ac.uk>)



[\(/schools/business/alumni/map/index.aspx\)](/schools/business/alumni/map/index.aspx)

Visit Birmingham Business School Alumni to find out about our **MBA Alumni Ambassadors and career profiles** (</schools/business/alumni/alumni-profiles/index.aspx>).

## Details



The MBA (SPM) is accredited by the UK's Chartered Institute of Purchasing and Supply (CIPS), and graduates who fulfil the relevant work experience requirements of CIPS are also awarded full membership of the Institute (MCIPS).

The programme offers a range of specialist professionally orientated modules designed for managers with procurement responsibilities across a range of sectors and industries. It provides an opportunity for those involved in procurement to develop their general management knowledge and skills, and to gain access to leading-edge thinking and research in procurement and supply management. Those teaching the specialist components of this programme have had substantial practical and consultancy experience of the modern procurement function in a range of manufacturing, service and public sector organizations. The programme is available in both part-time and full-time delivery modes.

### Part-time mode

The part-time programme can be completed in a minimum of two and half years and a maximum of six, and is designed to be as flexible as possible to meet the needs of busy professionals juggling career and other commitments with study. You complete eight compulsory taught modules, six covering the core management disciplines and two with a specific focus on procurement and supply management issues.

Each taught module is delivered in an intensive six day block spread over two consecutive long weekends – Friday to Sunday. This minimises disruption to your workplace commitments. Modules are offered at four points during the academic year – October, January, April and July. The main entry point is in October, but entry is also possible at other times during the year when a module is being delivered.

When the taught modules have been completed, a 12,000 word dissertation is submitted to fulfil the requirements for the award of the degree. The subject of the dissertation can be related to your work environment or to an area of interest to your employer, which may encourage them to support you with time for study or financial assistance.

### Full-time mode

The full-time programme is completed in 15 months. In the first semester (September to December) you complete seven compulsory taught modules alongside students on our other full-time MBA programmes. These cover the core management disciplines. In the second semester (January to April) you take two further compulsory modules, including the same specialist procurement and supply module taught on the part-time programme, and choose one elective.

When the taught modules have been completed, you spend three months working on a 12,000 word dissertation, which allows you to relate the concepts and analytical frameworks taught during the programme to practical management problems typically drawn from the domain of procurement and supply management.

## Why study this course

- Core taught elements in functional business disciplines. As a research-led School, the latest thinking and techniques can be rapidly incorporated and teaching kept at the cutting edge
- Classes and seminars supplement lectures, where fuller analysis and discussion takes place and important business skills, such as analysis, argument and synthesis, can be developed
- Case studies are used as a means of relating theory to practical situations and students will often work in small groups with other students on assignments designed to develop problem solving and interpersonal skills
- A series of industrial seminars, given by outside speakers from industry and commerce, provides contemporary 'real world' perspectives on the business environment – recent visitors to the School have included Mervyn King, Governor of the Bank of England (and a former professor of the University of Birmingham) and Sir John Bond, Chairman of HSBC Holdings
- A residential weekend business simulation requires you to manage a 'company' team in competition with others, against tight deadlines and with a range of rapidly changing data to assimilate and act upon (Full-time only)
- A Teamwork Skills course at an [outdoor pursuits centre in the Malvern Hills \(http://www.worcestershire.gov.uk/cms/outdoor-education-centres/malvern-hills-oec.aspx\)](http://www.worcestershire.gov.uk/cms/outdoor-education-centres/malvern-hills-oec.aspx) develops skills in leadership, team building and team working (Full-time only)
- Cross-Cultural Management skills are developed in a variety of workshops and Issues in Global Competitiveness are the focus of a specialist series of seminars
- Researching and writing a project develops skills in information gathering, analysis and report writing
- A supporting programme of consultant delivered career-development workshops allow you to reflect on the impact of what you have learnt on your future career development



## Modules

Please select from either full-time or part-time to view the modules for your chosen MBA programme.

**Please note: all modules are subject to change.**

## Part Time

[Open all sections](#)

The programme comprises taught modules and a 12,000 word research-based dissertation.

- [Perspectives on Strategic Management \(/postgraduate/courses/taught/business/mba-modules/perspectives-on-strategic-management.aspx\)](/postgraduate/courses/taught/business/mba-modules/perspectives-on-strategic-management.aspx)
- [International Business Environment \(/postgraduate/courses/taught/business/mba-modules/international-business-environment.aspx\)](/postgraduate/courses/taught/business/mba-modules/international-business-environment.aspx)
- [Strategic Marketing \(/postgraduate/courses/taught/business/mba-modules/strategic-marketing.aspx\)](/postgraduate/courses/taught/business/mba-modules/strategic-marketing.aspx)
- [Operations Management \(/postgraduate/courses/taught/business/mba-modules/operations-management-executive-mba.aspx\)](/postgraduate/courses/taught/business/mba-modules/operations-management-executive-mba.aspx)
- [Human Resource Management \(/postgraduate/courses/taught/business/mba-modules/human-resource-management-executive-mba.aspx\)](/postgraduate/courses/taught/business/mba-modules/human-resource-management-executive-mba.aspx)
- [Strategic Purchasing and Supply Chain Management part 1 & part 2 \(/postgraduate/courses/taught/business/mba-modules/strategic-purchasing-and-supply-chain-management-part-time.aspx\)](/postgraduate/courses/taught/business/mba-modules/strategic-purchasing-and-supply-chain-management-part-time.aspx)
- [Financial Management \(/postgraduate/courses/taught/business/mba-modules/financial-management.aspx\)](/postgraduate/courses/taught/business/mba-modules/financial-management.aspx)

As well as these modules, students will also participate in a Dissertation Skills Workshop.

