Build a World Class Career in South Africa

London School of Business SA

Prospectus 2013

Full-time, Part-time and Flexi-study Tuition
Towards Top International Qualifications, Recognised by SAQA

Our Mission and Vision
Developing World-Class Leaders, Managers, Businesses and Careers for Broad-based Growth and Prosperity across All Sectors and Levels

Association of Business Executives (ABE)
Mini-MBA: Diploma Level 4, Higher Diploma Level 5, Graduate Diploma Level 6, Post Graduate Diploma Level 7

London School of Business SA
Short Courses

Cambridge International Examinations (CIE)
Registered Centre Attached to the British Council
GCE and GCSE O and A Levels including Accounting, Business Studies, Commerce, Economics, English, Law, Maths, Sociology

University of London (UoL)
Degrees and Diplomas for Graduates

In Association with
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I’Africa Iyathuthuka Investment Holdings and Trust (non-profit)
Devgrowth Strategic Management & Financial Services

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LONDON SCHOOL SA AND YOUR CAREER

London School SA is an independent educational organisation established in 1993, providing tuition towards international Degrees and Diplomas awarded by the University of London, the Association of Business Executives (ABE), UK and other institutions by distance learning. The Qualifications are accredited in the UK and are recognised by the SAQA Centre for the Evaluation of Foreign Qualifications. Students Register with London School for Tuition and with the University, ABE or other bodies for Examinations, for which separate external fees are payable. Exams are written at London School SA, the British Council or other centres around the world.

London School has enrolled over 3 800 students since inception from a wide variety of countries and organisations, including members of government, business and individuals from South Africa, Africa, Asia, Europe and the Americas. London School focuses on developing its students to their full potential for growth and development in South Africa and internationally, and offers the following distinct benefits and advantages:

- Top Internationally Recognised Qualifications, also recognised by SAQA in SA
- Affordable Fees, Continuous Enrolment, Flexible Modular Courses
- Personal Attention in Small Groups
- Practical Business, Career and Personal Development Advice, Skills and Support
- Opportunities for Business Development, Career Advancement and Self-employment
- Qualified, Experienced and Dedicated Lecturers
- Flexible Access and Entry Levels from Open Entry to Post-graduate level
- Full-Time, Part-Time, Flexi-Study (supported distance learning), Seminars and In-house Programmes
- Convenient location in the education area of Braamfontein, near to accommodation, shops and facilities
- International exchange, business and career opportunities

**Executives:** Eric Stillerman B Soc Sc BA Hons BAcc MA CA (SA), Principal and CEO; Lisaniyas Mupambireyi BSc Econ Lon AMD IMM*; Coster Ruzengwe B Com, GDM*; Cameroon Shan LLB Lon*; Chrispin Mwaba BSc Comp Sc; Artie Phatlane NDE, COO; Non-executive: Dr Colin Lawrence  Phd Chicago UK* (*Non-SA)
## The Association of Business Executives (ABE) UK

### Diploma Level 4, 5, 6 and 7 in Business Management

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| LEVEL 5 | The Business Environment | Organisational Behaviour | |
| Entry: L4 Diploma or 2 Years Work Experience | Human Resource Management | Marketing Policy, Planning & Communication | Travel, Tourism & Hospitality (TTH) |
| 6 Core Units | Human Resource Development | Principles of Marketing | TTH Operations Management |
| 2 Options | People Planning | Managing the Customer Relationship | Managing the Customer Relationship |
| 2 Options | Employment Relations | Marketing Information Systems | Information Technology in TTH |
| 2 Options | Principles of Business Law | Principles of Business Law | Principles of Business Law |
| 2 Options | Personnel Information Systems | Economics for Business | Human Resource Management |
| 2 Options | Quantitative Methods | Quantitative Methods | Marketing Policy Planning & Communication |
| 2 Options | Managing the Customer Relationship | Sales Management | Sales Management |

| LEVEL 6 | Strategic Human Resource Management | International Marketing* | Strategic Hospitality Management |
| Entry: L6 4 Core Units 1 Option | Managing Organisation Change and Development | Integrated Marketing Communications | International Travel, Tourism and Hospitality |
| 3 Core Units | Performance Management and Reward | Strategic Marketing Management | Sustainable Tourism |
| 2 Options | Project Management | Contemporary Issues in Marketing | Strategic Marketing Management |
| 2 Options | Corporate Strategy and Planning | Corporate Strategy and Planning | Strategic Human Resource Management |
| 2 Options | Managing in Organisations | | |
| 2 Options | Project Management | Project Management | Project Management |

| LEVEL 7 | Strategic Management and Business Planning | Managing Financial Resources and Performance | |
| POSTGRAD DIPLOMA IN BUSINESS MANAGEMENT | Leadership, Change and People Performance | Research Methods Applied to Marketing | |
| 5 Units | Corporate Strategy, Governance and Ethics | | |
THE ASSOCIATION OF BUSINESS EXECUTIVES (ABE)  
MINI-MBA: DIPLOMAS LEVEL 4, 5, 6 AND 7

The Association of Business Executives (ABE) is an international professional association and examining body for business and management qualifications, represented in 70 countries world-wide with over 30 000 students and members. ABE UK qualifications are accredited by the UK QCA and are recognised by SAQA in SA at the same or higher NQF Levels as follows: Diploma L4; Higher Diploma L5; Graduate Diploma L6 (Recognised by SAQA at L7) and Postgraduate Diploma L7, giving entry to a wide range of MBA’s. ABE South Africa has also registered NQF 5 and 6 Qualifications in SA. ABE Examinations are written in June and December each year in Johannesburg. The entry point for school-leavers or students with no formal qualifications or work experience is the Diploma L4. The entry point for students with two years relevant work experience is the Higher Diploma. The MMBA Diplomas comprise a Leading-Edge Practical Management Programme with International University Recognition, leading to an MBA. The MMBA develops World-Class Business, Management and Leadership Skills for Rapid Advancement to Top Management in Business and Government. The MMBA is ideal for both Graduates and Non-Graduates to gain the skills to run a successful organisation. The Pathways are: Business Management, Financial Management, Management of Information Systems, Human Resource Management, Marketing Management, and Travel, Tourism and Hospitality. The course structure is as follows.

DBM: DIPLOMA IN BUSINESS MANAGEMENT LEVEL 4 6-12 Months 3 Core Units plus 1 Option
Open Entry. 3 Core Units: Introduction to Business, Introduction to Business Communication; Introduction to Quantitative Methods; 1 Option from Business Management Pathway: Intro to Accounting; Financial Management Pathway: Accounting for Financial Managers; Management Information Systems: Intro to Information Systems

HDM: HIGHER DIPLOMA IN BUSINESS MANAGEMENT LEVEL 5 18-24 Months; 6 Core Units + 2 Options
Entrance: Diploma 4, A Levels or over 21 with 2 years experience. Graduates are exempt from Diploma Level 5
6 Core Units: The Business Environment, Organisational Behaviour; Financial Accounting; Quantitative Methods; Human Resource Management; Marketing; 2 Options from: Economics; Business Law; Managerial Accounting, Managing the Customer Relationship, Entrepreneurship and Business Development

GDM: GRADUATE DIPLOMA IN BUSINESS MANAGEMENT LEVEL 6: 9-12 months 3 Core Units + 2 Options
Entrance: Diploma L5 or Degree or equivalent NQF5:
3 Core Units: Corporate Strategy; Managing in Organisations; International Business Case Study; Plus 2 Options from: Strategic Marketing; Strategic Human Resource Management; Corporate Finance; Project Management

PDM: POSTGRADUATE DIPLOMA IN BUSINESS MANAGEMENT LEVEL 7: 1 YEAR 5 Units.

DBM: DIPLOMA IN BUSINESS MANAGEMENT LEVEL 4

The DBM is a Fundamental International Management Qualification as an entry point for school-leavers or people with no formal qualifications. The course focuses on basic business management, communication and numeracy, and is ideal as a bridging programme into formal qualifications. Duration: 6–10 months. Optional Pathways include Financial Management and Management of Information Systems. Course Structure:

INTRODUCTION TO BUSINESS
- Nature, objectives, types and functions of business organisation in the economic environment
- Management roles including entrepreneurship, planning, leading, organising and controlling
- Management functions including Human Resources, Marketing, Production and Finance

INTRODUCTION TO BUSINESS COMMUNICATION
- Principles and methods of business communication and overcoming communication barriers
- Basic English comprehension, writing and communication skills
- Introduction to office administration and information technology

INTRODUCTION TO QUANTITATIVE METHODS
- Basic number concepts and arithmetic
- Basic algebra and practical mathematics in business
- Basic statistics and presentation of information

INTRODUCTION TO ACCOUNTING (BUSINESS MANAGEMENT PATHWAY)
- Fundamental concepts and methods of accounting including basic books of account
- Preparation of basic financial statements: balance sheet, income statement and cashflow
- Evaluation of financial statements and performance: basic ratio analysis
An International Management Qualification developing all-round practical business management and entrepreneurial skills for real career advancement. The **Duration** is 18-24 Months with Exams in June or December. **Entrance:** Diploma 4, A Levels or over 21 with 2 years **experience**. Graduates are exempt.

**3 Pathways:** Business Management, Financial Management, Management of Information Systems

### 6 Core Subjects for All 3 Pathways

#### ORGANISATIONAL BEHAVIOUR
- Types, Functions and Objectives of various Business Organisations in a Dynamic Environment
- Management Roles including Planning, Leadership, Organisation, Control and Entrepreneurship
- Organisation Processes, Structures and Change in different business contexts
- Management Functions including *Human Resources, Marketing, Operations, Accounts & Finance*

#### THE BUSINESS ENVIRONMENT
- Significance of the Market and international Markets for Business, Common Marketing Strategies
- Key economic concepts and principles which underpin the operation of the market
- Key aspects of the macroeconomic environment as they apply to business
- The importance and effects of taxation and the legal framework in which businesses operate

#### FINANCIAL ACCOUNTING
- Accounting Principles, Concepts, Conventions, Processes, Systems and Books of Account
- Financial Statement Preparation including Companies, Branches and Consolidations
- Financial Analysis including Ratio Analysis, Costing, Breakeven and Inflation adjustments
- Financial Management Principles and Raising of Finance

#### QUANTITATIVE METHODS FOR BUSINESS AND MANAGEMENT
- Basic Descriptive Statistics: Data Presentation, Distributions, Central Tendency and Dispersion
- Basic Inferential Statistics: Sampling, Hypothesis Testing, Correlation and Series Analysis
- Presentation, Analysis and Interpretation of Business Information using Statistical Techniques

#### HUMAN RESOURCE MANAGEMENT
- Managing people as a key resource including planning, resourcing, selection, induction, training, development, reward, assessment, employee relations, communication and change management
- In-depth HR Management, Communication, Leadership, Organisation and Change Processes
- Key Issues and Applications of HR Management Principles and Practices to Real Life Case Studies

#### MARKETING, POLICY, PLANNING AND COMMUNICATION
- Marketing Concepts and Principles in a Competitive Changing Environment
- The Marketing Mix: Product/Service, Price, Place, Promotion, Position, Physical Distribution
- Application of Marketing Management Principles and Models to diverse business situations
- International and Global Marketing Principles, Trends and Key Issues

### BUSINESS MANAGEMENT PATHWAY

2 of 5 Options

#### ECONOMIC PRINCIPLES AND THEIR APPLICATION TO BUSINESS
- Economic Concepts, Principles, Theories and Methods in a changing environment
- Application of Economic Principles and Methods to Business Decision-Making
- Macro-economic and Micro-economic Analysis and their Practical Applications
- *The Economic Environment, Key Issues and their effects on business nationally and globally*
MANAGERIAL ACCOUNTING

- Budgeting, Planning and Control Systems and Cashflow Forecasts
- Management Accounting, Information Technology and Systems
- Costing, Cost Volume Profit and Break-even Analysis
- Investment Appraisal, Capital Budgeting, Financial Mathematics and Discounted Cashflow

PRINCIPLES OF BUSINESS LAW

- Principles of Law including Statute, Common Law, Case Law and Legal Processes
- Principles of Business, Commercial and Company Law in National and International context
- Key Issues in the Laws of Contract, Agency, Lease, Sale, Insurance, Tax and Companies
- Application of Legal Principles to diverse legal problems and business situations

ENTREPRENEURSHIP AND BUSINESS DEVELOPMENT

- Entrepreneurship, business development strategies, plans, challenges, networks & support services
- Innovation, creativity, opportunity scouting, idea generation, research, information, testing, SWOT
- Regulations: Accounting, Business Form, Data, Advertising, Market Research, Risks
- Financing, budgeting, resourcing, financial management, working capital, costs, challenges, culture

MANAGING THE CUSTOMER RELATIONSHIP

- Customer service contribution to business improvement, human resourcing, models, issues, culture
- Customer Interface, resolving complaints and conflicts, communication, enhancing service
- Improve customer service in specific contexts eg. public vs private sectors, front-line staff, internet

FINANCIAL MANAGEMENT PATHWAY

2 Options only

MANAGERIAL ACCOUNTING – AS ABOVE

SYSTEMS MANAGEMENT AND INTERNAL FINANCIAL CONTROLS

- Purpose and scope of information systems within organisations.
- Ways in which information systems are designed, managed, developed and controlled
- Context and importance of internal auditing, key stages and techniques in audit assignments
- Actual and potential impacts of information technology (IT) on internal auditing.

