POSTGRADUATE TAUGHT MSC AND MBA PROGRAMMES
The University of Aberdeen Business School is an international multi-campus School with a campus in Korea and partnership with AFG College in Qatar.
DID YOU KNOW?

Adding a Business Masters Degree to your CV increases your lifetime earnings more than any other postgrad masters qualification.

Research tells us that lifetime earnings soar by approximately half a million pounds.

Mark Whittington, Deputy Dean of the Business School

Let us help you get started.
WHY ABERDEEN?

TOP 3 UK UNIVERSITY FOR WORLD-LEADING RESEARCH IMPACT IN BUSINESS AND MANAGEMENT STUDIES*

*Ref 2014
Top 10 reasons to choose us

1. Founded in 1495, the University of Aberdeen is the third oldest University in Scotland and is consistently ranked amongst the world’s top universities

2. The Business School is internationally recognised for its excellence in world-leading research, and was ranked as a top three UK University for impact in Business and Management Studies (Ref 2014)

3. The University of Aberdeen Business School is ranked in the Top 5 in the UK for Graduate Employment (HESA 2016)

4. Obtain a professional qualification such as CFA Level 1 or IFRS whilst completing your Masters degree

5. Break into the business world by converting an undergraduate degree from any discipline into a highly valuable masters in Accounting, Finance, Economics, Marketing or Real Estate

6. With over 60 research active members of staff, Masters students benefit from the expertise of staff who are pioneers in the discipline, and the personalised nature of the study experience ensures a high degree of contact with leading academics

7. Gain practical experience in our professional training facilities – such as our trading room powered by Bloomberg

8. The University’s location in Aberdeen – an internationally recognised business centre – means that our curriculum is strongly geared towards the needs of industry meaning students are ready to hit the ground running in the workplace

9. Study alongside classmates from over 40 different nationalities in our school and build a global contact list

10. Take advantage of our highly personalised and flexible study experience, including a number of part-time and distance learning study options

We uniquely offer all of this – and more.
THE UNIVERSITY OF ABERDEEN

BY NUMBERS ...

93.3% EMPLOYABILITY*

*RHSA 2018

RANKED #172 IN QS WORLD UNIVERSITY RANKINGS 2018-19

STRONG LINKS WITH INDUSTRY

20 FTSE 100 COMPANY OFFICES IN OUR CITY
Over 40 different student nationalities in the Business School

Don’t miss out on 25 x £5000 scholarships for our Business Masters Programmes* for 19/20 entry. *Does not include MBA or online Programmes

Est. 1495

5 Nobel Prize Winners

82,500 Alumni in 192 countries
Why Aberdeen?
ACADEMIC RIGOUR WITH THE PROFESSIONAL EDGE

The academic rigour of our programmes is strengthened with a sharp, commercial edge. This theory-into-practice orientation means we boast unrivalled industry links, respected professional accreditation and first class professional facilities, ensuring you graduate as industry-ready.

EVERY STUDENT MATCHED WITH AN INDUSTRY MENTOR

ON MBA ENERGY MANAGEMENT

PICK UP GLOBALLY-RECOGNISED INDUSTRY QUALIFICATIONS, SUCH AS CFA LEVEL 1 coached by city of London trainers, BEFORE you graduate.

PROFESSIONALLY ACCREDITED PROGRAMMES From leading industry bodies such as the Energy Institute, the Chartered Institute of Marketing and the Chartered Management Institute

bp MAERSK WoodMackenzie WORLD BANK GROUP
Aberdeen Simply asset management KPMG Scottish Government gov.scot pwc
UNIVERSITY TRADING ROOM

GIVES HANDS-ON EXPERIENCE OF DEALING IN STOCKS & SECURITIES

Our cutting edge Bloomberg terminal provides finance students with real-world experience in the financial services industry. Gain an in-depth understanding of finance in practice through exposure to continually updated information on equities, foreign exchange, commodities, and other asset classes, along with an in-depth global newsfeed.

Develop the practical skills and understanding for life at the stock exchange before you graduate, and benefit from a huge advantage going into the competitive job market.

WORKSHOPS WITH VISITING LECTURERS AND INDUSTRY SPECIALISTS

ASSIGNMENTS ARE DESIGNED TO BE APPLIED TO THE WORKPLACE, SO YOU CAN GRAPPLE WITH ‘REAL-WORLD’ CHALLENGES AS PART OF YOUR STUDIES
At our Business School, we offer much more than a degree, extending study beyond the classroom so you experience real-world business challenges through industry weeks, field trips and site visits.

Students on our MSc Real Estate and MSC Finance and Real Estate programmes, as part of their studies can go on our Asian studies tour, visiting Hong Kong, Singapore, Tokyo, Beijing and Shanghai for 4 weeks, meeting with experts and Academics in the real estate sector.
SPOTLIGHT ON AN INDUSTRY-TRUE LEARNING EXPERIENCE
FROM GLOBAL TO PERSONAL

THE WORLD IN ONE PLACE
COLLABORATE WITH INTERNATIONAL CLASSMATES THAT INSPIRE, FROM 40 DIFFERENT NATIONALITIES IN OUR SCHOOL.

BUILD A GLOBAL CONTACT LIST YOU’LL USE THROUGHOUT YOUR CAREER.

ESSENTIAL EXPERIENCE FOR OPERATING IN AN INTERNATIONAL MARKET.
YOU BENEFIT FROM VERY INDIVIDUALISED ATTENTION, IN A FRIENDLY LEARNING COMMUNITY, SO IT IS TRULY A POST-GRADUATE EXPERIENCE.

Our Academics have the opportunity to get to know their students very well on an individual basis. This personalised, student-centred approach unequivocally delivers added value – and is rated as a real asset by students and graduates.
ABERDEEN OPEN FOR BUSINESS
ABERDEEN IS AN INTERNATIONALLY RECOGNISED BUSINESS CENTRE WITH GLOBALLY COMPETITIVE INDUSTRIES, INCLUDING THE OFFICES OF 20 FTSE 100 COMPANIES.

Given Aberdeen’s position as a financial hub, it’s not surprising that our Academics enjoy close business connections that help enhance your interaction with industry practice, issues and ideas.
Aberdeen University provided me with connections to key industry players, which enabled me to gain a greater insight when choosing my first job.

I had the opportunity to acquire technical, analytical and business skills, as well as gain a deeper understanding of the capital market world, understand clients and adapting to challenging situations.

Lynette Otiti
MSc Finance and Investment Management
RECENT RECRUITERS INCLUDE:

Accenture  
Aditya Birla  
BP  
Bank of Scotland  
Bureau Veritas UK & Ireland  
Centrica  
Citibank  
Conoco  
Phillips  
EY  
Petroleum Commission, Ghana  
Google  
KPMG  
npower  
Oil and Gas UK  
Petrofac  
Royal Bank of Scotland  
Sapient  
Schlumberger  
Scottish Renewables  
Shell  
Siemens  
Sri Lankan Petroleum  
Resources Development Secretariat  
Standard Chartered Bank  
Stork Technical Services  
Talisman Energy  
Taqqa  
Turkish National Oil Corporation  
UBS Investment Bank  
Xodus

CREATING OUTSTANDING CAREERS

THE UNIVERSITY OF ABERDEEN’S ALUMNI NETWORK IS INCREDIBLY DIVERSE AND TRULY GLOBAL, WITH MANY REPRESENTATIVES IN LEADING BUSINESSES AROUND THE WORLD. WE HAVE OVER 82,500 ALUMNI ACROSS 192 COUNTRIES.

We count amongst our alumni many high profile figures in the world of international business including, the Group Finance Director of HSBC Holdings, the CEO of Aberdeen Asset Management, and the Chief Operating Officer of Hasberg Global Investors.
OF OUR GRADUATES GO INTO WORK, FURTHER STUDY OR TRAINING WITHIN 6 MONTHS

ALUMNUS & SENIOR GOVERNOR AT THE UNIVERSITY OF ABERDEEN
MARTIN GILBERT, CO-FOUNDER & CEO, ABERDEEN ASSET MANAGEMENT
HALF WAY THROUGH MY MASTERS, I ACTUALLY LANDED 3 JOB OFFERS FROM THE BIG 4 ACCOUNTING FIRMS – EY, KPMG AND PWC. FINALLY, BEING SPOILT FOR CHOICE, I LOOK FORWARD TO STARTING WITH EY IN THEIR BERLIN OFFICE AFTER I GRADUATE.

WITHOUT QUESTION, THIS MASTERS HELPED GIVE ME A COMPETITIVE EDGE TO KICK-START SUCH SUCCESS IN THE JOBS MARKET.

Kristoff Kunst, Berlin, Germany
MSc Finance and Real Estate
## PROGRAMMES & ENTRY REQUIREMENTS

### AT A GLANCE

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Every effort has been made to ensure the accuracy of the information contained within this brochure but it is subject to alteration without notice. However, the University reserves the right to make variations to the contents or methods of delivery of courses and programmes. Please visit our website for the latest information.

The University of Aberdeen Business School continues to pursue best practice and high standards of service for all students. Information is correct at time of going to print.
DID YOU KNOW?

You can convert your undergraduate degree from any subject, any discipline into a highly valuable Masters in Accounting, Finance, Marketing Management or Real Estate.
MSc INTERNATIONAL FINANCE

MSc LAW AND ECONOMICS OF OIL AND GAS

MSc PETROLEUM ENERGY, ECONOMICS AND FINANCE

The minimum entry requirements for these programmes is a degree at 2:1 (upper second class) UK Honours level (or a degree from a non-UK institution which is judged by the University to be of equivalent worth and evidence of a strong background in quantitative subjects).

MSc ACCOUNTING AND FINANCE

MSc FINANCE AND INVESTMENT MANAGEMENT

MSc FINANCE AND REAL ESTATE

MSc INTERNATIONAL BUSINESS AND FINANCE

MSc INTERNATIONAL BUSINESS MANAGEMENT

MSc MARKETING MANAGEMENT

MSC LEADERSHIP, CORPORATE RESPONSIBILITY AND SUSTAINABILITY

MSc REAL ESTATE

MSC FINANCE

Our minimum entry requirement for these programmes is a degree at 2:2 (lower second class) UK Honours level (or a degree from a non-UK institution which is judged by the University to be of equivalent worth).
MBA, MBA FINANCE AND EXECUTIVE MBA

These programmes are for you if you have a minimum of TWO years’ post-degree work experience (FIVE years is required for the Executive MBA); a track record of professional achievement and a good first degree (equivalent to a British second-class Honours degree) or above in any discipline. The Programme Director may consider applicants with non-standard qualifications. If you have non-standard qualifications and extensive work experience, please ensure to enclose a complete CV and detailed work references.

MBA ENERGY MANAGEMENT

This programme is for you if you have a minimum of 3 years post-degree work experience; a track record of professional achievement and at least the equivalent of a British 2:2 (Hons) degree. OR a minimum of 5 years work experience; associated training and an excellent track record of professional achievement.

MSC DIGITAL MARKETING LEADERSHIP

A good honours degree from a UK University (or equivalent qualification from a recognised institution for those with non-UK qualifications).

OR

Substantial industry experience and a portfolio of training / achievement. Individuals seeking entry via this route will be required to provide a comprehensive CV detailing the experience, training and qualifications they have obtained to date. It is anticipated that all individuals applying via this route will be interviewed via skype or an alternative technology.

LANGUAGE REQUIREMENTS

All students entering the University must provide evidence that they can use English well enough to study effectively at the University of Aberdeen. If you have not studied in the UK, the requirement is IELTS minimum overall: 6.5 IELTS minimum by component: 6.0 in writing and reading, 5.5 other elements (or equivalent PTE).

