

PROGRAMME SPECIFICATION

KEY FACTS

Programme name	Marketing Strategy & Innovation
Award	MSc
School	Cass Business School
Department or equivalent	Specialist Masters Programme
Programme code	BUMSMSI01 / PSMSTI
Type of study	Full time
Total UK credits	180
Total ECTS	90

PROGRAMME SUMMARY

The Cass MSc in Marketing Strategy & Innovation will provide you with an academically rigorous and professionally relevant education that will allow you to pursue a career in marketing, including general marketing management, but also brand management, advertising, consulting, entrepreneurship, and innovation. The role of a marketer is best suited for individuals who wish to develop their talents in both, creativity/innovation and analytics.

In the first term, you will study the theoretical foundations of marketing and innovation whilst also covering selective essential management topics. In the second term, you will deepen your knowledge of key marketing topics such as brand management, digital marketing, market research, and consumer behaviour. In the third term, you will learn more about emerging technologies as well as managing innovations. Term 3 also gives you a choice of either broadening your knowledge across a range of marketing and management areas by studying three electives, or applying your newly acquired knowledge to conduct a research project (dissertation) on a specific marketing topic.

Throughout the degree importance will be given to providing you with opportunities to work practically on real-world marketing problems to try, deepen, and expand the knowledge that you have acquired in class, as well as to the broader responsibility of marketers as professionals with substantial social, ecological, and cultural influence.

Aims

The degree is aimed at equipping you with the most rigorous theoretical and practical knowledge on professional marketing practice, with the quantitative and qualitative analytical skills required to make complex marketing decisions, and with the “soft” skills to influence people and organisations through creativity, persistence, team-working, communication skills, leadership, and initiative.

Each module is constantly updated to include the latest digital and analogue technologies and thus enable you to devise path-breaking products and persuasive communication strategies in fast-changing social environments.

We are committed to educating excellent marketers, as well as responsible leaders and this ethos pervades the programme as a whole.

WHAT WILL I BE EXPECTED TO ACHIEVE?

On successful completion of this programme, you will be expected to be able to:

Knowledge and understanding:

- Demonstrate an advanced understanding of the fundamentals of marketing, as well as of recent technological developments in this ever-evolving field.
- Make inferences about the nature, importance and applicability of information sufficient to enable you to make informed and objective decisions in a wide range of marketing situations.
- Assess the potential impact of current developments in digital technology on marketing strategies, and use new technologies with strategic purpose.
- Make creative and analytically substantiated contributions to the development of marketing strategies and tactics in an organisation.

Skills:

- Apply knowledge to complex issues, both systematically and creatively, so that theory is converted into practice from a critical and informed perspective, thereby enhancing marketing effectiveness and competitiveness.
- Communicate effectively using the full range of media (including listening and presenting), working both individually and in groups/teams.
- Identify issues of value to management practice and organisational effectiveness, thinking critically and working objectively and productively within teams.
- Apply advanced problem solving and decision-making techniques, including establishing criteria, identifying, formulating and solving business problems, identifying and evaluating options and implementing and evaluating the effectiveness of solutions.
- Carry out research enabling relevant information to be collected from a wide range of sources. Scanning, organising and analysing data to produce reliable conclusions and disseminate knowledge.
- Develop innovative and creative ideas and initiative to bring new marketing ideas to fruition.
- Demonstrate leadership and persistence as well as the use of problem solving, team working and communication skills, with a business focus

Values and attitudes:

- Show the ability and willingness to work effectively in a variety of situations and multi-cultural team constellations.
- Show a genuine and continuing interest in the study and practice of marketing, including the development of learning skills that will ensure self-confidence, belief and awareness.
- Show assurance, confidence and self-awareness in your ability to apply the skills and knowledge learned in the degree.
- Show sensitivity to towards the ethical considerations within marketing decisions.

This programme has been developed in accordance with the QAA Subject Benchmark for Business and Management.

HOW WILL I LEARN?

