OÉ Gaillimh
NUI Galway

COLLEGE OF BUSINESS, PUBLIC POLICY AND LAW

COLÁISTE AN GHNÓ, AN BHEARTAIS PHOIBLÍ AGUS AN DLÍ

FÉILIRE 2018/2019
CALENDAR 2018/2019

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MARKS & STANDARDS FOR ALL FULLTIME UNDERGRADUATE DEGREE EXAMINATIONS

Document Status: Incorporates amendments agreed by the Council of Deans, mtg. 12/4/2012 and further updates agreed by Academic Standing Committee on 13/8/2015.

All modules on Level 8 Programmes, whether Yr, 1, 2, 3, 4…are level 8 modules. Exit awards may be made at level 7.

1. *Introduction*

These general regulations apply to all fulltime undergraduate degree programmes in the University. Every fulltime undergraduate programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the specific College degree programme regulations and requirements.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee will be comprised of the Registrar and Deputy-President (Chair), Deans of College, another representative from each College and the Director of Adult Education. Relevant administrative staff will be in attendance at the Committee's meetings. The Committee will report to Standing Committee of Academic Council.

2. *Degree Programme Curricula*

The University's awards and degree programmes are organized in accordance with the European Credit Transfer System (ECTS). **Programmes** of study are organized into specific units of study called **Modules**. Each Module is a unit of teaching and learning formally offered within the University, and carrying credit expressed as a number of credit points in accordance with the ECTS.

A programme will have a prescribed aggregate credit value in accordance with the Level of Study as set-out in Ireland's National Framework for Qualifications, FETAC. Fulltime undergraduate degree programmes are aligned with Level 8 of the Framework and consist of 3, 4 or more academic years of study. An Academic Year for a fulltime undergraduate degree will have a module load to an aggregate credit value of 60 ECTS.

Undergraduate degree programmes at the University are normally organized into **Stages** delimited by an Academic Year of study. Each Stage (or Programme Year) will have prescribed Learning Outcomes for that Stage or Year and will have an associated aggregate credit value, 60 ECTS. For completion of a Stage (or Programme Year), fulltime students will be required to successfully complete the relevant aggregate credit standard, 60 ECTS. **Full-time** students will be expected to complete a stage within an academic year. **Part-time** students may complete a stage over several years, accumulating the credits required for each stage in a more flexible

credit accumulation structure. For part-time students the University may set a minimum number of credits that must be taken during any given academic year. **Students must successfully complete each stage before progressing to a subsequent one.**

3. *Module Descriptions and Weightings*

Each programme offered by the University will comprise a set of Modules where each module represents a unit of teaching and learning with prescribed **Learning Outcomes**, and carrying credit expressed as a number of credit points in accordance with the European Credit Transfer System. **Module Descriptions** will be specified in the University's central **Module Repository** (or "Module Manager" System) and will be set-out in the **Programme Descriptions and Regulations** for each College's programmes.

Individual modules will have an ECTS credit weighting of 5 ECTS, or may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

Credit is awarded to students who obtain 40% on a module (see also provisions on compensation at 5.5 below).

4. *Arrangements for Assessment and Formal Examination*

The University's standard examination periods are
- End of semester 1
- End of Semester 2
- Repeat (of Semester 1 and 2) Examinations (August).

The holding of examinations outside of these periods requires the prior approval of the Academic Regulations Committee.

Repeat examinations will be held for all programmes and modules unless the prior approval of the Academic Regulations Committee is given.

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field-work, or other experiential learning.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and time-tabled centrally, the examination will be of a **standard two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit year-long module might attract two 2 hour examinations). In exceptional circumstances, where robust academic assessment reasons require longer examinations, 3-hour (or longer) examinations may be facilitated. Approval for such arrangements will require the prior approval of the Academic Regulations Committee.

5. *Passing and Progression*

The Examination Board is the formal examination authority for each College and examination session. Chaired by the Dean, the Board is made-up of academic staff members of the College and extern examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only those decisions approved by the Examinations Board will be formally recognized as official University examination results – relating to Passing, Progression, Determination of Honours, and Granting of Deferrals.

Examination Boards will be held at the end of a Stage, normally Semester 2, and after the repeat examinations in August. The Examination Board will determine the overall result and will apply compensation provisions.

5.1. Progression

Undergraduate degree programmes at the University are normally organized into **Stages. Students must successfully complete each stage before progressing to a subsequent one.** Full-time Undergraduate Degree Programmes will be organised on an academic year basis, where each year represents a defined Stage. Full-time undergraduate students will be required to register for and present for examination in a set of modules to a total credit weighting of 60 ECTS, in accordance with the programme structures and regulations set-out in the College's **Programme Descriptions and Regulations** for their chosen programme of study. Provision may be made for **Part-time** students to complete a stage over several years, accumulating the credits required for each stage in a more flexible credit accumulation structure.

5.2 Passing

The pass mark on all modules is 40%. Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall mark for the module will be returned. Marks will not be returned for components of a module.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

5.3 Carrying Forward Marks

A student will be given credit for modules passed and will not have to re-present for examination in any module in which a minimum mark of 40% has been returned within the time-limit set out in regulations for the successful completion of the particular stage. The normal time-limit for carrying forward of marks to subsequent

examination sessions is 2 academic years. A College may prescribe a time-limit provision other than the preceding one with the approval of the Academic Regulations Committee.