If you have not yet achieved the required IELTS or equivalent scores, we offer extensive pre-sessional English courses, designed to take you to the level of English ability and skill required for your studies here. For more information: www.abdn.ac.uk/languagecentre
FLEXIBLE LEARNING
THAT SUITS YOUR LIFESTYLE

I’D ALWAYS WANTED TO PURSUE A POSTGRADUATE DEGREE, AND THE FACT THAT I ACHIEVED THIS GOAL WHILE CARING FOR MY CHILDREN GIVES ME AN ADDED SENSE OF ACCOMPLISHMENT.

‘MY ACADEMIC SUPERVISORS HAVE BEEN EXTREMELY ACCOMMODATING WITH REGARD TO MY WORK-LIFE BALANCE, TAKING INTO ACCOUNT THAT I HAVE RESPONSIBILITY FOR MY YOUNG FAMILY, AND I GIVE MY SINCERE THANKS TO THEM.’

MANJULA SHAW
MSc Finance and Investment Management (with CFA)
‘THE COURSE SUITS ME AS THE MODULAR SET UP ALLOWS YOU TO PLAN YOUR YEAR AND TO PICK AND CHOOSE THE MODULES YOU REQUIRE TO MEET THE COURSE OBJECTIVES’

WHETHER YOU WANT TO IMPROVE YOUR JOB PROSPECTS OR FIND A NEW CAREER, OUR FLEXIBLE LEARNING LETS YOU BALANCE STUDY AROUND WORK AND HOME LIFE.

BENEFIT FROM A VARIETY OF OPTIONS:

January & September Start Dates
You don’t always need to wait until September to start your degree. In fact, 30% of our Postgraduate community start their Business Masters degree in January. Choose from our MBA, MBA Energy Management, Digital Marketing Leadership, Executive MBA, MSc International Business Management and MSc International Business and Finance.

Part-time Study
Several of our programmes have flexibility built in to help fit around the demands of your work commitments and the needs of your family. Modules start and end on predetermined dates. You can study as many modules in a year as you have time for, so you can complete your degree in as little as 2 or 3 years.

Online and Distance Learning
There’s nothing distant about the online MBA, MSc Finance, Digital Marketing Leadership and online study in Energy Economics and Finance programmes at Aberdeen! Study flexibly online, whenever and wherever you choose. Receive strong support in your studies via our online learning environment available 24/7.

Individual Subject Study
Our portfolio of Business and Management programmes also offers the option to study individual modules from these degrees. This can be advantageous to those looking to further their educational knowledge in a specific area.
**Step 1**
Choose your programme

This guide contains an overview of all of our taught programmes, but you can find much more information and all our entry requirements at: abdn.ac.uk/study/postgraduate

**Step 6**
Review your joining pack

Once cleared for admission you will receive a pack of joining instructions which includes a Certificate of Acceptance, information on accommodation, registration, tuition fees etc. International students who declare they require a Tier 4 visa to enter the UK will receive a CAS number so that they may apply.
Step 2
Submit your online application
All applications should be submitted online through our Applicant Portal: abdn.ac.uk/study/postgraduate/apply

Step 3
Receiving a decision
You will be sent an email with our decision. If there are conditions attached to the offer, please upload documents to satisfy the conditions to the Applicant Portal as soon as possible.

Step 4
Identify funding options
Most funding bodies have application deadlines, so we advise that you submit your funding application as early as possible. It's important that you have an offer from the University before you apply for funding, so you need to get your application to us well before the funding body's closing date: abdn.ac.uk/funding

Step 5
Accepting your offer
If you wish to accept the offer, please return your completed acceptance and financial guarantee forms as soon as possible. If you are waiting to hear the outcome of a funding application, you can still accept the offer of admission then send the completed financial guarantee form with the letter of sponsorship later.
MBA
MASTER OF
BUSINESS ADMINISTRATION

OVERVIEW

The Aberdeen MBA is focused on the real needs of business and will provide you with an opportunity to develop your understanding of the key knowledge and skills required to succeed in today’s challenging business world, when it’s going to be harder and harder to move up without a higher-level qualification.

Although the programme is aimed at working professionals, with significant business experience, there is still a lot to learn. We’ll explore both the practical and theoretical aspects of business, broadening and deepening your knowledge – and focusing on powerful business insights – many of them newly emerging business models that will shape tomorrow. Just like our Alumni will.

During your studies, you’ll learn about data management for better decision-making and operations management, as well as going on to work on strategy formulation and implementation.

You’ll work on your personal development: skills, style and leadership. You are prepared to mature as a manager and become able to lead, motivate and manage. But we do all this in a refreshingly different way. Our MBA is not about business dogma. It’s about getting you to challenge the way business is done and find new, more effective, more creative ways of doing it.

The MBA Faculty use a range of different methods to engage you, with an emphasis on experiential learning. These range from formal lectures, group discussions, industry-real role-plays, simulation exercises, case study analysis and project work. You will take cutting edge modules during our summer school which is led by visiting scholars as well as staff.

Our MBA attracts talented people from different industries, from all over the world. In this way, you’ll be able to learn from your classmates, share ideas, create professional networks and make friendships which last well beyond the academic experience.
WHY STUDY AN MBA?

A University of Aberdeen MBA gives you:
- An internationally recognised MBA delivered by a reputable University – we are ranked as a Top 3 University for world-leading research impact in Business and Management Studies (REF 2014)
- High quality teaching staff in a Business School and University with an excellent academic reputation
- Teaching informed by close links with business and industry
- Teaching staff with specialist subject knowledge in the core areas of business, for example marketing, operations, finance and human resource management
- Develop the interpersonal skills required to lead, manage and motivate successful networks, teams and organisations
- Take the opportunity to explore new perspectives, ideas and challenges for business
- Optional modules to help you tailor your MBA
- Credibility with your business peers
- Career development support
- Flexible study options whether you are learning full time over one year on campus or part-time over two to five years

STUDENT BODY

NUMBER OF NATIONALITIES: 20
AVERAGE AGE: 30 YEARS
FEMALE TO MALE RATIO: 45:55
AVERAGE LENGTH OF WORK EXPERIENCE: 5+ YEARS
WHAT YOU’LL STUDY

**SEMESTER 1**
- Business Economics
- Operations and Project Management
- Business Strategy
- Accounting and Finance for Managers

**SEMESTER 2**
- Strategic Marketing
- Managing People at Work
- Managing Change
- The Leadership Challenge

**SEMESTER 3**
- New Venture Creation
- Plus three modules from the summer school electives:
  - Strategic Financial Analysis
  - Talking to Teams
  - People, Creativity and Change
  - Supply Chain Management
  - Digital Marketing
  - Essential Human Resources Management

INDUSTRY LINKS

Our business connections mean we provide opportunities to network with, present to, brainstorm with and do work for industry, including:

- The chance to have your work seen by eminent members of your profession
- ‘Live’ projects for and site visits to prestigious companies or institutions
- Project work and workshops with visiting lecturers and industry specialists

WHAT WILL IT COST?

Undertaking an MBA is a substantial investment of your time and your finances. We aim to ensure that the return on your investment is considerable.

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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For entry requirements please see pages 24 - 25
MBA GRADUATES ARE IN HIGH DEMAND

80% ARE EMPLOYED IN SENIOR MANAGER OR DIRECTOR POSITIONS WORLDWIDE*

42 CEOs OF THE FORTUNE TOP 100 COMPANIES HOLD AN MBA*

* The Complete University Guide 2018
ACCORDING TO RESEARCH FROM THE ASSOCIATION OF MBAS, GRADUATES CAN EARN 18% MORE THAN THOSE WITHOUT AN MBA. IN FACT, THE AVERAGE SALARY INCREASE ON PRE-MBA SALARIES CAN BE AS MUCH AS 53%

CAREERS

Aberdeen Alumni have enjoyed much success in the workplace with recent graduates going on to work in the following organisations:

- Accenture
- Bank of Scotland
- BP
- Bureau Veritas
- Centrica
- Citibank
- Conoco Phillips
- EY
- Google
- High Speed 2
- KPMG
- Npower
- Royal Bank of Scotland
- Shell
- Standard Chartered Bank
- Talisman
- Taqa
- Yes Bank (India)
I got a fantastic first impression of Aberdeen. I applied to several other Universities in the UK but it was Aberdeen that replied to me just two days after my online application, and with the offer of a graduate business school scholarship too. I was so glad to receive such a quick response from the University that it really helped me make up my mind – if this University can be so responsive, so quickly, then that’s got to be a good thing going forward for the level of support I am likely to receive. And, I wasn’t wrong! Throughout the admissions process, the International Officers assisted me hugely. Right from arriving at the airport, I met colleagues who made me feel really at home. Twelve months on, I have never once regretted choosing University of Aberdeen.

I read a lot about the University and I was pleased to see everything I read about has not disappointed and has lived up to my expectations - the Sir Duncan Rice Library, IT facilities, the student support system and availability of lecturers, and administrators, in the business school always there to assist students. It’s all just amazing.

I am now more enlightened, creative and talented. Some of the block courses are so practical and all very much involve practice which can be easily applied to real life activity. The opportunities for human capital development I must say are enormous. For instance, I have involved myself in Aberdeen University Students Union (AUSA) activities. I have been an election assistant during the March, 2016 Sabbatical elections. Currently, I am a student ambassador and give advice to students who may want to come here.

Standing before the mirror showed me by the University of Aberdeen, I see a Judith Teiko empowered to empower the world.

Judith Teiko, Ghana, Africa
MBA
MBA
ENERGY MANAGEMENT

OVERVIEW

Gain a competitive advantage to advance your career with our specialised industry-focused MBA. The programme has been developed in conjunction with industry to enable people already working in the field of energy to further improve their skills, moving on and up within the sector.

It might be you’re currently in a technical role, yet want to explore new challenges at higher levels or it could be you’re already supervising, managing or leading teams on projects that simply don’t stretch your abilities enough.

Or, if you’re working outside the energy industry with transferable skills and want to get into this high growth sector, you’ll need to understand the current challenges, financial issues and decision-making processes involved.

Our MBA Energy Management has been designed to develop your talent further by developing both your knowledge base and the necessary skills to be able to put this knowledge into practice.

Our students focus their studies in a number of in-depth areas:
- Business Strategy
- Operations and Project Management
- Business & Money
- Value & Markets
- The Leadership Challenge
- Business Model Innovation
- Managing Self & Others
- Managing Change & Innovation
- Supply Chain Management
- Talking to Teams
- Energy Finance
- Future Energies
WHY STUDY ENERGY MANAGEMENT?

The increasingly complex and competitive world of energy calls for talented professionals. Our industry-led MBA Energy Management programme stands alone in the UK in developing the next generation. As the curriculum was co-created in consultation with leading industry professionals and organisations, it means that the programme is aligned to industry competencies and satisfies the skills required to advance your career. In this way...

Our MBA Energy Management programme is built upon established energy-industry research and consultancy excellence. As our staff teach modules directly related to their research specialism, the teaching we offer is informed, up-to-date, and relevant. Totally focused on developing your potential and success as an energy industry professional, we match every student with an industry mentor to give you valuable insights and connections you’ll benefit from throughout your career.

By joining this programme, you will prepare to take on higher-level positions in the Energy industry.

- DEEPEN your understanding of the key energy industry structures
- CONNECT you with the main functional areas of businesses
  - overlaying this with decision-making processes
  - revealing how these areas interact as a whole
- DEVELOP your critical-thinking and judgment-forming skills
- ENHANCE and encourage your creative and strategic thinking abilities
- SHARPEN your implementation skills both as a leader and team member
- PROMOTE your global perspective through interaction with fellow participants and mentors from every corner of the globe

PROFESSIONALLY RECOGNISED BY
group energy institute
WHAT YOU’LL STUDY

**SEMESTER 1**
Business Strategy
Business and Money
Values and Markets
Operations and Project Management

**SEMESTER 2**
Managing Change
Business Model Innovation
Managing Self and Others
The Leadership Challenge

**SEMESTER 3**
Talking to Teams
Energy Finance
Future Energies
Supply Chain Management
Or, for part-time students
two of the above and
a work-based project.
INDUSTRY LINKS

- Every full time student is matched with an Energy business professional as their mentor. This Professional Faculty of Executive Fellows are established professionals from the Energy sector.
- Our mentoring is designed to provide students with an opportunity to connect with a senior industry practitioner from the business community to deepen and enhance their learning and development.

