



## Undergraduate Programme Specification

|                                       |                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                  |                                                                                                        |
|---------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| Session                               | 2025/26                                                                                                                                                                                                                                                                                                                                                                              | Last Modified                                                                                                                                                    | 12/04/24                                                                                               |
| Named Award Title                     | BA (Hons) International Business Pathways (Title) with Foundation Year                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                  |                                                                                                        |
| Award Title for Each Award            | BA (Hons) International Business with Marketing<br>BA (Hons) International Business with Business<br>BA International Business with Marketing<br>BA International Business with Business<br>Dip HE International Business with Marketing<br>Dip HE International Business with Business<br>Cert HE International Business<br>BA Combined Award<br>International Foundation Programme |                                                                                                                                                                  |                                                                                                        |
| Date of Approval                      | May 2022                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                  |                                                                                                        |
| Details of Cohort Applies to          | All cohorts starting from September 2025                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                  |                                                                                                        |
| Awarding Institution                  | University of the West of Scotland                                                                                                                                                                                                                                                                                                                                                   | Teaching Institution(s)                                                                                                                                          | University of the West of Scotland                                                                     |
| Language of Instruction & Examination |                                                                                                                                                                                                                                                                                                                                                                                      | English                                                                                                                                                          |                                                                                                        |
| Award Accredited by                   |                                                                                                                                                                                                                                                                                                                                                                                      | n/a                                                                                                                                                              |                                                                                                        |
| Maximum Period of Registration        |                                                                                                                                                                                                                                                                                                                                                                                      | 5 years<br><br>Please also refer to the “Authorised Interruption of Study” Guidance Notes [ <a href="#">Authorised Interruption Guidance notes (uws.ac.uk)</a> ] |                                                                                                        |
| Duration of Study                     |                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                  |                                                                                                        |
| Full-time                             | 4 years                                                                                                                                                                                                                                                                                                                                                                              | Part-time                                                                                                                                                        | n/a                                                                                                    |
| Placement (compulsory)                | n/a                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                  |                                                                                                        |
| Mode of Study                         | <input checked="" type="checkbox"/> Full-time<br><input type="checkbox"/> Part-time                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                  |                                                                                                        |
| Campus                                | <input type="checkbox"/> Ayr<br><input type="checkbox"/> Dumfries                                                                                                                                                                                                                                                                                                                    | <input type="checkbox"/> Lanarkshire<br><input checked="" type="checkbox"/> London<br><input type="checkbox"/> Paisley                                           | <input type="checkbox"/> Online / Distance Learning<br><input type="checkbox"/> Other (Please specify) |
| School                                | Business and Creative Industries                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                  |                                                                                                        |
| Divisional Programme Board            | Management, Organisations and People                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                  |                                                                                                        |

|                         |                  |
|-------------------------|------------------|
| <b>Programme Leader</b> | Dr Siân Stephens |
|-------------------------|------------------|

### **Admissions Criteria**

Candidates must be able to satisfy the general admission requirements of the University of the West of Scotland as specified in Chapter 2 of the University Regulatory Framework together with the following programme requirements.

For applicants whose first language is not English, Regulation 2.12 sets out the English Language Requirements in terms of IELTS. See details at - [English Language Requirements | UWS | University of the West of Scotland](#)

### **SQA National Qualifications:**

Equivalent of 72 UCAS tariff points from equivalent SCQF Level 5 qualifications

**Or GCE** Year 1 entry

Equivalent of 72 UCAS tariff points from equivalent SCQF Level 5 qualifications.

### **Or SQA National Qualifications / Edexcel Foundations**

n/a

### **Other Required Qualifications/Experience**

This Programme is only available to UK or EU students

### **Further desirable skills pre-application**

If English is not your first language you will need to show that you have English Language competence at IELTS level 6.0 (with no skill below 5.5) or equivalent. Refer to University Regulations

### **General Overview**

The BA (Hons) International Business Pathways with Foundation Year offers students an opportunity to study towards a business degree that has been developed to contribute to the impact of external labour market influences in the UK, Europe and the international business community. The BA (Hons) International Business Pathways with Foundation helps students to develop knowledge and skills that are required of Business Graduates entering employment in small, medium and large sized organisations locally or across the globe.

The Foundation level offers you, as a student, an opportunity to study towards a qualification which has been developed to ensure its aims are aligned with the needs of the international student market and the wider international business community.

The degree levels have been designed to deliver up to date practical and professional skills, underpinned by appropriate academic theory which will support the development of 21st century graduates who are ready for the workplace; or who have ambitions of extending their education into post graduate studies.

The standard Business areas, such as Business Management, Business Sectors, HRM, Marketing,

and Economics, are included in the Programme, and students have the opportunity to then take some of these areas further through the pathway options.