### Module Dates

View the [MBA Strategy & Procurement Management module dates \(/schools/business/mba/courses/mba-module-dates.aspx\)](/schools/business/mba/courses/mba-module-dates.aspx) for 2013/14 and 2014/15.

## Full Time

### Semester 1

Compulsory modules:

- [Strategic Analysis of Business \(/postgraduate/courses/taught/business/mba-modules/strategic-analysis-of-business-1.aspx\)](/postgraduate/courses/taught/business/mba-modules/strategic-analysis-of-business-1.aspx)

- [Human Resource Management \(/postgraduate/courses/taught/business/mba-modules/human-resource-management.aspx\)](#)
- [Marketing Concepts and Practice \(/postgraduate/courses/taught/business/mba-modules/marketing-concepts-and-practice.aspx\)](#)
- [Finance for Managers \(/postgraduate/courses/taught/business/mba-modules/finance-for-managers.aspx\)](#)
- [Accounting for managers \(/postgraduate/courses/taught/business/mba-modules/accounting-for-managers.aspx\)](#)
- [Managing Operations and projects \(/postgraduate/courses/taught/business/mba-modules/operations-management.aspx\)](#)

## Semester 2

### Compulsory modules:

- [Global Business Development \(/postgraduate/courses/taught/business/mba-modules/global-business-development.aspx\)](#)
- [Developing Leadership Practice \(/postgraduate/courses/taught/business/mba-modules/developing-leadership-practice.aspx\)](#)
- [Strategic Purchasing and Supply Chain Management \(/postgraduate/courses/taught/business/mba-modules/strategic-purchasing-and-supply-chain-management.aspx\)](#)
- [Strategic Purchasing and Supply Chain Management \(Part 2\) \(/postgraduate/courses/taught/business/mba-modules/strategic-purchasing-and-supply-chain-management-part-2.aspx\)](#)

### Choose TWO optional modules from the list below:

- [Global Marketing Leadership \(/postgraduate/courses/taught/business/mba-modules/global-marketing-leadership.aspx\)](#)
- [Ethical Finance and Sustainability \(/postgraduate/courses/taught/business/mba-modules/ethical-finance-and-sustainability.aspx\)](#)
- [The International Business Experience \(/postgraduate/courses/taught/business/mba-modules/the-international-business-experience.aspx\)](#)
- [Implementing Strategy and Managing Change \(/postgraduate/courses/taught/business/mba-modules/implementing-strategy-and-managing-change.aspx\)](#)
- [International Co-operative Strategy \(/postgraduate/courses/taught/business/mba-modules/international-co-operative-strategy.aspx\)](#)
- [Business Communications \(/postgraduate/courses/taught/business/mba-modules/business-communications.aspx\)](#)
- [The Effective Director \(/postgraduate/courses/taught/business/mba-modules/the-effective-director.aspx\)](#)
- [Ethics in Global Business \(/postgraduate/courses/taught/business/mba-modules/ethics-in-global-business.aspx\)](#)
- [International Banking Regulation and Supervision \(/postgraduate/courses/taught/business/mba-modules/international-banking-regulation-and-supervision.aspx\)](#)
- [International Business Finance \(/postgraduate/courses/taught/business/accounting-modules/international-business-finance.aspx\)](#)
- [Entrepreneurial Finance \(/postgraduate/courses/taught/business/mba-modules/entrepreneurial-finance.aspx\)](#)

## Fees and funding

### MBA Fees (/schools/business/mbafees-and-funding/fees.aspx)

Learn more about [fees and funding \(/postgraduate/pgt-fees/index.aspx\)](#)

### Scholarships and studentships

Scholarships may be available. International students can often gain funding through overseas research scholarships, Commonwealth scholarships or their home government.

### MBA Scholarships (/schools/business/mbafees-and-funding/scholarships.aspx)

For further information contact the School directly or [www.studenthelp.bham.ac.uk](http://www.studenthelp.bham.ac.uk) (<http://www.studenthelp.bham.ac.uk/>).

## Entry requirements

Normally a minimum of an upper second class honours degree or a GPA of 3.0 on a 4-point scale or an equivalent professional qualification (e.g. CIPS Graduate Diploma), and a minimum of three years relevant experience in purchasing and supply management. Please contact us if you would like to discuss this in more detail.

### International students

We accept a range of qualifications from different countries – learn more about [international entry requirements \(/postgraduate/requirements-pgt/international/index.aspx\)](#).