CAREERS

The energy market is crucial to the global economy and is one of the most profitable industries there is. Additionally, our Business School has a long-standing track record of delivering MBA programmes that enhance employability. Our Alumni have enjoyed much success in the workplace with the University of Aberdeen MBA graduates securing employment with:
- BP
- Bureau Veritas UK & Ireland
- Citibank
- EY
- Google
- KPMG
- Npower
- Royal Bank of Scotland
- Stork Technical Services
- Talisman Energy
- Taqa
- Centrica

WHAT WILL IT COST?

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For entry requirements please see pages 24 - 25
Taking the University of Aberdeen part time MBA in Energy Management degree has been a truly enjoyable and rewarding experience. The programme is stimulating and relevant in an ever changing, disruptive digital landscape. It also combines forefront MBA academic thinking, strategy and application; presenting it in a varied, practical and helpful way, so that what you learn can be readily used in real world situations. The breadth and mix of international students, cultures and professional backgrounds make for an experience I will never forget, cherish and don’t want to end. I have learned and achieved much more than a higher academic qualification; I have built a professional network of friends, both student and lecturers, whom I can call upon, speak with, and support each other in life’s next great adventures.

Melvin Banford
MBA Energy Management
This programme challenges you and the way you think about leadership. You study and interact with people from different cultures and nationalities and so you get to experience learning from different perspectives. This gives you skills and tools to work in the international arena.

Five months into the programme and I have begun developing a business idea with the support of an Aberdeen business incubator. There are so many opportunities in the city which makes it a great place to study.

Edna Epelu
MBA Energy Management
MBA
FINANCE

OVERVIEW

The MBA Finance is designed for managers who are looking to take a strategic step forward in their career and are seeking a specific focus on finance. It offers the opportunity to formally recognise your business expertise and take you to an exceptional level in terms of career progression, earnings potential and job satisfaction.

Our MBA Finance will equip students with the knowledge, understanding and insight to understand contemporary issues and practices in management and finance. Importantly, students will develop practical interpersonal skills to bring about positive organisational and market change. In all of this, students explore management and finance in the context of international business and will be confident in their ability to become leaders in their chosen fields.

Through a combination of theoretical insights and real world examples our students will learn how to drive growth and sustainability within organisations in a sector of business that is constantly in high demand.

This programme encourages the development of an intrapreneurial and entrepreneurial mind-set, where students will work to come up with ideas, develop, test and plan for new sustainable ventures. Through our unique industry weeks, they will interact with organisations, working to identify opportunities and develop possible solutions for investors and key stakeholders.

WHAT YOU’LL STUDY

This pathway MBA equips students with an enhanced knowledge and understanding of accounting and finance that will enable them to pursue more specific roles in the areas of project finance and corporate finance. Students taking this pathway undertake a more finance-focused elective programme in their summer term which covers key aspects of business and management theory and practice, with a strong emphasis on balancing knowledge and skills.
HOW YOU’LL STUDY

Lectures, facilitated discussions, case studies and business simulations. Students learn through a combination of theory and practice, taking the knowledge from the classroom to the workplace. This learning will be supported by on-line forums and further learning materials and frameworks.

Assessment Methods

– Just like industry, we don’t run our programmes around exams – in fact there are no exams, just intensive real-world learning that helps you gain relevant knowledge, quickly and effectively.
– All assessments are done by a portfolio of work-based assignments.
– We’re talking about powerful knowledge that will stay with you and make you more marketable within industry long after you’ve completed the MBA.
WHY STUDY MBA FINANCE?

− Enhance your credentials with a globally-recognised MBA degree and first class management training
− Advance your leaderships skills and learn to lead with vision and purpose
− Develop a well-rounded skillset – gain the tools to succeed in your job search, as well as the communication and professional skills that business recruiters expect
− Develop interpersonal, management and leaderships skills
− Drive organisational change and help organisations to face some of today’s greatest financial and economic challenges
− Critically evaluate how value is created through innovation and marketing and how strategies are designed
− Strengthen your capacity for social, geographical and cultural mobility
− Develop critical insight into current and emerging issues and apply it in real world setting
− Study alongside world-class peers and benefit from endless professional opportunities, developing an international network while you study
− Immediate reward for you and your employer, by developing a holistic approach to understanding and solving business problems

CAREERS

Students will have the option to utilise their qualification and skills in a range of senior management positions which specialise in Finance. These are highly sought after in today’s globally competitive business environment. This MBA equips students with an enhanced knowledge and understanding of accounting and finance that will enable them to pursue more specific roles in the areas of project finance and corporate finance.
INDUSTRY LINKS

Our business connections mean we provide opportunities to network with, present to, brainstorm with and do work for industry, including:

− The chance to have your work seen by eminent members of your profession.
− ‘Live’ projects for and site visits to prestigious companies or institutions.
− Project work and workshops with visiting lecturers and industry specialists.

WHAT WILL IT COST?

For details about fees and funding please see our website:
abdn.ac.uk/tuition-fees

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For entry requirements please see pages 24 - 25
WE RECOGNISE THAT AS A BUSY PROFESSIONAL, FLEXIBLE PROVISION IS THE KEY; OUR ONLINE MBA ALLOWS YOU TO STUDY WHEREVER YOU ARE, ON THE DEVICE OF YOUR CHOOSING.

YOU CAN GAIN A PRESTIGIOUS PROFESSIONAL QUALIFICATION WITHOUT THE NEED FOR A CAREER BREAK.

Aberdeen’s online MBA is delivered through our interactive learning platform, which accurately reflects the digital environments used by today’s leading corporations and business organisations.

- Receive unlimited one-to-one tutor and student support
- Log on to our bespoke online study site and access a wealth of learning materials including informative podcasts, instructional videos featuring Executive Fellows and University Faculty, subject based simulations and specialist written content
- Manage your learning around fixed module start dates and set assessment submission schedules

The online MBA also gives you the opportunity to become part of the next generation of business specialists equipped to enter the global marketplace as entrepreneurs, consultants and inspirational leaders.

For more information please see our website: online.abdn.ac.uk/business/online-mba/
A WORLD CLASS EDUCATION. AT YOUR FINGERTIPS.
EXECUTIVE MBA
MASTER OF BUSINESS ADMINISTRATION

OVERVIEW
The University of Aberdeen Business School Executive MBA aims to meet the needs of the contemporary international business world and will give you the skills, vision and strategic leadership skills to accelerate your career.
We recognise that the business leaders of the future will be required to demonstrate professional skills, such as critical analysis and strategic planning, in addition to personal qualities, such as flexibility, adaptability and commitment. Successful organisations need leaders who can confidently navigate an increasingly competitive landscape, characterised by economic and financial instability, rapid technological development and increasing resource insecurity. Our Executive MBA will prepare you to progress with confidence into leadership roles in this new world.

The programme is designed for working professionals who have a preference for part-time study, are seeking advancement and have significant post-graduation/relevant work experience. Students will also have a strong desire to develop and enhance a range of transferable skills which are highly appropriate to a career in business. These pre-requisites are reflected in the syllabus, which consists of core (compulsory) subjects with no specialism, but have an emphasis on work-based assessment and reflective practice. Students will cover key aspects of business and management theory and practice through the modules, with a strong emphasis on balancing knowledge and skills.

We recognise that understanding the relationship between theory and practice, evaluating business tools and learning from good practice, is only a small part of what is required for a successful career in business. With this in mind our EMBA provides students with the tools to:

- Innovate, evaluate trends and drive change across all areas of business
- Understand the nature of value and value creation across all sectors of an economy
- Develop, promote and pitch ideas, products and services while establishing presence, demonstrating competencies and outlining a unique business vision in a highly competitive marketplace
- Acquire and develop managerial competence including the enhanced abilities to analyse problems, scenarios and big data
- Manage projects
- Negotiate and communicate in a fast-changing world

Our programme is delivered in London, UK, over long weekends (Friday to Sunday), following a 9 week sequence. This modular programme offers a convenient format for busy executives and an accessible venue in the heart of one of Europe’s most vibrant cities.

The EMBA is unique in its mode of delivery with an emphasis on work-based assessment and on reflective practice. Professionals can gain a prestigious qualification without the need for a career break and put themselves on the fast track to becoming the business leaders of tomorrow.
WHY STUDY EXECUTIVE MBA?

- Develop critical insight into current and emerging issues and apply it in real world settings
- Learn from leading Executive Fellows
- Hone your leadership skills
- Strengthen your capacity for social, geographical and cultural mobility
- Expand your understanding of how businesses and markets work
- Critically evaluate how value is created through innovation and marketing and how strategies are designed
- Gain a deeper understanding of the complexities and challenges of doing business with emerging economies
- Drive organisational change and help organisations to face some of today’s greatest financial and economic challenges
- Develop interpersonal, management and leadership skills
WHAT YOU’LL STUDY?

The EMBA is designed as a career development degree. This is reflected in the syllabus which consists of core (compulsory) subjects which do not require prior specialist knowledge and which have an emphasis on work-based assessment and on reflective practice. Students will therefore cover key aspects of business and management theory and practice through the modules, with a strong emphasis on balancing knowledge and skills.

There are 8 core modules bearing 15 credit points, plus a 60 credit Practical Intervention Project:

- Leading Strategic Change
- Management Effectiveness: Negotiation, Analysis, Communication, Project work
- Marketing, Reputation and Value
- Strategy
- Entrepreneurship and Innovation
- Governance, Responsibility and Ethics
- Strategic Human Resource Management
- Accounting and Finance for Executives
- Practical Intervention Project

(The final module comprises an action research project and bears 60 credit points)

The Practical Intervention Project module includes a significant research training component in the form of 20 hours of classroom teaching and 5 hours of individual supervision. The classroom teaching - which comprises a mix of lectures, group work, case studies and discussion- focuses on action research training, set within general research concepts and tools. It is designed to provide a sound underpinning to the student’s own Practical Intervention Project report.
HOW YOU’LL STUDY

LEARNING METHODS

Lectures, facilitated discussions, case studies and business simulations.

Students are expected to attend face-to-face lectures in London, UK, over long weekends (Friday to Sunday), following a 9 week sequence; one module will be delivered every 8-10 weeks.

This programme will enable students to learn from the critical understanding and discussion of theory and practice, through direct class contact and the subsequent reflective transference of this learning to the workplace environment. This learning will be supported by on-line forums and further learning materials and frameworks.

Individual supervisions complement the generic training by providing one-to-one support and feedback on the student’s specific programme of research.

CAREERS

Graduates from our EMBA programme will reap multiple benefits for themselves and their career:

- Develop new skills your employer is looking for and progress up the career ladder
- An EMBA can help you move into job positions you wouldn’t be able to otherwise
- Gain the skills you need to start your own business
- The international network you develop is one of the most valuable outcomes of your Executive MBA qualification
- Study alongside world-class peers and benefit from endless professional opportunities
- Advance your leadership skills and learn to lead with vision and purpose
- Enhance your credentials with a globally-recognized MBA degree and first class management training
- Immediate reward for you and your employer, by developing a holistic approach to understanding and solving business problems
WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

Students will be expected to cover all costs incurred when studying in London for delivery of the modules throughout the programme. If a student can’t for any reason come to the programme being delivered in London due to visa issues, the University has no power to influence UK Visa and Immigration.