This programme is designed to challenge the students' intellectual and imaginative understanding and judgement; their ability to resolve problems effectively and their ability to recognise the relevance of a wide variety of approaches fundamental problem solving in a variety of business situations. The programme will engender an analytical and creative approach, encourage independent judgement and critical self-awareness all directed towards continual improvement in the business sector.

On completion of an Honours degree, graduates may follow a variety of routes at post-graduate level both within the University and elsewhere. Many may pursue professional qualifications in their chosen specialist area of study.

The BA (Hons) International Business pathway programme uses a range of teaching, learning and assessment methods in order to enable the learning outcomes to be achieved. Individual modules use different mixes of teaching, learning and assessment methods as appropriate to the learning outcomes of that module. The teaching and learning uses the hybrid approach in line with the UWS 2021 curriculum framework and the 2025 UWS strategy plan.

Throughout the programme there are deliberate strategies to expose students to a wide range of teaching, learning and assessment methods in order to assist the development of a wide range of skills, specifically employability skills valued by employers.

#### **Typical Delivery Method**

All modules on the *BA (Hons) International Business Pathway* with Foundation programme are delivered in a hybrid manner with some modules having lectures online. All tutorials are delivered through face-to-face teaching mode on campus, whereby students are given every opportunity to participate in engaging and interactive sessions with teaching staff and fellow students. In this way, students are able to experience a highly interactive and supportive learning environment in which there are opportunities to work collaboratively in teams to share ideas and enhance understanding, engage in discussions regarding new ideas, concepts and theories related to the subject of study, ask questions, and seek clarification and receive feedback on progress.

Teaching and learning sessions use a variety of tools, technologies and methodologies to deliver core concepts and knowledge, such as interactive presentations and lectures, practical tutorials, group discussions, collaborative tasks and online activities.

All teaching and learning material for each module is made available electronically through the University's Virtual Learning Environment (VLE), enabling students to prepare, review and reinforce their understanding at a time suitable to them and at their own pace.

#### **Any additional costs**

There are no additional costs associated with this programme, except in relation to travel to London campus.

#### **Graduate Attributes, Employability & Personal Development Planning**

Learning outcomes throughout the programme have been designed to ensure that, in addition to the development of knowledge and understanding of the business and its components, students will have the opportunity to develop these skills and attributes that are most valued by employers. The programme has employability embedded into the core curriculum, thereby ensuring that all students are exposed to the development of their key skills and have the opportunity to reflect on their own personal development. Employability skills development is continually reinforced

throughout the programme.

Although the general policy is that PDP should be embedded into the curriculum, it is also proposed that Personal Development Planning should be supported by students' reflection on key points within the programme. A diagnostic online toolkit will be used to enable students to self-diagnose abilities in areas such as numeracy, languages, study skills, writing skills, time management skills etc.

PDP is inherent in many modules at foundation level, and gives the opportunity for engagement of students with a set of core activities, which include:

- reflection on personal attributes and goals;
- the identification/development of learning;
- opportunities to reflect on this material and to gain feedback;
- learning and career development (such as CVs);
- maintaining an effective PDP record.

PDP in the programme will be associated with the following core modules.

Study Skills 1 and Personal Development Practice

PDP is also a key element of the three BCI Professional and Academic Development modules, which have been developed for use across the school. These modules will allow the students to examine their own personal development and track this across all levels of the programme.

Ethics is a key aspect of any academic course and within the BA (Hons) International Business programme the students introduction to this starts from the beginning at induction process. Students are told about personal ethics whilst studying through the sessions on Plagiarism, and this is then examined from a business perspective through a number of modules throughout the course. The enforcing of the importance of ethics and in particular ethical study is something that occurs in all modules.

Embedded into the programme will be the UWS graduate attributes.

As a graduate from UWS you will be:

- Universal - globally relevant with comprehensively applicable abilities, skills and behaviours
- Work ready - dynamic and prepared for employment in complex, ever-changing environments which require lifelong learning and resilience
- Successful - as a UWS graduate with a solid foundation on which to continue succeeding and realising your potential, across various contexts

Through studying and graduating from UWS, you will develop attributes across three dimensions:

- Academic – knowledge, skills and abilities related to high-level academic study
- Personal – qualities and characteristics of well-rounded, developed, responsible individuals
- Professional – skills, aptitudes and attitudes required for professional working life in the 21st Century

Students are encouraged to become reflective learners and efforts being made to assist

them in recognising and developing transferable skills and personal capabilities alongside academic knowledge.

The overall assessment strategy ensures that a coherent balance of assessment is in place and that assessment supports employability and other complex learning intentions.

Students will frequently be given tasks to complete outside formal contact hours. These tasks are not necessarily assessable but will help you develop your understanding and knowledge from the feedback that you receive.

In addition to formal learning students will undertake significant levels of self-learning through the various mediums such as VLE, discussion boards, the Internet, databases, journals and reference books.

It is implicit in the course that by the end of their studies, students will have acquired a high level of competence in the learning technologies and the application of relevant software. The majority of modules require the use of computers for coursework submissions.