5.4 Material Assessed at Repeat Examinations

Marks for components of a module (i.e. sub-module assessment elements) from previous attempt(s) do not carry forward from one assessment to the next unless the relevant College has made provision to exempt student from retaking specific components for academic reasons.

5.5 Compensation Provision

Compensation will only be applied in cases where its application enables the student to pass the Examination as a whole.

The pass standard for a Module is 40%. However a student with marks of less than 40% in one or more modules will be deemed to have passed the Stage provided

- the aggregate mark for all modules of the Stage is at least 40%
- the mark in every module is 35% or more
- the module(s) with marks in the range 35-39% total 15 ECTS or less

The carrying forward of marks into a particular examination session does not invalidate the potential for compensation provision to be applied in that session.

Where a module has been passed by compensation the mark for the module will appear on transcripts with a grade of Pass by Compensation.

In some programmes, Compensation may not be allowed in core or mandatory prescribed modules or groups of modules, as to do so would undermine the achievement of the learning outcomes for the Stage or Programme. These specific regulations will be set-out in the College's **Programme Descriptions and Regulations** for the relevant degree programmes.

5.6 Capping of Examination Marks

With effect from the academic year 2015/16 the maximum mark which may be awarded at a repeat examination of a module, will be the pass mark for the module, viz. 40%.

There are two exceptions:

a) capping will not apply in the first year of undergraduate programmes.

b) in the case of modules of the MB, BCh, BAO and BSc (Occupational Therapy, Podiatry, and Speech and Language) programmes the maximum mark which may be awarded will be 50%, viz. the pass mark for modules on those programmes.

5.7 Arrangements for the Implemetation of Capping Provisions

Capping will be applied to Undergraduate years of programme as follows:

1. ## *Academic year 2015-16:*
   - Capping does <u>not</u> apply to 1st years and final years.
   - Capping applies to all other years of an undergraduate programme, i.e. from 2nd year to pre-final year inclusive.

2. ## *Academic year 2016 -17:*
   - Capping does <u>not</u> apply to 1st years.
   - Capping applies to all other years of programme, i.e. from 2nd year to final year inclusive.
   - Capping applies to students who are repeating any Stage of a programme from 2nd year to final year, regardless of when the first attempt at the Stage was made.
   - Capping does <u>not</u> apply to those students who were on ERASMUS, year abroad or other academic related programme approved by the relevant College in 2015-16 and are now in final year.
   - Capping applies to students who are in final year in 2016-17 and in the course of the 2015-16 academic year availed of leave-of-absence, whether or not such leave was approved by the University

3. ## *Academic Year 2017-18 and thereafter:*
   - Capping does <u>not</u> apply to 1st years.
   - Capping applies all other years of undergraduate programmes, i.e. from 2nd year to final year inclusive. Including those students who are repeating a year or returning after a gap in their studies.

Capping will apply in all cases, as outlined above, unless a deferral has been granted, see Section 7 of this document regarding the University's Deferral Application Procedures.

6. *Award of Honours*

Honours are awarded according to the following scheme, for each complete stage of study; that is, for each completed academic year for full-time undergraduate students.

6.1. *Award of Honours for Degree Examinations*

At degree level, honours will be calculated on the basis of 30% of the aggregate mark obtained at the pre-final stage* Examination and 70% of the aggregate mark obtained at the final stage Examination. The standard will be based upon the following table:

H1 70% on the aggregate H2.1 60% on the aggregate H2.2 50% on the aggregate H3 40% on the aggregate

* Another year, other than the pre-final year, may be nominated for valid academic reasons with the approval of the Academic Regulations Committee.

6.2. Pre- Final Stage Examinations

Honours will be calculated based upon the following table: H1

        70% on the aggregate

H2.1   60% on the aggregate

H2.2   50% on the aggregate

Note (1): Where a module is offered at pass and honours level, a scale for translating marks obtained at the pass level will be used to translate the marks to the equivalent mark at the honours level for the purpose of computing honours.

Note (2): Honours are awarded only on the aggregate performance at an Examination as a whole. Honours are not awarded on the basis of results obtained in individual modules.

Note (3): Credit awarded on the basis of a prior award or on the basis of Recognition of Prior Learning (RPL) will be grade neutral and will not be taken into account in the calculation of honours.

7. Deferral Provision

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University, as outlined in the Deferral of Examinations Guidelines   for students:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Transcripts

Student transcripts will include details of all modules for which a mark has been entered. The Degree Honours Standard reported will be based on the grade bands shown in 6 above. The only additional or alternative annotations will be:

- Exempt
- Absent
- Pass by Compensation.
- Deferred
- Incomplete
- Audit

Dealing with Exceptions or Deviations

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorized for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

Marks & Standards for all Fulltime Undergraduate Degree Examinations

> **Document Status:** Incorporates amendments agreed by the Council of Deans, mtg. 12/4/2012 and further updates agreed by Academic Standing Committee on 13/8/2015.