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<tr>
<td>minimum of 2 years to complete</td>
<td>September or January</td>
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For entry requirements please see pages 24 - 25

There are fixed and multiple entry points, as well as exit points where students will gain a PG Cert and diploma. The EMBA is designed to provide additional flexible online provision if required, to accommodate professional work pressures in cases where this is identified as prohibitive to attending proposed module weekend sessions face to face. Each module will be delivered from Friday morning to Sunday evening on a sequential basis, following an 8-10 week pattern of delivery, support and assessment.
Future-proof your marketing career by upgrading your current thinking on digital marketing at an advanced level. Delivered online, this programme combines the expertise and insight of our top Academics and a practicing digital marketing consultancy. It aims to equip you with the skills to not only create strategy but to lead its practical implementation across the digital mix within an organisation.

The programme can be studied to postgraduate degree level or taken as Continuing Professional Development modules. Its duration is fully flexible and is dependent on your individual circumstances. A choice of exit levels is provided, allowing you to gain a greater depth of skills as you advance through the modules, leading to the award of a postgraduate Certificate, Diploma or MSc qualification respectively. This makes it an ideal choice for professionals in employment who want a qualification that fits around their current work commitments.

The programme will develop your ability to deliver a business-led strategic approach to marketing, through an in-depth knowledge and understanding of the key theories, techniques and tactics of digital marketing. You will also explore some of the disruptive opportunities offered by digital marketing.

Our theory into practice orientation will enable you to add value quickly and confidently to an organisation as you will understand not just the theory and the techniques that underscore digital marketing and marketing as a discipline, but also the challenges and techniques of digital marketing implementation.

Assignments are designed to be applied to the workplace and suitable for multiple contexts, so you can grapple with ‘real-world’ challenges as part of your studies.

On completion of the full programme, you will have gained key digital marketing knowledge, but also improved your communication and consultancy skills. You will be better equipped to undertake market analysis and create digital strategy, as well as lead digital marketing projects.
STUDY ONLINE WITHOUT INTERRUPTING YOUR CAREER
 WHY STUDY DIGITAL MARKETING LEADERSHIP?

- Study flexibly online, whenever and wherever you choose
- Excellence with relevance
- Acquire frameworks and the technical know-how that upgrades your knowledge, along with understanding of the context that puts these new skills into action
- Benefit from a variety of options due to the choice of exit levels, from Certificate and Diploma to full MSc
- Combine strategic marketing alongside a digital focus to take a leadership role as a digital marketer
- Learn from the best teachers, professional experts in the field of digital marketing so you stay current with industry developments
- Real-world learning – tutors post regular tasks and activities designed to simulate workplace challenges
- Experience innovative teaching methods
- Develop your critical thinking, reflection and interpersonal skills
- Join a network of like-minded professionals
- Career progression

WHAT YOU’LL STUDY

Degree Structure
The MSc Digital Marketing Leadership comprises 5 ‘taught’ modules and a final consultancy-based project module. All modules are 30 credits, each equating to 300 learning hours (reading, research, activities and assignment preparation). Students are given a maximum of 4 years to complete the programme.

STAGE 1 (PG CERTIFICATE)
- Digital Marketplace and Strategy
- Digital Strategy and Digital Assets

STAGE 2 (PG DIPLOMA)
- Executing a Digital Strategy
- Effective Consultancy and Project Management

STAGE 3 (MASTERS)
- Digital Futures
- Consultancy - Based Project
INDUSTRY LINKS

This programme was designed and delivered in consultation, and in conjunction with, leading industry professionals and organisations in the digital space.

Their input ensures the programme is aligned to increase your employer appeal, by developing and deepening the core competencies and skills today’s digital marketing recruiters demand.

Professionally recognised by the Chartered Institute of Marketing

CAREERS

Students graduating from the MSc Digital Marketing Leadership will be equipped to meet a significant and growing market need for digital ‘know-how’. Graduates are likely to be able to choose from a wide variety of marketing careers, from those traditionally associated with marketing (such as advertising, direct marketing, event management, market research, public relations and sales) to specialist digital marketing roles such as:

- Digital Marketing Manager and Web Manager
- PPC (Pay Per Click) Search Manager
- Search Manager / SEO Manager
- Social Media Manager

PROFESSIONALLY RECOGNISED BY

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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For entry requirements please see pages 24 - 25
UNIQUE PARTNERSHIP BLENDING LEADING UK DIGITAL MARKETING SPECIALISTS + ACADEMIC LEADERS
MSc
INTERNATIONAL BUSINESS MANAGEMENT

OVERVIEW

The world’s economy is increasingly global. As a result, demand continues to grow for individuals who understand the global context of business. By specialising in international business, you’re putting yourself in a more powerful, marketable position. A broad knowledge of the practice of business around the world is highly relevant and becoming increasingly valuable to employers.

This programme helps you connect with a deeper, more focused set of business skills, with an international orientation for an overview of how global organisations work. It is designed to provide an in-depth understanding of global practices across the spectrum of business fields in preparation for a career in global management.

Combining real life examples and activities, covering a range of business fields, you will develop practical business skills. From finance and marketing, to management and leadership, you’ll be challenged to explore these fields in an international context to understand how globalisation impacts the business community.
WHY STUDY INTERNATIONAL BUSINESS MANAGEMENT?

- A ‘conversion’ masters programme for students without an undergraduate degree in business/management - open to graduates from any discipline
- In a single year, create a major job-search advantage by kick starting a new direction in your professional life
- Broad-based business training in international business theory and practice
- The material, perspective, student body and Academic staff are truly international
- The programme attracts students from a wide range of backgrounds and nationalities, further enriching your learning experience, helping develop your cross-cultural skills and your future business network
- Develop your communication and professional skills
- Strengthen your capacity for geographical and cultural mobility

You can expect to gain many valuable transferable skills, such as;
- An understanding of how global organisations operate
- Strong communication skills (oral and written)
- Analytical and critical thinking
- Decision making
- Presentation and report writing skills
- Numeracy and an understanding of how to interpret and use financial data
- Self-motivation, initiative and effective time management
- Project and resource management
- A close understanding of economic fluctuations and other external changes affecting business

Armed with real-world knowledge and the confidence that brings, you’ll be able to credibly take on a wider range of business management roles.
WHAT YOU’LL STUDY

SEMESTER 1
Accounting and Finance for Managers
Interpersonal Management, Negotiation and Persuasion
Marketing Management
Issues in International Management

SEMESTER 2
Managing Human Resources
Internationalisation
Research Practice
The Leadership Challenge

SEMESTER 3
Either Digital Marketing or Corporate Governance and Ethics
Critical Studies Paper
New Venture Creation

All courses are subject to revision.
CAREERS

The range of career opportunities and management roles is wide, across a variety of sectors and types of organisation. International Business Management graduates are typically hired by multinational corporations, businesses involved in foreign trade (import/export), government and public institutions, international relief and environmental organisations.

Whether you would like to develop your career in the private or public sector, a multinational or SME, this programme enables you to build commercial awareness and gain a deep understanding of the challenges and trends facing global business leaders today. Whether you want to move into a specific function (like Marketing or HR), or your goal is general management, this MSc is the degree to help you make those moves and contribute quickly and effectively to your chosen employer.

To help link up what you learn on the programme with your career path beyond it, you’ll be supported by a comprehensive range of career services focused on providing you with the tools and additional skills you need to advance and transform your career potential.

INDUSTRY LINKS

Our academics come from the commercial world, as well as academia. We are constantly engaging with industry, enabling us to give you the focused knowledge and real life world skills you’ll need to compete in business.

IF I HAD TO DESCRIBE ABERDEEN IN 3 WORDS IT WOULD BE CHALLENGING, GIVING AND MAGICAL

Carina Hoddo Steinbakk, Norway
DIRECT PATHWAY TO A FAST-TRACK MBA

THIS PROGRAMME OFFERS YOU A DIRECT PATHWAY TO A FAST TRACK MBA - AFTER 2 YEARS WORK EXPERIENCE, DURING WHICH YOU KEEP A PROFESSIONAL REFLECTIVE DIARY, ALL IT WOULD TAKE IS 3 ONE WEEK BLOCKS OF LEARNING.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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For entry requirements please see pages 24 - 25
After leaving the University of Aberdeen, I started my job in Schlumberger, based in Queensland, Australia. It has been a huge transition in regard to moving across the world, but also starting a brand new job with all the challenges that entail. What helped me a lot are the lessons I learned from my time at university, both socially and academically. I now leap at new challenges and have the tools to handle them, I can speak the language in the office and I have the foundation to stand my ground in discussions. My experiences from Aberdeen have been invaluable in both getting and doing my job Down Under.

Carina Hoddø Steinbakk, Norway
MSc International Business Management
MSc
MARKETING MANAGEMENT

OVERVIEW

The programme is ideal for students who want to pursue a vibrant and fulfilling career in marketing-across a diverse range of business environments.

Marketing is one of the most popular graduate jobs you’ll come across. On this programme we help you market a very important product - YOU!

The programme offers all the elements of a high-level Masters with an innovative approach. It is built around the very latest marketing research insights into what employers need, current expert thinking and real-world practical experience.

Academic skills from your degree, such as the ability to interpret complex information, solve problems and work to deadlines will help open doors into a marketing career.
Within a core structure of eight learning modules and a dissertation/project, you’ll learn how to:

- Appraise the marketplace for opportunities and threats
- Understand the role of marketing within an organisation
- Critically appraise and challenge the relevance and practicality of marketing theories
- Interpret, apply and adapt marketing theories for use in practical settings
- Think and operate creatively to scope, refine and deliver practicable marketing proposals and solutions
- Translate ideas, theories and plans into practice
- Promote products via traditional and online media
- Work effectively as part of a marketing team

There are also live learning projects – ‘3 industry weeks’ where you’ll pick up the sort of practical tools and techniques you can immediately apply to the day job.

The programme also gives the option of a practical ‘consultancy project’ focused on an industry-relevant company issue.

**Accreditation**
The CIM is the leading professional body for marketers worldwide our students have the opportunity to gain professional qualifications through the CIM Graduate Gateway.
WHY STUDY MARKETING MANAGEMENT?

- A ‘conversion’ Masters with the distinctive duality of management and marketing that can be completed in a single year, from any undergraduate discipline
- Gain professional qualifications BEFORE you graduate
- Gain the professional skills and industry awareness you’ll need to impress recruiters
- Develop advanced knowledge of marketing strategies, principles, models, theories and practices including how to apply and adapt them across a wide range of markets
- Create a depth of knowledge through experiential learning
- Diagnose problems accurately and solve them creatively
- Communicate effectively (in both oral and written contexts)
- Persuade and negotiate, honing strong presentation skills
- Develop your teamwork skills
- Mix with students from a wide variety of educational and cultural backgrounds
- Be guided by the best teachers, who are leaders in their field. We are ranked as a Top 3 University for world-leading research impact in Business and Management Studies (REF 2014)

93.3%
OF OUR GRADUATES* ARE IN WORK OR FURTHER STUDY WITHIN SIX MONTHS OF GRADUATION

*HESA 2015-16
INDUSTRY LINKS

Reflecting the dynamic and technologically innovative nature of contemporary marketing, our industry connections will work with you to develop your practical skills through skills development workshops and live case workings.

Our industry engagement with a digital agency will enable you to learn about the practicalities of digital marketing and hone your leadership skills. In the third semester, you will have the opportunity to work with the agency.

The programme also gives you the opportunity to complete a traditional research dissertation or focus on an industry relevant issue through a practical consultancy project.
WHAT YOU’LL STUDY

SEMESTER 1
Consumer Behaviour
Interpersonal Management, Negotiation and Persuasion
Marketing Management
Marketing Decision Making

SEMESTER 2
New Product and Service Development
Marketing Communications
Business Model Innovation
Research Practice

SEMESTER 3
Digital Marketing
MSc Dissertation
OR
Marketing Project

HOW YOU’LL STUDY

The modules that you study will use a mix of highly effective learning techniques from modern to traditional, including small-group workshops, lectures, computer-based simulations, interpersonal role-plays, negotiating workshops, marketing pitch presentations.