The underpinning attributes are developed through the key skills and competencies you will learn as part of your undergraduate programme.

#### **Work Based Learning/Placement Details**

Work-based learning / sandwich placement is not offered as part of this programme.

#### **Attendance and Engagement**

In line with the [Student Attendance and Engagement Procedure](#), Students are defined as academically engaged if they are regularly engaged with timetabled teaching sessions, course-related learning resources including those in the Library and on the VLE, and complete assessments and submit these on time.

For the purposes of this programme, academic engagement equates to the following:

Students are required to engage with any on-line learning and attend on-campus sessions as required by the programme. On-line learning engagement will be monitored through the university VLE system and on-campus attendance is monitored through the banner attendance system.

Students are expected to engage with any online or on-campus face to face sessions that are timetabled and students who do not undertake this may be referred to the schools engagement panel.

UKVI students from international countries must attend all on-campus sessions as directed and failure to do this could mean they are referred to the school engagement panel as well as being reported to the UKVI for non-compliance with visa requirements. All engagement for all students on the programme is monitored, through school and university procedures.

#### **Equality and Diversity**

The University's Equality, Diversity and Human Rights Procedure can be accessed at the following link: [UWS Equality, Diversity and Human Rights Code](#).

The programme will ensure that all programme related matters contained in this documentation will be met in full.

Equality and diversity is a key focus of the School of Business and Creative Industries. A learning environment exists that values all who participate, regardless of age, gender, race, ethnicity, religion, sexual orientation or identity, social or economic background, ability or disability. The

school (and programme) provides a welcoming, supportive place of learning, encouraging accessibility and equal opportunities, whilst recognising the need for applicants to meet prerequisite entry requirements.

Students undertaking the programme will be taught using a hybrid approach, this means that students will need access to computer hardware and software to access the university VLE. This information is conveyed to the students both prior to signing up for the programme and again at the induction sessions. Should students require access to such equipment and software, then the London campus provides access to equipment that students may borrow, whilst on campus undertaking their studies. There are two laptop borrowing stations, one in each of the buildings, each with a number of laptops that students can get access to. Students access these through an automated borrowing system using their university id badge and student banner number. This means that no student will have a barrier of not being able to access any part of the course due to not having the required equipment.

The London campus meets all UK regulations on accessibility. There is access to all floors for those with any physical disability, by a not step entrance and automated lifts which cater for those with visual or hearing disabilities. The floors on which the campus is situated within each of the "Republic" building is fully accessible with all the facilities required for anyone with a disability. There are also catering and other facilities available (Prayer rooms) for those with dietary or religious needs, including and on campus café and local campus shops.

Students on this programme will be mainly International and may come from diverse communities, support will be available through the London staff and the UWS Hub to assist any issues these students may have.

**Programme structures and requirements, SCQF level, term, module name and code, credits and awards ([Chapter 1, Regulatory Framework](#))**

| Learning Outcomes |
|-------------------|
|-------------------|

| LEVEL 6                                                          |                                                                                                                                                                                                |
|------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Learning Outcomes                                                |                                                                                                                                                                                                |
| Knowledge and Understanding                                      |                                                                                                                                                                                                |
| <b>A1</b>                                                        | Demonstrate an appreciation of broad knowledge and understanding of factors impacting on business                                                                                              |
| <b>A2</b>                                                        | Demonstrate a broad knowledge and understanding of financial and economic aspects of business knowledge                                                                                        |
| <b>A3</b>                                                        | Develop knowledge and understanding of how business uses and manages resources                                                                                                                 |
| <b>A4</b>                                                        | n/a                                                                                                                                                                                            |
| <b>A5</b>                                                        | n/a                                                                                                                                                                                            |
| Practice - Applied Knowledge and Understanding                   |                                                                                                                                                                                                |
| <b>B1</b>                                                        | Present documentation in an acceptable manner                                                                                                                                                  |
| <b>B2</b>                                                        | Gather information from a variety of sources                                                                                                                                                   |
| <b>B3</b>                                                        | n/a                                                                                                                                                                                            |
| <b>B4</b>                                                        | n/a                                                                                                                                                                                            |
| <b>B5</b>                                                        | n/a                                                                                                                                                                                            |
| Communication, ICT and Numeracy Skills                           |                                                                                                                                                                                                |
| <b>C1</b>                                                        | Develop the ability to exercise some initiative and independence in carrying out defined activities drawing conclusions and making suggested solutions.                                        |
| <b>C2</b>                                                        | Convey ideas in a well-structured and coherent form                                                                                                                                            |
| <b>C3</b>                                                        | Use a range of forms of communication effectively                                                                                                                                              |
| <b>C4</b>                                                        | n/a                                                                                                                                                                                            |
| <b>C5</b>                                                        | n/a                                                                                                                                                                                            |
| Generic Cognitive Skills - Problem Solving, Analysis, Evaluation |                                                                                                                                                                                                |
| <b>D1</b>                                                        | Develop the ability to exercise some initiative and independence in carrying out defined activities drawing conclusions and making suggested solutions.                                        |
| <b>D2</b>                                                        | Develop core skills that will enable the evaluation of problems through the use of factual, theoretical and/ or hypothetical information and practically respond to these in solving problems. |