MANAGEMENT OF INFORMATION SYSTEMS PATHWAY

2 of 3 Options

MANAGING THE CUSTOMER RELATIONSHIP – AS ABOVE

INFORMATION SYSTEMS APPLICATIONS FOR BUSINESS

- Functions and operating modes of different business information systems, legal and security issues
- Features and business benefits of Local Area Networks (LANs) and Wide Area Networks (WANs)
- Impact of the internet, e-commerce and other technologies on business and commercial activities
- Stages in procurement of computer systems, including hardware, software and services.

INFORMATION SYSTEMS DEVELOPMENT

- Organised approach to information systems development methodologies (ISDM) and life cycle
- Conventional life cycle methodology – benefits and problems
- Alternative approaches: Structured (SSDM), Soft Systems (SSM), Prototyping, Rapid Application
- Computer Assisted Software Engineering (CASE) tools, Web ISDM, Systems Development Projects
- Implementation, testing, conversion, human factors, user involvement, tools, techniques, standards
The GDM is an Advanced International Management Qualification developing Top Level General Management and Leadership skills for Advancement to Senior Management within organisations or one’s own business, in a Competitive Changing Global Business Environment. The Duration is 9-12 months with Exams in June or December. Accreditation is at UK L6 (Recognised by SAQA at L7). **Entrance:** Diploma L5, Degree or equivalent

The Course Structure comprises 3 Core Units plus 2 Options as follows.

**CORPORATE STRATEGY AND PLANNING**
- Strategy Processes, Frameworks and Perspectives in a Dynamic Competitive Environment
- Strategic Vision, Mission, Leadership, Stakeholders, Values, Goals, Objectives and Competencies
- Strategic Analysis: External, Internal, Industry and Competitors, Processes and Value Chains
- Strategy Development: Key Issues, Success Factors, Strategy Models, Evaluation and Choices
- Strategy Implementation and Review: Organisation, Management, Culture, Politics and Change

**INTERNATIONAL BUSINESS CASE STUDY**
- Application of Strategic Management techniques to a Case Study Business of ones choice
- Application of Strategic Management techniques to diverse Case Studies
- Development of a Strategic Business Plan for a Real-Life Business
- Implementation of a Strategic Business Plan for a Real-Life Business
- Critical Evaluation and Facilitation of the Strategy Process

**MANAGING IN ORGANISATIONS**
- Organisational Structure and design, linkages to strategic management, technology and change
- Organisation Theories, Processes, Environments, Planning and Decision-Making
- Organisational Goals and Mission Statements, Performance and Comparative Analysis
- Organisational Development, Change Management, Culture and Social Responsibility

**Plus 2 Options from:**

**CORPORATE FINANCE**
The Financial Environment, Financial Statements, Information Systems, Reporting and Decision-making
- Sources of Finance, The Stock Exchange and the Workings of the Financial Markets
- Capital Budgeting, Discounted Cashflow and Investment Appraisal
- Capital Structure, Dividend Policy, Risk, Return, Cost of Capital and Valuations
- International Finance, Investment and Foreign Exchange

**STRATEGIC MARKETING MANAGEMENT**
- Integrated Strategic Marketing and Planning Processes in Competitive Global Markets
- Application of Practical Strategic Marketing and Communications Methods and Models
- Application of Strategic Consumer and Service Marketing Concepts and Models
- Application of Strategic Industrial and Business Marketing Models and Tools
- Key Issues and Trends in Global Marketing, Telecommunications, Internet and E-Commerce

**STRATEGIC HUMAN RESOURCE MANAGEMENT FOR BUSINESS ORGANISATION**
- Human Resource Management Approaches, Strategies and Roles in a Changing Environment
- Strategic Human Resource Planning, Recruitment, Selection and Performance Management
- Leadership, Group Dynamics, Motivation, Training & Development, Self-Management and Rewards
- Strategic Industrial Relations Processes, Legislation, Conflict Resolution and Management
- Key Issues including Globalisation, Transformation, Empowerment and Skills Transfer

**PROJECT MANAGEMENT**
- Project initiation, objectives, definition, feasibility, risk, uncertainty and critical success factors
- Project life cycle models and planning, Project Manager’s diverse activities and stakeholder communication
- Project work content, structure, risk analysis, tender evaluation, estimation, contracts, global & cultural issues
- Detailed Project Planning, structure, scheduling, resourcing, monitoring, control, variances & problem-solving
- Project Team-building, Leadership, Quality and Change Management, Administration, Reporting and Closure
London School is accredited to provide tuition for the ABE Postgraduate Diploma in Business Management (PDM), which is accredited by the UK Qualifications and Curriculum Authority (QCA), and is equivalent to level 7 on the National Qualification Framework (NQF). The qualification provides a route for students to gain advanced entry to various MBA and Masters Degrees.

The PDBM has been developed by a senior university professor, utilising current academic learning and research as well as employer knowledge and practice. It is therefore an ideal progression route for those who:

- are currently studying professional qualifications and wish to proceed to a Master’s degree in business/management
- have a related degree but wish to proceed to a Master’s level business/management qualification
- are in employment, at managerial level, and wish to achieve a Master’s level qualification

At a time when global economies are in difficulties, the Postgraduate Diploma in Business Management represents an excellent, cost-effective opportunity to demonstrate talent and ability.

**About the programme**

The Postgraduate Diploma comprises five units:

- Strategic Business Management and Planning
- Management of Financial Resources and Performance
- Leadership, Change and People Performance
- Research Methods and their Application to Marketing
- Corporate Strategy, Governance and Ethics

**Assessment**

Each unit requires two pieces of assessed work:

- an examination (marked externally by ABE); and
- an assignment (marked internally by the college and scrutinised by ABE)

To pass the unit requires a pass mark of 40% or above in both pieces of assessed work. For example, achieving a mark of 70% in one piece of work and 35% in the other will not qualify for a pass.

Re-sits of any assessment that is not passed will be permitted.

**Entry Criteria**

A student must fulfil at least one of the following criteria to be allowed entry to the programme:

- Possession of the ABE’s Graduate Diploma in Business Management (note that a student may progress to the Postgraduate Diploma if he/she has one unit of the Graduate Diploma yet to be passed, but cannot be awarded the Postgraduate Diploma until subsequently passing the remaining Graduate Diploma unit)
- Possession of an honours degree in a related subject (“related” to be determined by ABE)
- Five years senior management experience (students must check with ABE regarding this experience prior to registering for the course)
- Possession of a level 6 qualification from another internationally recognised awarding body (students must check with ABE regarding such qualifications prior to registering for the course)
The Mini-MBA in Business Management, Financial Management (FM) Pathway is a Leading-Edge Programme with International Recognition, focusing on Financial Management and providing access to an MBA degree. The course structure and FM Units are as follows (See common subjects in the Mini-MBA in Business Management):

### DFM: DIPLOMA IN FINANCIAL MANAGEMENT LEVEL 4

**Open Entrance:** No formal requirements; **4 Units; Duration:** 6 – 10 months.

**3 Core Units** – See Diploma in Business Management

- Introduction to Business
- Introduction to Business Communication
- Introduction to Quantitative Methods

**1 Optional Unit**

- Accounting for Financial Managers

### HDFM: HIGHER DIPLOMA IN FINANCIAL MANAGEMENT LEVEL 5

**Entrance:** Diploma L4 or 21+ with 2 years experience. **6 Core Units 2 plus 2 Options; Duration** 18-24 months

**6 Core Units** – See Diploma in Business Management

- Organisational Behaviour
- The Business Environment
- Financial Accounting
- Quantitative Methods
- Human Resource Management
- Marketing Policy, Planning and Communications

**2 Optional / Specialist Units** – see outlines in Business Management section

- Managerial Accounting
- Systems Management and Internal Financial Controls

### GDFM: GRADUATE DIPLOMA IN FINANCIAL MANAGEMENT LEVEL 6

**Entrance:** Diploma L5, Degree or equivalent NQF5; **Duration:** 9-12 months

**3 Core Units** – See Advanced Diploma in Business Management

- Corporate Strategy and Planning
- Managing in Organisations
- International Business Case Study

**2 Optional / Specialist Units**

- Corporate Finance
- International Business Finance and Planning
The Mini-MBA in Business Management, Management of Information Systems (MIS) Pathway is a Leading-Edge Programme with International Recognition, providing access to an MBA degree. The course structure and MIS Units are as follows (See common subjects in the Mini-MBA in Business Management):

### DIS: DIPLOMA IN MANAGEMENT OF INFORMATION SYSTEMS (MIS) LEVEL 4

**Open Entrance:** No formal requirements; **4 Units; Duration:** 6 – 10 months.

**3 Core Units** – See Diploma in Business Management
- Introduction to Business
- Introduction to Business Communication
- Introduction to Quantitative Methods

**1 Optional Unit**
- Introduction to Management Information Systems

### HDIS: HIGHER DIPLOMA IN MANAGEMENT OF INFORMATION SYSTEMS (MIS) LEVEL 5

**Entrance:** Diploma L4 or 21+ with 2 years experience. **6 Core Units 2 plus 2 Options; Duration 18-24 months**

**6 Core Units** – See Diploma in Business Management
- Organisational Behaviour
- The Business Environment
- Financial Accounting
- Quantitative Methods
- Human Resource Management
- Marketing Policy, Planning and Communications

**2 of 3 Optional / Specialist Units** – see outlines in Business Management section
- Information Systems Development
- Information Systems Applications for Business
- Managing the Customer Relationship

### GDIS: GRADUATE DIPLOMA IN MANAGEMENT OF INFORMATION SYSTEMS (MIS) LEVEL 6

**Entrance:** Diploma L5, Degree or equivalent NQF5; **Duration:** 9-12 months

**3 Core Units** – See Advanced Diploma in Business Management
- Corporate Strategy and Planning
- Managing in Organisations
- International Business Case Study

**2 Optional / Specialist Units**
- Information Systems for Strategic Management
- Project Management
MINI-MBA IN HUMAN RESOURCE MANAGEMENT
(See details on www.abeuk.com)
See Common Subjects in the Diploma in Business Management

DHR: DIPLOMA IN HUMAN RESOURCE MANAGEMENT: 9-12 months LEVEL 4

Open Entrance: No formal requirements; 4 Units; Duration: 6 – 10 months.