### Standard English language requirements (/postgraduate/requirements-pgt/international/index.aspx) apply:

- Full-time programme: IELTS 7.0 (with no less than 6.5 in any band); TOEFL IBT 95 (with no less than 22 in any band); Pearson Academic Test of English 67 (in all four skills).\*
- Part-time programme: IELTS 6.5 (with no less than 6.0 in any band); TOEFL IBT 88 (21 in Reading, 20 in Listening, 22 in Speaking and 21 in Writing); Pearson Academic Test of English 59 (in all four skills).\*

\*TOEFL is only acceptable for non-Tier 4 visa requiring students – i.e. Home/EU students and others who do not need a CAS.

## How to apply

When clicking on the Apply Now button you will be directed to an application specifically designed for the programme you wish to apply for where you will create an account with the University application system and submit your application and supporting documents online. Further information regarding how to apply online can be found on the [How to apply pages \(http://www.birmingham.ac.uk/students/courses/postgraduate/apply-pg/index.aspx\)](http://www.birmingham.ac.uk/students/courses/postgraduate/apply-pg/index.aspx)

[Apply now \(https://pga.bham.ac.uk/1pages/COS005.htm\)](https://pga.bham.ac.uk/1pages/COS005.htm)

## Related links

[MBA Careers \(/postgraduate/courses/taught/business/mba-careers.aspx\)](#)

## Learning and teaching

### Programme activities include:

- Core taught elements in functional business disciplines. As a research-led School, the latest thinking and techniques can be rapidly incorporated and teaching kept at the cutting edge
- Classes and seminars supplement lectures, where fuller analysis and discussion takes place and important business skills, such as analysis, argument and synthesis, can be developed
- Case studies are used as a means of relating theory to practical situations and students will often work in small groups with other students on assignments designed to develop problem solving and interpersonal skills
- A series of industrial seminars, given by outside speakers from industry and commerce, provides contemporary 'real world' perspectives on the business environment – recent visitors to the School have included Mervyn King, Governor of the Bank of England (and a former professor of the University of Birmingham) and Sir John Bond, Chairman of HSBC Holdings
- A residential weekend business simulation requires you to manage a 'company' team in competition with others, against tight deadlines and with a range of rapidly changing data to assimilate and act upon (Full-time only)
- A Teamwork Skills course at an [outdoor pursuits centre in the Malvern Hills \(http://www.worcestershire.gov.uk/cms/outdoor-education-centres/malvern-hills-oec.aspx\)](http://www.worcestershire.gov.uk/cms/outdoor-education-centres/malvern-hills-oec.aspx), develops skills in leadership, team building and team working (Full-time only)
- Cross-Cultural Management skills are developed in a variety of workshops and Issues in Global Competitiveness are the focus of a specialist series of seminars
- Researching and writing a project develops skills in information gathering, analysis and report writing
- A supporting programme of consultant delivered career-development workshops allow you to reflect on the impact of what you have learnt on your future career development



## Employability

Adobe Flash Player or QuickTime is required for video playback. [Get the latest Flash Player](#) [Get the latest version of QuickTime](#)

An MBA alumni, who is now a Marketing Director at Thomson Local, discusses his time studying a Birmingham MBA.

From the very start of your MBA, you receive bespoke advice from our employment consultants. Through one-to-one coaching, our industry experienced they work with you to clarify your aspirations and support you in your future career, jointly developing a winning employment strategy to take you to the next level and to open doors to a range of potential employer.

### Employer engagement

Whilst on your MBA you will have the opportunity to engage with top international companies. Our MBA students have participated in a range of activities with employers including BP, GE, IBM, Accenture, Capgemini, Unilever, Deloitte and HSBC.

### Group and individual activities to enhance your skills

Throughout the programme, you will have the opportunity to be involved in group and individual activities all aimed at helping you to develop the skills and techniques which lead to highly successful employment outcomes.

A few examples of these activities that you will undertake throughout your MBA programme include online profile building, Careers in Consultancy networking event, Distinguished leaders alumni seminar series, mock assessment centre, skills coaching, and video recorded interview practice.

### Alumni Career profiles



**"I had access to excellent academic facilities such as online resources, making learning limitless"**

*Farnaz Sarabi, MBA International Business*

Find out about the careers our alumni go on to and their experiences studying The Birmingham MBA; visit our [MBA student profiles \(/schools/business/student-profiles/mba/index.aspx\)](#).

### Careers in Business

Our in-house [Careers in Business \(/schools/business/mba/employability-and-careers/careers.aspx\)](#) team and experienced consultants provide a specialist careers support service located in University House for the exclusive use of Birmingham Business School postgraduates. Their role

is to support your career development in a variety of ways including advice and guidance, career development workshops, employer liaison mock interviews and more.

The Careers in Business team also offer guidance to students with their own business idea that they would like to develop, and can provide support through our Entrepreneurship & Innovation Centre.

Find out more about the [MBA Careers in Business service \(/schools/business/mba/employability-and-careers/index.aspx\)](#).

Adobe Flash Player or QuickTime is required for video playback. [Get the latest Flash Player](#) [Get the latest version of QuickTime](#)