|                                                         |                                                                                            |
|---------------------------------------------------------|--------------------------------------------------------------------------------------------|
| <b>D3</b>                                               | n/a                                                                                        |
| <b>D4</b>                                               | n/a                                                                                        |
| <b>D5</b>                                               | n/a                                                                                        |
| <b>Autonomy, Accountability and Working with Others</b> |                                                                                            |
| <b>E1</b>                                               | Take responsibility for carrying out a range of activities under non-directed supervision. |
| <b>E2</b>                                               | Engage in reflective learning                                                              |
| <b>E3</b>                                               | Take responsibility for working with others in a lead role                                 |
| <b>E4</b>                                               | n/a                                                                                        |
| <b>E5</b>                                               | n/a                                                                                        |

## Level 6 Modules

### CORE

| SCQF Level                        | Module Code | Module Title                  | Credit | Term |   |   | Footnotes    |
|-----------------------------------|-------------|-------------------------------|--------|------|---|---|--------------|
|                                   |             |                               |        | 1    | 2 | 3 |              |
| 6                                 | LNDN06xxx   | Business Operations IFP       | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 6                                 | LNDN06xxx   | Business Organisations IFP    | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 6                                 | LNDN06xxx   | Communication Skills          | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 6                                 | LNDN06xxx   | IT Skills IFP                 | 20     | ☒    | ☒ | ☒ | <sup>2</sup> |
| 6                                 | LNDN06xxx   | Study Skills IFP              | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 6                                 | LNDN06xxx   | Personal Development Practice | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| <b>Footnotes for Core Modules</b> |             |                               |        |      |   |   |              |

### Level 6

#### Criteria for Progression and Award

Please refer to [UWS Regulatory Framework](#) for related regulations

To progress from SCQF6 to SCQF7 in this programme, students must obtain 120 credits at SCQF level 6.

Criteria for Award Students obtaining 120 credits at SCQF6 from the programme are eligible for the exit award of the International Foundation Programme.

| <b>LEVEL 7</b>                                                          |                                                                                                                                                                                                            |
|-------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Learning Outcomes                                                       |                                                                                                                                                                                                            |
| <b>Knowledge and Understanding</b>                                      |                                                                                                                                                                                                            |
| <b>A1</b>                                                               | Demonstrate a broad integrated knowledge and understanding of factors impacting on business in a global environment                                                                                        |
| <b>A2</b>                                                               | Develop a broad knowledge of business responses to change in the environment                                                                                                                               |
| <b>A3</b>                                                               | Develop knowledge of how business uses and manages resources.                                                                                                                                              |
| <b>A4</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>A5</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>Practice - Applied Knowledge and Understanding</b>                   |                                                                                                                                                                                                            |
| <b>B1</b>                                                               | Present documentation in an acceptable manner                                                                                                                                                              |
| <b>B2</b>                                                               | Gather information from a variety of sources                                                                                                                                                               |
| <b>B3</b>                                                               | Identify the most appropriate course of action in given business situations                                                                                                                                |
| <b>B4</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>B5</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>Communication, ICT and Numeracy Skills</b>                           |                                                                                                                                                                                                            |
| <b>C1</b>                                                               | Utilise a wide range of skills for the gathering and basic analysis of data and the presentation of management ideas and concepts. This will include the use of information and communications technology. |
| <b>C2</b>                                                               | Convey ideas in a well-structured and coherent form                                                                                                                                                        |
| <b>C3</b>                                                               | Use a range of forms of communication effectively in both familiar and new contexts                                                                                                                        |
| <b>C4</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>C5</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>Generic Cognitive Skills - Problem Solving, Analysis, Evaluation</b> |                                                                                                                                                                                                            |
| <b>D1</b>                                                               | Develop the ability to exercise some initiative and independence in carrying out defined activities independently or as part of a team under guidance.                                                     |
| <b>D2</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>D3</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>D4</b>                                                               | n/a                                                                                                                                                                                                        |
| <b>D5</b>                                                               | n/a                                                                                                                                                                                                        |

| <b>Autonomy, Accountability and Working with Others</b> |                                                                                           |
|---------------------------------------------------------|-------------------------------------------------------------------------------------------|
| <b>E1</b>                                               | Effective self-management in terms of time, meeting deadlines, motivation and commitment. |
| <b>E2</b>                                               | Engage in reflective learning                                                             |
| <b>E3</b>                                               | n/a                                                                                       |
| <b>E4</b>                                               | n/a                                                                                       |
| <b>E5</b>                                               | n/a                                                                                       |