LEARNING METHODS
Lectures, Group Projects, Seminars, Tutorials, Individual Projects

ASSESSMENT

Our programme employs a variety of assessment methods which are designed to assess knowledge, competencies and skills that are required in the role of a modern marketer.

- Just like industry, we don’t run our programme around exams – in fact there are no exams. Just intensive real-world learning that helps you gain relevant knowledge, quickly and effectively
- All assessments are done by a portfolio of work-based assignments
CAREERS

If you are looking for a challenging and exciting career in business and have a results driven, hands-on approach combined with an entrepreneurial attitude, this could be just the programme for you.

Marketing is used by virtually every organisation, both commercial and public, and the quality of that marketing often determines a business's success or failure. Whether it’s a financial institution, fashion retailer, government department, e-business or charity organisation – each needs good marketing to succeed, and each requires a different kind of sell. By applying your marketing nous in whatever field or industry interests you, you can be a key player in driving the success of any business.

This programme has been designed to prepare you for a wide range of marketing and management roles. You will develop the skills to pursue a career in all aspects of marketing including:

- Branding
- Customer relationship management
- Marketing
- International marketing
- Advertising
- Promotion
- Market research

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees
The University of Aberdeen’s marketing management programme combined marketing strategy with other business courses I felt would be most beneficial to my future career. I was also intrigued by the mix of classes with “industry weeks” where students work closely with local organisations, and the potential to work with one of these organisations for my final research project.

Margaret Brinkley, Maryland, United States of America
MSc Marketing Management
**MSc**

**ACCOUNTING AND FINANCE**

**OVERVIEW**

This programme offers students the opportunity to master a wide range of financial tools, and acquire a solid foundation of key accounting and finance topics. We will provide an in-depth understanding of both the theory and practical knowledge to develop the necessary skills for a career in accounting or financial services.

Led by renowned academics and top practitioners, you gain access to the latest finance research, software and techniques. Our strong links with financial institutions, recruiters and practitioners ensure a focus on tangible, marketable employability skills, relevant to the real financial world.

We will provide you with industry certifications from the prestigious Institute of Chartered Accountants in England and Wales (ICAEW). Our Professional Accounting module comes complete with the International Financial Reporting Standards (IFRS) Certificate. This will equip you with the knowledge of the reporting standards used by the majority of countries around the world.

You will have access to top notch facilities, including the UK’s first University trading room. This virtual trading room gives you access to the same professional tool used by major international financial services companies. You can also earn certificates to demonstrate your ability to handle professional investing tools.
WHY STUDY ACCOUNTING AND FINANCE?

- A full ‘conversion’ programme open to students with little or no previous background in accounting or finance

- Gain an essential understanding of the principles underlying current thinking in accounting and finance

- Earn top accounting credentials to accelerate your career, from the Institute of Chartered Accountants in England and Wales (ICAEW)

- Experience world leading facilities-access to the University trading room, powered by Bloomberg

- Connect with financial institutions and practitioners

- Build your business network on a global scale whilst you’re with us - we attract students from over 15 nationalities onto the programme

- Develop your communication and professional skills

- Access top-tier global recruiters. Students benefit from employer-led skills sessions from the big 4 global firms - Deloitte, KPMG, PwC and EY - to explore how to stand out at an interview or assessment centre
WHAT YOU’LL STUDY

SEMESTER 1
Quantitative Methods
Issues in Corporate Finance
Accounting
Economics Analysis

SEMESTER 2
Portfolio Analysis
Financial Analysis and International Accounting
Management Accounting
Optional Modules
(one of the following)
Professional Accounting
Studies in Accounting

SEMESTER 3
Dissertation for Finance Programmes

HOW YOU’LL STUDY

LEARNING METHODS
Lectures, Tutorials, Research, Seminars, Individual Projects, Group Projects and Assessment

The programme assesses the competency and skills that you’ll need in the financial world in a number of ways. You’ll give individual and group presentations, prepare reports, sit traditional exams, write academic essays and, over the summer period, complete the Dissertation.
INDUSTRY LINKS

Our Academics come from the commercial world as well as Academia and we're constantly engaging with industry. Our business connections provide opportunities to network with, present to, brainstorm with and do work for industry, including:

- The chance to have your work seen by eminent members of your profession
- ‘Live’ projects for and site visits to prestigious companies or institutions
- Project work and workshops with visiting lecturers and industry specialists

ACCREDITATION

The value of our MSc Accounting and Finance has been further enhanced by being recognised by ACCA. They have agreed that those gaining their MSc from the programme will be exempt from the first four professional papers in their syllabus. We are hoping to add further exemptions to this.

Additionally, you benefit from industry certification from one of the most prestigious accounting bodies in the world, The Institute of Chartered Accountants in England and Wales (ICAEW). This Masters comes complete with a professional module, enabling you to earn the International Financial Reporting Standards Certificate. IFRS is used by the majority of countries around the world.
CAREERS

Did you know, a higher percentage of company board members have an accountancy qualification than any other kind of postgraduate qualification? Having a recognised accountancy qualification opens many career doors.

The MSc in Accounting and Finance at the University of Aberdeen has been created to thoroughly prepare you for a successful career across a variety of potential accountancy and financial related roles and industries. Whether that’s training to become an auditor, working for an accountancy firm or in an accountancy department within a large company, the knowledge and financial skills you’ll gain will enhance your potential.

Employers and graduates increasingly ask Universities to concentrate on the graduate attributes which make job applicants employable.

Not only do our Accounting and Finance postgraduates leave with the underlying business knowledge essential to successful business, they develop and thus can offer potential employers the crucial characteristics and skills - strong communication and interpersonal skills, quantitative knowledge and technical skills - sought after in today’s globally competitive business environment.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/ tuition-fees

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For entry requirements please see pages 24 - 25

“Accounting students with IFRS education, experience or knowledge should highlight it at the top of their CV. It shows you as current on trends and standards.”
**MSc**

FINANCE AND INVESTMENT MANAGEMENT  (CFA and non CFA options)

**OVERVIEW**

This well-established MSc is founded on years of financial and investment expertise within the Department – and on some powerful global connections with the financial sector. We focus not only on academic success but on helping students to build the broad range of specialist skills and experience that contribute to employability.

We are home to the UK’s first University trading room that streams up-to-the-minute data to enable would-be traders and fund managers to ‘practice’ investing. It’s a hands-on opportunity for you to react instantly to live news feeds and gain the skills required to work productively in the financial services industry, picking up the practical skills required for life at the Stock Exchange before you graduate.

You don’t need a background in finance or business-related-subjects, but being numerate will be advantageous. This programme will provide a thorough grounding in theoretical and practical aspects of finance, economies and investment for both early career finance professionals and those aspiring to enter a finance profession.

With a highly practical approach to learning, topics cover a wide range of finance discipline areas, such as;
- Corporate finance
- Economics
- Portfolio management
- Accounting and financial reporting
WITH CFA OPTION

The programme runs in parallel with the globally-recognised qualification CFA Level 1, so you have the opportunity to take this leading professional qualification as part of the MSc with 6 weeks dedicated study to maximise your chances of successful completion. CFA Level 1 will open up the investment management world in more depth and sets a base for what you need to know at the beginning of your career as an investment professional. You’ll add allure to your CV with this upgrade, plus have fewer exams to take whilst working.
WHY STUDY FINANCE AND INVESTMENT MANAGEMENT (CFA & NON CFA) OPTIONS

- A ‘conversion’ masters programme for students without undergraduate degree in finance/accounting - open to graduates from any discipline

- Does not require accounting, finance or any quantitative study to be completed at undergraduate level

- Expand your knowledge of the finance industry

- Strong emphasis on the practical application of theory

- Develop awareness of professional best practice and the principles underlying current thinking in finance

- Earn top credentials to accelerate your career before graduation with CFA Level 1 and be taught by experienced professionals who are active in consultancy in the City (CFA option)

- Use of advanced tools and quantitative techniques to appraise financial opportunities

- Experience world leading facilities-access to the University trading room, powered by Bloomberg

- Develop your communication and professional skills

- Access top-tier global recruiters. Students benefit from employer-led skills sessions from big name global finance brands – Deloitte, KPMG, PwC and EY – to explore how to stand out at an interview or assessment centre

- Acquire and develop research skills and techniques relevant to higher academic qualifications in finance
WHAT YOU’LL STUDY

**SEMESTER 1**
- Quantitative Methods
- Issues in Corporate Finance
- Accounting
- Economic Analysis

**SEMESTER 2**
- Portfolio Analysis
- Empirical Methods in Financial Research
- Financial Analysis and Markets
- CFA OPTION: Professional Finance
- NON CFA OPTION: Studies in Finance

**SEMESTER 3**
- Dissertation for Finance Programmes

HOW YOU’LL STUDY

**LEARNING METHODS**
- Lectures, Tutorials, Research, Individual Projects, Group Projects, Seminars

ASSESSMENT

The programme assesses the competency and skills that you’ll need in the financial world in a number of ways – you’ll give individual and group presentations, prepare reports, sit traditional exams, write academic essays and complete the Dissertation over the summer period.
CAREERS

A qualification that’s gaining momentum, aspiring financiers and junior bankers are taking Masters in Finance qualifications and CFA exams in increasing numbers. Hiring trends in investment banks are shifting, with sales and trading desks looking for a more technical skill set with a higher level of quantitative skills. Finance graduates are highly sought-after, with employer demand showing little sign of slowing down.

Graduates of this programme typically aim for positions in the global corporate and financial sector as a business analyst, asset manager, trader, broker, hedge fund / investment advisor, consultant, credit controller, treasurer, banker, market specialist or accountant.

On the flip side, you might want to opt out of taking the professional finance module (the CFA) and pursue a further academic study of finance – maybe building to a PhD.

Whatever direction you choose, you’ll no doubt go further.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

<table>
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<th>Programme Length:</th>
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For entry requirements please see pages 24 - 25
WORK WITH A REAL TRADING PLATFORM TO SUPPORT IN-DEPTH UNDERSTANDING OF FINANCE IN PRACTICE
Studying for the MSc Finance and Investment Management with CFA is important to me because, it presents one of the best opportunities to work in international markets, giving me an advantage and moving from culture to culture, working with a broad range of clients. This coupled with my passion for technology will provide me with remarkably rewarding opportunities to develop and innovate, delivering solutions that make a true difference in the way business and capital move forward.

Aberdeen University Business School has been the perfect fit for me because it has given me a competitive advantage in beginning my career in finance. Furthermore, the extensive global connections in the finance sector, aimed at training leaders and entrepreneurs who understand business and challenge it to re-invent it for the better.

Lynette Otiti
MSc Finance and Investment Management
MSc Finance and Investment Management
OVERVIEW

Would you like to enter the business world with not only a broad management awareness, but also enhanced finance knowledge? Our MSc International Business and Finance will provide an in-depth understanding of the relationships of general management and finance in an international setting, to make you more marketable.

This programme builds on our strengths in Business Management and in Finance, which have been taught to postgraduates at the University of Aberdeen Business School for over 20 years. We have long recognised that some students will want to be finance specialists and work in the banking industry for example, while others would prefer a broad general management programme to prepare them for the wider jobs market. There are students who sit between these two distinctive paths and it is for this reason we have launched International Business Finance, for those who want to enter general management with an edge in finance.

This programme is designed for graduates who do not have a financial background, but are confident in numeracy and combines key elements of management with a core foundation in finance. Participants will be able to not only see how they would operate as managers, but also know that they can be confident in analysing business financial performance and making decisions in a broader context.

