

DURHAM & EBS EXECUTIVE MBA

Programme Overview

Start Date	September 2018
Mode	Part-time
Length	18 months
Cost	€40,000
Scholarships	<p>A 10% early application tuition fee reduction will be offered to students who accept an offer before 30th April (4 months before the programme start date). Prospective students who submit their complete set of application materials and accept an offer of admission to the programme prior to the 30th April 2018 will be granted a 10% tuition fee reduction.</p> <p>A number of scholarships are awarded to students each year based on prior outstanding academic achievement or significant professional accomplishments. In addition, qualified female applicants will be considered for the 'Women in Business' scholarship. Scholarships may range from €1,500 to more than €15,000</p>

Benefits

Benefits to you

- Achieve a highly valued MBA from two renowned European universities and Business Schools.
- Enhance your leadership and management capabilities through experienced international academics, practitioners and interactions with guest speakers.
- Impact your career immediately - apply your learning in your current role and accelerate your career progression.
- Further develop your soft skills as you study with a diverse, experienced group of professionals.
- Unlock your true potential through personalised leadership coaching and our career advancement service.
- Experience the challenging and interactive nature of a simulated Boardroom experience
- Increase your global business capabilities as you immerse yourself in the businesses of Germany, the UK and other locations, such as San Francisco
- Improve your business skills and your ability to discuss complex business topics effectively in English.
- Continue working in your current job and incur no loss of income during your studies.
- Expand your professional network through our Alumni Networks with more than 32,000 alumni across 150 countries.
- Study at two UNESCO World Heritage Sites – [Durham in the UK](#) and the [Upper Middle Rhine \(Rheingau\) region in Germany](#).

Benefits for employers

- Your business will gain new ideas and perspectives from global organisations through your employee's experience and knowledge.
- You will see a significant positive impact on your organisations as your employee's knowledge of business and management theories, broad practical knowledge, and key leadership skills are further developed throughout their studies.
- Your employee will develop an open-minded attitude and creative problem-solving skills, as well as intercultural and interpersonal awareness and competencies required by all businesses around the world.
- Your employee will be highly motivated to apply his or her new knowledge at work immediately and continue to support your business growth and success.

<p>Programme Overview</p>	<p>The Durham-EBS Executive MBA combines the strength and substantial business education experience of two highly respected institutions: Durham University Business School in the UK, and the European Business School (EBS) in Germany.</p> <p>Durham University Business School is one of an elite group of business schools worldwide to hold triple accreditation, and the programme is accredited by AMBA (Association of MBAs Accredited).</p> <p>This 18 month part-time programme will inspire you and strengthen your effectiveness as a manager and leader within your organisation. It appeals to experienced professionals with a wide-range of previous academic study who work in a number of sectors. Internationality is also a key element of the EMBA, as students from more than 25 countries have studied on the programme over the last few years.</p> <p>You will study at two UNESCO World Heritage Sites - Durham in the UK and the Upper Middle Rhine region in Germany. As the Durham-EBS Executive EMBA is delivered entirely in English in a classroom setting, you can continue to work full-time whilst studying as most teaching is delivered once each month in three-day blocks (Thursday through to Saturday).</p> <p>The programme's strong international focus is also reflected in the core and elective modules, with the International Business in Context elective module delivered at a top business destination. The business and alumni connections you gain will also support you in furthering your career.</p> <p>This dual award draws on both UK-specific and European experience giving you an insight into leadership in today's international business world.</p> <p>Throughout the programme you will explore the operations of global markets, understand how to lead transnational business relations and further build your international network of contacts. You will also be working alongside a diverse group of experienced business professionals and academics from the UK, Germany and around the world.</p>
<p>Programme detail</p>	<p>The Durham-EBS Executive MBA programme commences each September with a seven-day residential stay in Durham, England. During the 18 month programme you will complete:</p> <ol style="list-style-type: none"> 1. Nine core modules; seven modules are delivered in Germany and two modules are delivered in Durham 2. Three elective modules delivered in Germany, Durham or another international location 3. A Strategic Business Project

Note: Module instruction in Germany is held once a month from Thursday to Saturday. The cost of accommodation and some meals for each one-week residential stay in Durham is included in the programme fee.

Core Modules

The nine core modules of the programme will establish your foundational knowledge, understanding and research skills:

- Accounting
- Economics for Global Business
- Finance
- Managing People
- Marketing
- Operations and Technology
- Strategic Management
- Sustainability and Ethics
- The Boardroom Exercise

Elective Modules

You will then choose the three elective modules most aligned to your personal career aspirations and goals from the following list to complete:

- Advanced Finance for Business
- Business Analytics
- International Business in Context
- Leading Change
- Negotiation
- Project Management
- Technology and Innovation

Note: Elective module choices may change year on year, depending on current faculty and relevance to business.

Strategic Business Project

Following the completion of your elective modules, you will undertake a research-based Strategic Business Project. You may choose to pursue the project in two ways, either by working with your own company or a host organisation, or through an issue-led investigation which is not focused on a particular organisation but instead examines a specific management issue.