## Level 7 Modules

### CORE

| SCQF Level                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Module Code | Module Title                                | Credit | Term |   |   | Footnotes    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---------------------------------------------|--------|------|---|---|--------------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |             |                                             |        | 1    | 2 | 3 |              |
| 7                                                                                                                                                                                                                                                                                                                                                                                                                                                               | LNDN07xxx   | Accounting & Finance for Business           | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 7                                                                                                                                                                                                                                                                                                                                                                                                                                                               | BUSN07xxx   | BCI Professional and Academic Development 1 | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 7                                                                                                                                                                                                                                                                                                                                                                                                                                                               | LNDN07xxx   | Economic Principles                         | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 7                                                                                                                                                                                                                                                                                                                                                                                                                                                               | LNDN07xxx   | Fundamentals of Marketing                   | 20     | ☒    | ☒ | ☒ | <sup>2</sup> |
| 7                                                                                                                                                                                                                                                                                                                                                                                                                                                               | LNDN07xxx   | Introduction to Business                    | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| 7                                                                                                                                                                                                                                                                                                                                                                                                                                                               | LNDN07xxx   | Introduction to Human Resources             | 20     | ☒    | ☒ | ☒ | <sup>1</sup> |
| <b>Footnotes for Core Modules</b><br><sup>1</sup> In accordance with paragraph 3.9 of the Regulatory Framework, a pass is achieved for these modules, and credit is gained, when the School Assessment Board has awarded an aggregate mark of at least 40%, with no component lower than 30%,<br><br><sup>2</sup> In accordance with paragraph 3.10 of the Regulatory Framework, this module does not have marks or grades and is recorded as 'Pass' or 'Fail'. |             |                                             |        |      |   |   |              |

| <b>LEVEL 8</b>                     |                                                                       |
|------------------------------------|-----------------------------------------------------------------------|
| Learning Outcomes                  |                                                                       |
| <b>Knowledge and Understanding</b> |                                                                       |
| <b>A1</b>                          | Demonstrate a knowledge and understanding of core business operations |
| <b>A2</b>                          | Understand how different areas of business integrate.                 |
| <b>A3</b>                          | n/a                                                                   |
| <b>A4</b>                          | n/a                                                                   |

|                                                                         |                                                                                                                                                                |
|-------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>A5</b>                                                               | n/a                                                                                                                                                            |
| <b>Practice - Applied Knowledge and Understanding</b>                   |                                                                                                                                                                |
| <b>B1</b>                                                               | Demonstrate an ability to apply theoretical frameworks to organisational settings.                                                                             |
| <b>B2</b>                                                               | n/a                                                                                                                                                            |
| <b>B3</b>                                                               | n/a                                                                                                                                                            |
| <b>B4</b>                                                               | n/a                                                                                                                                                            |
| <b>B5</b>                                                               | n/a                                                                                                                                                            |
| <b>Communication, ICT and Numeracy Skills</b>                           |                                                                                                                                                                |
| <b>C1</b>                                                               | Use a range of routine skills and techniques in more complex situations                                                                                        |
| <b>C2</b>                                                               | Use a range of communication skills and some advanced and specialised skills to convey complex information to a range of audiences and for a range of purposes |
| <b>C3</b>                                                               | n/a                                                                                                                                                            |
| <b>C4</b>                                                               | n/a                                                                                                                                                            |
| <b>C5</b>                                                               | n/a                                                                                                                                                            |
| <b>Generic Cognitive Skills - Problem Solving, Analysis, Evaluation</b> |                                                                                                                                                                |
| <b>D1</b>                                                               | Develop an outline knowledge and understanding of management research and academic processes                                                                   |
| <b>D2</b>                                                               | Undertake analysis, evaluation and synthesis of basic business concepts, information and arguments relevant to the subjects studied                            |
| <b>D3</b>                                                               | Evaluate evidence based solutions/responses to defined and/or routine general and people management problems                                                   |
| <b>D4</b>                                                               | Develop an outline knowledge and understanding of management research and academic processes                                                                   |
| <b>D5</b>                                                               | n/a                                                                                                                                                            |
| <b>Autonomy, Accountability and Working with Others</b>                 |                                                                                                                                                                |
| <b>E1</b>                                                               | Exercise autonomy and initiative in some activities with appropriate guidance                                                                                  |
| <b>E2</b>                                                               | Take continuing account of own and others' roles, responsibilities and contributions in carrying out and evaluating tasks                                      |
| <b>E3</b>                                                               | Systematically identify and address own learning needs in current areas                                                                                        |
| <b>E4</b>                                                               | n/a                                                                                                                                                            |
| <b>E5</b>                                                               | n/a                                                                                                                                                            |