The MSc in Marketing Strategy and Innovation reflects the pedagogic philosophy of Cass Business School: advanced and challenging education to prepare marketing professionals and leaders to operate at decision-making levels. Learning is delivered and achieved through a range of methods including lectures, case studies, group work presentations, practical projects, marketing simulations, practitioner guest lectures, seminars, and hands-on sessions. You will make use of Moodle, our Virtual Learning Environment (VLE), which is used to support all teaching and learning on the course.

We emphasise the specific acquisition of sound theoretical foundations of marketing and develop your ability to apply this knowledge in organizations such as global corporations, family businesses, start-ups, NGO's, politics, or charities. Student presentations to lecturers, visitors from the City companies and other members of the class are used to give invaluable practice in using, applying and expressing complex subject matters clearly and concisely to a professional audience. Group work, the preparation of case studies and marketing plans, consolidates the acquired knowledge and builds interpersonal and communication skills which are essential for any future career.

The MSc in Marketing Strategy and Innovation is designed and structured to allow for intellectual progression through core modules taught in terms 1 and 2. Modules taught in term 2 build on the knowledge and skill acquired in term 1. Term three allows for further progression by choosing specialist elective modules or a dissertation/project, where you can apply knowledge and skills acquired earlier in the programme.

A minimum of 10 teaching and learning hours (both contact and non-contact) are required for each credit awarded. The precise weighting of different types of learning depends on the modules you take and the breakdown is therefore provided within the appropriate module specifications.

Non-contact hours are for self-directed study and account for the **minimum** amount of time you should spend studying independently, including subject research, reading, working in groups and completing assignments and other homework.

Overall teaching and learning hours: Approx. 1800 hours
Contact hours: Approx. 349 hours

WHAT TYPES OF ASSESSMENT AND FEEDBACK CAN I EXPECT?

Assessment and Assessment Criteria

This course is assessed by coursework and examinations and applies standard MSc grade related criteria.

Terms one and two are assessed by an approximately 50/50 split between group work and individual assessment/examinations. The third term is assessed by 100% coursework with a strong emphasis on group work and the dissertation module.

Assessment Criteria are descriptions, based on the intended learning outcomes, of the skills, knowledge or attitudes that you need to demonstrate in order to complete an assessment successfully, providing a mechanism by which the quality of an assessment can be measured. Grade-Related Criteria are descriptions of the level of skills, knowledge or attributes that you need to demonstrate in order to achieve a certain grade or mark in an assessment, providing a mechanism by which the quality of an assessment can be measured and placed within the overall set of marks. Assessment Criteria and Grade-Related Criteria will be made available to you to support you in completing assessments. These may be provided in programme handbooks, module specifications, on the virtual learning environment or attached to a specific assessment task.

Feedback on Assessment

Feedback will be provided in line with our Assessment and Feedback Policy and will be provided in a variety of ways throughout your course, both formally and informally, in order to support your learning.

You will normally be provided with coursework feedback within three weeks of the submission deadline or assessment date. This would normally include a provisional grade or mark. The timescale for feedback on final projects or dissertations may be longer. Examination grades will be provided once they have been agreed by an Assessment Board.

More details about the feedback you can expect from individual modules and assessments will be provided by your lecturers.

The full policy can be found at:

https://www.city.ac.uk/_data/assets/pdf_file/0008/68921/assessment_and_feedback_policy.pdf

Assessment Regulations

In order to pass your Programme, you should complete successfully or be exempted from the relevant modules and assessments and will therefore acquire the required number of credits. The programme is weighted according to the number of credits awarded for each module. Pass / Fail modules are excluded from this calculation.

The pass mark for each module is 50% and there are no minimum qualifying marks for individual components.