4 Core Units – See Diploma in Business Management

Introduction to Business
Introduction to Business Communication
Managing People
Personnel Administration

HDHR: HIGHER DIPLOMA IN HUMAN RESOURCE MANAGEMENT LEVEL 5

Entrance: Diploma L4 or 2 years experience. 6 Core Units 2 plus 2 Options; Duration 18-24 months

6 Core Units
Organisational Behaviour
The Business Environment
Human Resource Management
Human Resource Development
Employment Relations
People Planning and Resourcing,

Plus 2 Options:

Principles of Business Law
Quantitative Methods for Business Management
Managing the Customer Relationship
Personnel Information Systems

GDHR: GRADUATE DIPLOMA IN HUMAN RESOURCE MANAGEMENT LEVEL 6

Entrance: Diploma L5, Degree or equivalent NQF5; Duration: 9-12 months

3 Core Units

Strategic Human Resource Management
Performance Management and Reward;
Managing Organisational Change and Development

2 Optional Units – See Advanced Diploma in Business Management

Corporate Strategy and Planning;
Managing in Organisations
Project Management
MINI-MBA IN MARKETING MANAGEMENT
(See details on www.abeuk.com)
See Common Subjects in the Diploma in Business Management

DMM: DIPLOMA IN MARKETING MANAGEMENT LEVEL 4

**Open Entrance:** No formal requirements; **4 Units; Duration:** 6 – 10 months.

**3 Core Units** – See Diploma L4 in Business Management

- Introduction to Business
- Introduction to Business Communication
- Introduction to Quantitative Methods

**1 Optional Unit**

- Introduction to Marketing

HDMM: HIGHER DIPLOMA IN MARKETING MANAGEMENT LEVEL 5

**Entrance:** Diploma L4 or 2 years experience. **6 Core Units 2 plus 2 Options; Duration 18-24 months**

**6 Core Units**

- Organisational Behaviour
- The Business Environment
- Marketing Policy Planning and Communication
- Principles of Marketing
- Marketing Information Systems
- Managing the Customer Relationship

**2 Optional Units**

- Principles of Business Law
- Quantitative Methods for Business & Management
- Economics for Business
- Sales Management

GDMM: GRADUATE DIPLOMA IN MARKETING MANAGEMENT LEVEL 6

**Entrance:** Diploma L5, Degree or equivalent NQF5; **Duration:** 9-12 months

**4 Core Units**

- Strategic Marketing Management
- International Marketing
- Integrated Marketing Communications
- Contemporary Issues in Marketing

**1 Optional Unit**

- Corporate Strategy and Planning
- Project Management
Entrepreneurship

New products and services are the lifeblood of business, but it can often take someone special, an entrepreneur, to identify and develop such opportunities. If there is unfulfilled demand, an entrepreneur will want to set up a business to cater for it.

New business start-ups can also be the means whereby people in countries where jobs are scarce can create employment for themselves and others. Many of the largest businesses in the world were started by someone with a good idea, and the most famous business people are invariably entrepreneurs.

Why study Entrepreneurship?

If you think you have a great business idea, but you are not sure what to do next, then the launch of the new ABE Level 4 Diploma in Entrepreneurship can help you. It provides an understanding of the main areas you need to know about in order to run a successful business.

Career Opportunities

The Level 4 Diploma in Entrepreneurship gives you the skills and knowledge you will need if you start your own business. It can also help you find a job or obtain a promotion, as all businesses will benefit from employing someone with an entrepreneurial outlook. If you hold the Level 4 Diploma in Entrepreneurship it will show that you understand how to develop business ideas.

Entry Requirements

Open entry with competence in English (ELTS 5.0 Minimum) and Mathematics

Diploma structure

The Diploma consists of four compulsory units, as follows:

- Understanding Entrepreneurship
- Introduction to Marketing
- Enterprise Start-up
- Business Plan for Enterprise Start-up

Each of the four units will be assessed by a three hour written examination in June or December.

Syllabuses

See www.abeuk.com

The unit syllabuses cover the essential understanding, knowledge and skills required by the entrepreneur for a new business start-up:

- Understanding the economic importance of entrepreneurs, enterprise and small business start-ups;
- the need to develop enterprising and innovative cultures in business;
- spotting business opportunities;
- the importance of knowing your customers;
- market demand as the key to commercial viability;
- the importance of motivation of you and your staff;
- the importance of a well-researched and well-constructed business plan;
- how to construct a business plan to attract potential lenders and investors;
- the business idea;
- staff resources and financial resources;
- the importance of good market research before developing a business plan.
The Mini-MBA in Travel Tourism and Hospitality is a Leading-Edge Practical Management Programme with International University Recognition, providing access to an MBA Degree with a practical focus on the vibrant Tourism industry, identified as a major source of growth and job creation. The MMBA aims to develop World-Class Business, Management and Leadership Skills for Rapid Advancement to Top Management.

DTT: DIPLOMA IN TRAVEL, TOURISM AND HOSPITALITY LEVEL 4

Open Entrance: No formal requirements; 4 Units; Duration: 6 – 10 months.

Core Subjects: See Diploma in Business Management and Marketing
Introduction to Business
Introduction to Business Communication
Introduction to Travel, Tourism and Hospitality
Introduction to Marketing
- Introduction to Travel, Tourism and Hospitality Globally and in Southern Africa
- Introduction to Tourism and Hospitality Business Management and Marketing
- Leisure, Recreation, Travel, Tourism, Hospitality, Time and Resources: concepts and relationships
- Tourism Typologies in relation to Supply and Demand: Tourism Flows, Motivation and Ability to Travel
- Tourism Transport Systems by type and region; Tourism Intermediaries, Roles and Operations
- Tourism Development and the Role of Public Sector Tourism Organisations

HDT: HIGHER DIPLOMA IN TRAVEL, TOURISM AND HOSPITALITY LEVEL 5

Entrance: Diploma L4 or 2 years experience. 6 Core Units 2 plus 2 Options; Duration 18-24 months

6 Core Units
- 3 Core Generic Units - See Diploma in Business Management
- Organisational Behaviour
- The Business Environment
- Customer Relationship Management

3 Core Specific Units – See below
- Travel, Tourism & Hospitality (TTH)
- TTH Operations Management
- Information Technology in Travel, Tourism & Hospitality

Plus 2 Optional Units
- Generic Units - See Diploma in Business Management
- Marketing Policy, Planning and Communication
- Human Resource Management
- Managerial Accounting;
- Principles of Business Law

Travel, Tourism and Hospitality (TTH)
- International Tourism in Contemporary societies, including Southern Africa and Africa
- Tourism, Leisure and Hospitality concepts: definitions, motivations, flows, typologies and analysis
- Evolution of Tourism: history and development of different aspects: spatial, structural, social, lifestyles, transport, technology. Tourism Flows and behaviour patterns,
- Tourism intermediaries: tour operators, travel agents, accommodation providers, transport operators, geopolitical factors, media and fashion trends, statistics and evaluation
- International Tourism impacts, planning and development solutions: destinations, locations, attractions, accommodation, amenities, infrastructure, resources, capacity, investment, sustainable development
- Economic impact of Tourism: Tourism as a major contributor to the process of economic growth and development, macro and micro levels, advantages and disadvantages, displacement and multiplier effects
- Social and Cultural Impacts of Tourism: positive and negative aspects; tourist-host relationships; irritation index, demonstration effect, foreign ownership, employment, neo-colonial views; culture, ethnicity, symbolism, gender and human rights issues, socio-cultural appropriateness policies
- Physical and Environmental impacts: balancing attractions, facilities and services with the local environment, conservation, infrastructure minimizing negative impacts and maximizing benefits
Tourism Policy Formation: informed decision making by the public and private sectors at local, national and international levels; impacts of globalization; objectives, growth targets, responsibilities, focus areas
Tourism Planning and Sustainable Development Ref Rio Agenda 21, 1995 and World Summit on SD Johannesburg 2002: Integrated planning, partnerships and change management, maximizing benefits
Ecotourism and conservation: environmental and economic benefits, sustainability and policy issues
Future of Tourism: forecasting, growth, employment, political, economic and demographic trends and impacts, information technology, e-marketing and virtual holidays; change management

Travel, Tourism & Hospitality Operations Management

- The diverse nature of operations in the TTH industry and its structure and organisation, including goals, performance, communication, membership, legal status, roles, responsibilities, organisational design and coordination; applications including hotels, travel agencies, transport and public sector organisations
- Organisational culture, management styles and optimum mixes, using management theories, including classical, human relations, systems and contingency theory
- Leadership Styles, motivation, groups and team behaviour
- Decision-making and problem-solving techniques, models and processes
- Communication and presentation techniques, models and processes
- Change Management processes and techniques
- Quality Management in travel, tourism and hospitality operations
- Purchasing and Inventory Management in TTH Operations

Information Technology in Travel, Tourism & Hospitality
New subject – details to follow

GDT: GRADUATE DIPLOMA IN TRAVEL, TOURISM AND HOSPITALITY LEVEL 6

Entrance: Diploma L5, Degree or equivalent NQF5; Duration: 9-12 months

3 Core Units
International Travel, Tourism and Hospitality
Strategic Hospitality Management
Sustainable Tourism Planning and Development

Plus 2 Optional Units (See Advanced Diploma in Business Management)
Strategic Marketing Management
Strategic Human Resource Management
Project Management

INTERNATIONAL TRAVEL, TOURISM AND HOSPITALITY

- International Tourism scale, patterns, flows and determinants of demand by region
- The changing nature of tourism demand and barriers at individual, domestic and global levels
- Components of international TTH: intermediaries, attraction, accommodation, transport, facilities
- Tourism market segmentation, product development and purchasing behaviour
- International Hospitality, Service, Quality and Training as important components of TTH
- Impacts of International TTH: economic, environmental, socio-cultural
- Integrated Tourism analysis, enhancing benefits and minimising negative impacts
- Tourism planning and development processes by level, region and critical success factors
- International Tourism Statistics and information: Sources and uses, OECD, WTO, WTTC
- The Future of international TTH: changes in supply, demand, technology and development trends

SUSTAINABLE TOURISM PLANNING AND DEVELOPMENT

- Relationship between TTH and Environment, micro and macro, natural, created, socio-cultural, ecology and bio-diversity, regional imbalances, land-use planning, sustainable tourism, product/market solutions
- Tourism Growth, Sustainable Development and responsibility: tourists, business, government
- Tourism development: application of phase models, typologies, impacts, roles and responsibilities
- Socio-cultural environment impacts, tourist-host interrelationships and solutions
- Tourism Marketing and physical planning and design inter-relationships and spatial scale
- Tourism Growth and planning: planned vs spontaneous, sustainability by pattern and type
- TTH Measures, Monitoring and Management techniques: eg. carrying capacity, limits of acceptable change, zoning, environmental audits, environmental impact assessment, environmental policy
- Natural environmental and Eco-tourism issues: national parks, nature reserves and nature tourism
London School offers the following Short Courses which may be taken towards ABE Diplomas and Advanced Diplomas, O and A Levels over 6 – 10 months Full-Time, Part-Time, Flexi-Study or In-House. These courses may also be aligned with the Short Courses of the Association of Business Practitioners (ABP).