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Credit is awarded to students who obtain 40% on a module (see also provisions on compensation at 5.5 below).

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Repeat examinations will be held for all programmes and modules unless the prior approval of the Academic Regulations Committee is given.

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field-work, or other experiential learning.

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5.8 Passing

The pass mark on all modules is 40%. Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall mark for the module will be returned. Marks will not be returned for components of a module.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

5.9 Carrying Forward Marks

A student will be given credit for modules passed and will not have to re-present for examination in any module in which a minimum mark of 40% has been returned within the time-limit set out in regulations for the successful completion of the particular stage. The normal time-limit for carrying forward of marks to subsequent

examination sessions is 2 academic years. A College may prescribe a time-limit provision other than the preceding one with the approval of the Academic Regulations Committee.

5.10 Material Assessed at Repeat Examinations

Marks for components of a module (i.e. sub-module assessment elements) from previous attempt(s) do not carry forward from one assessment to the next unless the relevant College has made provision to exempt student from retaking specific components for academic reasons.

5.11 Compensation Provision

Compensation will only be applied in cases where its application enables the student to pass the Examination as a whole.

The pass standard for a Module is 40%. However a student with marks of less than 40% in one or more modules will be deemed to have passed the Stage provided

- the aggregate mark for all modules of the Stage is at least 40%
- the mark in every module is 35% or more
- the module(s) with marks in the range 35-39% total 15 ECTS or less

The carrying forward of marks into a particular examination session does not invalidate the potential for compensation provision to be applied in that session.

Where a module has been passed by compensation the mark for the module will appear on transcripts with a grade of Pass by Compensation.

In some programmes, Compensation may not be allowed in core or mandatory prescribed modules or groups of modules, as to do so would undermine the achievement of the learning outcomes for the Stage or Programme. These specific regulations will be set-out in the College's **Programme Descriptions and Regulations** for the relevant degree programmes.

5.12 Capping of Examination Marks

With effect from the academic year 2015/16 the maximum mark which may be awarded at a repeat examination of a module, will be the pass mark for the module, viz. 40%.

There are two exceptions:

c) capping will not apply in the first year of undergraduate programmes.

d) in the case of modules of the MB, BCh, BAO and BSc (Occupational Therapy, Podiatry, and Speech and Language) programmes the maximum mark which may be awarded will be 50%, viz. the pass mark for modules on those programmes.

5.13 Arrangements for the Implemetation of Capping Provisions

Capping will be applied to Undergraduate years of programme as follows:

2. Academic year 2015-16:

- Capping does <u>not</u> apply to 1st years and final years.
- Capping applies to all other years of an undergraduate programme, i.e. from 2nd year to pre-final year inclusive.

4. Academic year 2016 -17:

- Capping does <u>not</u> apply to 1st years.
- Capping applies to all other years of programme, i.e. from 2nd year to final year inclusive.
- Capping applies to students who are repeating any Stage of a programme from 2nd year to final year, regardless of when the first attempt at the Stage was made.
- Capping does <u>not</u> apply to those students who were on ERASMUS, year abroad or other academic related programme approved by the relevant College in 2015-16 and are now in final year.
- Capping applies to students who are in final year in 2016-17 and in the course of the 2015-16 academic year availed of leave-of-absence, whether or not such leave was approved by the University

5. Academic Year 2017-18 and thereafter:

- Capping does <u>not</u> apply to 1st years.
- Capping applies all other years of undergraduate programmes, i.e. from 2nd year to final year inclusive. Including those students who are repeating a year or returning after a gap in their studies.

Capping will apply in all cases, as outlined above, unless a deferral has been granted, see Section 7 of this document regarding the University's Deferral Application Procedures.

14. Award of Honours

Honours are awarded according to the following scheme, for each complete stage of study; that is, for each completed academic year for full-time undergraduate students.

6.3. Award of Honours for Degree Examinations

At degree level, honours will be calculated on the basis of 30% of the aggregate mark obtained at the pre-final stage* Examination and 70% of the aggregate mark obtained at the final stage Examination. The standard will be based upon the following table:

H1 70% on the aggregate H2.1
60% on the aggregate H2.2 50%
on the aggregate H3   40% on the
aggregate

* Another year, other than the pre-final year, may be nominated for valid academic reasons with the approval of the Academic Regulations Committee.

6.4. Pre- Final Stage Examinations

Honours will be calculated based upon the following table: H1

       70% on the aggregate

H2.1 60% on the aggregate

H2.2 50% on the aggregate

Note (1): Where a module is offered at pass and honours level, a scale for translating marks obtained at the pass level will be used to translate the marks to the equivalent mark at the honours level for the purpose of computing honours.

Note (2): Honours are awarded only on the aggregate performance at an Examination as a whole. Honours are not awarded on the basis of results obtained in individual modules.

Note (3): Credit awarded on the basis of a prior award or on the basis of Recognition of Prior Learning (RPL) will be grade neutral and will not be taken into account in the calculation of honours.