## Level 8 Modules

| SCQF Level                        | Module Code | Module Title                                | Credit | Term                                |                                     |                                     | Footnotes |
|-----------------------------------|-------------|---------------------------------------------|--------|-------------------------------------|-------------------------------------|-------------------------------------|-----------|
|                                   |             |                                             |        | 1                                   | 2                                   | 3                                   |           |
| 8                                 | BUSN08xxx   | BCI Professional and Academic Development 2 | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 8                                 | LNDN08xxx   | Business Cultures                           | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 8                                 | LNDN08xxx   | Data Analytics                              | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 8                                 | LNDN08xxx   | Operations in Business                      | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 8                                 | LNDN08xxx   | Responsible Business Behaviour              | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| <b>Footnotes for Core Modules</b> |             |                                             |        |                                     |                                     |                                     |           |

## Level 8 OPTION

| SCQF Level                                                                               | Module Code | Module Title                 | Credit | Term                                |                                     |                                     | Footnotes         |
|------------------------------------------------------------------------------------------|-------------|------------------------------|--------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------|
|                                                                                          |             |                              |        | 1                                   | 2                                   | 3                                   |                   |
| 8                                                                                        | LNDN08xxx   | Entrepreneurship in Business | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Business Pathway  |
| 8                                                                                        | LNDN08xxx   | International Marketing      | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Marketing Pathway |
|                                                                                          |             |                              |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
|                                                                                          |             |                              |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
|                                                                                          |             |                              |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
|                                                                                          |             |                              |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
| Footnotes for Option Modules                                                             |             |                              |        |                                     |                                     |                                     |                   |
| Students at Level 8 will undertake one option module pertaining to their chosen pathway. |             |                              |        |                                     |                                     |                                     |                   |

### Level 8

#### Criteria for Progression and Award

Please refer to [UWS Regulatory Framework](#) for related regulations

To progress from SCQF8 to SCQF9 in this programme, students are normally required to obtain at least 240 credits of which a minimum of 100 are at least SCQF level 8 including all core and pathways modules.

Students obtaining 240 credits 8 including all core and pathways modules are eligible for the exit award of the Diploma of Higher Education in International Business (As per University Regulations, Chapter 3 (3.13).

## LEVEL 9

### Learning Outcomes

#### Knowledge and Understanding

|           |                                                                                                             |
|-----------|-------------------------------------------------------------------------------------------------------------|
| <b>A1</b> | Demonstrate critical knowledge of a substantial range of major concepts, values and principles of Business  |
| <b>A2</b> | Demonstrate study in depth and in context of a broad range of areas of Business from a critical perspective |

|                                                                         |                                                                                                                                                                                       |
|-------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>A3</b>                                                               | n/a                                                                                                                                                                                   |
| <b>A4</b>                                                               | n/a                                                                                                                                                                                   |
| <b>A5</b>                                                               | n/a                                                                                                                                                                                   |
| <b>Practice - Applied Knowledge and Understanding</b>                   |                                                                                                                                                                                       |
| <b>B1</b>                                                               | Develop the required underpinning to undertake critical independent research                                                                                                          |
| <b>B2</b>                                                               | Reflect critically on own learning and development                                                                                                                                    |
| <b>B3</b>                                                               | n/a                                                                                                                                                                                   |
| <b>B4</b>                                                               | n/a                                                                                                                                                                                   |
| <b>B5</b>                                                               | n/a                                                                                                                                                                                   |
| <b>Communication, ICT and Numeracy Skills</b>                           |                                                                                                                                                                                       |
| <b>C1</b>                                                               | Make use of and evaluate numerical information in certain subjects                                                                                                                    |
| <b>C2</b>                                                               | Make formal and informal presentations on standard/mainstream general business topics to a range of audiences                                                                         |
| <b>C3</b>                                                               | n/a                                                                                                                                                                                   |
| <b>C4</b>                                                               | n/a                                                                                                                                                                                   |
| <b>C5</b>                                                               | n/a                                                                                                                                                                                   |
| <b>Generic Cognitive Skills - Problem Solving, Analysis, Evaluation</b> |                                                                                                                                                                                       |
| <b>D1</b>                                                               | Use knowledge, understanding and skills to critically evaluate and formulate evidence-based arguments and identify solutions to clearly define problems of a generally routine nature |
| <b>D2</b>                                                               | Identify and address own learning needs within defined contexts and to undertake independent learning with limited guidance                                                           |
| <b>D3</b>                                                               | n/a                                                                                                                                                                                   |
| <b>D4</b>                                                               | n/a                                                                                                                                                                                   |
| <b>D5</b>                                                               | n/a                                                                                                                                                                                   |
| <b>Autonomy, Accountability and Working with Others</b>                 |                                                                                                                                                                                       |
| <b>E1</b>                                                               | Work in groups or teams as a participant in a way that contributes effectively to the group's tasks                                                                                   |
| <b>E2</b>                                                               | Interact effectively with tutors and peers                                                                                                                                            |
| <b>E3</b>                                                               | n/a                                                                                                                                                                                   |

|           |     |
|-----------|-----|
| <b>E4</b> | n/a |
| <b>E5</b> | n/a |

### Level 9 Modules

| SCQF Level                        | Module Code | Module Title                                | Credit | Term                                |                                     |                                     | Footnotes |
|-----------------------------------|-------------|---------------------------------------------|--------|-------------------------------------|-------------------------------------|-------------------------------------|-----------|
|                                   |             |                                             |        | 1                                   | 2                                   | 3                                   |           |
| 9                                 | BUSN09xxx   | BCI Professional and Academic Development 3 | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 9                                 | LNDN09xxx   | Business Research Skills                    | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 9                                 | BUSN09xxx   | Globalisation & International Business      | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 9                                 | LNDN09xxx   | Strategic Management                        | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| <b>Footnotes for Core Modules</b> |             |                                             |        |                                     |                                     |                                     |           |

