

Programme Specification

BSc Business and Management (Marketing)

For students entering Part 1 in September 2026

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This document sets out key information about your Programme and forms part of your Terms and Conditions with the University of Reading.

Awarding Institution	University of Reading
Teaching Institution	University of Reading
Length of Programme	3 years
Accreditation	EFMD Quality Improvement System (EQUIS) Chartered Institute of Marketing (CIM) Institute of Data & Marketing (IDM) MQA National Education Code: 0415
QAA Subject Benchmarking Group	Business and Management

Programme information and content

The Programme will provide students with a firm understanding of the practice, concepts and theories of marketing within the wider context of business and management, as well as it will equip students with the skills and competencies needed to apply these concepts in practice. Key features of the programme are as follows:

- While the programme ensures that students will acquire knowledge in all of the fundamentals of marketing within the wider context of management, it also offers a high degree of flexibility. Any student joining the Business and Management (Marketing) programme can transfer to any of the more specialist associated programmes at the end of the first year.
- The programme is focused on employability. We recognise that business is constantly evolving but we believe that equipping students with the knowledge of the core foundations of business and developing their business oriented and personal skills will ensure that they are well equipped to succeed in a rapidly changing environment. Consequently, the skills required to secure roles and then succeed in them is embedded in the curriculum.

Aims, expectations and opportunities afforded by each Part:

Part 1:	Provides a firm grounding in business and management that will support students over the remainder of their studies at Henley, whatever specialist options they choose. Part 1 develops the students core knowledge and skills. They will be introduced to the core theories of the disciplines which underpin business – economics, psychology, sociology and the humanities. Students will also learn and apply key
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	business concepts and theories, which will provide them with a foundation in strategy, marketing, organisational behaviour, entrepreneurship, data analytics and accounting. In Part 1, students will also develop their own business and personal skill set.
Part 2:	Provides a more in-depth understanding of core principles in international strategy and operations, organisational behaviour, human resource management and social responsibility. Part 2 sets foundations in the world of marketing through studying core aspects of marketing, including marketing essentials, consumer behaviour and branding theory and practice. Students will also undertake a short, guided project focusing on social responsibility in action
Part 3:	Gives students the opportunity to advance their knowledge as well as skills in marketing and specialise in different areas of marketing. Students will undertake core modules in marketing, including digital marketing, marketing communications and/or optimising marketing performance. Students will also be able to choose optional modules from a range of specialist modules that we offer and have the option of undertaking a dissertation in Marketing. In Part 3, students will also be introduced to personal leadership development.

Programme Learning Outcomes - BSc Business and Management (Marketing)

During the course of the Programme, you will have the opportunity to develop a range of skills, knowledge and attributes (known as learning outcomes) For this programme, these are:

	Learning outcomes
1	Appraise and synthesise academic knowledge of the fundamental concepts of business management, of and the theoretical basis of management and business with an emphasis on marketing.
2	Analyse qualitative information and process quantitative data.
3	Demonstrate critical thinking skills.
4	Evaluate the value of diversity and multiculturalism through team-working.
5	Analyse their roles and responsibilities as individuals to support organisational activity which encourages positive outcomes and results in a fairer and inclusive society.
6	Appraise the global context in which organisations operate and have an understanding of the importance of international business and the drivers of change in business in the UK and abroad.
7	Recognise the need for continuing professional learning and development throughout their career.

8	Demonstrate confident, credible communication regardless of the mode of transmission.
9	Value flexibility and a readiness to change.
10	Evaluate and/or apply leading-edge practices and current developments in the practice and theory of business management with an emphasis on marketing.
11	Demonstrate and assess sound business practice with an emphasis on marketing.

You will be expected to engage in learning activities to achieve these Programme learning outcomes. Assessment of your modules will reflect these learning outcomes and test how far you have met the requirements for your degree.

To pass the Programme, you will be required to meet the progression or accreditation and award criteria set out below.

In addition to the learning outcomes stated above if you are on a placement or study abroad programme you will have the opportunity to develop the following learning outcome:

N/A

Module information

Each part comprises 120 credits, allocated across a range of compulsory and optional modules as shown below. Compulsory modules are listed.

Part 1 Modules:

Module	Name	Credits	Level
MM1F19	Management Debates: Ways of thinking about business	40	4
MM1F20	Business in Practice: Markets, Marketing and Management	20	4
MM1F27	Business in Practice: Accounting for Managers	20	4
MM1F28	Business in Practice: Data analytics	20	4
MM1F29	Developing Professional Excellence	20	4

Part 2 Modules:

Module	Name	Credits	Level
IC103	Introductory Economics for Business and Finance	20	4
MM208	Consumer Behaviour	20	5
MM218	Marketing Essentials	20	5
MM296	Building Competitive Advantage: Business Strategy and Operations	20	5
MM297	Managing Work and People: Organisational Behaviour and Human Resources Management	20	5
MM298	Social Responsibility in Action	20	5

IC103 is taken in compliance with the MQA programme standard.

If you take the study abroad option, Part 3 as described below may be subject to variation.

Part 3 Modules:

Module	Name	Credits	Level
MM299	Branding Theory and Practice	20	5
MM304	Developing Personal Leadership	20	6
MM341	Marketing Communications	20	6
MM391	Digital Marketing	20	6

Students will also take at least one of the following modules:

Module	Name	Credits	Level
MM341	Marketing Communications	20	6
MM342	Optimising Marketing Performance	20	6

Remaining credits will be made up of optional modules available in Henley Business School or modules from elsewhere in the University.