15. Deferral Provision

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University, as outlined in the Deferral of Examinations Guidelines   for students:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

16. Transcripts

Student transcripts will include details of all modules for which a mark has been   entered. The Degree Honours Standard reported will be based on the grade bands shown in 6 above. The only additional or alternative annotations will be:

- Exempt
- Absent
- Pass by Compensation.
- Deferred
- Incomplete
- Audit

Dealing with Exceptions or Deviations

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorized for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

MARKS & STANDARDS FOR ALL PART-TIME UNDERGRADUATE DEGREE EXAMINATIONS (EXCLUDING 'CONTINUOUS' PROGRAMMES)

Document Status: Approved 27/03/2012. Incorporates amendments agreed by Standing Committee on 13/8/2015.

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1. Introduction

These general regulations apply to all part-time undergraduate degree programmes in the University. Every undergraduate programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the specific College degree programme regulations and requirements.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee will be comprised of the Registrar and Deputy-President (Chair), Deans of College and representative membership of other academic staff. Relevant administrative staff will be in attendance at the Committee's meetings. The Committee will report to Standing Committee of Academic Council.

2. Degree Programme Curricula

The University's awards and degree programmes are organized in accordance with the European Credit Transfer System (ECTS). **Programmes** of study are organized into specific units of study called **Modules**. Each Module is a unit of teaching and learning formally offered within the University, and carrying credit expressed as a number of credit points in accordance with the ECTS.

A programme will have a prescribed aggregate credit value in accordance with the Level of Study as set-out in Ireland's National Framework for Qualifications, FETAC. Part-time undergraduate degree programmes are aligned with Level 8 of the Framework and consist of 4 academic years of study. An Academic Year for a part- time undergraduate degree will have a module load to an aggregate credit value of 45 ECTS.

Part-time undergraduate degree programmes at the University are normally organized into **Stages** delimited by an Academic Year of study. Each Stage (or Programme Year) will have prescribed Learning Outcomes for that Stage or Year and will have an associated aggregate credit value, 45 ECTS. For completion of a Stage (or Programme Year), part-time students will be required to successfully complete the relevant aggregate credit standard, 45 ECTS. **Part-time** students will be expected to complete a stage within an academic year. **Students must successfully complete each stage before progressing to a subsequent one.**

3. Module Descriptions and Weightings

Each programme offered by the University will comprise a set of Modules where each module represents a unit of teaching and learning with prescribed **Learning Outcomes**, and carrying credit expressed as a number of credit points in accordance with the European Credit Transfer System. **Module Descriptions** will be specified in the University's central **Module Repository** (or "Module Manager" System) and will be set-out in the **Programme Descriptions and Regulations** for each College's programmes.

Individual modules will have an ECTS credit weighting of 5 ECTS, or may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

Credit is awarded to students who obtain 40% on a module (see also provisions on compensation at 5.5 below).

4. Arrangements for Assessment and Formal Examination

The University's standard examination periods are

- End of semester 1
- End of Semester 2
- Repeat (of Semester 1 and 2) Examinations (August).

The holding of examinations outside of these periods requires the prior approval of the Academic Regulations Committee.

Repeat examinations will be held for all programmes and modules unless the prior approval of the Academic Regulations Committee is given.

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field-work, or other experiential learning.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and time-tabled centrally, the examination will be of a **standard two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit year-long module might attract two 2 hour examinations). In exceptional circumstances, where robust academic assessment reasons require longer examinations, 3-hour (or longer) examinations may be facilitated. Approval for such arrangements will require the prior approval of the Academic Regulations Committee

5. Passing and Progression

The Examination Board is the formal examination authority for each College and examination session. Chaired by the Dean, the Board is made-up of academic staff
members of the College and extern examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only those decisions approved by the Examinations Board will be formally recognized as official University examination results – relating to Passing, Progression, Determination of Honours, and Granting of Deferrals.

The Examination Board will be held at the end of a Stage, normally Semester 2, and after the repeat Examinations in August. The Examination Board will determine the overall result and will apply compensation provisions.

5.1. Progression

Undergraduate degree programmes at the University are normally organized into **Stages. Students must successfully complete each stage before progressing to a subsequent one.** Part-time Undergraduate Degree Programmes will be organised on an academic year basis, where each year represents a defined Stage. Part-time undergraduate students will be required to register for and present for examination in a set of modules to a total credit weighting of 45 ECTS, in accordance with the programme structures and regulations set-out in the College's **Programme Descriptions and Regulations** for their chosen programme of study.

5.2 Passing

The pass mark on all modules is 40%. Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall mark for the module will be returned. Marks will not be returned for components of a module.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

5.3 Carrying Forward Marks

A student will be given credit for modules passed and will not have to re-present for examination in any module in which a minimum mark of 40% has been returned within the time-limit set out in regulations for the successful completion of the particular stage. A College may prescribe a time-limit provision with the approval of the Academic Regulations Committee.

5.4 Material Assessed at Repeat Examinations

Marks for components of a module (i.e. sub-module assessment elements) from previous attempt(s) do not carry forward from one assessment to the next unless the relevant College has made provision to exempt student from retaking specific components for academic reasons.

5.5 Compensation Provision

Compensation will only be applied in cases where its application enables the student to pass the Examination as a whole.