### Level 9 OPTION

| SCQF Level                                                                                                                           | Module Code | Module Title                           | Credit | Term                                |                                     |                                     | Footnotes         |
|--------------------------------------------------------------------------------------------------------------------------------------|-------------|----------------------------------------|--------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------|
|                                                                                                                                      |             |                                        |        | 1                                   | 2                                   | 3                                   |                   |
| 9                                                                                                                                    | LNDN09xxx   | Critical Management Studies            | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Business Pathway  |
| 9                                                                                                                                    | LNDN09xxx   | Digital Marketing                      | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Marketing Pathway |
| 9                                                                                                                                    | LNDN09xxx   | Marketing Communication                | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Marketing Pathway |
| 9                                                                                                                                    | LNDN09xxx   | Theoretical Perspectives of Management | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Business Pathway  |
|                                                                                                                                      |             |                                        |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
|                                                                                                                                      |             |                                        |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
| <b>Footnotes for Option Modules</b><br><br>Students at Level 9 will undertake two option modules pertaining to their chosen pathway. |             |                                        |        |                                     |                                     |                                     |                   |

### Level 9

#### Criteria for Progression and Award

Please refer to [UWS Regulatory Framework](#) for related regulations

To progress from SCQF9 to SCQF10 in this programme, students are normally required to obtain at least 360 credits of which a minimum of 100 are at least SCQF level 9. (As per University Regulations, Chapter 3 (3.13).

| <b>LEVEL 10</b>                                                         |                                                                                                                                                                                                                         |
|-------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Learning Outcomes                                                       |                                                                                                                                                                                                                         |
| <b>Knowledge and Understanding</b>                                      |                                                                                                                                                                                                                         |
| <b>A1</b>                                                               | Systematically identify and address own learning needs both in current and new areas, making use of research, development and professional materials, including those related to the forefront of Business developments |
| <b>A2</b>                                                               | Execute a defined Business project of research or investigation involving the evaluation and synthesis of data from a variety of sources.                                                                               |
| <b>A3</b>                                                               | n/a                                                                                                                                                                                                                     |
| <b>A4</b>                                                               | n/a                                                                                                                                                                                                                     |
| <b>A5</b>                                                               | n/a                                                                                                                                                                                                                     |
| <b>Practice - Applied Knowledge and Understanding</b>                   |                                                                                                                                                                                                                         |
| <b>B1</b>                                                               | Analyse problems in terms of Business concepts and apply management principles to propose solutions                                                                                                                     |
| <b>B2</b>                                                               | Retrieve, interpret and manipulate primary and secondary information from a variety of sources including electronic sources                                                                                             |
| <b>B3</b>                                                               | Maintain the skills of enquiry, investigation, analysis, evaluation and judgement necessary to undertake a sustained piece of individual research on a chosen topic with minimal guidance                               |
| <b>B4</b>                                                               | n/a                                                                                                                                                                                                                     |
| <b>B5</b>                                                               | n/a                                                                                                                                                                                                                     |
| <b>Communication, ICT and Numeracy Skills</b>                           |                                                                                                                                                                                                                         |
| <b>C1</b>                                                               | Communicate effectively and appropriately in speech and writing.                                                                                                                                                        |
| <b>C2</b>                                                               | Make effective use of information retrieval systems and use information technology applications to present documents in an appropriate form                                                                             |
| <b>C3</b>                                                               | Read complex primary materials and find the key statements from them                                                                                                                                                    |
| <b>C4</b>                                                               | Distinguish between alternative opinions on the basis of evidence presented in coherent and logical arguments                                                                                                           |
| <b>C5</b>                                                               | n/a                                                                                                                                                                                                                     |
| <b>Generic Cognitive Skills - Problem Solving, Analysis, Evaluation</b> |                                                                                                                                                                                                                         |
| <b>D1</b>                                                               | Maintain expertise in the skills of enquiry, investigation, analysis, evaluation and judgement necessary to undertake a sustained piece of individual research on a chosen topic                                        |
| <b>D2</b>                                                               | Give reasons for opinions and identify flaws in arguments in relation to the Business discipline                                                                                                                        |
| <b>D3</b>                                                               | Bring together information from a variety of sources, including academic research publications                                                                                                                          |
| <b>D4</b>                                                               | Engage in discourse in relation to Business Studies and ethical issues                                                                                                                                                  |
| <b>D5</b>                                                               | n/a                                                                                                                                                                                                                     |

