BSc Food Marketing and Business Economics UCAS code: D670 For students entering Part 1 in 2006

Awarding Institution: Teaching Institution:	University of Reading University of Reading
Relevant QAA subject Benchmarking Group(s):	Agriculture, Food and Forestry
	Economics, Business Management
Programme length:	3 years
Date of specification:	February 2008
Programme Director:	Mr N F Beard
Board of Studies:	Agriculture, Policy and Development

Summary of programme aims

The programme aims to provide a degree-level education in marketing and business economics together with training in the application of these disciplines to some of the key challenges facing the UK, European and global food industry.

Transferable skills

The University's Strategy for Teaching and Learning has identified a number of generic transferable skills that all students are expected to have developed by the end of their degree programme. In following this programme, students will have had the opportunity to enhance their skills relating to career management, communication (both written and oral), information handling, numeracy, problem solving, team working and use of information technology.

Programme content

Part 1 (three terms, 120 credits) 2006/7

		Credits	Level	Term
Compulsory modu	ıles (80 credits):			
AP1EE3	Economics 1	10	С	1
AP1EE1	Economics 2	10	С	2
AP1EF1	The UK Food Chain	10	С	1
AP1EM1	Introduction to Marketing	10	С	2
AP1EQ3	Qualitative Research Methods	10	С	1
AP1EQ4	Quantitative Methods 1	10	С	2
AP1EX1	Applied Project	10	С	1,2
AP1SB1	Introduction to Management	10	С	1
AP1SCMS	Career Management Skills		Ι	3

Optional modules:

Students must choose options totally 40 credits from across the University subject to timetabling constraints including:

AP1DV1	International Development: Global & Local Issues	20	C/I	1&2
AP1DV2	International Development: Global & Local Issues	10	C/I	1
AP1A02	Introduction to Agricultural and Food Systems	10	С	1
AR1RM2	From Rome to Reformation: an introduction to			
	Historic Archaeology	20	С	2&3
FB1GFA	Topics in Food and Biotechnology A	10	С	1
GG1H1	Human Geography 1: Society & Space	20	С	1&2
GG1H2	Human Geography 2: Cores & Peripheries	20	С	1&2
IWLP*	Institution Wide Language Programme	20	C/I/H	1,2,3

*dependent on language and level chosen, languages are French, German, Italian, Mandarin Chinese,

Japanese, Modern Greek, Fre

2&3
2x2

(**This is an additional voluntary module which does not count towards your 120 credits)

Part 2 (three terms, 120 credits) 2007/8

Credits Level Term

Compulsory modul	les (100 credits):			
AP2EC1	Consumer Behaviour	10	Ι	5
AP2EE4	Economics 3	10	Ι	4
AP2EE5	Economics 4	10	Ι	5
AP2EM1	Marketing Management	10	Ι	5
AP2EP1	Policy Analysis	10	Ι	4
AP2EQ1	Research Methods and Data Analysis	10	Ι	5
AP2EQ4	Quantitative Methods 2	10	Ι	4
AP2EX1	Food Business Group Project I*	10	Ι	5&6
	*including Career Management Skills (Terms 3&6)			
AP2SB1	Business Management	10	Ι	4
AP2SB2	Financial Management	10	Ι	5

Optional modules:

Students must choose options totally 20 credits from across the University subject to timetabling constraints including:

AP2EB3	Management of the Non-Profit Organisations	10	Ι	5
AP2EE3	Environmental Economics	10	Ι	4
AP2EM2	Food Retailing	10	Ι	4
AP1ED1	International Development: Global & Local Issues	20	C/I	4&5
AP1ED2	International Development: Global & Local Issues	10	C/I	4
MM270	Practice of Entrepreneurship	20	Ι	4 or 5
IWLP	Institution Wide Language Programme	20	C/I/H	4,5,6
	*dependent on language and level chosen			

Part 3 (three terms, 120 credits) 2008/9

Credits Level Term

Compulsory modules (80 credits):

AP3EB1	Business Strategy	10	Η	8
AP3EE1	Economic Aspects of the Food Supply Chain	10	Η	7
AP3EM1	Marketing Strategy	10	Н	7
AP3EP1	Regulation of the Food Industry	10	Н	8
AP3EX1	Food Business Group Project II	10	Η	6,7
AP3EX2	Individual Project	30	Н	6,7,8

Optional modules:

Students must choose options totalling 40 credits from across the University subject to timetabling constraints including:

AP3EB3	Supply Chain Management	10	Η	7
AP3EM3	Advertising and Branding	10	Н	7

AP3EP4	Consumer Policy	10	Н	7
AP3A64	Human Resource Management	10	Н	8
AP3A74	Business Entrepreneurship	10	Н	8
AP3ED3	Famine and Food Security	10	Н	7
AP2EE3	Environmental Economics	10	Ι	7
IWLP*	Institution Wide Language Programme	20	C/I/H	7&8
	*code dependent on language and level chosen			

Note: Students are **not** permitted to undertake both MM270 The Practice of Entrepreneurship and AP3A74 Business Entrepreneurship during their programme of study.