**Entrance requirements:** Diploma: Matric or equivalent qualifications or experience. Advanced Diploma: Diploma, Degree or equivalent qualifications or experience. Course outlines are as follows:

### ACCOUNTING

(Towards Higher Diploma, O and A Level in Accounting)

Accounting and Finance aims to develop the essential knowledge and skills necessary to understand and interpret financial information and to make informed business and financial decisions. The course is designed for students with no formal background in Accounting and Finance. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. **Entrance requirements:** Matric or equivalent qualifications or experience. The course structure is as follows:

- **Introduction:** The Aims and Functions of Accounting and Financial Management in Organisations
- **Financial Statements:** Preparation of Balance Sheet, Income Statement and Cashflow Statements
- **Preparation of Company Financial Statements**, Consolidations and Financial Reporting
- **Accounting Systems:** Overview of the Accounting Process, Systems, Controls and Books of Account
- **Fundamental Principles of Accounting, Financial Management and Corporate Governance**
- **Financial Analysis:** Ratio Analysis, Performance Evaluation and Improvement
- **Management Accounting:** Costing, Breakeven Analysis, Management Reports and Decision-making
- **Financial Management Principles:** Profitability, Liquidity, Working Capital and Cashflow
- **Budgeting and Planning:** Principles of Financial Planning, Budgeting and Control
- **Sources and Types of Finance:** Debt, Equity, Gearing, Short-, Medium and Long-term Finance
- **Capital Structure and Gearing:** Types of Shares and Loans, Gearing ratios and Decisions
- **Investment Appraisal:** Risk, Return, Time Value of Money, Discounted Cashflow, Cost of Capital

### BUSINESS COMMUNICATION

(Towards Diploma, O and A Level Business Management)

The course aims to develop the essential knowledge and skills for effective communication and presentations in Business. The Diploma is designed for students with no formal background in Business Communication. Examinations may be taken separately and/or as part of the Mini-MBA Diploma. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. **Entrance requirements:** Matric or equivalent qualifications or experience. The course structure is as follows:

- **Business Communication and Information, Background, Theory, Principles and Processes**
- **Methods of Communication and Presentations including Written, Verbal and Non-verbal**
- **Visual Communication, Presentations, Audio-Visual Aids, Multi-media, Speeches and Displays**
- **Meetings and Interviews:** Structure, Content, Listening, Documentation and Group Dynamics
- **Overcoming Barriers to Effective Communication:** Cultural, Interpersonal, Media, Noise etc.
- **Information Technology and Communication Principles, Concepts and Applications**
- **Telecommunications, Hardware and Software Applications for Business Communication**
- **Practical Applications of Business Communication, Presentation and Information Skills**
Business Management and Entrepreneurship is a dynamic course, which provides essential skills necessary for success in any type of enterprise, including small, medium and large businesses in the private or public sectors. The course provides a comprehensive overview and practical competencies in all areas of Business Management, including Entrepreneurship, Business Planning, Management, Organisation, Communication, Information Technology, Marketing, The External Environment, Human Resources, Production, Distribution, Accounting and Finance, Experiential Learning: Setting up and Running Your Own Business.

On completion of the course, you should have the key skills to draw up a Business Plan to start and run Your Own Businesses or to advance into General Management. The short course is available over 6-9 months and may be taken as part of the Mini-MBA. The course is available on a Full-Time, Part-Time, Flexi-Study or Seminar basis. Enrolment is continuous and Exams are written in June or December on completion of practical assignments and real-life case studies. Students may continue with ongoing Monitoring and Management Services. Entrance requirement: Matric or equivalent prior learning. The Course Structure is as follows:

1. BUSINESS ORGANISATION, PLANNING, DEVELOPMENT AND ENTREPRENEURSHIP
   - Business Organisations: The nature and types of Business and Economic Systems
   - Business Planning: Vision, Mission, Business Definition, Objectives and Processes
   - Entrepreneurship: The pro-active drive for Success, Ownership, and Empowerment
   - Key Skills: Turning good ideas into good businesses, Constant Learning and Innovation
   - Business Development: Starting and running the business, building support and success
     - Innovation, creativity, opportunity scouting, idea generation, research, action

2. THE EXTERNAL ENVIRONMENT
   - Identifying Key Issues, Scenarios, Opportunities and Threats in the Environment
   - Political, Economic, Social, Cultural, Legal, Technological, Governmental and Global Factors

3. MANAGEMENT AND ORGANISATION
   - Management Principles, Practices, Roles and Functions, Motivation, Planning and Strategies
   - Organisation, Leadership, Control, Culture, Growth and Current Management Trends

4. BUSINESS COMMUNICATION AND INFORMATION TECHNOLOGY
   - Communication: Processes, Skills, Methods, Channels & Networks, Removing Barriers

5. HUMAN RESOURCE MANAGEMENT
   - Objectives and Roles: Managing People, Planning, Recruitment, Selection, Motivation
   - Performance, Rewards, Training and Development, Industrial Relations, Equity, Empowerment

6. MARKETING AND SALES
   - The Marketing Concept and Mix: Planning, Products and Services, Packaging, Pricing, Place, Promotion, Positioning, Research, Segmentation, Branding, Differentiation and Competitiveness
   - Selling Skills and Processes; Strategies, Presentations, Customer Relationship Management

7. PRODUCTION, OPERATIONS AND DISTRIBUTION
   - Production Objectives and Processes, Efficiency, Effectiveness, Purchasing, Stock Control, Quality, Just-in-Time, Bottlenecks, Networks, Technology, Automation and Computers;
   - Distribution: Channels, Methods, Logistics, Planning, Service Delivery & Satisfaction

8. ACCOUNTING AND FINANCE
   - Accounting Principles, Practices & Systems, Financial Statements, Reporting, Regulations
   - Financial Analysis, Models, Control, Budgeting, Cashflow, Performance and Risk Management
   - Finance and Investment, Types, Sources and Access to Finance
The course aims to develop the essential knowledge and skills necessary to use economic analysis for effective business decision-making. The course is designed for students with no formal background in Economics. Examinations may be taken for the Diploma separately and/or as part of the Mini-MBA Diploma exams. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months.

Entrance requirements: Matric or equivalent qualifications or experience. The course structure is as follows:

- **Introduction:** Economic Concepts, Definitions, Principles and Theories
- **The Economic Problem,** Positive and Normative Economics, Different Economic Systems
- **MICROECONOMICS:** Principles and Applications: Demand, Supply, Markets, Prices and Intervention
- **Elasticities:** Prices, Income and Cross Elasticities of demand; Elasticities of Supply
- **Consumer Theory,** Diminishing Marginal Utility, Consumer Equilibrium
- Production **Possibility Frontier,** Diminishing Returns, Economies of Scale, average marginal and total Costs
- **Market Structures:** Perfect and Imperfect Competition, Monopoly, Oligopoly, Duopoly, Short- and Long-run
- **MACROECONOMICS** Pricing factors of production, factor & transfer earnings, rent, quasi-rent, policy issues
- **Government Regulation and Interventions:** public and merit goods, externalities, taxes and subsidies
- **Circular Flow of National Income,** National Accounts, measurement of GNP, problems and comparisons
- **Macroeconomic Issues:** Inflation, Unemployment, Economic Growth, Balance of Payments
- **Aggregate demand:** Consumption, Savings, Investment, Fiscal policy, foreign sector, national equilibrium
- **Fiscal Policy:** Government Expenditure, Taxation, Budget, Deficit and Surplus, Financing, Comparisons
- **Monetary Economics:** Money Functions, Supply and Demand, Monetary Policy, Interest Rates
- **Balance of Payments:** International Trade, Theories, Opportunity Costs, Tariffs, Trade Agreements
- **Application of Economic Principles and Methods to Business Decision-Making**
- **Introduction to International Economics,** Economics of Industry, Labour, Development and Public Sector
- **The Economic Environment,** Key Issues and their effects on business nationally and globally

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**BUSINESS LAW**

(Towards Higher Diploma in Business Management or A Level Law)

The course aims to develop the essential knowledge and skills necessary to use Business Law effectively for decision-making. The course is designed for students with no formal background in Accounting and Finance. Examinations may be taken for the Diploma separately and/or as part of the Mini-MBA Diploma exams. The course is available Full-Time, Part-Time, Flexi-Study or on a Seminar basis. The duration is 6 – 10 months. Entrance requirements: Matric or equivalent qualifications or experience. The course structure is as follows:

- **Principles of Law** including Statute, Common Law, Case Law and Legal Processes
- **Principles of Business,** Commercial and Company Law in National and International context
- **Law of Contract:** Basic Principles, Special Contracts, Sale, Lease, Hire, Agency, Employment
- **Bills of Exchange:** nature, definition, purpose, negotiability, duties and liabilities, role of banks
- **Law of Associations** and forms of ownership: legal entities, partnerships, types of companies
- **Principles of Consumer Law,** Employment and Industrial Relations Law
- **Application of Legal Principles** to diverse legal problems and business situations
The course aims to develop the essential knowledge and skills necessary to understand and interpret financial information and to make informed business and financial decisions. The course is designed for students with no formal background in Accounting and Finance. Examinations may be taken for the Diploma separately and/or as part of the Mini-MBA Diploma exams.

The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. **Entrance requirements:** Matric or equivalent qualifications or experience. The course structure is as follows:

- **Introduction:** The Aims and Functions of Accounting and Financial Management in Organisations
- **Financial Statements:** Preparation of Balance Sheet, Income Statement and Cashflow Statements
- **Preparation of Company Financial Statements, Consolidations and Financial Reporting**
- **Accounting Systems:** Overview of the Accounting Process, Systems, Controls and Books of Account
- **Fundamental Principles** of Accounting, Financial Management and Corporate Governance
- **Financial Analysis:** Ratio Analysis, Performance Evaluation and Improvement
- **Management Accounting:** Costing, Breakeven Analysis, Management Reports and Decision-making
- **Financial Management Principles:** Profitability, Liquidity, Working Capital and Cashflow
- **Budgeting and Planning:** Principles of Financial Planning, Budgeting and Control
- **Sources and Types of Finance:** Debt, Equity, Gearing, Short-, Medium and Long-term Finance
- **Capital Structure and Gearing:** Types of Shares and Loans, Gearing ratios and Decisions
- **Investment Appraisal:** Risk, Return, Time Value of Money, Discounted Cashflow, Cost of Capital

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**STRATEGIC FINANCIAL MANAGEMENT AND CORPORATE FINANCE**

(Towards Graduate Diploma)

The course aims to develop Strategic Financial Skills for effective Business and Financial decision-making at Senior Management level. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. **Entrance:** The Diploma or equivalent qualifications or experience. The Course Structure is as follows:

- **Strategic Financial Management Processes** within the Business and Economic Environment
- **Strategic Financial Analysis** including Profitability, Risk and Gearing
- **Stock Exchange indicators,** ratios and valuations of shares, businesses and other investments
- **Strategic Budgeting and Planning:** Management Applications and Performance Management
- **Strategic Information Technology and Systems** for effective Decision-making and Control
- **Sources of Finance,** The Stock Exchange, Workings of the Markets, Financial Instruments
- **Capital Budgeting,** Discounted Cashflow and Investment Appraisal
- **Capital Structure,** Dividend Policy, Risk, Return, Cost of Capital and Valuations
- **International Finance,** Foreign Exchange, Global Investment and Financing
- **Corporate Finance:** Financial Markets and Structuring
- **The nature and workings** of different forms of Securities, Derivatives, Options and Futures
- **Mergers and Acquisitions:** Financial and Non-Financial Strategic Factors
- **Integrating Strategic Management** with Financial Strategies
HUMAN RESOURCE MANAGEMENT
(Towards Higher Diploma)

The course aims to develop the essential knowledge and skills necessary to play an effective role in the Management of People within an Organisation or one’s own business. Examinations may be taken for the course separately and/or as part of the Mini-MBA Diploma exams.

The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. Entrance requirements: Matric or equivalent qualifications or experience

- **Human Resource Management**: Introduction, Overview and Objectives
- **Human Resource Planning**: Job Analysis, Inventory, Job Evaluation and Labour Markets
- **Resourcing, Recruitment and Selection**: Methods of Internal and External Recruitment and Selection
- **Training and Development**: Formal and Informal methods of Skills Transfer and Development
- **Remuneration, Motivation and Job Satisfaction**: Theories, Practical Methods and Key Issues
- **Leadership and Group Behaviour**: Basic concepts of facilitating group behaviour
- **Industrial Relations**: Essentials of Legislation, Bargaining, Substantive and Procedural Issues

STRATEGIC HUMAN RESOURCE MANAGEMENT
(Towards Graduate Diploma)

The course aims to develop Strategic Human Resource Management and Leadership Skills at Senior Management level. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. Entrance: The Diploma or equivalent qualifications or experience. The Course Structure is as follows:

- **Strategic Human Resource Management Roles** within a General Management Context
- **Strategic Human Resource Planning**, Recruitment, Selection and Performance Management
- **Integrating and Aligning Corporate Strategy** with Human Resource Strategies
- **Leadership, Group Dynamics**, Motivation, Satisfaction, Self-Management and Rewards
- **Organisation Development** Processes and Change Management Facilitation
- **The Psychological Contract of Work** as related to commitment, motivation and performance
- **The Learning Organisation** and Knowledge Management **applications**
- **Performance Management Systems**, Performance-related Remuneration
- **Strategic Training and Management Development** with Technology based applications
- **Network Organisation**, Self-Management, Multi-Skilling, Benchmarking and Outsourcing
- **Strategic Industrial Relations** Processes, Legislation, Conflict Resolution and Management
- **National Human Resource Development** and Skills Development Strategies
- **Key Human Resource Issues** including Globalisation, Transformation, Empowerment, Capacity Building, Skills Transfer and Managing Diversity in a Global Environment
- **New Models for Human Resource Management** in a changing competitive global environment
- **Case Studies in Strategic Human Resource Management** applied in different organisations
- **Strategic Human Resource Management Project Report** on an organisation of one’s own choice, integrated within the overall Corporate and Business Unit Strategies
The course aims to develop the essential knowledge and skills necessary to play an effective role in the management of Information Systems in an Organisation or one's own business. Examinations may be taken for the course separately and/or as part of the Mini-MBA Diploma exams. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. Entrance requirements: Matric, equivalent qualifications or experience. The Course Structure is as follows:

Management Information Systems Concepts and Principles
- Information and Data, Capture of Information, storage, processing and display.
- Systems ideas and applications to information handling.
- Case studies on information systems within organisations.