The combination of a research-led approach and a practical, professional focus, makes the prospect of studying our MSc International Business and Finance highly appealing for those seeking to develop their knowledge and analytical skills in not only management, but also finance-relevant fields. Our high quality programme develops skills valued by employers, including independent learning and research, analytical skills, group work, presentation skills, project work, computer skills and numeracy.

For someone who is already confident and competent with numbers, this programme will take these strengths and enable you to embed them in a financial context. By combining a solid foundation in finance with a broad management understanding, this programme will give you the knowledge and skills you need to succeed.
WHY STUDY INTERNATIONAL BUSINESS AND FINANCE?

- Our Business School is internationally recognised for its excellence in world-leading research impact in Business and Management Studies ranked in REF 2014 as a Top 3 UK University

- Does not require a background in business or a finance degree

- Develop core finance knowledge and be able to apply it in real world settings

- Bring together management and finance in a unique way

- In a single year, create a major job-search advantage by kick-starting a new direction in your professional life

- Broad-based business training in international business theory and practice

- The University, Academic staff and study body are truly international

- Develop your communication and professional skills

- Strengthen your capacity for geographical and cultural mobility

- Access top-tier global recruiters such as Deloitte, KPMG, PwC and EY - to explore how to stand out at an interview or assessment centre

- Experience world leading facilities-access to the University trading room, powered by Bloomberg’

- Use of advanced tools and quantitative techniques to critically appraise financial opportunities

- Develop numerical skills and understand how to interpret financial data

- Develop skills in empirical methods in financial research
WHAT YOU’LL STUDY

SEPTEMBER ENTRY

**SEMESTER 1**
Marketing Management
Accounting and Reporting
International Issues
Business Economics

**SEMESTER 2**
Leadership Challenge
Critical Financial Report 1
Internationalisation
International Finance

**SEMESTER 3**
Corporate Governance and Ethics
Strategic Financial Analysis
Professional Skills for
Finance & Data Analysis
Critical Financial Report 2

JANUARY ENTRY

**SEMESTER 1**
Leadership Challenge
Accounting & Reporting
Internationalisation
International Finance

**SEMESTER 2**
Corporate Governance and Ethics
Strategic Financial Analysis
Professional Skills for
Finance & Data Analysis
Critical Financial Report 1

**SEMESTER 3**
Marketing Management
Critical Financial Report 2
International Issues
Business Economics
HOW YOU’LL STUDY

LEARNING METHODS
Lectures, Tutorials, Research, Seminars, Individual Projects, Group Projects and Assessment.

ASSESSMENT
Students will be assessed based on the competencies and skills that are needed in the financial world in a number of ways, through the preparation of; individual and group presentations, posters, reports and academic essays. The modules are delivered in block mode, where each one is taught separately over a three week period, before moving on to the next module. There are no examinations for the modules, which are all assessed using a variety of continuous assessment methods.

INDUSTRY LINKS
Our Academics come from the commercial world as well as Academia and we’re constantly engaging with industry. Our business connections mean we provide opportunities to network with, present to, brainstorm with and do work for industry, including:

- The chance to have your work seen by eminent professionals
- ‘Live’ projects for, and site visits to, prestigious companies or institutions
- Project work and workshops with visiting lecturers and industry specialists
CAREERS

With many years of equipping students for the finance industry, it is clear that a combination of the academic and professional will put you in the best position to get the next job or to build your career. You will have a greater understanding of a company’s finances, funding strategies and governance in a financial setting without being narrowly trained in finance alone. You will have the advantage of having an edge over other general management graduates, as you will be able to understand financial objectives and the need for good financial planning.

Our programme will help to position you at the more quantitative end of a range of professions and will provide you with the knowledge and confidence you need to succeed in industries such as: accounting and professional services, investment banking, consultancy, supply chain management, corporate mergers and acquisitions and marketing.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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For entry requirements please see pages 24 - 25
This online MSc is founded on the considerable financial expertise within the Business School and on powerful global connections with the financial sector. We focus not only on academic success but on helping students to build the broad range of specialist skills and experience that to help to advance their career.

The online programme combines degree-level study with professional training, providing you with the opportunity to study towards the globally-recognised qualification CFA Levels 1 and 2 as part of the MSc. There are alternative routes for those who do not wish to do CFA or decide to do only level 1. The CFA exams open up the investment management professional world and combining this with an MSc Finance will provide you with all the tools you need for a successful career in financial management.

This programme will provide a thorough grounding in theoretical and practical aspects of finance, economics and investment for those who have already embarked on their finance career and those aspiring to enter a finance profession.

The programme begins with the core disciplines underpinning finance and then builds on these, finishing with a project or dissertation as the capstone of your study and achievement. The programme takes approximately two years and two months to complete, dependent on your chosen start date and pathway.

WHAT YOU’LL STUDY

The programme, which runs in January, March, July and October, is divided into three blocks of approximately eight months of study. The programme begins with the core disciplines underpinning finance and then builds on these, finishing with a project or dissertation as the capstone of your study and achievement. You have the option to study for CFA level 1 and 2 exams with preparatory learning materials delivered by Fitch Learning.
HOW YOU’LL STUDY

Learning and teaching are delivered in an innovative way via the University of Aberdeen bespoke online study environment. The study environment is carefully designed to be secure, reliable and user friendly, where all of the learning materials are stored and where communication with your tutors and fellow students takes place.

If you choose to incorporate the CFA preparation into your studies, you will benefit from training provided by Fitch Learning. CFA learning and exam preparation will be completed on the Fitch Learning online learning platform. Although the preparation materials will be studied separately within a different platform, studies with Fitch Learning will link directly to the MSc Finance programme.

WHY STUDY FINANCE?

You will acquire the competitive advantage needed to launch your career in finance within a global business environment by developing your intellectual, interpersonal and practical skills.

Invaluable insights from employers and industry practitioners.
Experience real-life business scenarios and access sophisticated financial management technology and software as used by blue-chip employers and all sizes and sectors of business.

The prestige of being a student of a university ranked consistently among the top 1% of the world’s universities, and recognised amongst in the top 40 universities for ‘international outlook’.

Develop the communication and professional skills that are highly regarded by recruiters across the finance industry.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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For entry requirements please see pages 24 - 25
**Overview**

It’s a highly-distinctive, 1-year Masters programme combining the disciplined study of economic principles with a deep understanding of the dynamic, constantly evolving energy industry.

In the first semester, we’ll make sure you’re fully versed with the key micro and macroeconomic modelling techniques. To make financial sense of the data, there will be time spent understanding the critical aspects of financial analysis. You’ll also gain an in-depth understanding of energy and petroleum economics and explore issues like the Hotelling model and oil price behaviour, the role of OPEC and the issues of global warming and renewables in an economic context.

Semester two will be where we ramp up your strategic thinking using game theory to demonstrate how businesses interact strategically, globally. We’ll help to develop your individual analytical skills and judgement surrounding energy industry investment decisions having to be made in an uncertain world. Finally, we also cover some more advanced quantitative techniques such as time series analysis and Monte Carlo simulation.

During the summer term, you’ll undertake a dissertation project from a range of possible key topics in the petroleum and energy industries. Past subjects have included economic evaluation of oil and gas taxation, empirical analyses of energy commodity prices and analyses of the viability of energy investment projects - in both the petroleum and renewable sector.

**MSc**

**PETROLEUM, ENERGY ECONOMICS AND FINANCE**
WHY STUDY PETROLEUM, ENERGY ECONOMICS AND FINANCE?

Aberdeen University is an established leader in teaching and research in the fields of economics and energy. Our MSc Petroleum Energy, Economics and Finance builds on our considerable strength in these fields.

The Business School is nationally and internationally renowned for its research in Energy and Environment, Finance and Governance, Work, Health and Wellbeing and Property Market Analysis. In the last Research Excellence Framework (REF) 2014, 71% of our research was graded as ‘world leading’ or ‘internationally excellent’.

With a world expert in Energy Economics, Professor Alexander Kemp OBE, actively teaching on this programme, it is a programme of study that is without equivalence.

We draw a highly distinctive mix of students, spanning both nationalities and disciplines. So you’ll be encouraged to look at energy business challenges from across disciplines, with an integrated perspective – about a third of students come from an economics/finance background, a third have a scientific background and the final third come from the social sciences.

Last year, in a class of 38, students represented 26 different nationalities – the students referred to themselves as the ‘United Nations class!’

It is this diversity of the student cohort that brings a richness of experience. Learning alongside classmates who contribute wide-ranging perspectives will help you acquire skills beyond the Academic and the technical - that cultural intelligence, those soft skills - that employers increasingly seek.

Our programme is accredited by the Energy Institute, giving students a clear route to professional membership or chartered student status.
WHY STUDY PETROLEUM, ENERGY ECONOMICS AND FINANCE?

- A distinguished department, we’re home to two highly-rated relevant research centres – Aberdeen Centre for Research in Energy Economics and Finance (ACREEF) and the Scottish Experimental Economic Laboratory (SEEL)
- Accredited by the Energy Institute
- All staff members teaching on the programme are actively involved in research in a range of energy economic areas: crude oil markets, crude oil prices, renewable energy, electricity markets, and trade and environment
- Strong links and active engagement with professional practice, multi-nationals and government agencies around the world
- Obtain insights into commercially-oriented analysis
- Develop quantitative skills to better utilise data to inform strategic decisions
- Learn to analyse energy markets and the micro and macro impacts of various stimuli
- Work and network with employers from a range of national and multi-national companies through our visiting speaker programme
- Field trips organised to energy industry sites
- Acquire the global perspectives essential to professional success

INDUSTRY LINKS

The programme incorporates significant input from the Energy industry. Our MSc Petroleum Economics, Energy & Finance has seen former students creating their dissertations in association with specific companies such as BP, Total and Scottish Government.

We also bring together a range of visiting speaker and mentors from leading industry names such as Wood Mackenzie and Palantir Solutions who share their knowledge with students of how the economic world of energy works.
MSc PETROLEUM, ENERGY ECONOMICS AND FINANCE?

WHAT YOU’LL STUDY

SEMESTER 1
Accounting
Introduction to Energy & Petroleum Economics
Introduction to Corporate Finance for Energy
Economic Analysis for Energy
Quantitative Methods for Energy Economics

SEMESTER 2
Real Options and Decision Making
Issues in Energy Petroleum Economics
Business Strategy
Empirical Methods in Energy Economics

SEMESTER 3
Dissertation in Petroleum Energy, Economics and Finance

HOW YOU’LL STUDY

LEARNING METHODS
Lectures, Tutorials, Research, Individual Projects, Seminars

ASSESSMENT
By course work, by written examination or by a combination of those, as prescribed for each module.

PROFESSIONALLY RECOGNISED BY
MEET ONE OF OUR WORLD EXPERTS: PROFESSOR ALEX KEMP OBE

PROFESSOR KEMP WROTE THE ENERGY ECONOMICS RULEBOOK. LITERALLY.

THINK WHAT YOU COULD LEARN FROM HIM. DISTINCT FROM SOME OTHER BUSINESS SCHOOLS, OUR WORLD EXPERT ACADEMICS ACTIVELY TEACH STUDENTS ON THIS PROGRAMME.
Through this programme I came to realise that the basic concepts that I had learnt from the intensive two semesters could be directly applied to the real-world problems.

Sermphon Klaiseengern
MSc Petroleum, Energy Economics and Finance
Most of our students are aiming to specialise as analysts in the oil or gas industry or perhaps in a government department that deals with industry. The programme has paved the way to success for former students securing roles as Energy and Business Consultants, Strategy Analysts, Market Analysts, Commercial Analysts, Economists, Project Managers and Oil and Gas Associates.