Part 1 Examination and Progression from Part 1 to Part 2

To gain a threshold performance at Part 1 a student shall normally be required to achieve an overall average of 40% over 120 credits taken in Part 1 and a mark of at least 30% in individual modules amounting to not less than 100 credits. In order to progress from Part 1 to Part 2 of this programme a student shall normally be required to achieve a threshold performance at Part 1 and achieve a weighted average mark of not less than 40% over the following modules:

AP1EE1 Economics 2

AP1EE3 Economics 1

AP1SB1 Introduction to Management

AP1EM1 Introduction to Marketing.

If you gain a threshold performance at Part 1 and do not proceed to achieve a higher award, you are eligible to receive the award of Certificate of Higher Education. The Part 1 Examination does not contribute to the classification of your degree.

Part 2 Examination and Progression from Part 2 to Part 3

The Part 2 Examination is used to assess a student's suitability to proceed to Part 3 of their programme. It also determines eligibility for the Diploma of Higher Education. In addition, the marks achieved in the Part 2 Examination contribute to the classification of your degree.

To gain a threshold performance at Part 2 a student shall normally be required to achieve: an overall average of 40% over 120 credits taken in Part 2 (of which not less than 100 credits should normally be at Intermediate level or above), and a mark of at least 30% in individual modules amounting to not less than 100 credits. In order to progress from Part 2 to Part 3, a student shall normally be required to achieve a threshold performance at Part 2.

If you gain a threshold performance at Part 2 and do not proceed to achieve a higher award, you are eligible to receive the award of Diploma of Higher Education.

Part 3 Examination

The classification of the degree will normally be based on the marks for Part 2 and Part 3 modules, weighted in a ratio of 1:2. Full details of classification conventions (that is, the rules for determining your final degree award) can be found in your Programme Handbook

Summary of teaching and assessment

Teaching is organised in modules that typically involve a combination of lectures and seminars. During Part 1 some lecture-based modules are supported by workshops or computer lab sessions or visits to businesses in the agri-food sector. The individual and group project modules include skills workshops and progress meetings with the project supervisor. Modules are assessed by a combination of course work and formal examination; some, like the project modules, are wholly course work assessed. Course work assignments include essays, problem solving exercises, short project reports, and presentations.

Admission requirements

Entrants to this programme are normally required to have obtained:

➢ Grade C or better in Mathematics at GCSE level or equivalent;

> A minimum UCAS Tariff of 240 points overall, including at least two full A-levels but excluding General Studies; or a good pass in an Access Course; or International Baccalaureate (28points). Key skills attainment may also be taken into account in deciding whether to make an offer.

Admissions Tutor: Mr N F Beard

Support for students and their learning

University support for students and their learning falls into two categories. Learning support includes IT Services, which has several hundred computers and the University Library, which across its three sites holds over a million volumes, subscribes to around 4,000 current periodicals, has a range of electronic sources of information and houses the Student Access to Independent Learning (S@IL) computer-based teaching and learning facilities. There are language laboratory facilities both for those students studying on a language degree and for those taking modules offered by the Institution-wide Language Programme. Student guidance and welfare support is provided by Personal Tutors, the Careers Advisory Service, the University's Disability Office, Study Advisors, Hall Wardens and the Students Union.

All students are issued with a comprehensive 'Programme Handbook' at the beginning of the degree which includes a detailed outline of the programme, its constituent modules and assessment guidelines. Day to day queries regarding academic matters (e.g. timetabling) should be addressed in the first instance to the Undergraduate Student Office in the School of Agriculture, Policy and Development or, where necessary, the Programme Director.

Career prospects

Graduates from this degree will be well equipped to enter a career in the food industry particularly in marketing and other commercial functions for a range of companies from small family businesses to multinational corporations. A number of our graduates have started their careers in food retail management. Equally the wide skills base of the degree enables graduates to go on to work in a wide range of other sectors of industry, in professions such as accountancy, with market research companies, and trade associations.