Mata Pelajaran Umum (MPU) modules:

Students studying this programme at the University of Reading Malaysia, are additionally required to complete the Mata Pelajaran Umum (MPU) programme prior to graduation, in compliance with the Malaysian regulatory requirements.

Placement opportunities**Study Abroad:**

Student mobility/ transfer: The programme offers the option for the students at the University of Reading Malaysia to spend time at our UK campus studying on the same degree programme. Students may study for a semester or a full academic year in either Part 2 and/or Part 3. Transfer to the UK is dependent on the student successfully completing all required assessments in the prior year. Costs of study in the UK will be notified in advance.

Optional modules:

The optional modules available can vary from year to year. An indicative list of the range of optional modules for your programme can be found online in the Course Catalogue. Details of optional modules for each part, including any additional costs associated with the optional modules, will be made available to you prior to the beginning of the Part in which they are to be taken and you will be given an opportunity to express interest in the optional modules that you would like to take. Entry to optional modules will be at the discretion of the University and subject to availability and may be subject to pre-requisites, such as completion of another module. Although the University tries to ensure you are able to take the optional modules in which you have expressed interest this cannot be guaranteed.

Teaching and learning delivery:

Within the programme, students are taught through lectures, seminars and workshops.

Face-to-face learning and digital learning are vital elements of the learning process. Modules will offer a mix of these to create a flexible, accessible and inclusive learning experience.

Elements of your programme will be delivered via digital technology.

The scheduled teaching and learning activity hours and amount of technology enhanced learning activity for your programme will depend upon your module combination. In addition, you will undertake some self-scheduled teaching and learning activities, designed by and/or involving staff, which give some flexibility for you to choose when to complete them. You will also be expected to undertake guided independent study. Information about module study hours including contact hours and the amount of independent study which a student is normally expected to undertake for a module is indicated in the relevant module description.

Accreditation details

This programme is accredited by
EFMD Quality Improvement System (EQUIS)
Chartered Institute of Marketing (CIM)
Institute of Data & Marketing (IDM)

Assessment

The programme will be assessed through a combination of written examinations, coursework (including in-class tests) and oral examinations and other methods may also be used. Further information is contained in the individual module description forms.

Progression

Part 1

To achieve a threshold performance at Part 1, a student will normally be required to:

- (i) Obtain an overall weighted average of 40% over 120 credits taken in Part 1; and
- (ii) Obtain a mark of at least 40% in individual modules amounting to not less than 80 credits taken in Part 1; and
- (iii) Obtain marks of at least 30% in modules amounting to 120 credits. (A Fail in a Pass/Fail module will be treated as not meeting the minimum threshold requirement for progression or classification. Pass/fail modules are excluded from weighted average calculations but must be passed to avoid failure of the Part or degree.)

In order to progress from Part 1 to Part 2, a student must achieve a threshold performance.

The achievement of a threshold performance at Part 1 qualifies a student for a Certificate of Higher Education if they leave the University before completing the subsequent Part.

Students considering transferring to another programme should seek guidance from their designated Support Centre in the first instance.

Part 2

To achieve a threshold performance at Part 2, a student shall normally be required to:

- (i) Obtain a weighted average of 40% over 120 credits taken in Part 2; and
- (ii) Obtain marks of at least 40% in individual modules amounting to at least 80 credits taken in Part 2; and
- (iii) Obtain marks of at least 30% in individual modules amounting to at least 120 credits (A Fail in a Pass/Fail module will be treated as not meeting the minimum threshold requirement for progression or classification. Pass/fail modules are excluded from weighted average calculations but must be passed to avoid failure of the Part or degree).

In order to progress from Part 2 to Part 3, a student must achieve a threshold performance.

The achievement of a threshold performance at Part 2 qualifies a student for a Diploma of Higher Education if they leave the University before completing the subsequent Part.

Classification

Bachelor's degrees

The University's honours classification scheme is based on the following:

Mark	Interpretation
70% - 100%	First class
60% - 69%	Upper Second class
50% - 59%	Lower Second class
40% - 49%	Third class
35% - 39%	Below Honours Standard
0% - 34%	Fail

The weighting of the Parts/Years in the calculation of the degree classification is:

Three year programmes:

Part 2: one-third

Part 3: two-thirds

Details of the classification method is given in detail in the [Assessment Handbook](#) under:

- Section 17: Awards (Bachelor's), or
- Section 18: Awards (Integrated Master's programmes). Students who do not progress to Part 4 of the Integrated Master's will normally be subject to the method detailed under Section 17: Awards (Bachelor's)

Please note that there may be a specific version of the above for your year of entry.

Additional costs of the programme

Costs are indicative and may vary according to optional modules chosen and are subject to inflation and other price fluctuations.

During students' programme of study students will incur some additional costs.

For textbooks and similar learning resources, we recommend that students budget approximately RM1600 a year. Some books may be available second-hand, which will reduce costs. A range of resources to support students' curriculum, including textbooks and electronic resources, are available through the library. Reading lists and module specific costs are listed on the individual module descriptions. Subject to students' module selection, students may be required to purchase sundry materials (i.e. printing). Many students find it advantageous to have their own personal computing facilities though there are central facilities available.

Costs are indicative and may vary according to optional modules chosen and are subject to inflation and other price fluctuations. Estimates were calculated in 2026.

Students may consider purchasing a laptop to help support their learning. Information on recommended device specifications can be found on the [DTS Student Hub](#).

For further information about your Programme please refer to the Programme Handbook and the relevant module descriptions, which are available at <http://www.reading.ac.uk/module/>. The Programme Handbook and the relevant module descriptions do not form part of your Terms and Conditions with the University of Reading.

BSc Business and Management (Marketing) for students entering Part 1 in session 2026/27
14 August 2026

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