If you fail an assessment component or a module, the following will apply:

1. Compensation: where you fail up to a total of 20 credits at first or resit attempt (15 for a postgraduate certificate), you may be allowed compensation if:
 - Compensation is permitted for the module involved (see the “What will I Study” section of the programme specification), and
 - It can be demonstrated that you have satisfied all the Learning Outcomes of the modules in the Programme, and
 - A minimum overall mark of no more than 10% below the module pass mark has been achieved in the module to be compensated, and
 - An aggregate mark of 50% has been achieved overall.

Where you are eligible for compensation at the first attempt, this will be applied in the first instance rather than offering a resit opportunity.

If you receive a compensated pass in a module you will be awarded the credit for that module. The original component marks will be retained in the record of marks and your original mark shall be used for the purpose of your award calculation.

2. Re-Sit: where you are not eligible for compensation at the first attempt you will normally be offered one re-sit attempt.

If you are successful in the re-sit, you will be awarded the credit for that module. The mark for each assessment component that is subject to a re-sit will be capped at the pass mark for the module. This capped mark will be used in the calculation of the final module mark together with the original marks for the component(s) that you passed at first attempt.

If you do not meet the pass requirements for a module and do not complete your re-sit by the date specified you will not progress and the Assessment Board will require that you be withdrawn from the programme.

If you fail to meet the requirements for the Programme, the Assessment Board will consider whether you are eligible for an Exit Award as per the table below.

If you would like to know more about the way in which assessment works at City, please see the full version of the Assessment Regulations at:

http://www.city.ac.uk/_data/assets/word_doc/0003/69249/s19.doc

WHAT AWARD CAN I GET?

Master's Degree:

	HE Level	Credits	Weighting (%)
Taught	7	180	100

Class	% required
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With Distinction	70
With Merit	65
Without	50
Classification	

Postgraduate Diploma:

You must achieve 120 credits with a minimum mark of 50%.

	HE Level	Credits	Weighting (%)
Taught	7	120	100

Class	% required
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With Distinction	70
With Merit	65
Without	50
Classification	

Postgraduate Certificate:

	HE Level	Credits	Weighting (%)
Taught	7	60	100

Class	% required
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With Distinction	70
With Merit	65
Without	50
Classification	

WHAT WILL I STUDY?

Throughout your study you will have the opportunity to work both individually and in groups, on a wide variety of subject matter. You will also have the opportunity to attend events and showcases to enable you to engage with external stakeholders and begin to build professional networks.

At the beginning of the course you will complete a number of induction workshops including:

- Team building
- Career induction and careers fair
- Professional development skills

Term one:

You will complete five core modules covering core topics such as Marketing Fundamentals, Marketing Strategy and Practice, Market Research, Essentials in Accounting and Finance, and Creativity. Innovation. Design. Term one is worth 70 credits in total.

Term two:

You will complete four core modules in term two covering core marketing areas such as Digital Marketing and Social Media, Brand Management and Communication Strategies, Consumer Behaviour, and Analytical Methods for Marketing. Term two is worth 60 credits in total.

Term three:

In term three you will complete two core modules such as Product Innovation Management and Marketing and Technology: Engaging the Future alongside either three electives or a Business Research Project. Term three is worth 50 credits in total.

Throughout your studies you will also have the opportunity to undertake a number of professional and career development workshops in areas such as presentation techniques or project management. The Cass marketing group also stages a range of marketing related events, such as TechTalks, Research Conferences, or Marketing Innovathons with leading companies, where you can play an active part (see the "Marketing at Cass" facebook group for current activities).

Module Title	SITS Code	Module Credits	Core/ Elective	Compensation Yes/No	Level
Term1					
Marketing Strategy & Practice	SMM486	15	C	Y	7
Creativity. Innovation. Design.	SMM487	10	C	Y	7
Essentials of Accounting and Finance	SMM444	10	C	Y	7
Market Research	SMM546	20	C	Y	7
Marketing Fundamentals	SMM542	15	C	Y	7
Term 2					
Consumer Behaviour	SMM490	15	C	Y	7
Brand Management & Communication Strategies	SMM491	15	C	Y	7
Analytical Methods for Marketing	SMM494	15	C	Y	7
Digital Marketing & Social Media	SMM492	15	C	Y	7
Term 3:					
Product Innovation Management	SMM866	10	C	Y	7
Marketing and Technology: Engaging the Future	SMM295	10	C	Y	7
Business Research Project	SMM885	30	E	N	7