The pass standard for a Module is 40%. However a student with marks of less than 40% in one or more modules will be deemed to have passed the Stage provided

- the aggregate mark for all modules of the Stage is at least 40%
- the mark in every module is 35% or more
- the module(s) with marks in the range 35-39% total 10 ECTS or less

The carrying forward of marks into a particular examination session does not invalidate the potential for compensation provision to be applied in that session.

Where a module has been passed by compensation the mark for the module will appear on transcripts with a grade of Pass by Compensation.

In some programmes, Compensation may not be allowed in core or mandatory prescribed modules or groups of modules, as to do so would undermine the achievement of the learning outcomes for the Stage or Programme. These specific regulations will be set-out in the College's **Programme Descriptions and Regulations** for the relevant degree programmes.

5.6 Capping of Examination Marks

With effect from the academic year 2015/16 the maximum mark which may be awarded at a repeat examination of a module, will be the pass mark for the module, viz. 40%.

For part-time undergraduate degrees there is one exception:

    a)   capping will not apply in the first year of undergraduate programmes.

5.7 Arrangements for the Implementation of Capping Provisions

Capping will be applied to Undergraduate years of programme as follows:

1.   Academic year 2015-16:

- Capping does <u>not </u>apply to 1st years and final years.
- Capping applies to all other years of an undergraduate programme, i.e. from 2nd year to pre-final year inclusive.

2.   Academic year 2016 -17:

- Capping does <u>not </u>apply to 1st years.
- Capping applies to all other years of programme, i.e. from 2nd year to final year inclusive.
- Capping applies to students who are repeating any Stage of a programme from 2nd year to final year, regardless of when the first attempt at the Stage was made.
- Capping applies to students who are in final year in 2016-17 and in the course of the 2015-16 academic year availed of leave-of-absence, whether or not such leave was approved by the University

Capping will apply in all cases, as outlined above, unless a deferral has been granted, see Section 7 of this document regarding the University's Deferral Application Procedures.

6. Award of Honours

Honours are awarded according to the following scheme, for each complete stage of study; that is, for each completed academic year for part-time undergraduate students.

Credit awarded on the basis of a prior award or on the basis of Regognition of Prior Learning (RPL) will be grade neutral and will not be taken into account in the calculation of honours.

6.1. Award of Honours for Degree Examinations

At degree level, honours will be calculated on the basis of 30% of the aggregate mark obtained at the pre-final stage* Examination and 70% of the aggregate mark obtained   at the final stage Examination. The standard will be based upon the following table:

    H1 70% on the aggregate H2.1
    60% on the aggregate H2.2 50%
    on the aggregate H3   40% on the
    aggregate

* Another year, other than the pre-final year, may be nominated for valid academic reasons with the approval of the Academic Regulations Committee.

6.2. Pre- Final Stage Examinations

Honours will be calculated based upon the following table: H1

    70% on the aggregate
H2.1   60% on the aggregate
H2.2   50% on the aggregate

Note (1): Where a module is offered at pass and honours level, a scale for translating marks obtained at the pass level will be used to translate the marks to the equivalent mark at the honours level for the purpose of computing honours.

Note (2): Honours are awarded only on the aggregate performance at an Examination as a whole. Honours are not awarded on the basis of results obtained in individual modules.

7. Deferral Provision

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University, as outlined in the Deferral of Examinations Guidelines   for students:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Transcripts

Student transcripts will include details of all modules for which a mark has been entered. The Degree Honours Standard reported will be based on the grade bands shown in 6 above. The only additional or alternative annotations will be:

- Exempt
- Absent
- Pass by Compensation.
- Deferred
- Incomplete
- Audit

9. Dealing with Exceptions or Deviations

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorized for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the   matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

MARKS & STANDARDS FOR ALL UNDERGRADUATE DIPLOMA EXAMINATIONS

> **Document Status:** Approved 2012. Incorporates amendments agreed by Academic Standing Committee on 13/8/2015.

1. Introduction

These general regulations apply to all undergraduate diploma programmes in the University. Every undergraduate diploma programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the specific College diploma programme regulations and requirements.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee will be comprised of the Registrar and Deputy-President (Chair), Deans of College, another representative from each College and the Director of Adult Education. Relevant administrative staff will be in attendance at the Committee's meetings. The Committee will report to Standing Committee of Academic Council.

2. Diploma Programme Curricula

The University's awards and diploma programmes are organized in accordance with the European Credit Transfer System (ECTS). **Programmes** of study are organized into specific units of study called **Modules**. Each Module is a unit of teaching and learning formally offered within the University, and carrying credit expressed as a number of credit points in accordance with the ECTS.

Undergraduate diploma programmes at the University are normally organized into one or two **Stages** delimited by an Academic Year of study. Each Stage (or Programme Year) will have prescribed Learning Outcomes for that Stage or Year and will have an associated aggregate credit value. For completion of a Stage (or Programme Year) students will be required to successfully complete the relevant aggregate credit standard. **Students must successfully complete each stage before progressing to a subsequent one.**

3. Module Descriptions and Weightings

Each programme offered by the University will comprise a set of Modules where each module represents a unit of teaching and learning with prescribed **Learning Outcomes**, and carrying credit expressed as a number of credit points in accordance with the European Credit Transfer System. **Module Descriptions** will be specified in the University's central **Module Repository** (or "Module Manager" System) and will be set-out in the **Programme Descriptions and Regulations** for each College's programmes.

