Welcome

Thank you for considering Lancaster as you decide on which path to take at this important stage of your life. Choosing a degree and an institution is not easy, and you will think carefully about what you want for your student experience and future development.

At Lancaster, we have earned a deserved reputation for delivering high-quality education. Teaching quality is essential to our success, and our programmes are ranked amongst the best in the world. Indeed, students from around the world come to Lancaster to learn from internationally recognised scholars and practitioners, and this international environment will add to your experience at Lancaster.

Your programme at Lancaster will be underpinned by our research excellence – Lancaster University Management School is rated the number one business school in the UK for both our research power and research environment*. This means that when you decide to join our vibrant and diverse community, you are choosing to study with lecturers whose work is internationally recognised, and which influences government policy and industrial practice. In addition, we bring real-world business insight into the classroom, for example through our globally-recognised Entrepreneurs in Residence network. This gives you unparalleled access to the challenges companies face in an ever-changing world, and complements your research-informed teaching.

Our business and management degrees combine modules from across our six academic departments. Each programme has a strong business core but, by providing option choices, it is possible to shape your degree to best suit your interests and ambitions, gaining the skills and experience to take you where you want to go in your future career. You will also have access to our excellent educational support services and our careers teams, who will help you succeed in your studies and your career.

Our International Business Management degree immerses you in two different cultures, learning environments and business areas, with Year 3 and Year 4 taught at one of our six international partner universities. Each of you has your own interests and ambitions, and our wide variety of programmes can be shaped to meet your needs.

Whatever your specific interests, and whichever degree you choose to study, here at Lancaster you are sure to find a rewarding educational experience. We will ensure you not only gain a highly reputable degree, but also graduate with key skills for your career and with memories to last a lifetime.

We know that you are making one of the most important decisions of your life so far, thank you for considering Lancaster and good luck in whatever choice you make.
How your degree is structured

Your degree will consist of a first and second year spent studying in Lancaster, and a third and fourth year, in which you will study at one of our international partner universities.

Your course incorporates a paid work placement and you will graduate with a double degree: one from Lancaster University and one from the international partner university at which you have studied.

What you will study

Your first two years of study will expose you to the full spectrum of functions found in any business or organisation and you will be taught by academic experts in business analytics, finance, accounting, management, organisation and work theory, data analysis, economics and marketing.

This holistic, interdisciplinary approach equips you for success in your two work placements, where you will have a strong understanding of all parts of the business and apply your learning in the real world.

At the same time, where applicable, you will study in your chosen language as part of your preparation for years three and four.

Year 1 Core Modules

Language Studies (Beginners/Advanced)
The level studied depends on your existing language proficiency. The beginners’ module is taken by students with little or no knowledge of the language of their international university for years three and four, and the advanced module is designed for students who have already completed an A-level in the language of their international university for years three and four.

Introduction to Management
Introducing a variety of traditional and non-traditional ideas about management, followed by the theory and practice of team working and capability for management.

Management, Organisations and Work:
Key Issues and Debates
Consider the different debates regarding the changing nature of employment relations from industrial relations to Human Resource Management (HRM).

Principles of Marketing
An introduction to the key elements of marketing as both scientific discipline and organisational practice.

Introduction to Business Analytics
Develop new insights and understanding of business performance based on data analysis.

Economics for Business
An introduction to microeconomics for students majoring in business-related degrees.

Preparation for Placement
Learn the skills employers expect to see - produce excellent CVs, cover letters and application forms, and prepare for interviews and assessment centres.

Core module example:

Language: Oral Skills (CEFR: B2)
Comprising both oral and aural skills, this module is taught alongside Written Skills.

Building on the skills gained in your first year, it aims to enhance your linguistic proficiency in the language of your host country, and in a range of formal and informal settings (both spontaneous and prepared).

You will develop good, accurate pronunciation and intonations as well as fluency, accuracy of grammar, and vocabulary. You will also broaden your knowledge about different aspects of society, politics and culture; contemporary issues and institutions in order to prepare you for residence abroad.

Year 2 Core Modules

Management and Consulting Practice and Critique
Develop your understanding of contemporary management practice through the window of consultancy.

Marketing Management Essentials
Develop your knowledge of business buyer behaviour, consumer buyer behaviour, brands and brand management, channel selection and management, and international markets.

Data Analysis for Management
Statistical techniques and their application in the context of business and management problems. Develop your ability to make effective use of computer software for data analysis.