We’ve had many students going through to successful, rewarding careers with a range of top employers. Let’s name drop a few:

- Aditya Birla
- BP
- Citibank
- Centrica
- ConocoPhillips
- Deloitte
- EY
- ExxonMobil
- Petroleum Commission, Ghana
- Palantir Solutions
- PwC
- Sapient
- UBS Investment Bank
- UK Department of Energy and Climate Change (DECC)
- Schlumberger
- Talisman
- Total

The list really does go on and so does the number of posts our past students have successfully applied for. Here’s a small selection:

- Energy and Business Consultant
- Strategy Analyst
- Market Analyst
- Commercial Analyst
- Economist
- Oil and Gas Associates
- Project Manager

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees
THE PROCESS THAT ALMOST NEVER STOPS, THE CONSTANT FEELING OF LEARNING SOMETHING NEW.
I chose Aberdeen University for its reputation in teaching and research in Energy Economics coupled with Finance. In our class, there were so many opportunities to undertake work based dissertations which gives meaning to the research by making it applicable outside the classroom environment. Aside the knowledge acquisition, my research and reporting skills have been enhanced with introduction to tools such as EViews, Stata and Sage. The whole experience of the beautiful Granite City has been worthwhile. I came to get an education but I have received way more than that.

Peggi Denkyi, Accra, Ghana
MSc Petroleum, Energy Economics and Finance
ONLINE STUDY IN ENERGY ECONOMICS & FINANCE

OVERVIEW

This online programme combines the disciplined study of economic principles with a deep understanding of the dynamic, constantly evolving energy industry. Students will find the Postgraduate Certificate in Energy Economics and Finance intellectually challenging and provides career-ready credentials to help increase your appeal to employers.

The aim of the programme is to provide a comprehensive study of energy economics analysing issues such as, energy demand and supply, the Hotelling model, oil price behaviour, the role of OPEC and the issues of global warming and renewables. Students will develop their knowledge of the key micro and macroeconomic modelling techniques, as well as gain an in-depth understanding of financial analysis and its application in the energy sector.

Our academics are experts in Energy Economics and along with our Energy industry partners, will help our students to:

- Obtain insights into commercially-oriented analysis
- Develop quantitative skills to better utilize data to inform strategic decision making
- Learn to analyse energy markets and the micro and macro impacts of various stimuli
ONLINE STUDY IN ENERGY ECONOMICS AND FINANCE

STUDENTS SIGN UP AT ANY TIME

OPTION 1 - PROFESSIONAL DEVELOPMENT CERTIFICATE

YOU CAN STUDY ONE OR ALL OF THE MODULES BELOW

- Quantitative Methods for Energy Economics
- Economic Analysis for Energy Markets
- Investment Analysis for Energy

ONLINE SELF-ASSESSED DIGITAL WORKBOOK

SUCCESSFULLY PASS ALL 4 MODULES AND AWARDED PROFESSIONAL DEVELOPMENT CERTIFICATE

OPTION 2 - POSTGRADUATE CERTIFICATE

YOU MUST COMPLETE

ONLINE SELF-ASSESSED DIGITAL WORKBOOK

&

MARKED ASSIGNMENT

OR

AN EXAM AT AN APPROVED ASSESSMENT CENTRE

FOR ALL MODULES FROM OPTION 1

ON SUCCESSFUL COMPLETION AWARDED PG CERT

OPTION 3 - MSc PETROLEUM, ENERGY, ECONOMICS & FINANCE

COMPLETION OF PG CERT VIA THE EXAM ROUTE PROVIDES ADVANCED ENTRY TO (ON CAMPUS) MSc PETROLEUM, ENERGY, ECONOMICS & FINANCE*

FIND OUT MORE

gbs@abdn.ac.uk     +44 (0)1224 273235
WWW.ABDN.AC.UK/PGT/EEF

* Subject to performance & discretion of Admission Board
WHY STUDY ENERGY ECONOMICS AND FINANCE

The global energy sector is a complex environment characterised by various influential factors such as, resource constraints, government policy and international agreements. In order to conduct such industry and policy actions successfully, a comprehensive knowledge of the relative economics is essential. Our programme is designed to provide students with the fundamental economic skills and knowledge required for a successful career in the energy industry or governmental organisations.

- Our Business School is internationally recognised for its excellence in world-leading research impact in Business and Management Studies ranked in REF 2014 as a Top 3 UK University
- We are home to two highly-rated relevant research centres - Aberdeen Centre for Research in Energy Economics and Finance (ACREEF) and the Aberdeen University Centre for Energy Law (AUCEL)
- Strong links and active engagement with professional practice, multi-nationals and government agencies around the world.
- Gain insights into commercially-oriented analysis.
- Develop quantitative skills to better utilize data to inform strategic decisions.
- Learn to analyse energy markets and the micro and macro impacts of various stimuli.
- Acquire the global perspectives essential to professional success
- Work and network with employers from a range of national and multi-national companies through our visiting speaker programme.
- Acquire the global perspectives essential to professional success.
- Develop critical insights into current and emerging approaches and apply these in real world settings.
- Develop your communication and professional skills’
- Strengthen your capacity for social, geographical and cultural mobility.
WHAT YOU’LL STUDY

Each module has been designed to provide students with the ability to expand their knowledge of world energy markets. Developing an in-depth understanding of the relevant economic theory, you will have the confidence to analyse the key issues in the energy industry. Through the modules, you will be able to understand and analyse the key drivers of energy demand and supply, how energy sector makes investment decisions, how governments design and implement their energy and environmental policies, the different types of fiscal policy on the exploration of non-renewable resources, how to use and analyse energy data.

Key learning outcomes:

- Analyse the key drivers of energy demand and supply
- Understand the economics of renewable and non-renewable supply
- Analyse the structure of energy markets
- Identify the main features of the evolving petroleum market
- Evaluate the role of OPEC
- Evaluate and analyse the government policy on petroleum exploitation
- Analyse and evaluate projects in the Energy sector
- Analyse the supply of Electricity and the relevant fiscal policy
- An ability to use calculus to analyse simple economic and financial models
- Evaluate and analyse financial energy data
- Determine the key drivers of oil price behaviour
- Understand how the energy industry deals with risk in investment decisions
- Understand and analyse the interconnection of energy and the environment
- Evaluate the economic impact of climate change
HOW YOU’LL STUDY

LEARNING METHODS
Administration of this programme is via Moodle.

Tutoring
Students will have the opportunity to engage with the lectures in course-specific webinars and forums prior to the written examinations.

Assessment
Assessment will be through online methods and/or in person exams or written assignments.

Written examinations will take place twice per year in either the student’s choice exam centre, subject to approval by the University of Aberdeen, or the University of Aberdeen.

CAREERS

This programme is appealing for students who are looking to enter a career in the energy sector, consultancy and environmental or regulatory departments of energy and other energy companies.

It offers a flexibility of learning through online provision and the option of progression to the on-campus program, not seen in competing programs. The programme reaches beyond corporate interest alone to governments and NGO’s, who also need high quality graduates with an excellent understanding of the energy sector.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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**MSc**

**LAW AND ECONOMICS OF OIL AND GAS**

**OVERVIEW**

Our unique Masters programme combines the disciplines of Economics and Law to prepare you to enter this specialised sector in oil and gas.

We recognise that the global oil & gas sector has evolved in a complex environment characterised by various influential factors such as government-controlled hydrocarbons, financial markets, the global crude oil market, economic uncertainty, licensing, taxation and contracts. These crucial factors bear significant influence on decision making in projects and government policies, therefore a strong understanding of the relative economic dynamics, laws and regulations is essential.

The University of Aberdeen is an established leader in teaching and research in the field of energy, and our new MSc builds on our considerable strengths in these areas. Our key programmes such as the MSc Petroleum, Energy Economics and Finance, as well as the LLMs in Oil and Gas Law and in Energy Law, are taught by industry experts that not only write the books in these areas but also actively advise governments and industry.

Students will benefit from interacting with world leading researchers in the field of energy economics and law such as, Professor Alex Kemp OBE, and Professor John Paterson. You will also have direct access to the Aberdeen Institute of Energy, powered by the University and be able to utilise our strong links with industry and policymakers.

We draw a highly distinctive mix of students from 40+ nationalities, spanning both disciplines. This programme, therefore, allows you to look at the energy business challenges from across disciplines, with an integrated perspective. It will allow you to bridge the commercial and legal departments of oil companies as well as the governmental ministries.

Our MSc in Law and Economics of Oil and Gas is intellectually challenging and provides career-ready credentials to help increase your employability in legal, financial and commercial aspects of the oil and gas sector.
WHAT YOU’LL STUDY

Students will have the opportunity to explore a range of themes to broaden their knowledge and sharpen their critical analysis of current global debates and challenges, these include:

- Licensing and upstream taxation
- Investment appraisal techniques and risk analysis
- Health, safety and environmental regulation
- Crude oil market, determinants of oil supply and demand
- Principles of accounting
- Principals and features of oil and gas contracts

WHY STUDY LAW AND ECONOMICS OF OIL AND GAS?

- Our Business School is internationally recognised for its excellence in world-leading research impact in Business and Management Studies ranked in REF 2014 as a Top 3 UK University
- We are home to two highly-rated relevant research centres - Aberdeen Centre for Research in Energy Economics and Finance (ACREEF) and the Aberdeen University Centre for Energy Law (AUCEL)
- Obtain insights into commercially-oriented analysis
- Work and network with employers from a range of national and multi-national companies through our visiting speaker programme
- Acquire the global perspectives essential to professional success
- Develop critical insights into current and emerging approaches and apply these in real world settings
- Develop your communication and professional skills; Strengthen your capacity for social, geographical and cultural mobility
- Strong links and active engagement with professional practice, multi-nationals and government agencies around the world
CAREERS

Our MSc in Law & Economics of Oil and Gas will build your expertise and grow your contacts. Upon completion, you will be equipped with the intellectual, critical and practical skills that are fundamental to successful careers in the area of oil and gas. Career opportunities range from positions with oil and gas companies, with international law firms servicing the industry and also with government ministries.

Equally, you can choose to use the programme as a step towards your PhD and beyond that, to work in the academic world. As Law and Economics touch so many parts of public life, they have become well regarded as stepping-stones should you perhaps wish to enter politics, business, international finance or banking. Employers are increasingly valuing the transferable skills graduates can bring to industry and other international business organisations, skills that include research, critical thinking, problem solving, effective communication, and diplomacy.

CAREER OPPORTUNITIES

- Commercial Adviser
- Energy and Business Consultant
- Investment Analyst
- Market Analyst
- Oil and Gas Associates
- Project Manager

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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MSc
FINANCE AND REAL ESTATE
(with CFA and non CFA options)

OVERVIEW

Combining the study of two complementary subject areas with leading industry accreditations and professional training ensures our students graduate as industry-ready and are highly sought-after by employers all over the world.

Designed to extend your capability and range in all financial aspects of real estate and property development, this Masters offers a particular focus on commercial property valuation and investment and the study of international real estate markets. Several key strengths include:

- Your degree is accredited by the Royal Institution of Chartered Surveyors (RICS)
- The programme runs in parallel with the globally-recognised qualification CFA Level 1, so you can take this qualification as part of the MSc, being coached by professional finance trainers
- Your degree is recognised by the well-respected Investment Property Forum (IPF) to add further allure to your CV
- We support your understanding of finance in practice with access to a market-leading financial database

During the year, the programme provides you with a deep understanding of the latest theoretical and numerical materials, such as:

- How do developers decide what to build?
- How are commercial properties valued?
- What is the difference between value, worth and price?
- What sources of finance are available to a property investor?
- What are the benefits to an investor of owning a mixed asset portfolio that includes commercial property investments?

This programme is open to graduates from any discipline, and does not require business or management study to be completed at undergraduate level.
On this programme, you get to take advantage of our Asian studies tour, visiting Hong Kong, Singapore, Tokyo, Beijing and Shanghai for 4 weeks, meeting with experts and Academics in the real estate sector.

