Programme Specification

MBA Pharmaceutical Management

Middlesex
University
London

1. Programme title	MBA Pharmaceutical Management
2. Awarding institution	Middlesex University
3. Teaching institution	Middlesex University
4. Details of accreditation by professional/statutory/regulatory body	
5. Final qualification	MBA Pharmaceutical Management PG Dip Middlesex University Business School (given insufficient credits) PG Cert Middlesex University Business School (given insufficient credits)
6. Year of validation	2018
7. Language of study	English
8. Mode of study	Part time distance learning

9. Criteria for admission to the programme

We consider applications on their individual merits and circumstances. However as a guide the elements we consider when assessing the suitability of an applicant are:

- A Bachelor's Degree or an equivalent qualification normally at second class honours or above - or equivalent international academic qualification.
- A minimum of two years' relevant managerial or professional work experience since undergraduate graduation. Managerial experience means having responsibility for people and / or functions and / or relevant technical expertise.
- At least two years' experience working in the pharmaceutical or related industry sectors.
- Candidates without an undergraduate honours degree must demonstrate at least five years' senior managerial experience and may be required to submit a GMAT test result of 550 or higher. A full description of your experience is essential to show clearly your successful career path and the contribution you can make to the MBA Pharmaceutical Management programme. Fluency in spoken and written English is a requirement for entry to the programme. This can be by English being your mother tongue or you have previously successfully completed an undergraduate or postgraduate qualification at a recognised institution where the medium of tuition and assessment was entirely in English (proof must be provided). Where this is not the case, an unconditional offer cannot be given until you provide satisfactory evidence of your English language ability by:
- A minimum IELTS score of 6.5 (with minimum 6.0 in all four components). You can take this test in any of the centres in British Council offices overseas. Applications should be made direct to the local office. If no office is available, enquire at the British Consular Offices.
- A minimum TOEFL score of 575 (no less than 4.5 in test of written English) or TOEFL iBT of 90 (with no less than 19 in each component).
- Or equivalent qualification.

Candidates not meeting these requirements may, in exceptional cases, be considered for admission where there is strong supporting education or experience. All such cases will be at the discretion of the MBA Programme Leader.

10. Aims of the programme

The programme aims to:

develop individuals to manage successfully and ethically within the Pharmaceutical or related industries, in an increasingly global, diverse and dynamic business environment. The programme furthermore aims to produce reflective, accountable management professionals.

This aim is achieved through:

- ensuring that students gain a thorough and integrated understanding of the various disciplines that contribute to the study of management as this applies within Pharmaceutical Management;
- facilitating the application of such disciplines to ensure effective practice;
- enhancing personal and professional skills for management and leadership.

Specific objectives for the MBA Pharmaceutical Management - students will improve their ability to:

- enhance and develop previous relevant experience in business and management

- apply previous and newly acquired knowledge and experience to complex business issues in the Pharmaceutical industry and related business environments

- prepare students for leadership and transformational roles in business

- develop strategic thinking and innovation skills

- develop knowledge, at an advanced level, of organisations, their management and the environment in which they operate and apply this to the Pharmaceutical industry and its related fields

- demonstrate a broad perspective on organisational management and its wider impact on society and the environment

- operate and manage in a global and multicultural environment

- develop interpersonal and group-working skills

- undertake lifelong learning and personal development

11. Programme outcomes

A. Knowledge and understanding	Teaching/learning methods
On completion of this programme the successful student will have knowledge and understanding of: 1. The core business of Pharmaceutical firms and its relationship to strategic management 2. The role of leadership in the strategic management of people and resources in Pharmaceutical organisations 3. The strategic role of finance within organisations and how this affects the Pharmaceutical industry	Students gain knowledge and understanding through 1. Study materials that are used to instil the foundations of all outcomes 2. Case studies will be used to challenge students' thinking in a practical context and serve to link theory to practice, to achieve all outcomes 3. Further online activities to achieve outcomes 2, 3 and 5 4. Open and directed virtual