Individual modules will have an ECTS credit weighting of 5 ECTS, or may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

Credit is awarded to students who obtain 40% on a module.

4. Arrangements for Assessment and Formal Examination

The University's standard examination periods are
- End of semester 1
- End of Semester 2
- Repeat (of Semester 1 and 2) Examinations (August).

The holding of examinations supported by the Examinations Office outside of these periods requires the prior approval of the Academic Regulations Committee.

Repeat examinations will be held for all programmes and modules unless the prior approval of the Academic Regulations Committee is given. The format of a repeat examination in a module may differ from that of the original examination and will be decided by individual programme boards.

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field-work, or other experiential learning.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and time-tabled centrally, the examination will be of a **standard two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit year-long module might attract two 2 hour examinations). In exceptional circumstances, where robust academic assessment reasons require longer examinations, 3-hour (or longer) examinations may be facilitated. Approval for such arrangements will require the prior approval of the Academic Regulations Committee.

5. *Passing and Progression*

The Examination Board is the formal examination authority for each College and examination session. Chaired by the Dean, the Board is made-up of academic staff members of the College and extern examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only those decisions approved by the Examinations Board will be formally recognized as official University examination results – relating to Passing, Progression and Granting of Deferrals.

Examination Boards will be held at the end of a Stage, normally Semester 2, and after the repeat examinations in August. The Examination Board will determine the overall result.

5.1. Progression

Undergraduate diploma programmes at the University are normally organized into **Stages. In the event that a programme consists of two stages, students must successfully complete the first stage before progressing to the second stage.** Undergraduate Diploma Programmes will be organised on an academic year basis.

5.2 Passing

The pass mark on all modules is 40%. Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall mark for the module will be returned. Marks will not be returned for components of a module.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

5.3 Carrying Forward Marks

A student will be given credit for modules passed and will not have to re-present for examination in any module in which a minimum mark of 40% has been returned within the time-limit set out in regulations for the successful completion of the particular stage. The normal time-limit for carrying forward of marks to subsequent examination sessions is 2 academic years. A College may prescribe a time-limit provision other than the preceding one with the approval of the Academic Regulations Committee.

5.4 Material Assessed at Repeat Examinations

Marks for components of a module (i.e. sub-module assessment elements) from previous attempt(s) do not carry forward from one assessment to the next unless the relevant College has made provision to exempt student from retaking specific components for academic reasons.

5.5 Compensation Provision

There is no provision for compensation on Diploma programmes.

5.6 Capping of Examination Marks

With effect from the academic year 2015/16 the maximum mark which may be awarded at a repeat examination of a module will be the pass mark for the module, viz. 40%.

5.7 Arrangements for the Implementation of Capping Provisions

Capping will be applied to undergraduate diploma programmes as follows:

1. Academic year 2015-16:
    - Capping applies to all undergraduate diploma programmes commencing in September 2015.
    - Capping does not apply to students who are commencing Year 2 of a two year programme in September 2015.

2. Academic year 2016 -17:
    - Capping applies to *all* years of undergraduate diploma programmes commencing in September 2016.
    - Capping applies to students who are returning to complete an undergraduate diploma programme after having availed of a period of leave-of-absence, or other such gap in their studies, whether or not such leave was approved by the University

Capping will apply in all cases, as outlined above, unless a deferral has been granted, see Section 7 of this document regarding the University's Deferral Application Procedures.

6. Award of Honours

Honours are calculated, on completion of the programme, on the basis of 30% of the aggregate mark obtained at the pre-final stage Examination and 70% of the aggregate mark obtained at the final stage Examination. The standard will be based on the following table:

H1 70% on the aggregate H2.1

60% on the aggregate H2.2   50%

on the aggregate

Credit awarded on the basis of a prior award or on the basis of Recognition of Prior Learning (RPL) will be grade neutral and will not be taken into account in the calculation of honours.

7. *Deferral Provision*

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University, as outlined in the Deferral of Examinations Guidelines for students:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. *Transcripts*

Student transcripts will include details of all modules for which a mark has been entered. The only additional or alternative annotations will be:

- Exempt
- Absent
- Deferred
- Incomplete
- Audit

9. *Dealing with Exceptions or Deviations*

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorized for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

MARKS & STANDARDS FOR ALL UNDERGRADUATE CERTIFICATE EXAMINATIONS (OTHER THAN CERTIFICATE EXAMINATIONS THE AWARDS FOR WHICH ARE EXIT AWARDS FROM PART-TIME UNDERGRADUATE DEGREE PROGRAMMES)

Document Status: Approved 2012. Incorporates amendments agreed by Standing Committee on 13/8/2015.

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1. Introduction

These general regulations apply to all undergraduate Certificate programmes in the University, **other than Certificate examinations the awards for which are exit awards from Part-time Undergraduate Degree Programmes**. Every undergraduate Certificate programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the Certificate programme regulations and requirements of the relevant College.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee will be comprised of the Registrar and Deputy-President (Chair), Deans of College, another representative from each College and the Director of Adult Education. Relevant administrative staff will be in attendance at the Committee's meetings. The Committee will report to Standing Committee of Academic Council.