Further Topics in Economics for Managers
Understand the macroeconomic environment, the current challenges in the global economy and the impacts of macroeconomic policies on economic activities.

Introduction to Finance
Dive into the financial environment, including assets, markets and intermediaries, capital investment appraisal, an overview of the risk/return trade-off, and the cost of capital.

Management Accounting for Business Decisions
Examine cost-volume profit analysis, the concepts of direct and indirect costs, and various costing methods as well as budgets and their impact on performance.

Year 3 Core Modules

Management Year 1 Abroad
You will spend year three taking Business and Management modules at one of our partner universities. You will be taught in the language of that country.

Year 4 Core Modules

Management Year 2 Abroad
You will spend year four taking Business and Management modules at one of our partner universities. You will be taught in the language of that country.

Core module example:

Language: Written Skills (CEFR: B2)
Comprising both reading and writing skills, this module is taken alongside Oral Skills.

Build a level of competence and confidence required to familiarise yourself with the culture and society of countries where the language you are studying is spoken.

Enhance your proficiency in writing notes, reports, summaries, essays, projects, etc. including translation from and into the language of your host international institution; and the systematic study of lexis, grammar and syntax.

You will have the opportunity to enhance your linguistic proficiency, with particular emphasis on reading a variety of sources and on writing fluently and accurately in the language, in a variety of registers.

For more information, please visit lancaster.ac.uk/study
**Entry requirements**

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<th>A Level</th>
<th>GCSE</th>
<th>IELTS</th>
<th>International Baccalaureate</th>
<th>BTEC</th>
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<td>AAB</td>
<td>English Language grade B or 5</td>
<td>6.5 overall with at least 5.5 in each component</td>
<td>35 points overall with 16 points from the best 3 Higher Level subjects including 6 in HL Mathematics (either analysis and approaches or applications and interpretations)</td>
<td>May be considered alongside A level Mathematics at grade B</td>
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<td>A level French, Spanish, German or Italian (dependent on the host partner of choice). Or, if this is to be studied from beginners’ level, AS grade B or A level grade B in another foreign language, or GCSE grade A in a foreign language. Native speakers will also be accepted to this scheme.</td>
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Find out more here: lancaster.ac.uk/study/undergraduate/how-to-apply

**Typical contact hours**

Typically 12-15 hours per week

**Typical assessment**

A combination of coursework and exams or coursework only, depending on the module.

**Life at Lancaster**

**Where future leaders are made**

LUMS is a place of collaboration and creativity. It’s a place where ideas are exchanged, talent is nurtured and bright futures begin. You will be part of a diverse student community that benefits from world-class facilities and a supportive learning environment.

Our brand new five-storey Management School building is a space to think and collaborate with three new lecture theatres, two executive teaching suites and a large atrium. This cutting edge facility provides an inspiring setting for the whole community, with large open spaces designed to enhance collaboration.

We are also home to a diverse, thriving and international community with a network of over 40,000 alumni.

**Your home**

Colleges are an important part of your Lancaster University experience, providing you with a supportive, friendly and fun environment in which to socialise. If you live on campus in your first year, your college becomes your home, where you’re sure to make friends for life.

**Future career options**

- Financial analyst
- Market researcher
- Management consultant
- Communications manager

This degree offers remarkable prospects for graduating students. The international experience in both work and study, together with language and cultural competencies, takes our graduates to highly-valued positions in the corporate world.

Graduates have started their careers in various roles, including market research, financial analysis, management, communications and consultancy. They are working with leading global brands such as Aston Martin, Centrica, Deloitte, Ernst & Young, General Electric, McKinsey & Co and Neilson.

LUMS has an award-winning careers team who provide you with a dedicated careers and placement service. We also attract a wide range of leading global employers to campus offering you the opportunity to interact with graduate recruiters from day one of your degree.

You will not only gain a highly reputable degree, you will also graduate with life- and work-based skills. Every student is eligible to participate in The Lancaster Award, which offers you the opportunity to complete key activities such as work experience, employability awareness, career and social development.

**Alessandro Vafeas**

BBA International Business Management (Italy)

At the summer 2022 graduation ceremony, Alessandro was one of two Lancaster University Management School students who received a Chancellor’s Medal in recognition of achieving the highest marks across their studies.
How to apply

All the up-to-date information you need before you submit your application is online:

lancaster.ac.uk/study

Get in touch

E: lums@lancaster.ac.uk
lancaster.ac.uk/asklums