industries 4. The theory, practice and emerging trends of management concepts, ideas, models and frameworks 5. The theory and practice of business in international contexts 6. The role of entrepreneurship, enterprise and consultancy in the Pharmaceutical industry environment	workshops and online discussions to achieve outcomes 2, 4 and 6 5. Directed reading from books, academic and professional journals, and web-based or e-learning materials to achieve all outcomes 6. Online group interaction sessions to achieve outcomes 2, 4 and 5 **Assessment methods** Students' knowledge and understanding is assessed by 1. Reports to assess the achievement of all outcomes 2. Seen and unseen case study-based examinations will be used to assess students' achievement of outcomes 1, 2, 4 and 6 3. Presentations to assess achievement of all outcomes 4. The final project to assess the programme's aims and objectives holistically
B. Cognitive (thinking) skills On completion of this programme the successful student will be able to: 1. Critically evaluate management concepts, theories, models and frameworks 2. Apply and evaluate critically the impact of management models, concepts and theories in Pharmaceutical organisational environments 3. Evaluate options using appropriate decision-making criteria including the use of financial tools and ethical models. 4. Analyse the dynamics and effectiveness of personal, team and staff performance and development in all Pharmaceutical- related contexts 5. Think reflectively 6. Analyse and develop diverse investigative methodologies to apply to solve organisational management problems	**Teaching/learning methods** Students learn cognitive skills through 1. Study materials that are used to instil in students the foundations of all outcomes 2. Case studies to achieve outcomes 1, 2, 4 and 5 3. Other online activities to achieve outcomes 2, 3, 4 and 5 4. Reflective online exercises and discussions will be used to achieve outcomes 1, 3, 4, and 6 5. Directed reading and other e-learning materials to achieve outcomes 1, 2, 3, 4 and 6 6. Group interaction sessions to achieve outcomes 1, 2, 3, 4, 5 and 6 **Assessment methods** Students' cognitive skills are assessed by 1. Reports to assess the achievement of outcomes 1, 2, 3, 4, 5 and 6 2. Seen and unseen case study-based examinations to assess the achievement of outcomes 1, 2, 3, and 4. 3. Presentations to assess the

	4. Final Project to assess the achievement of the programmes aims and objectives holistically
C. Practical skills On completion of the programme the successful student will be able to: 1. Develop organisational performance 2. Undertake research to address strategic and tactical management issues within organisations 3. Demonstrate leadership and associated interpersonal skills to address organisational problems 4. Conduct organisational analysis to identify key strategic problems and develop solutions 5. Undertake critical analyses to develop, plan and recommend implementation of strategic decisions. 6. Operate effectively with an understanding of Pharmaceutical cultures and environments 7. Group work skills and the ability to work effectively in a team	**Teaching/learning methods** Students learn practical skills through 1. Case studies to achieve outcomes 1, 2, 3, 4 and 5 2. Activities to achieve outcomes 1, 3, and 5 3. Open and directed workshops and discussions to achieve outcomes 1, 2, 3 and 5 4. Directed reading including use of e-learning materials to achieve outcomes1, 2, 4 and 5 5. Presentations to achieve outcomes 1, 2, 3, 4 and 5 6. Online group interaction sessions to achieve outcomes 1, 3, 4 and 5 **Assessment methods** Students' practical skills are assessed by 1. Reports to assess the achievement of outcomes 1, 2, 3, 4, and 5 2. Presentations to assess the achievement of outcomes 1, 2, 3, and 4. 3. Seen and unseen case study-based examination to assess the achievement of outcomes 1, 4 and 5
D. Graduate skills On completion of the programme the successful student will be able to: 1. deploy a range of analytical skills as applied to the life sciences industry 2. evaluate complex material and use it in the pursuit of both analysis and argument as appropriate to the life sciences industry 3. exercise critical judgment in the development of hypotheses and in analysing arguments 4. apply key management concepts to the life science context 5. demonstrate self-direction and originality in tackling problems and	**Teaching/learning methods** Students acquire graduate skills through on-line exercises, discussions and when preparing oral or written materials. Students are required to manage their own time in order to prepare for online discussions and submit coursework by specified deadlines. **Assessment:** Students are assessed formatively through feedback on online discussions and summatively through the coursework assignments, the research proposal and dissertation.

communicate solutions and conclusions to a critical audience.	