Information and Communications Technologies
- Computer Hardware, Software and Development.
- Representation of Data in Computer Systems, files and databases.
- Operating software, applications packages and user written programmes.
- Telecommunications and the Internet. Introduction to programming concepts.

Systems Development
- The information systems development lifecycle
- Feasibility, analysis, design, construction, changeover and operation.
- Introduction to structured development methodologies and prototyping. Data Modelling.

Practical Coursework:
- Introduction to software packages: spreadsheet, word processor and database eg.
- Excel, Word and Access. Analysis and design of small applications and mastery of the software.

INFORMATION SYSTEMS FOR STRATEGIC MANAGEMENT
(Towards Graduate Diploma)

The course aims to develop and apply Strategic Information Systems Skills for Competitive Advantage at Senior Management level. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months. Entrance: Diploma or equivalent qualifications or experience. Course Structure:

The Strategic Role of Information Technology in a Changing Competitive Global Environment:
- Strategic Management of Information Technology in a changing competitive global environment
- Strategic Applications of Information Technology developments within diverse business situations
- Global Telecommunications Management
- Internet, E-Business and Networking

Strategic Applications of Information Technology for Competitive Advantage
- IT Applications in all areas and processes of the Business and Industry Value Chain including
- Environmental Scanning, Marketing, Operations, Procurement, Distribution, Finance and Administration
- Financial Planning and Modelling
- Organisational Networking
- Human Resource Management
- Global Operations

Strategic Systems Development Including
- Participative Systems Analysis, Design and Change Management
- Strategic Objectives and Management Processes
- Accelerated Pro-typing and Implementation
- Executive Systems, End-User Computing, Expert Systems
MARKETING MANAGEMENT
(Towards Higher Diploma)

The course aims to develop the essential knowledge and skills necessary for an effective Marketing role within an Organisation or one’s own business. The course is designed for students with no formal background in Marketing. Examinations may be taken for the course separately and/or as part of the Mini-MBA Diploma exams. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. The duration is 6 – 10 months.

Entrance requirements: Matric or equivalent qualifications or experience

- Marketing Principles in a Competitive Changing Environment
- The Marketing Concept and Orientation
- The Marketing Mix including Planning, Product/Service, Packaging, Price, Place, Promotion, Positioning, Physical Distribution
- The Promotions Mix including: Advertising, Personal Selling, Direct Marketing, Publicity and Public Relations, The Internet and Electronic Commerce
- Branding and Product Differentiation
- The Product Life Cycle, Portfolio Analysis, the BCG and GE Matrixes
- Market Research, Market Segmentation, Consumer Behaviour and Competitor Analysis
- Customer Relations Management and One-to One Marketing concepts and techniques
- International and Global Marketing Principles, Trends and Key Issues
- Application of Marketing and Promotions principles to diverse practical business situations and case studies

STRATEGIC MARKETING MANAGEMENT
(Towards Graduate Diploma)

The course aims to develop Strategic Marketing Skills at Senior Management level in a Competitive, Changing Global Environment. The course is available Full-Time, Part-Time, Flexi-Study or on an intensive Seminar basis. Examinations may be taken for the course separately and/or as part of the Mini-MBA Diploma exams. Entrance requirements: Diploma in Marketing Management or equivalent qualifications or experience. The duration is 6 – 10 months. The Course Structure is as follows:

- Strategic Marketing Management Approaches and Philosophies in an International context
- Integrated Strategic Marketing and Management Processes in Competitive Global Markets
- Aligning Corporate Strategies, Business Unit Strategies and Marketing Strategies
- Strategic Marketing and Communications Methods and Models
- Strategic Consumer and Service Marketing Concepts and Models
- Strategic Industrial and Business Marketing Models and Tools
- Strategic Industry and Competitor Analysis for Competitive Advantage
- Porter’s Generic Strategies: Cost Leadership, Differentiation and Focus
- Competitive Marketing Strategies: Positioning, Branding and Outpacing Strategies
- Strategic Market Segmentation, Research, Target Marketing and Marketing Networks
- The Marketing Organisation, Customer Service and Relationship Management
- Strategic Marketing and Sales Management Processes and Techniques
- Key Issues and Trends in Strategic International and Global Marketing
- Cultural Diversity Management and its impact on Strategic Global Marketing
- Strategic Marketing Applications of Telecommunications, the Internet and E-Commerce
- Development and Implementation of practical Strategic Marketing Plans in diverse industries
The course aims to develop State of the Art Skills in the Dynamic Strategic Management Process in a Changing Global Environment; and World-Class Strategies and Business Plans for Growth, Profitability and Competitive advantage. The course is designed for Managers and Entrepreneurs wishing to master the art of Strategic Management and Leadership for advancement into general management. The course is available Full-Time, Part-Time or Flexi-Study over 6 to 10 months or on an intensive Seminar basis.


STRATEGIC ENVIRONMENTAL ANALYSIS: Identifying Key Issues, Trends, Scenarios, Opportunities and Threats in a Changing Global Environment including Political, Economic, Social, Cultural & Technological Factors.

STRATEGIC INDUSTRY AND COMPETITOR ANALYSIS: In-depth assessment of Industry Structure, Dynamics, Forces and Value Chains to Develop Strategies for Sustainable Competitive Advantage and Superior Performance.


ADVANCED STRATEGIC MANAGEMENT / CORPORATE STRATEGY

The course is designed for experienced Senior Executives, Graduates and Professionals wishing to enhance their Strategic Leadership Skills at Board Level. The course includes a Strategic Management Project Report. Entrance requirements: Diploma, Degree or equivalent qualifications or experience. The course is available Full-Time, Part-Time or Flexi-Study over 6 to 10 months or on an intensive Seminar basis.

STATE OF THE ART STRATEGIC PERSPECTIVES: Critique of current theories and approaches to Strategic Management as part of the major Project and Report

ADVANCED STRATEGIC ANALYSIS: Global Scenarios for Business & Economic Growth and Development; Comprehensive Strategic Business, Industry and Competitor Analysis and financial analysis as part of the Project


INTERNATIONAL BUSINESS: In-depth study of international business processes and global trends, including case studies ranging from exporting to multinational and global operations management

CORPORATE AND BUSINESS STRATEGIES: Nurturing the emergence and delivery of powerful strategies at corporate and business unit levels, strategic alignment and alliances, global strategic implications; Change Management Strategies, Globalisation Strategies, Functional Strategies and Overall Business Strategies. Detailed Corporate and Business Unit Strategies as part of the major Project and Report.

CASE STUDIES IN STRATEGIC MANAGEMENT AND INTERNATIONAL BUSINESS: Application of Strategic Management techniques to selected Organisations. Development of Strategic Business Plans and Implementation Processes for various businesses and organisations.

COMPREHENSIVE STRATEGIC MANAGEMENT PROJECT REPORT including detailed strategic analysis, strategy development and facilitation of the Strategy Process in a practical business environment.
OVERVIEW: STRATEGY PROCESSES AND FRAMEWORKS
- State of the Art Skills in Strategic Project Management in a Changing Global Environment
- World-Class Strategic Business Project Plans and Processes applied to practical Projects
- The Power and Range of Continuous, Participative, Creative, Emergent Strategic Project Management and Thinking Processes, Frameworks and Perspectives.
- Development of a coherent Strategic Vision and Mission for an organisation and Projects,

PROJECT MANAGEMENT OVERVIEW
- Project initiation, objectives, definition, feasibility, risk, uncertainty and critical success factors
- Project life cycle models and planning, Project Manager’s diverse activities and stakeholder communication
- Project work content, structure, risk analysis, tender evaluation, estimation, contracts, global & cultural issues
- Detailed Project Planning, structure, scheduling, resourcing, monitoring, control, variances & problem-solving
- Project Team-building, Leadership, Quality and Change Management, Administration, Reporting and Closure

STRATEGIC ENVIRONMENTAL ANALYSIS
- Identifying Key Issues, Trends, Scenarios, Opportunities and Threats in the Changing Global Business Environment, including Political, Economic, Social, Cultural and Technological Factors.

STRATEGIC INDUSTRY AND COMPETITOR ANALYSIS
- In-depth assessment of Industry Structure, Dynamics, Forces and Value Chains in order to Develop Robust Strategies for Sustainable Competitive Advantage and Superior Performance in Global context.

STRATEGIC INTERNAL BUSINESS AND PROJECT ANALYSIS

STRATEGY DEVELOPMENT AND FORMATION

STRATEGY IMPLEMENTATION AND CHANGE MANAGEMENT
- Facilitating Strategy Implementation and Change Management in different organisational contexts.
- Project Review and Control Models including Critical Path Analysis, Pert Charts and IT Systems.

ADVANCED STRATEGIC MANAGEMENT APPLIED TO PROJECTS

The course is designed to apply the art of Advanced Strategic Management in a practical project management environment. The course is offered on a Full-Time, Part-Time, Flexi-Study over 6 – 9 months or on Seminar basis over four days plus self-study. Entry requirements: NQF5 Degree, Diploma or equivalent. Assessment is by Examination and a detailed Case Study Project Report

ADVANCED STRATEGIC PERSPECTIVES AND SCENARIO ANALYSIS
- Critique of current theories and approaches to Strategic Management as part of the major Project Report
- Global Scenarios for Business and Economic Growth and Development

ADVANCED PROJECT, INDUSTRY AND COMPETITOR ANALYSIS
- In-depth analysis of industries and project management requirements in Global context

STRATEGIC MANAGEMENT ORGANISATION

INTERNATIONAL BUSINESS PROJECTS
- In-depth study of international business processes and global trends, including case studies ranging from exporting to multinational and global project management

CORPORATE AND BUSINESS MANAGEMENT STRATEGIES
- Nurturing the emergence and delivery of powerful project management strategies at corporate and business unit levels, strategic alignment and alliances, global strategic implications
- Generating and Evaluating Creative Strategic Alternatives and Models, including Competitive Strategies, Grand Strategies, Detailed Corporate, Business and Functional Strategies including Growth, Competitiveness, Product/Market Portfolios, Synergy, Change Management, Globalisation,

CASE STUDIES IN STRATEGIC MANAGEMENT AND INTERNATIONAL BUSINESS PROJECTS
Sports Management is a pioneering programme covering all key aspects of sports management, developed by experts in the field. With the continuing high growth in the world of sport, the programme opens up exciting career opportunities in the diverse fields of sport and business management, in South Africa and internationally. The DSM aims to develop professional business managers with the capacity to manage major events and programmes such as FIFA World Cup 2010. The DSM develops competencies in all core areas as well as specific skills and career opportunities, with practical real-life assignments and case studies.

The course is available Full-Time, Part-Time or Flexi-Study (Supported Distance Learning) or In-House by arrangement. The DSM is run on a modular basis over 6 to 10 months, with continuous enrolment. The DSM was endorsed by the NSC (now Sport and Recreation SA). Examinations may be taken in June or December on completion of all assignments. Entrance requirements: Matric, Certificate or 2 years relevant experience. Course Structure: The course comprises all 6 Core Modules below with Additional Subjects towards the ABE International Diploma in Business Management, Tourism, Financial Management, Human Resources or Marketing.