<i>Ethics, Society and the Financial Sector</i>	SMM500	10	E	Y	7
<i>Global Strategy</i>	SMM883	10	E	Y	7
<i>Driving Supply Chain Innovation Through Technology</i>	SMM287	10	E	Y	7
<i>New Market Creation</i>	SMM317	10	E	Y	7
<i>Political Risk Management</i>	SMM343	10	E	Y	7
<i>Retail Supply Chain Management</i>	SMM956	10	E	Y	7
<i>Strategy Consulting Skills</i>	SMM279	10	E	Y	7
<i>Storytelling for Business</i>	SMM143	10	E	Y	7
<i>Fashion Brand Management</i>	SMM318	10	E	Y	7
<i>Business Sustainability</i>	SMM493	10	E	Y	7

During term three you will be able to choose from a range of electives to personalise your experience.

This list of electives is an indication of the range of modules that can be on offer and is subject to change due to circumstances such as: enhancing or updating the quality and content of educational provision; responding to student feedback; academic staffing changes; the number of students in each programme; a lack of student demand for certain modules; or factors beyond the institution's reasonable control, such as meeting the latest requirements of a commissioning or accrediting body. For these reasons, not all the electives listed will be offered every year. New (additional or replacement) modules may also be added for these reasons.

There may also be pre-requisites for joining a module, and space and timetable availability restrictions may also apply.

The list of electives offered in a given year will be confirmed by February 1st.

TO WHAT KIND OF CAREER MIGHT I GO ON?

Information advice and guidance on professional development and potential career pathways for all Cass Masters degrees is available from Cass Careers. All students are encouraged to make use of the careers service throughout their time at Cass.

Recent graduates of this program are currently working at a wide range of companies, including Accenture, Brand Union, Cartier, Dunnhumby, Google, Heineken, Interbrand, GfK, Unruly Media, Hogarth/WPP, Leo Burnett, Mars, Nestle, Ogilvy &

Mather, Procter & Gamble, Tesco, Starbucks, Samsung but also and range of family businesses and start-up companies around the world.

Typical industries for graduates of this program include, Agency (Marketing, Advertising, Digital, Media), Consulting, Design/Luxury Goods, Fashion, Fast-Moving Consumer Goods (FMCG), Hospitality, or Media & Entertainment.

Positions include Account executive/manager, Assistant or Associate Consultant, Brand manager, Product manager, Campaign manager, Planner in Advertising Agencies, and Start-up Entrepreneur.

If you would like more information on the Careers support available at Cass, please go to:

<http://www.cass.city.ac.uk/more-about-cass/careers-services> - Careers Service

<http://www.cass.city.ac.uk/more-about-cass/alumni-services> - Alumni Service

WHAT STUDY ABROAD OPTIONS ARE AVAILABLE?

A number of international electives are on offer across the MSc Programme and in the past have included modules run in Argentina, Germany, Dubai, Madrid and Singapore. Further information will be made available as part of the elective decision process.

HOW DO I ENTER THE PROGRAMME?

To be accepted on to a Cass MSc degree you will need a good Bachelor's degree. This usually means a high UK 2.1 or above, or the equivalent from an overseas institution. Some level of previous study in the specific subject area may be required.

Applicants will need to submit two references, one of which must be an academic reference if the candidate does not have previous work experience. Previous work experience is not a requirement of our full time MSc courses.

We require all students who have not previously studied at in English to take an IELTS exam. The IELTS requirement is 7.0 with a minimum of 6.5 in writing.

In addition, we invite some candidates for an online question and answer video session to get a more personal sense of the fit between the candidate and this module.

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For use from: 2018/19