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12. Programme structure (levels, modules, credits and progression requirements)

12. 1 Overall structure of the programme

Year 1:
MGT4828 Global Pharmaceutical Industry: Structure, Context and Dynamics
FIN4811   Finance & Risk Management
MGT4810 Business Strategy
Year 2:
LWO4811 Executive Leadership
MKT4810 Marketing Management
MGT4829 Pharmaceutical Operations: NPD to Commercialisation
MBS4812 Business Transformation Project

To be eligible for the award of an MBA in Pharmaceutical Management you will need to pass all modules In the event that you do not pass all modules, you may be eligible for the award of a Postgraduate Certificate in Business Administration if you have gained at least 60 credits, or, in the event that you have gained 120 credits, a Postgraduate Diploma in Business Administration.

Classification of MBAs
MBA classification follows the University's regulations and students will be classified as Distinction, Merit or Pass according to the following convention:
Distinction:
- Grade 1-4 in the dissertation (60 credits) plus
- Grade 1-4 in 50 % or more of the remaining credits

Merit:
- Grade 1-8 in the dissertation (60 credits) plus
- in 50 % or more of the remaining credits

Pass:
   Any other combination, so long as all a pass or better has been obtained in all core modules plus the 60 credit project.

12.2 Levels and modules	
COMPULSORY	PROGRESSION REQUIREMENTS
Students must take all of the following: MGT4828 Global Pharmaceutical Industry: Structure, Context and Dynamics FIN4811 Finance & Risk Management MGT4810 Business Strategy LWO4811 Executive Leadership MKT4810 Advanced International Marketing MGT4829 Pharmaceutical Operations: NPD to Commercialisation MBS4812 Business Transformation Project	

13. Curriculum map

See attached.

14. Information about assessment regulations

Assessment regulations will follow the University's general regulations for postgraduate programmes.

15. Placement opportunities, requirements and support (if applicable)

There are no placement opportunities on this programme.

16. Future careers (if applicable)

N/A

17. Particular support for learning

Programme Leader

Programme Coordinator

Module Leaders
Module Tutors

E-Learning Adviser

Virtual Learning Environment
Online Discussion Areas, Online Chat Room, Library Electronic Resources

18. JACS code (or other relevant coding system)	N200
19. Relevant QAA subject benchmark group(s)	Master's Degrees in Business and Management

20. Reference points
QAA Subject Benchmarks

21. Other information

N/A

Please note programme specifications provide a concise summary of the main features of the programme and the learning outcomes that a typical student might reasonably be expected to achieve if s/he takes full advantage of the learning opportunities that are provided. More detailed information about the programme can be found in the rest of your programme handbook and the university regulations.

Module Title	Module Code by Level	A1	A2	A3	A4	A5	A6	B1	B2	B3	B4	B5	B6	C1	C2	C3	C4	C5	C6	C7	D1	D2	D3	D4	D5
Global Pharmaceutical Industry: Structure, Context and Dynamics	MGT4828	X					X	X	X												X			X	
Business Strategy	MGT4810	X				X	X		X	X			X		X		X	X				X			
Executive Leadership	LWO4811		X		X			X	X		X	X		X		X			X	X		X			
Advanced International Marketing	MKT4811				X			X									X		X						X
Finance and Risk Management	FIN4811			X	X	X		X		X							X	X				X			
Pharmaceutical Operations: NPD to Commercialisation	MGT4829			X		X			X					X			X							X	
Applied Project	MBS4812	X				X	X			X						X							X		X