THE WORLD OF SPORT: Introduction and Objectives; Career Opportunities in the World of Sport; Sports Organisations from International to Local Levels; Sports Structures: Associations, Codes, Leagues, Clubs, Events and School Sports; The Market for Sport, Sports Products, Sponsorship and Marketing through Sport, Sports Participation, Spectatorship and Media Audiences; Major Trends and Developments in the World of Sport


SPORTS PSYCHOLOGY: Introduction and Overview: Sports Psychology around the World and at the Olympics; The Psycho-Physiology of Sports Performance: The Athletes Mind and Body Functioning; Managing Stress, Anxiety, Arousal and Sports Performance; Relaxation, Visualisation, Mental Imagery Training, Concentration, Attention and Focus, Assessment and Training; Goal-Setting, Motivation, Self-Management, Confidence and Esteem Building; Personality, Character Building, Sports Ethics and Values; Mental Training Programmes, Strategy, Tactics and Applications on the Field of Play; Integration with Coaching and Training


SPORTS MEDICINE: Anatomy Systems: Musculoskeletal, Neural, Cardiovascular, Respiratory Physiology Systems and Terms: Biochemistry, Cardiovascular, Respiratory, Energy; Nutrition; Sports Injuries: Classification, Examination, Treatment and Prevention; First Aid: Cardio-Pulmonary Resuscitation, Fractures, Bleeding, Medical Bag; Nutrition principles; Drugs in Sport: Rules, Classification, Testing, Education, Prevention and Treatment


ASM: ADVANCED SPORTS MANAGEMENT

The Advanced course aims to apply Sports Management and Strategic Management Skills at Senior Level within the World of Sport. Entrance: Degree, Diploma or NQF5 Qualification and 2 years experience. The duration is 6 to 10 months. Assessment is by Examination and a Detailed Report:

ADVANCED STRATEGIC SPORTS MANAGEMENT PROJECT REPORT on a relevant practical sports project presentable at national and international level incorporating:

ADVANCED APPLICATION OF ALL SPORTS MANAGEMENT MODULES in the Diploma in Sports Management

ADVANCED DIPLOMA IN BUSINESS MANAGEMENT MODULES including Strategic Management, Financial Management, Strategic Human Resource Management and Strategic Marketing Management
IGCSE O Levels and GCE A Levels are International University entrance qualifications providing an ideal bridging programme to university. Exams are written in May/June, November (Cambridge) or January (Edexcel).

London School offers tuition for the following subjects and others depending on enrolments (Refer www.cie.org for detailed syllabuses and course details):

- **O Levels:** English, Mathematics, Accounting, Commerce and Economics
- **A Levels:** Business Management, Economics, Law and Sociology

**UNIVERSITY OF LONDON**

**Academic Direction by:** London School of Economics and Political Science (LSE)

Please see www.londoninternational.ac.uk for further updated information

The University of London is one of the Leading Universities in the World, with an international reputation for Excellence. The University comprises 19 world-renowned Colleges including **London School of Economics (LSE)**, which is the Lead College for the many of the Degrees. LSE boasts 5 Nobel Prize winners and 28 present or former heads of state. The External Programme has over 43 000 students in 180 countries. External students receive the same Degrees as internal students, and may apply for a transfer to one of the internal colleges in the second year of their studies. **Graduates** of the University include many prominent leaders such as former President Nelson Mandela who studied the LLB on Robin Island. Applications to the University are due by 17 September for exams to be written the following May/June. **Entrance Requirements** include:

- **Access Route:** Matric with passes in Maths (for BSc) and English or equivalent; (see below) or
- **Matric Higher Grade B B B C C** and passes in Maths (for BSc) and English or equivalent; or
- **SA National Diploma** or Chartered Institute of Secretaries (CIS); or
- **2 GCE A Levels + Matric** including Maths Higher Grade (for BSc) and English or equivalent; or
- **2 GCE A Levels + 3 GCSE O Levels** including Maths Grade C (for BSc) and English or equivalent; or
- **3 GCE A Levels + 1 GCSE O Level** including Maths (Grade C for BSc) and English or equivalent; or
- **Students over 21 with other equivalent qualifications** may be considered for special admission

**Graduates** with competence in Mathematics and English equivalent to GCSE/GCE O Levels Grade C qualify for entry to the new 1-2 year **Diplomas for Graduates** and the **BSC Graduate Entry Route** over 2-3 years

**UNIVERSITY OF LONDON BSC ACCESS ROUTE**

The BSc Access Route comprises 2 BSc 1st Year subjects, selected from a specific list, after which students can continue with the full BSc programme over 2 to 4 years.

**Entrance Requirements:** 18 years of age on 1 September and
- **Matric** with passes in Higher Grade Maths and English or equivalent proof of competency in English; or
- **4 GCSE O Levels** including Maths & English with Grade C or equivalent proof of competency in English

The options for the two Subjects include:
- Introduction to Economics
- Principles of Sociology
- Introduction to International Relations
- Introduction to Modern Political Thought
- Democratic Politics and the State
- Statistics 1 and Mathematics 1 (2 half-units)
- Statistics 1 and 2 (2 half-units)
- Mathematics 1 and 2 (2 half-units)

**NOTE:** The Access Route, A and O Levels are available at London School to gain access to the Degrees. The University of London Diploma for Graduates is available in Accounting, Banking, Development, Economics, Finance, Information Systems, International Relations, Management, Politics, Social Sciences and Sociology. The University of London Diploma in Economics and Diploma in Law are not currently available in South Africa.
UNIVERSITY OF LONDON
DEGREES AND DIPLOMAS FOR GRADUATES


The University of London Degrees are amongst the foremost degrees available world-wide, providing an ideal route to a top-level career in the diverse fields of Business, Management, Banking, Accounting, Development, Economics, Finance, Information Systems, Law, Social Sciences and Government. The BSc Structure comprises 12 subjects over 3 or 4 years. The BSc Graduate Entry Route comprises 9 subjects over 2-3 years. The Diplomas for Graduates comprise 4 subjects over 1-2 years. An overview of the Degrees is set out below. (See www.londoninternational.ac.uk or detailed University of London Prospectus for full details).

**BSC MANAGEMENT**

BSc Management covers a wide range of areas relevant to General Business Management within the context of a global economy. The degree opens up diverse career opportunities in Commerce, Industry, Services, Finance and Consulting within the Private and Public Sectors. The degree provides a strong foundation in economics and social sciences, with a number of specialist options in the Management field. The Degree comprises 8 compulsory Foundation and Further Units and 4 Options from Management, Economics, Sociology or broader units as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3–4 / Further Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to Economics</td>
<td>Managerial Economics</td>
<td>3 Further Options selected from</td>
</tr>
<tr>
<td>Statistics &amp; Maths 1 half-units</td>
<td>Organisation Theory</td>
<td>Management, Economics or Sociology</td>
</tr>
<tr>
<td>Principles of Sociology</td>
<td>Strategy</td>
<td>*Marketing</td>
</tr>
<tr>
<td>Intro to Bus &amp; Management</td>
<td>Human Resource Management or</td>
<td>*Elements of Social &amp; Applied Psychology</td>
</tr>
<tr>
<td>Principles of Accounting</td>
<td>Management Science Methods</td>
<td>*1 Further Unit</td>
</tr>
</tbody>
</table>

**BSC ACCOUNTING AND FINANCE**

BSc Accounting and Finance aims to provide a thorough grounding and skills in accounting and finance, opening up a wide range of career opportunities in the business, financial and professional world internationally. Additional subjects include: Financial Management or Corporate Finance, Financial Reporting and Management Accounting, with an option in Auditing. Typical careers include professional Accounting, Auditing, Financial Management, Consulting, Banking, Merchant Banking, Corporate Finance, Stock-Broking, Information Systems and Financial Services. Graduates may apply for professional Chartered Accountant exams, subject to additional requirements in different countries (eg Auditing, Tax and Law in South Africa). The degree structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Further Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to Economics</td>
<td>1 Optional Foundation Unit</td>
<td>Auditing and Assurance</td>
</tr>
<tr>
<td>Principles of Accounting</td>
<td>Managerial Economics or Microeconomics</td>
<td>Management Accounting</td>
</tr>
<tr>
<td>Statistics 1 &amp; Maths 1 half-units</td>
<td>Financial Management or Corp. Finance</td>
<td>1 Option B, E or M</td>
</tr>
<tr>
<td>Principles of Banking &amp; Finance</td>
<td>Financial Reporting</td>
<td>1 Further Unit</td>
</tr>
</tbody>
</table>

**BSC BANKING AND FINANCE**

BSc Banking and Finance is a distinctive qualification providing in-depth coverage of the fields of banking and finance and their central role in the economy as the facilitators of commercial enterprises and economic growth and development. Subjects include Principles of Banking, Banking Operations and Risk Management and Corporate in an international context. The BSc Banking and Finance opens up significant career opportunities at senior level in banking, financial institutions, financial services, corporate finance, stock-broking as well as in commerce, industry and government. The degree structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to Economics</td>
<td>1 Optional Foundation Unit</td>
<td>Investment Management</td>
</tr>
<tr>
<td>Principles of Accounting</td>
<td>Corporate Finance</td>
<td>1 Option A, E or M</td>
</tr>
<tr>
<td>Statistics 1 &amp; Maths 1 half-units</td>
<td>Financial Intermediation</td>
<td>1 Further Option</td>
</tr>
<tr>
<td>Principles of Banking &amp; Finance</td>
<td>Micro, Macro Economics or Econometrics</td>
<td>1 Further Option</td>
</tr>
</tbody>
</table>

London School SA © 27/06/2013 Page 28
### BSc BUSINESS

**BSc Business** cover a wide range of areas relevant to General Business Management within the context of a global economy. The degree opens up diverse career opportunities in Commerce, Industry, Services, Finance and Consulting within the Private and Public Sectors. The degree provides a strong foundation in economics and social sciences, with a number of specialist options in the Management field. The degree structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Introduction to Economics</strong></td>
<td>Principles of Sociology</td>
<td>1 Option M</td>
</tr>
<tr>
<td>Principles of Accounting</td>
<td>Principles of Marketing</td>
<td>1 Option M</td>
</tr>
<tr>
<td>Statistics 1 &amp; Maths 1 half-units</td>
<td>1 Option M</td>
<td>1 Other except Fi, ii, iii</td>
</tr>
<tr>
<td>Intro to Business &amp; Management</td>
<td>1 Option M</td>
<td>1 Other except Fi, ii, iii, L</td>
</tr>
</tbody>
</table>

### BSc ECONOMICS

**BSc Economics** provides in-depth coverage of Economics. Macroeconomics deals with issues such as inflation, employment, taxation, interest rates, aggregate output, exchange rates, the balance of payments, economic growth and development. Microeconomics includes the economic behaviour of individuals, households and firms, with analysis of variables such as supply, demand and prices. The degree opens up opportunities as an economist in government, banking, industry, business and financial services. The degree structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Introduction to Economics</strong></td>
<td>Elements of Econometrics</td>
<td>1 Option E</td>
</tr>
<tr>
<td>Statistics 1 and 2</td>
<td>Macroeconomics</td>
<td>1 Option E</td>
</tr>
<tr>
<td>Mathematics 1 and 2</td>
<td>Microeconomics</td>
<td>1 Option E</td>
</tr>
<tr>
<td>1 Option Fi, Fi or Fiit</td>
<td>1 Optional Unit</td>
<td></td>
</tr>
</tbody>
</table>

### BSc ECONOMICS AND MANAGEMENT

The BSc Economics and Management is an ideal combination between the specialised field of Economics and the general fields of Business Management. As such the degree provides a broader spectrum of subjects and career opportunities in Business, Banking, Finance and Government. The degree structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Introduction to Economics</strong></td>
<td>Principles to Sociology (Foundation)</td>
<td>1 Option M</td>
</tr>
<tr>
<td>Principles of Accounting</td>
<td>Managerial Economics or Microeconomics</td>
<td>1 Option E</td>
</tr>
<tr>
<td>Statistics 1 &amp; Maths 1 half-units</td>
<td>Organisation Theory</td>
<td>1 Option E, M or S</td>
</tr>
<tr>
<td>Intro to Business &amp; Management</td>
<td>Macroeconomics</td>
<td>1 Option E, M or S</td>
</tr>
</tbody>
</table>