2. Certificate Programme Curricula

The University's awards and programmes are organized in accordance with the European Credit Transfer System (ECTS). **Programmes** of study are organized into specific units of study called **Modules**. Each Module is a unit of teaching and learning formally offered within the University, and carrying credit expressed as a number of credit points in accordance with the ECTS system.

Undergraduate Certificate programmes at the University are normally organized into one **Stage** delimited by an Academic Year of study. The Stage (or Programme Year) will have prescribed Learning Outcomes for that Stage (or Year) and will have an associated aggregate credit value. For completion of a Stage (or Programme Year) students will be required to successfully complete the relevant aggregate credit standard. In the event that there is more than one Stage, **students must successfully complete each stage before progressing to a subsequent one.**

3. Module Descriptions and Weightings

Each programme offered by the University will comprise a set of Modules where each module represents a unit of teaching and learning with prescribed **Learning Outcomes,** and carrying credit expressed as a number of credit points in accordance with the European Credit Transfer System. **Module Descriptions** will be specified in the University's central **Module Repository** (or "Module Manager" System) and will be set-out in the **Programme Descriptions and Regulations** for each College's programmes.

Individual modules will have an ECTS credit weighting of 5 ECTS, or may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

Credit is awarded to students who obtain 40% on a module.

4. *Arrangements for Assessment and Formal Examination*

The University's standard examination periods are
- End of semester 1
- End of Semester 2
- Repeat (of Semester 1 and 2) Examinations (August).

The holding of examinations supported by the Examinations Office outside of these periods requires the prior approval of the Academic Regulations Committee.

Repeat examinations will be held for all programmes and modules unless the prior approval of the Academic Regulations Committee is given. The format of a repeat examination in a module may differ from that of the original examination and will be decided by individual programme boards.

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field-work, or other experiential learning.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and time-tabled centrally, the examination will be of a standard **two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit year-long module might attract two 2 hour examinations). In exceptional circumstances, where robust academic assessment reasons require longer examinations, 3-hour (or longer) examinations may be facilitated. Approval for such arrangements will require the prior approval of the Academic Regulations Committee.

5. *Passing and Progression*

The Examination Board is the formal examination authority for each College and examination session. Chaired by the Dean, the Board is made-up of academic staff members of the College and extern examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only those decisions approved by the Examinations Board will be formally recognized as official University examination results – relating to Passing, Progression and Granting of Deferrals.Examination Boards will be held at the end of a Stage, normally Semester 2, and after the repeat examinations in August. The Examination Board will determine the overall result.

5.1. Progression

Undergraduate Certificate programmes at the University are normally organized as one **Stage. In the event, however, that a Certificate programme consists of two stages, students must successfully complete the first stage before progressing to the second stage.** Undergraduate Certificate Programmes are organised on an academic year basis.

5.2 Passing

The pass mark on all modules is 40%. Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall mark for the module will be returned. Marks will not be returned for components of a module.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that

element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

5.3 *Carrying Forward Marks*

A student will be given credit for modules passed and will not have to re-present for examination in any module in which a minimum mark of 40% has been returned within the time-limit set out in regulations for the successful completion of the particular stage. The normal time-limit for carrying forward of marks to subsequent examination sessions is 2 academic years. A College may prescribe a time‑limit provision other than the preceding one with the approval of the Academic Regulations Committee.

5.4 *Material Assessed at Repeat Examinations*

Marks for components of a module (i.e. sub-module assessment elements) from previous attempt(s) do not carry forward from one assessment to the next unless the relevant College has made provision to exempt student from retaking specific components for academic reasons.

5.5 *Compensation Provision*

There is no provision for compensation on Certificate programmes.

5.6 *Capping of Examination Marks*

With effect from the academic year 2015/16 the maximum mark which may be awarded at a repeat examination of a module, will be the pass mark for the module, viz. 40%.

5.7 *Arrangements for the Implementation of Capping Provisions*

As stated in paragraph 5.1, Undergraduate Certificate programmes at the University are normally organized as one **Stage. In the event, however, that a Certificate programme consists of two stages** capping will be applied to these Certificate programmes as follows:

1. Academic year 2015-16:
    - Capping applies to all two stage Certificate programmes commencing Year 1 in September 2015.
    - Capping does <u>not</u> apply to students who are commencing Year 2 of a two year Certificate programme in September 2015.

2. Academic year 2016 -17:
    - Capping applies to both stages of all two year Certificate programmes commencing in September 2016.
    - Capping applies to students who are returning to complete a two stage Certificate programme after having availed of a period of leave-of- absence, or other such gap in their studies, whether or not such leave was approved by the University

Capping will apply in all cases, as outlined above, unless a deferral has been granted, see Section 7 of this document regarding the University's Deferral Application Procedures.