**IT’S PRICELESS** NO OTHER PROGRAMME ACROSS EUROPE OFFERS YOU THE OPPORTUNITY TO DO THIS. EACH OF THE SPEAKERS WITHIN THESE SEMINARS WILL BE A PROFESSIONAL CONTACT OF MINE IN THE NEAR FUTURE.

Carlos Miguel Garcia, MSc Real Estate (International)
WHY STUDY FINANCE AND REAL ESTATE

This programme offers:

- A ‘conversion’ programme that can be completed in a single year as a route to a professional career in real estate
- Combine two complementary specialisms within one degree programme
- The skill sets, employable knowledge and the practical experience demanded by financial and real estate markets and appropriate techniques applied in these markets
- The only professional accredited Masters in Real Estate in Scotland within a business school
- Secure the global gold standard in finance, the CFA Level 1 qualification during your studies
- Multi-disciplinary input (Economics, Finance, Law as well as Real Estate)
- Investment Property Forum (IPF) has included this programme on their selected list of graduate programmes that they consider to provide the relevant skills necessary for those operating in the property investment market
- Excellent employment prospects

We are also home to the Centre for Real Estate Research (CRER), which acts as a focus for interdisciplinary research in the area of Real Estate Investment and Property Market Analysis. Since inception in 1995, CRER has matured into an established and internationally recognised research grouping. It supports staff in the development of collaborative activity and seeks to shape the rapidly emerging international research agenda in real estate.

And because our staff offer programmes that relate to their research specialism - which informs our teaching - you’ll benefit from a learning experience that’s enthusiastic and up to date on the latest thinking.
WHAT YOU’LL STUDY

**SEMESTER 1**
- Quantitative Methods
- Accounting
- Valuation and Finance
- Real Estate Economics

**SEMESTER 2**
- Portfolio Analysis
- Financial Analysis and Markets
- Real Estate Development and Appraisal
- Professional Finance

**SEMESTER 3**
- Real Estate Dissertation
  OR
- Optional Modules - Asian Cities Tour
  - Asian Cities – Hong Kong
  - Asian Cities – Seoul/Tokyo
  - Asian Cities – Singapore
  - Asian Cities – Shanghai/Beijing

HOW YOU’LL STUDY

**LEARNING METHODS**
- Lectures, Research, Individual Projects,
- Tutorials, Field Trips, Group Projects,
- Seminars

**ASSESSMENT**

The programme assesses the competency and skills that you’ll need in the financial and real estate world in a number of ways – you’ll give individual and group presentations, prepare reports, sit traditional exams, write academic essays and complete the Dissertation over the summer period.

INDUSTRY LINKS

The Real Estate Group has strong links with the profession with practitioners regularly involved in workshops and field trips.

These connections mean we provide unrivalled opportunities to build your employable knowledge and networks locally, nationally and globally.

ACCREDITATION

Accreditation and world-wide recognition from the Royal Institution of Chartered Surveyors (RICS) allows graduates to proceed to the RICS Assessment of Professional Competence (APC).

This degree is also recognised by the well-respected Investment Property Forum (IPF). All of which gives you strong advantages in the jobs market - which makes a very compelling argument for choosing Aberdeen.
CAREERS

This MSc’s unique combined programme provides a credible platform for both finance and real estate career options – preparing students for rewarding posts in real estate finance or real estate portfolio management. Once you possess the key professional skills and commercial knowledge this programme provides, you’ll have greater scope to apply for higher-level positions and enjoy higher levels of reward.

Our MSc graduates have entered into a wide variety of employment, including professional firms, finance, real estate research, consultancy and the public sector.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

Students choosing the Asian Cities option must note that they are responsible for their travel and accommodation expenses.

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<tr>
<th>Programme Length:</th>
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<td>Full time: 12 months</td>
<td>September</td>
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For entry requirements please see pages 24 - 25

PROFESSIONALLY RECOGNISED BY

RICS Accredited Course
My programme has definitely helped me gain all the basic and expert knowledge I need to start my career. I received support throughout my studies with regards to my research, assignments and the dissertation. All the staff and Professors are very welcoming and we all benefited from their real work knowledge and experiences. We also had the opportunity to hear from very interesting guest lecturers and put our learnings into practice.

Isabella Maurer
MSc Finance and Real Estate
MSc
REAL ESTATE

OVERVIEW

Want to join an exciting profession with excellent career prospects?

The degree is a 12 month full time ‘conversion’ programme for students with a wide range of first degrees who want to fast-track a career path into the real estate profession.
With proven academic credentials, this Masters degree has been running at the University of Aberdeen for over 25 years, underpinned by our world-renowned strengths in valuation, property investment, economics and finance. Combining academic rigour with the professional edge, the degree has become highly regarded by employers throughout the world.

The main emphases of the programme are on:

- Economics, finance, business and quantitative skills
- Institutional and legal factors and the policy environment of real estate
- Property valuation, market analysis, investment and development
- Analysis and problem solving in a strategic business context

You can choose from:

- A commercial UK focused real estate pathway aimed at students wishing to pursue a career in the UK
- An international real estate pathway, enabling students to gain an in-depth understanding of real estate from a global perspective

For our international pathway students, we’ve incorporated a 5 cities Asian studies tour into the module to expose you to key players in the international real estate business. Cities include Hong Kong, Beijing, Shanghai, Tokyo and Seoul. And for both pathways there’s a week-long European field trip, which in the recent past has been to Lisbon, Athens and Berlin. During these field trips, students benefit from site visits and engage in talks with leading industry figures and planning department officials.

The Real Estate Group, based within the School, is internationally recognised for its research excellence in this specialist field – and as such gives our students the great advantage of accessing a wealth of powerful data.
WHY STUDY REAL ESTATE

The programme has several key strengths:

- Degree is fully accredited by the Royal Institution of Chartered Surveyors (RICS) allowing graduates to proceed to the RICS Assessment of Professional Competence (APC) following appropriate work experience
- Degree has been running for over 25 years and has established a strong reputation among employers with many past graduates employed in senior positions in the profession
- Programme is based in the Business School and benefits from strong links with the economics, finance and management disciplines
- Offers a particular focus and strength on commercial property valuation and investment and the study of international real estate markets
- International Real Estate module includes a week long European field trip
- Students on the international pathway can elect to travel to Asia and visit 5 cities as part of the Asian Cities module
- Average cohort size of 15 to 25 students ensures an interactive, friendly learning environment
- Teaching staff are active researchers ensuring that the content is at the forefront of current thinking
- The Real Estate Group has strong links with the profession with practitioners regularly involved in workshops and field trips
**WHAT YOU’LL STUDY**

**SEMESTER 1**
- Real Estate Research
- Property Law and Institutions
- Valuation and Finance
- Real Estate Economics

**SEMESTER 2**
- International Real Estate
- Advanced Valuation and Development
- Strategic Marketing
- Real Estate Finance

**SEMESTER 3**
When studying on the Commercial pathway you can choose either:
- 2 elective modules from the summer school programme
- and a critical studies paper
- OR
- Dissertation

When studying on the International Real Estate pathway, your options are either:
- Asian Cities case studies - travel to Asia and study property investment and development case studies across five key Asian cities
- OR
- Dissertation

**HOW YOU’LL STUDY**

**LEARNING METHODS**
- Lectures, Tutorials, Seminars, Field Trips and Research

**ASSESSMENT**
- By course work, written examination or a combination of those, as prescribed for each module.
INDUSTRY LINKS

Our business connections mean we provide opportunities to network with, present to, brainstorm with and do work for industry, including:
- The chance to have your work seen by eminent members of your profession
- Work and network with employers from a range of national and multi-national companies through our visiting speaker programme
- Live projects for and site visits to prestigious companies or institutions
- Project work and workshops with visiting lecturers and industry specialists

ACCREDITATION

Accreditation and world-wide recognition from the Royal Institution of Chartered Surveyors (RICS) allows graduates to proceed to the RICS Assessment of Professional Competence (APC).

CAREERS

Our graduates achieve notable success in the employment market, with many employed by the major surveying firms in lucrative careers spanning surveying, investment, property valuation, planning and development and property management.

As there are more chartered surveying positions in London than there are in the rest of the UK, it’s no surprise that many of our past students are now enjoying careers with major surveying firms in the capital. But we also have significant numbers of former students in Glasgow and Edinburgh – not to mention many engaged with local practices throughout the UK.

As for the former students who took the international real estate pathway – many of them are now forging strong, rewarding careers across the globe from Shanghai to Hong Kong to Frankfurt.

WHAT WILL IT COST?

For details about fees and funding please see our website: abdn.ac.uk/tuition-fees

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For entry requirements please see pages 24 - 25
I had several job interviews and in almost every interview they told me that one of the main reasons for inviting me was the degree from the University of Aberdeen.

Christoph Weisser, Konigsfeld, Germany
MSc Real Estate
STUDENTS OF THE HIGHEST MERIT AND POTENTIAL WILL BE ELIGIBLE FOR OUR BUSINESS SCHOLARSHIPS. WE ARE LOOKING FOR PARTICULARLY DESERVING APPLICANTS WHO WISH TO UNDERTAKE ON OF THE SCHOOL’S MSC PROGRAMMES IN 2019/20.

Scholarships are available on a competitive basis. The University of Aberdeen invites high-achieving students to apply for the following funds that do not need to be repaid upon graduation. The scholarship will be in the form of a fee discount.
25 x £5,000

SCHOLARSHIPS FOR OUR MASTERS PROGRAMMES*
AVAILABLE FOR 19/20 ENTRY

*Does not include MBA or online programmes

Contact gbs@abdn.ac.uk to find out how to apply.
SCHOLARSHIP HOLDERS
MAKING POSTGRADUATE STUDY AFFORDABLE

GETTING MY SCHOLARSHIP TO ENABLE ME TO COME AND STUDY AT THE UNIVERSITY OF ABERDEEN WAS A DREAM COME TRUE.

It meant I could leave my current role at the Bank in Accra to come here and cut the learning curve and accelerate my professional development. I would choose to do it again and again and again and would encourage other students to apply - you might just get it, you’ll never know if you don’t try!

Peggi Denkyi
MSc Petroleum Energy, Economics and Finance
I was incredibly excited to hear that I had been granted such a prestigious Merit scholarship from the University. It has given me the opportunity to experience a different way of life, to come into contact with new career opportunities and quite simply, to see and enjoy Europe and more of the world.

**IT’S BEEN TRANSFORMATIVE.**

Carlos Garcia-Gimenez
MSc Real Estate

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RECEIVING THIS SCHOLARSHIP FROM ABERDEEN GAVE ME A WONDERFUL FEELING. IT NOT ONLY ALLEVIATES SOME FINANCIAL BURDEN BUT IS ALSO A REMINDER TO WORK HARD AND ALWAYS DO MY BEST.

Natayasa Putri
MSc International Business Management
The following programmes are coming soon. If you would like to register your interest please contact us at gbs@abdn.ac.uk and check our website for updates.

**MSc Leadership, Corporate Responsibility and Sustainability**
Our MSc addresses the social and environmental challenges facing businesses and how responsible leaders can create and embed responsible business practices across organisations. We aim to equip our students with the knowledge and insight to understand how ethical and responsible management can lead positive organisational and social change.

**MSc International Finance**
Our MSc International Finance (includes CFA) has a distinctive focus on quantitative analysis and the financial world, providing highly numerate students with a broad knowledge and understanding of the changing role and nature of international finance and investments.

*Subject to approval*
WE’D LOVE YOU TO JOIN US

CHOOSE THE UNIVERSITY OF ABERDEEN BUSINESS SCHOOL TO PLAN A BETTER FUTURE TODAY.

WWW.ABDN.AC.UK/BUSINESS