### BSc DEVELOPMENT AND ECONOMICS

**BSc Development & Economics** combines a broad range of subjects across various disciplines in Economics and Social Sciences with an impact on the challenges of Development in a global context. Career opportunities include Government, Non-Governmental Organisations, Development Finance Institutions, Multi-national Companies and Organisations in the public and private sectors. The degree structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Introduction to Economics</strong></td>
<td>Economics of Development</td>
<td>1 Option D, E or S</td>
</tr>
<tr>
<td>Principles of Sociology</td>
<td>Geographies of Development</td>
<td>1 Option D</td>
</tr>
<tr>
<td>Statistics 1 &amp; Maths 1 half-units</td>
<td>Macroeconomics</td>
<td>1 Option D</td>
</tr>
<tr>
<td>Human Geography</td>
<td>Microeconomics</td>
<td>1 Other Option</td>
</tr>
</tbody>
</table>

### BSc POLITICS AND INTERNATIONAL RELATIONS

**BSc Politics and International Relations** is a foundation for a wide range of careers in Government, Diplomacy, Public Service, Journalism, International Organisations, Trade & Business. The structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intro to International Relations</td>
<td>Comparative Politics</td>
<td>1 Option E, IR, P or S</td>
</tr>
<tr>
<td>Democratic Politics &amp; the State</td>
<td>International Political Theory</td>
<td>1 Option E, IR, P or S</td>
</tr>
<tr>
<td>1 Option Fi</td>
<td>Nationalism &amp; International Relations</td>
<td>1 Option E, IR, P or S</td>
</tr>
<tr>
<td>1 Option Fi</td>
<td>Democracy and Democratisation</td>
<td>1 Other Option</td>
</tr>
</tbody>
</table>
BSc Information Systems and Management provides an ideal combination of the dynamic fields of information systems and technology with the all-round management areas needed to succeed in the changing world of global business. The degree covers the use of information systems within business organisations as well as the rapidly developing technologies of computer hardware, software engineering, networks, telecommunications, systems development and database management. The degree structure is as follows:

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principles of Sociology</td>
<td>Organisation Theory</td>
<td>Information &amp; Communi-</td>
</tr>
<tr>
<td>Intro to Business &amp; Management</td>
<td>Software Engineering</td>
<td>cation technologies</td>
</tr>
<tr>
<td>Intro to Information Systems</td>
<td>Information systems development</td>
<td>1 Option IS</td>
</tr>
<tr>
<td>Intro to Programming ½ unit and</td>
<td>and management</td>
<td>1 Option IS, M or S</td>
</tr>
<tr>
<td>Statistics 1 ½ unit</td>
<td>Research Project in Information Systems</td>
<td>1 Other Option</td>
</tr>
</tbody>
</table>

BSc Sociology is a social science degree focused on different levels of social behaviour ranging from the individual and groups to organisations and broader societies in historical context. The degree provides a foundation for careers in the Public and Private Sectors including Management, Journalism, Marketing, Advertising and Media.

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principles of Sociology</td>
<td>Historical Sociology</td>
<td>1 Option S</td>
</tr>
<tr>
<td>Reading Soc Sci. &amp; Stats 1 ½ Unit</td>
<td>Sociological Theory and Analysis</td>
<td>1 Option S</td>
</tr>
<tr>
<td>1 Option Fi</td>
<td>Social Research Methods</td>
<td>1 Option S</td>
</tr>
<tr>
<td>1 Option Fi, Fii or Fiii</td>
<td>1 Further Unit</td>
<td>1 Other Option</td>
</tr>
</tbody>
</table>

BSc Management with Law, BSc Accounting with Law and BSc Sociology with Law combine essential elements of the BSc and the LLB Degrees, equipping one with both specialist legal skills and general management skills suitable for a wide range of career opportunities in the business, legal, financial and governmental fields. Students wish to enter the legal profession may select the additional Law subject Options and complete the further requirements of their professional legal associations. Refer LLB below. The Degree structures are as follows:

**BSC ACCOUNTING WITH LAW**

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principles of Accounting</td>
<td>Company Law</td>
<td>1 Option A, B, E, L or M</td>
</tr>
<tr>
<td>Elements of the Law of Contract</td>
<td>Financial Management or Corp. Finance</td>
<td>1 Option A, B, L or M</td>
</tr>
<tr>
<td>Common law reasoning &amp; institutions*</td>
<td>Management accounting</td>
<td>1 Option A, B, Fii, L or M</td>
</tr>
<tr>
<td>1 Unit or 2 ½ Units from Fi, Fii or Fiii*</td>
<td>Commercial law</td>
<td>1 Further Unit</td>
</tr>
</tbody>
</table>

BSC MANAGEMENT WITH LAW

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principles of Accounting</td>
<td>Company Law</td>
<td>1 Option E, L or M</td>
</tr>
<tr>
<td>Elements of the Law of Contract</td>
<td>Commercial law</td>
<td>1 Option E, L or M</td>
</tr>
<tr>
<td>Intro to Business &amp; Management</td>
<td>1 Option M</td>
<td>1 Option E, L or M</td>
</tr>
<tr>
<td>Common law reasoning &amp; institutions*</td>
<td>1 Option except Fi, Fii, Fiii</td>
<td>1 Other Option</td>
</tr>
</tbody>
</table>

**BSC SOCIOLOGY WITH LAW**

<table>
<thead>
<tr>
<th>Year 1 / Foundation Units</th>
<th>Year 2 / Further Units</th>
<th>Year 3-4 / Options*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principles of sociology</td>
<td>Sociological theory and analysis</td>
<td>Criminology</td>
</tr>
<tr>
<td>Common law reasoning &amp; institutions*</td>
<td>Historical sociology</td>
<td>1 Option L</td>
</tr>
<tr>
<td>Reading Social Science ½ unit*</td>
<td>Social research methods</td>
<td>1 Option L or S</td>
</tr>
<tr>
<td>Statistics 1 ½ unit*</td>
<td>Jurisprudence &amp; Legal Theory</td>
<td>1 Other Option</td>
</tr>
<tr>
<td>1 Option from Fi, Fii or Fiii*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**BSC BUSINESS ADMINISTRATION: ROYAL HOLLOWAY**

<table>
<thead>
<tr>
<th>Foundation Level: 4 Units</th>
<th>Advanced Level: 4 Units</th>
<th>Specialist Level: 4 Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; the modern corporation</td>
<td>Strategic Management + 3 Options from</td>
<td>Modern Business + 3 from</td>
</tr>
<tr>
<td>Accounting for management</td>
<td>Marketing Man: Human Resources Man:</td>
<td>International HR, Finance,</td>
</tr>
<tr>
<td>Bus Study, Man &amp; Communication Skills</td>
<td>Production &amp; Operations Management</td>
<td>Marketing Research, others</td>
</tr>
<tr>
<td>A (Accounting &amp; Finance)</td>
<td>Fi (Foundation Units)</td>
<td>M (Management and Business)</td>
</tr>
<tr>
<td>-------------------------</td>
<td>-----------------------</td>
<td>----------------------------</td>
</tr>
<tr>
<td>Financial management</td>
<td>Principles of accounting</td>
<td>The law of business organisations</td>
</tr>
<tr>
<td>Financial reporting</td>
<td>Introduction to information systems</td>
<td>Managerial economics</td>
</tr>
<tr>
<td>Corporate finance</td>
<td>Principles of banking and finance</td>
<td>Management science methods</td>
</tr>
<tr>
<td>Auditing and assurance</td>
<td>Intro to business &amp; management</td>
<td>Organisation theory</td>
</tr>
<tr>
<td>Management accounting</td>
<td>Elements of the law of contract</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>Quantitative Finance</td>
<td>Introduction to business and man.</td>
<td>Corporate Finance</td>
</tr>
<tr>
<td>Valuation &amp; securities analysis</td>
<td><strong>F ii (Foundation Units: Law)</strong></td>
<td>Information systems an organisations</td>
</tr>
<tr>
<td><strong>F iii (Foundation Units: Law)</strong></td>
<td>Criminal Law</td>
<td>Financial management</td>
</tr>
<tr>
<td>B (Banking &amp; Finance)</td>
<td>Public Law</td>
<td>Human Resource Management</td>
</tr>
<tr>
<td>Financial reporting</td>
<td>Elements of the Law of Contract</td>
<td>Management mathematics</td>
</tr>
<tr>
<td>Corporate finance</td>
<td>Common Law Reasoning and institutions</td>
<td>Management: International and Comparative perspectives</td>
</tr>
<tr>
<td>Auditing and assurance</td>
<td>Institutions</td>
<td></td>
</tr>
<tr>
<td>Financial intermediation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment management</td>
<td><strong>IR (International Relations)</strong></td>
<td>Strategy</td>
</tr>
<tr>
<td>Quantitative Finance</td>
<td>International political economy</td>
<td>Elements of applied and social psychology</td>
</tr>
<tr>
<td>Valuation &amp; securities Analysis</td>
<td>International political theory</td>
<td></td>
</tr>
<tr>
<td>D (Development)</td>
<td>Nationalism &amp; international relations</td>
<td>P (Politics)</td>
</tr>
<tr>
<td>Economics of development</td>
<td>International institutions</td>
<td>Comparative politics</td>
</tr>
<tr>
<td>Social policy</td>
<td>International politics of East Asia</td>
<td>Democracy and democratisation</td>
</tr>
<tr>
<td>Economic geography</td>
<td>International security</td>
<td>Political Analysis and Public choice</td>
</tr>
<tr>
<td>Society and the environment</td>
<td>Foreign Policy analysis</td>
<td>Politics &amp; Policies of the EU</td>
</tr>
<tr>
<td>Development management</td>
<td>Complex emergencies and Humanitarian responses</td>
<td>Policy analysis and public choice</td>
</tr>
<tr>
<td>World development</td>
<td></td>
<td>Contemporary political theory</td>
</tr>
<tr>
<td>Complex emergencies</td>
<td>Development management</td>
<td></td>
</tr>
<tr>
<td>E (Economics)</td>
<td>Global environ. problems &amp; politics</td>
<td>S (Sociology)</td>
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<tr>
<td>Monetary economics</td>
<td>IS (Information Systems)</td>
<td>Organisation theory</td>
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<tr>
<td>Economics of labour</td>
<td>International economics</td>
<td>Sociological theory</td>
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<tr>
<td>International economics</td>
<td>Software engineering</td>
<td>Methods of social research</td>
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<tr>
<td>Public economics</td>
<td>Info &amp; communication technologies</td>
<td>Sociology of development</td>
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<td>Elements of econometrics</td>
<td>Info systems development &amp; mgmt</td>
<td>Social policy</td>
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<td>Managerial economics or</td>
<td>Info systems evaluation</td>
<td>Demography</td>
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<tr>
<td>Microeconomics</td>
<td>Sociology of information systems</td>
<td>Comparative social structures and Institutions</td>
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<td>Economics of development</td>
<td>Research Project in info systems</td>
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<tr>
<td>Macroeconomics</td>
<td>The ethics &amp; politics of info systems</td>
<td>Society and the environment</td>
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<tr>
<td>Corporate finance</td>
<td>Info systems &amp; organisations</td>
<td>Elements of applied and Social psychology</td>
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<td>Further maths for economists</td>
<td>L (Law)</td>
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<tr>
<td>Industrial economics</td>
<td>Law and society</td>
<td>The ethics and politics of information systems ½ unit</td>
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<tr>
<td>International political economy</td>
<td>Company law</td>
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<tr>
<td>Commercial law</td>
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<td>Historical sociology</td>
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<tr>
<td>F (Foundation Units)</td>
<td>Law of Tort</td>
<td>N (New Mathematics)</td>
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<tr>
<td>Introduction to economics</td>
<td>Law of Trusts</td>
<td>Game theory</td>
</tr>
<tr>
<td>Statistics 1 (half unit)</td>
<td>Land Law</td>
<td>Advanced mathematical analysis</td>
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<tr>
<td>Statistics 2 (half unit)</td>
<td>Administrative Law</td>
<td>Advanced linear algebra</td>
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<tr>
<td>Mathematics 1 (half unit)</td>
<td>Criminology</td>
<td>Optimisation theory</td>
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<td>Mathematics 2 (half unit)</td>
<td>EU Law</td>
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<tr>
<td>Human geography</td>
<td>Evidence</td>
<td>Mathematics of Finance &amp; valuation</td>
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<tr>
<td>Principles of sociology</td>
<td>Jurisprudence and legal theory</td>
<td>Abstract mathematics</td>
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<tr>
<td>Intro to international relations</td>
<td>Labour Law</td>
<td>Advanced calculus or linear algebra</td>
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<tr>
<td>Democratic politics &amp; the state</td>
<td>Intellectual property</td>
<td>Mathematical economics</td>
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<tr>
<td>World history since 1917</td>
<td>Introduction to Islamic Law</td>
<td>Adv. Statistics 1/2: distribution theory</td>
</tr>
<tr>
<td>Introduction to programming</td>
<td>Succession</td>
<td>Adv. Statistics 1/2: stats inference</td>
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</table>
UNIVERSITY OF LONDON LLB (LAWS) DEGREE