You will receive training in academic writing, as well as qualitative and quantitative business research methods throughout the programme as part of this module. This is a great opportunity for you to apply your MBA skills and knowledge to address a practical question and help your own or another organisation tackle a current issue or challenge. Whilst undertaking the project you will further develop your research and management skills, building your network and, in many instances, extending your international experience.

Past projects have been undertaken across a wide variety of organisations, such as multinational corporations in the manufacturing, service and finance sectors, family-owned businesses, the public sector and non-profit organisations.

Two Residential Weeks

Your first residential is a seven-day induction in the UK at the start of your Durham-EBS Executive MBA journey, which will launch you into the programme. It's a great way to introduce you to the EMBA and enhance your key capabilities including team building, group work, reading and academic writing skills (supporting those who may have been away from academic education for some time).

Not only will you spend time at Durham University Business School and have the chance to explore the city of Durham, you will go on to discover another area in the UK. In previous years this has been the Lake District, a charming region in the Northwest of England.

Your induction will start on a Sunday in Durham, where you will meet your fellow students and members of the EMBA Programme Management Team. You will receive personal introductions, be provided with information to navigate your way through the programme, and learn out about support and administrative services.

On Monday you will familiarise yourself with Durham University and then on Tuesday you will receive academic writing training and attend your first module.

Following the completion of your module you will travel to another UK destination where you will engage in a variety of indoor and outdoor team-building experiences and develop various additional personal and team skills. This is a particularly memorable aspect of the EMBA and the relationships built here will last throughout the programme and beyond.

Your second residential week will take place the following year, probably in September. During this week you will complete another core module in Durham, UK, and experience further indoor and outdoor skills enhancement and team-building activities.

International Business in Context

The Durham-EBS Executive MBA is shaped by today's connected business world. This elective module takes this unique global dimension further, offering you the opportunity to immerse yourself in another country's businesses and culture whilst studying a particular business topic. You will be joined by Durham's Online MBA students, enabling you to make new contacts and broaden your network.

	<p>In 2017 students travelled with Durham's Online MBA students to San Francisco for study focused on entrepreneurship and innovation in the centre of America's start-up culture in Silicon Valley. During this week they attended lectures, workshops, coaching sessions, company visits, tutorial sessions, interactive group work and a certificate awards ceremony.</p> <p>Lectures were delivered by initial investors of Google, PayPal, and OpenTable; one of the key developers of the Kindle; and the founder of The North Face. The week culminated in students presenting a business pitch to leading academics and corporate experts.</p> <p>Please note: International locations and topics for this module may vary from year to year. If you choose to participate you are expected to cover the cost of your travel to and from the destination, accommodation, some meals and incidental expenses. There may also be an additional module fee.</p> <p>Careers, coaching and student support</p> <p>You can choose to be mentored by a certified coach at EBS as you consider your life and career choices, and select the coach based on common interest.</p> <p>Career services support is available from EBS, and you can access the online careers platform provided by Durham University Business School which will provide you with supplementary skills to supporting you in advancing your career.</p> <p>The Programme Director will keep in regular contact with you as well as tutors and programme teams at both sites.</p>
<p>About EBS – this is written by EBS</p>	<p>Under the umbrella of the private, state-recognized EBS Universität für Wirtschaft und Recht you will find a programme portfolio that is unique across Germany. The EBS Business School offers Bachelor Masters and doctoral programmes in several business disciplines. The EBS Law School provides an excellent education in legal studies. In addition there is a range of top-class executive education offerings for working professionals. Our Business and Law School reap the benefit from their synergies, building a strong foundation for innovative research and continuing education activities of high practical relevance.</p> <p>Furthermore, our extensive Career Services Centre, Coaching sessions, Studium Universale, Personal Mastery and the opportunity for social engagement significantly enhance your personal development.</p> <p>The EBS "Schloss" campus is located in one of the most historic and picturesque regions of Germany: the "Rheingau". The Upper Middle Rhine region was designated as a UNESCO World Heritage Site in 2002. The EBS campus overlooks the Rhine River and is surrounded by its own vineyards.</p>