Opportunities for study abroad

The Department of Agricultural and Food Economics participates in a Socrates exchange programme under which students can spend a term during Part 2 at one of our partner Universities in Europe. The Department also has an exchange programme with Missouri in the United States.

Educational aims of the programme

The programme aims to provide a degree-level education in marketing and business economics together with training in the application of these disciplines to some of the key challenges facing the UK, European and global food industry.

A. Knowledge and understanding of: Teaching/learning methods and strategies 1. Key principles and problem solving The modules in the programme address both techniques of marketing, the professional 'tool kit' of the business management and business economics manager and applied economist and the 2. The size, structure and organisation application of these tools to food industry of the food industry and the food issues. As the programme develops the focus turns more towards 'applications' though supply chain in the UK, Europe and globally extensions to theory continue to be 3. Food and agricultural markets developed. 4. The key economic and business Knowledge and understanding is gained challenges facing decision makers in through a framework of lectures, seminars, the food industry and how to address industry visits, and practical classes them reinforced and extended by guided reading. A variety of course work gives further 5. The role and impact of government intervention in the food industry opportunities for building knowledge and the 6. Environmental economics application of techniques. Individual and 7. A selection of topics within the food group projects enable exploration of selected business economics and other subject topics in greater depth. The group project is areas dependent on option choices. normally a market research project for a 8. The range of careers open to commercial client whereby students gain graduates in Food Marketing and hands on experience of how their degree **Business Economics** studies apply to the real world. Industry visits, plus talks by ex-students provide insights into potential career paths. Assessment Combinations of coursework and formal examinations are used to assess basic knowledge. Project reports, oral presentations, and problem solving exercises contribute to final assessment

Skills and other attributes

B. Intellectual skills – able to:

- 1. Assimilate, evaluate and synthesise knowledge from a variety of academic and other sources
- 2. To discriminate between relevant and irrelevant information
- 3. Think logically
- 4. Develop and present coherent, structured and well balanced arguments
- 5. Analyse problems and to apply appropriate problem solving techniques
- 6. Plan, conduct and report on a research project both individually and as part of a team

Teaching/learning methods and strategies

Critical evaluation of the literature and the application of economic and business method are developed through a variety of modules. Skills 5 and 6 are addressed explicitly by the second year module 'Research Methods and Data Analysis' and the individual and group projects

Assessment

Most parts of the programme assess these skills. through a combination of coursework and formal examination. Essay writing skills are developed initially through tutorial essays in Part 1.

C. Pra	ctical skills – able to:	Teaching/learning methods and strategies
1.	Collect, analyse and interpret market	Development of these skills feature in a
	business and other economic data	number of the compulsory modules in Parts
2.	Analyse and interpret a set of	1, 2 and 3. For example: skill 1 is addressed
	accounts for a business	by 'Quantitative Methods 1' in Part 1; skill 5
3.	Construct marketing and business	is introduced and taken further by the two
	plans	'Policy analysis' modules; and Skills 2 and 3
4.	Appraise investment projects	are principally addressed by the business
5.	Assess the role and impact of	management and marketing modules.
	government intervention	Significant use of case studies – both real and
6.	Plan and execute a research project	hypothetical – are used to demonstrate these
7.	Draft written reports	skills.
	_	Assessment
		These skills are assessed by a combination of
		course work and examination

Teaching/learning methods and strategies
Many of the transferable skills are embedded
within a wide variety of modules within the
degree. Use of IT for information searching,
and data management and analysis occurs
within individual modules, for example
'Quantitative Methods 2'.
Development of career management skills
largely takes place within the group project
module in Part 2. This makes extensive use
of a computer based learning package.
Personal development planning is
encouraged through tutorials and the system
of Personal and Academic Records.
Team working is a major component of the
group project module but also features in a
number of other modules.
Assessment
Transferable skills are largely assessed
through course work assignments.

Please note - This specification provides a concise summary of the main features of the programme and the learning outcomes that a typical student might reasonably be expected to achieve and demonstrate if he/she takes full advantage of the learning opportunities that are provided. More detailed information on the learning outcomes, content and teaching, learning and assessment methods of each module can be found in the module description and in the programme handbook. The University reserves the right to modify this specification in unforeseen circumstances, or where the process of academic development and feedback from students, quality assurance processes or external sources, such as professional bodies, requires a change to be made. In such circumstances, a revised specification will be issued.