The University of London LLB (Laws) Degree is one of the most widely recognised law degrees available worldwide, with students and graduates throughout the Commonwealth, the European Union, the United States, Asia, Africa and the Middle East. Professional practice has further requirements in different countries. In South Africa, the Attorneys Admission Examination and the Advocates’ Bar Examination are required in addition to Articles of Clerkship or Pupillage and South African Law subjects. The LLB may be taken as a First Degree over 3 to 4 years or as a Postgraduate Degree over 2 to 3 years or more. The typical LLB Structures are as follows:

<table>
<thead>
<tr>
<th>YEAR</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4 to Max 8</th>
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<tbody>
<tr>
<td>SCHEME A</td>
<td>4 SUBJECTS</td>
<td>4 SUBJECTS</td>
<td>4 SUBJECTS</td>
<td>4 to Max 8</td>
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<td>Law of Tort</td>
<td>Jurisprudence &amp; Legal Theory</td>
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<td></td>
<td>Common Law</td>
<td>Law of Trusts</td>
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<td></td>
<td>Reasoning &amp; Instits.</td>
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<tr>
<td></td>
<td>Elements of Law of Contract</td>
<td>+1 Option</td>
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<table>
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<th>SCHEME B</th>
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<th>3 SUBJECTS</th>
<th>3 SUBJECTS</th>
<th>3 SUBJECTS</th>
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<td>1 From year 1</td>
<td>1 From Yr 2</td>
<td>Jurisprudence &amp; Legal Theory</td>
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<tr>
<td></td>
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<td>2 From above</td>
<td>+2 Options</td>
<td>+2 Options</td>
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<th>5 SUBJECTS</th>
<th>3 SUBJECTS</th>
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<td>Law of Tort</td>
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<td>Common Law</td>
<td>Law of Trusts</td>
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<tr>
<td></td>
<td>Reasoning &amp; Instits.</td>
<td>Land Law</td>
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<tr>
<td></td>
<td>Law of Contract</td>
<td>2 Options</td>
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<td>Public Law</td>
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<table>
<thead>
<tr>
<th>GRADUATE ROUTE B</th>
<th>3 SUBJECTS</th>
<th>3 SUBJECTS</th>
<th>3 SUBJECTS</th>
</tr>
</thead>
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<tr>
<td>3 Years</td>
<td>From above</td>
<td>1 from year 1</td>
<td>1 from year 2</td>
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<tr>
<td></td>
<td></td>
<td>+ 2 from above</td>
<td>+ 2 Options</td>
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</tbody>
</table>

*OPTIONS (Tuition available depending on enrolments)

BSc MANAGEMENT WITH LAW; ACCOUNTING WITH LAW; SOCIOLOGY WITH LAW

As indicated in the BSc Degree outlines, the BSc Management with Law, BSc Accounting with Law and BSC Sociology with Law combine the essential elements of the BSc and the LLB Degrees, equipping one with both specialist legal skills and general management skills suitable for a wide range of career opportunities in the business, legal, financial and governmental fields. Students wishing to enter the legal profession may select the additional Law subject Options and complete the further requirements of their professional legal associations.

UNIVERSITY OF LONDON LLM: MASTER IN LAWS

The LLM is a Postgraduate degree open to Graduates with an LLB (2nd Class Honours) or equivalent qualifications with substantial legal content. The minimum duration is two years to complete Examinations in 4 Subjects from the list including the following: (Note: in order to have one of the groups listed on the certificate, at least 3 subjects must be taken from that grouping):

- **Maritime law**: Marine Insurance, Carriage of goods by sea, Admiralty law, Intl & Comp. Commercial Arbitration
- **Labour law**: Company law, Individual Employment law, Compensation and the law
- **Criminology & Criminal justice**: Theoretical criminology; Sentencing & the criminal process, Juvenile justice
- **Other subjects**: Constitutional and institutional law of the EU, Modern Chinese law, Jurisprudence & Legal Th.
London School of Business SA provides a unique Support Programme for a number of leading MBA Degrees and Post-Graduate Management Diplomas. Students register separately for the MBA Degree with the relevant University, subject to the applicable entry requirements, fee structures and study programmes. Typical MBA entry requirements: a Bachelors or Honours Degree or Equivalent and the Gmat exam plus two years experience. The duration of typical MBA’s is 24 to 30 months. Fees: The separate fees for the Support Programme are structured on a subject basis – refer Registration Form and course fees. Typical MBA Core Courses which overlap with the Graduate and Postgrad Diplomas include variations of the following with a focus on Strategic Global Management:

**STRATEGIC MANAGEMENT/CORPORATE STRATEGY/BUSINESS STRATEGY/ BUSINESS CASE STUDIES**
- **Strategic Vision**, Mission, Stakeholders, Values, Goals, Objectives and Competencies
- **Strategic Analysis**: External, Internal, Industry and Competitors, Processes and Value Chains
- **Strategy Development**: Key Issues, Success Factors, Strategy Models, Evaluation and Choices
- **Strategy Implementation** and Review: Organisation, Management, Culture, Politics and Change
- **Application of Strategic** Management techniques to diverse Case Studies and to Business of ones choice
- **Development**, Facilitation and Implementation of a Strategic Business Plan for a Real-Life Business

**STRATEGIC FINANCIAL MANAGEMENT/ CORPORATE FINANCE/ACCOUNTING & FINANCE**
- **Financial Analysis**: Profitability, Liquidity, Risk, Working Capital, Cashflow and Costing
- **Sources of Finance**, The Stock Exchange and the Workings of the Financial Markets
- **Capital Budgeting**, Discounted Cashflow and Investment Appraisal
- **Capital Structure**, Dividend Policy, Risk, Return, Cost of Capital and Valuations
- **International Finance**, Investment and Foreign Exchange

**STRATEGIC MARKETING MANAGEMENT/INTERNATIONAL MARKETING**
- **Integrated Strategic Marketing** and Planning Processes in Competitive Global Markets
- **Application of Practical Strategic** Marketing and Communications Methods and Models
- **Application of Strategic Consumer** and Service Marketing Concepts and Models
- **Application of Strategic Industrial** and Business Marketing Models and Tools
- **Key Issues and Trends** in Global Marketing, Telecommunications, Internet and E-Commerce

**STRATEGIC HUMAN RESOURCE MANAGEMENT /ORGANISATIONAL BEHAVIOUR**
- **Human Resource Management** Approaches, Strategies and Roles in a Changing Environment
- **Strategic Human Resource** Planning, Recruitment, Selection and Performance Management
- **Leadership**, Group Dynamics, Motivation, Training & Development, Self-Management and Rewards
- **Strategic Industrial Relations** Processes, Legislation, Conflict Resolution and Management
- **Key Issues** including Globalisation, Transformation, Empowerment and Skills Transfer
- **Organisational Structure** and design, linkages to strategic management, technology and change
- **Organisation Theories**, Processes, Environments, Planning and Decision-Making
- **Organisational Goals** and Mission Statements, Performance and Comparative Analysis
- **Organisation Development**, Change Management, Culture and Social Responsibility

**STRATEGIC INFORMATION TECHNOLOGY MANAGEMENT**
- **Principles of Information Technology** and Management and Executive Information Systems
- **Computer Architecture**, Telecommunications, Networking, Systems Analysis and Development
- **The Strategic Role** of Information Technology in a Changing Competitive Environment
- **Application of Information Technology** within diverse business situations
- **Information Systems**: Challenges and Opportunities, Organisation and Decision-making and Support
- **Computers, Information** Processing, Data Management, Systems Development & Implementation
- **Telecommunications**, the Internet, Enterprise Networking and Knowledge Management

**ELECTIVES**: Typical Electives include two or three of the following range of subjects:
- **Specialist Subjects** such as Global Financial Markets, Global Marketing, Business Law, Leadership, Change Management, Entrepreneurship, Venture Capital etc.
- **Field Study or Regional Themes** such as Emerging Markets, European Union, Asia/Pacific, Africa, Americas, Multinational Enterprise etc.

**STRATEGIC BUSINESS PLAN AND RESEARCH PROJECT**: Most MBA’s require an in-depth Research Project in a specific field of business management, which contributes to knowledge and practice in the field.
The Career and Business Development Programme (CBDP) aims to provide you with valuable skills to assist you in the process of planning and managing your Career and Business Development Process. The Programme is geared to a wide range of people, including Professionals, Managers and Staff, Entrepreneurs starting or managing their own businesses, youth and people seeking to start out on a new career. The CBDP should also have an impact on your personal and business development in general. The Programme is run on a Workshop, Personal Consultation or In-House Seminar basis, including the following modules:

Introduction, Objectives and Overview: Getting to Know You; Where You are coming from and Where You are Going; Setting Your Objectives for the Programme; Overview of the Programme. Being Pro-Active: Taking Control of Your Life; “You are the President of Your Own Life”; Becoming Independent and Interdependent; Vision, Values, Passion and Goals: Charting the Course of your Life and your Career; Visualisation, Relaxation and Creativity: Unleashing the Power of your Mind; Right Brain Thinking; Beginning with the End in Mind, Identifying your Vision, Values, Passion & Goals;


Strategy Development: Generating and Evaluating Strategic Alternatives, Choices and Guidelines for your Career and Business Development; Building Opportunities and Networks. Entrepreneurial Business Planning: Developing a Passion for Success; Turning Good Ideas into Great Businesses; Starting and Building a Business; Effective Business Management; Creating Personal and Business Wealth: Making Money through Astute Financial Planning; Defining Your Financial Needs and Objectives; Learning the Fundamental Rules of the Game

Action Plans: Do It Now; Marketing Yourself: Your Profile, Proposals and Presentations; Time Management; Energised Self-Management; Follow-up Process: Keep it Going

OTHER PROGRAMMES AND SERVICES

- In-house Courses and Seminars adapted to the needs of organisations
- Consulting Services, including Strategy, Management, Financial Management, Investment and Project
- Support Programmes are available for a number of internationally recognised qualifications examined by various institutions (refer detailed Prospectuses), eg. BBA, B Com, BA, ACCA, CIMA, CIS, IMM etc.

NATGROWTH, NATVEST, NATGROWTH FUND, DEVBANK, DEVGROWTH, IAFRIKA

London School of Business associates and their respective activities include the following:

NATGROWTH: National and Africa Growth, Development and Investment Centre
- National and Provincial Growth and Investment Programmes and Projects
- Local Economic Development and Integrated Development Programmes and Projects

NATVEST: Natgrowth Investments
- Corporate, Business and Project Finance Facilitation
- Direct Equity Investment as Strategic Partners

DEVGROWTH Strategic Management and Financial Services
- Strategic Management and Financial Management Programmes and Services
- Strategic Business Planning and Investment Proposals

NATGROWTH FUND
- Public Private Partnership Funding
- Private Equity and Structured Finance

NATGROWTH DEVBANK
- Development and Investment Banking Services
- Raising finance for business growth and development projects

IAFRICA IYATHUTHUKA
- African Investment Holding Company
- Broad-based Black Economic Empowerment structure and Trust (non-profit)