| Autonomy, Accountability and Working with Others |                                                                                                                                                               |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>E1</b>                                        | Work effectively together with others in groups or teams, taking a leadership role where appropriate                                                          |
| <b>E2</b>                                        | Demonstrate the ability to learn independently with minimal guidance                                                                                          |
| <b>E3</b>                                        | Systematically identify and address own learning needs both in current and in new areas, making use of research primary legal source materials as appropriate |
| <b>E4</b>                                        | n/a                                                                                                                                                           |
| <b>E5</b>                                        | n/a                                                                                                                                                           |

### Level 10 Modules

| SCQF Level                 | Module Code | Module Title                                  | Credit | Term                                |                                     |                                     | Footnotes |
|----------------------------|-------------|-----------------------------------------------|--------|-------------------------------------|-------------------------------------|-------------------------------------|-----------|
|                            |             |                                               |        | 1                                   | 2                                   | 3                                   |           |
| 10                         | BUSN10xxx   | Honours Dissertation (International Business) | 40     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 10                         | LNDN10xxx   | Management of Change                          | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| 10                         | LNDN10xxx   | Sustainable Enterprise                        | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |           |
| Footnotes for Core Modules |             |                                               |        |                                     |                                     |                                     |           |

### Level 10 OPTION

| SCQF Level                                                                                 | Module Code | Module Title                                 | Credit | Term                                |                                     |                                     | Footnotes         |
|--------------------------------------------------------------------------------------------|-------------|----------------------------------------------|--------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------|
|                                                                                            |             |                                              |        | 1                                   | 2                                   | 3                                   |                   |
| 10                                                                                         | LNDN10xxx   | Emerging Mkts and Multinational Corporations | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Business Pathway  |
| 10                                                                                         | LNDN10xxx   | Insights and Trends                          | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Marketing Pathway |
| 10                                                                                         | LNDN10xxx   | International Marketing Strategy             | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Marketing Pathway |
| 10                                                                                         | LNDN10xxx   | Organisational Strategy                      | 20     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Business Pathway  |
|                                                                                            |             |                                              |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
|                                                                                            |             |                                              |        | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |                   |
| Footnotes for Option Modules                                                               |             |                                              |        |                                     |                                     |                                     |                   |
| Students at Level 10 will undertake two option modules pertaining to their chosen pathway. |             |                                              |        |                                     |                                     |                                     |                   |

### Level 10

#### Criteria for Progression and Award

Please refer to [UWS Regulatory Framework](#) for related regulations

The award of BA (Hons) International Business with Business/Marketing is awarded to students who have at least 480 credits of which a minimum of 200 Point are at SCQF Levels 9 and 10, and of which a minimum of 100 are at SCQF Level 10.

Honours Classification will be awarded in line with the University Regulations, Chapter 3 (3.20 – 3.24).

No Distinction is awarded at Honours level (Regulation 3.25).

### Regulations of Assessment

Candidates will be bound by the general assessment regulations of the University as specified in the [University Regulatory Framework](#).

An overview of the assessment details is provided in the Student Handbook and the assessment criteria for each module are provided in the module descriptor which forms part of the module pack issued to students. For further details on assessment please refer to Chapter 3 of the Regulatory Framework.

To qualify for an award of the University, students must complete all the programme requirements and must meet the credit minima detailed in Chapter 1 of the Regulatory Framework.

There may be instances where a student has been unsuccessful in meeting the award criteria for the named award and for other more generic named awards existing within the School. Provided that they have met the credit requirements in line with the SCQF credit minima (please see Regulation 1.21), they will be eligible for a Combined Studies award (please see Regulation 1.61).

For students studying BA, BAAcc, or BD awards the award will be BA Combined Studies.

For students studying BEng or BSc awards, the award will be BSc Combined Studies.

### Version no: 1

#### Change/Version Control

| What                                                                                                                                                                                                             | When       | Who      |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------|
| <u>Updated Links:</u> <ul style="list-style-type: none"><li>• Academic Engagement Procedure</li><li>• Equality and Diversity</li><li>• University Regulatory Framework</li><li>• Removed invalid links</li></ul> | 19/10/2023 | C Winter |
| Guidance Note 2023-24                                                                                                                                                                                            | 12/12/23   | D Taylor |

|                                                                                                                                                                    |          |          |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|
| provided                                                                                                                                                           |          |          |
| General housekeeping to text across sections and addition of links and some specific guidance.<br><br>Addition of Duration of Study and some other text – for CMA. | 12/12/23 | D Taylor |
|                                                                                                                                                                    |          |          |
|                                                                                                                                                                    |          |          |
|                                                                                                                                                                    |          |          |
|                                                                                                                                                                    |          |          |