	<p>During the programme students will have many opportunities to get to know the historic sites, local cuisine and famous wineries in the area. Most core courses and elective courses are held at the EBS Schloss campus, the primary location for instruction. The campus is located just 30 minutes from the Frankfurt Airport, 15 minutes from Wiesbaden, and is easy to reach by car or train.</p>
<p>About Durham University Business School</p>	<p>Durham University Business School is one of the longest established business schools in the UK, and is among an elite group worldwide to carry triple-accreditation from AACSB, AMBA and EQUIS.</p> <p>The School is part of Durham University, which is one of the oldest universities in the UK and benefits from a collegiate system and a culture steeped in heritage. Students on this EMBA programme will have the opportunity to access excellent teaching, work in a state-of-the-art Business School and experience what the beautiful region in the Northeast of England has to offer.</p> <p>Students appreciate not only Durham University campus with its rich history and heritage, but also the atmosphere of Durham. The Durham World Heritage Site was added to the World Heritage List by UNESCO in 1986, and includes Durham Cathedral, the Shrine of St Cuthbert and Durham Castle.</p> <p>The city of Durham is a gateway to the picturesque area of the North East of England. Students visit Durham at the start of the programme, and for additional elective modules as they choose. Durham is a 20 minute taxi ride away from Newcastle Airport and the railway station is on the main east coast line with direct links to London and Edinburgh.</p>
<p>Core Modules - overviews</p>	<p>Accounting</p> <p>You will gain advanced knowledge and critical appreciation of the benefits and challenges in dealing with big financial and non-financial data, the mechanisms of governance and accountability, as well as the concepts of budgeting and decision analysis.</p> <p>Finance</p> <p>The forward-thinking knowledge from this module will support you to fully understand the fundamentals of financial markets, investment and financing decisions, as well as the dividend decision and how they all relate to each other and to your business value.</p>

Economics for Global Business

You will appreciate the importance of and interaction between demand, costs and prices to your business and the market, and the inter-relationship between the competitive environment and business decisions. You will also understand the internationalisation of firms and multinational activity and corporate and social responsibility at national and global levels.

Managing People

Your professional effectiveness as leaders and managers will increase as you gain in-depth knowledge of the nature of organisational behaviour and human resource management. The module will also enable you to apply management concepts, theories and techniques into practice.

Marketing

You will develop your understanding of the marketing function within various organisations and gain the ability to explain classic and contemporary marketing perspectives. You will identify the main issues which are addressed by individual marketing managers and explore recent developments in marketing thought.

Operations and Technology

Understanding operations and technology management within organisations through key concepts, theories and methods, you will explore issues which govern decisions and examine several key technologies so you fully appreciate the role of technology and processes in business.

Strategic Management

Examining different business and corporate strategies to see how companies achieve or maintain a competitive advantage will give you the advanced knowledge of strategy formulation and implementation under conditions of changing political, economic, sociocultural and technological conditions, industry competition and firm resources.

Sustainability and Ethics

The impact of sustainability and ethical issues on organisations is important to success and long-term viability. You will explore the concept of global sustainability, consider the role and purpose of business in society and be aware of the current trends in Business Ethics, Corporate Social Responsibility, and Corporate Governance.

The Boardroom Exercise

You will apply at a strategic level the concepts and theories you mastered during the core modules to this simulated board-level management of a real-world international organisation. This will further enhance your understanding of the trends and implications of corporate governance structures, frameworks and policy for the effective management of corporations.

**Elective Modules* –
overviews**

*Please note these
may vary year to
year.

Advanced Finance for Business

Building on the Finance module you will receive further training in the theory and application of modern finance, and become familiar with practical issues and the approaches to analysing corporate financial decisions. You will also examine how financial strategy can add value to a corporation.

Business Analytics

You will fully understand how business analytics support better business decisions through the awareness of descriptive, predictive and prescriptive business-analytics techniques. You will also gain knowledge of, and ability to apply, a range of business-analytics techniques.

International Business in Context

This elective module will take this unique global dimension further, as you will immerse yourself in another country's businesses and their culture. You will also be joined by Durham's Online MBA students.

Leading Change

You will gain the ability to effectively lead people during change, recognise and diagnose the need for change, shape implementation strategies and be aware of techniques for sustaining change.

Negotiation

You will gain advanced knowledge and critical awareness of different negotiation strategies and their potential impact in the negotiation process.

You will practice and master the skills and techniques that enable you to develop effective negotiation approaches and successful outcomes.

Project Management

This module will provide you with the knowledge needed to manage projects in complex environments by introducing the tools and techniques used to scope, design, schedule, manage and monitor a project.

Technology and Innovation

You will be introduced to the development, drivers, and trends of technology innovation and develop a critical understanding of the key theories of technology innovation. You will be able to compare technology innovation across cultures and geographies and identify the challenges by adopting technology innovation to create value.

Entry Requirements	<p>Normally an Upper Second Class Honours Degree or equivalent international or professional qualification.*</p> <p>Applicants holding a Bachelor degree or equivalent should normally have a minimum of five years' relevant work experience. Applicants who hold a Masters degree or equivalent should have a minimum of three years' professional work experience.</p> <p>For applicants whose first language is not English: IELTS score of 7.0 (no element under 6.0) or IBT TOEFL score of 102 (no element under 23) or an equivalent English language qualification may be required. Those whose daily work is conducted primarily in English may be exempted from this requirement.</p> <p><i>* In exceptional circumstances the lack of a prior academic qualification is not necessarily a barrier to admission; managerial experience is also taken into account and therefore applicants without a first degree may be asked to submit a portfolio of evidence demonstrating their management experience and capability, including evidence of academic ability, skills of critical thinking and analysis, communication skills and clarity of thought and expression.</i></p>
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