6. *Award of Honours*

Honours are calculated, on completion of the programme. In the event that a Certificate programme consists of two stages honours will be calculated on the basis of 30% of the aggregate mark obtained at the pre-final stage Examination and 70% of the aggregate mark obtained at the final stage Examination. The standard will be based on the following table:

H1 70% on the aggregate H2.1 60%

on the aggregate H2.2   50% on the

aggregate

Credit awarded on the basis of a prior award or on the basis of Recognition of Prior Learning (RPL) will be grade neutral and will not be taken into account in the   calculation of honours.

7. *Deferral Provision*

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University, as outlined in the Deferral of Examinations Guidelines   for students:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. *Transcripts*

Student transcripts will include details of all modules for which a mark has been   entered. The only additional or alternative annotations will be:

- Exempt
- Absent
- Deferred
- Incomplete
- Audit

9. *Dealing with Exceptions or Deviations*

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorized for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the   matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

MARKS & STANDARDS FOR ALL PART-TIME UNDERGRADUATE CONTINUOUS DEGREE EXAMINATIONS

Document Status: Approved 6/6/2013. Incorporates amendments agreed by Standing Committee on 13/8/2015.

Note: These Marks & Standards also apply to exit awards at Diploma level (Stage 1), at 90 and 120 ECTS respectively, from Part-time Undergraduate Continuous Degree Programmes

1. Introduction

These general regulations apply to all part-time undergraduate continuous degree programmes in the University. Every such programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the specific College continuous degree programme regulations and requirements.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee is comprised of the Registrar and Deputy-President (Chair), Deans of College and another representative from each College and the Director of Lifelong Learning. The Committee reports to Standing Committee of Academic Council.

2. *Degree Programme Curricula*

The University's awards for continuous degree programmes are organised in accordance with the European Credit Transfer System (ECTS). **Programmes** of study are organised into specific units of study called **Modules**. Each Module is a unit of teaching and learning formally offered within the University, and carrying credit expressed as a number of credit points in accordance with the ECTS.

A programme will have a prescribed aggregate credit value in accordance with the Level of Study as set-out in Ireland's National Framework for Qualifications, NFQ. Part-time undergraduate continuous degree programmes are aligned with Level 8 of the Framework and consist of a number of academic years of study (a minimum of 4 years). Students will undertake the programme in a modular format and will complete the programme over a period in accordance with the academic plan co-designed by the Programme Coordinator and student.

Part-time undergraduate continuous degree programmes at the University are normally organised into two **Stages**. Each Stage will have prescribed Learning Outcomes and will have an associated aggregate credit value (i.e. degree programmes comprised of 180 ECTS will have 90 credits for the Stage 1 (Diploma) cycle and a further 90 credits for the Stage 2 (Degree) cycle; degree programmes comprised of 240 ECTS will have 120 credits for the stage 1 (Diploma) cycle and a further 120

credits for the Stage 2 (Degree). For completion of a Stage, students will be required to successfully complete the relevant aggregate credit standard as specified by the programme regulations. **Part-time** continuous degree students will complete each stage over a number of academic years.

3. *Module Descriptions and Weightings*

Each programme offered by the University will comprise a set of Modules where each module represents a unit of teaching and learning with prescribed **Learning Outcomes**, and carrying credit expressed as a number of credit points in accordance with the European Credit Transfer System. **Module Descriptions** will be specified in the University's central **Module Repository** (or "Module Manager" System) and will be set-out in the **Programme Descriptions and Regulations** for each College's programmes.

Individual modules will have an ECTS credit weighting of 5 ECTS, or may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

Credit is awarded to students who obtain a minimum mark of 40% on a module.

4. *Arrangements for Assessment and Formal Examination*

The University's standard examination periods are
* End of Semester 1
* End of Semester 2
* Repeat (of Semester 1 and 2) Examinations (August).

The holding of examinations outside of these periods requires the prior approval of the Academic Regulations Committee.

Repeat examinations will be held for all programmes and modules unless the prior approval of the Academic Regulations Committee is given.

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field-work, or other experiential learning.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and time-tabled centrally, the examination will be of a **standard two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit year-long module might attract two 2 hour examinations). In exceptional circumstances, where robust academic assessment reasons require longer examinations, 3-hour (or longer) examinations may be facilitated. Approval for such arrangements will require the prior approval of the Academic Regulations Committee

5. *Passing and Progression*

The Examinations Board is the formal examination authority for each College and examination session. Chaired by the Dean, the Board is made-up of academic staff members of the College and external examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only those decisions approved by the Examinations Board will be formally recognised as official University examination results – relating to Passing, Progression, Determination of Honours, and Granting of Deferrals.

An interim Examination Board will be held at the end of each academic year and a formal Examination Board at the end of a Stage, including after the repeat Examinations in August. The Examination Board will determine the overall result for the Stage.

5.1 Progression

Students must successfully complete Stage 1 before progressing to Stage 2 of a programme

5.2 Passing

The pass mark on all modules is 40%. Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall mark for the module will be returned. Marks will not be returned for components of a module.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

5.3 Carrying Forward Marks

A student will be given credit for modules passed and will not have to re-present for examination in any module in which a minimum mark of 40% has been returned within the time-limit set out in regulations for the successful completion of the particular Stage.

5.4 Material Assessed at Repeat Examinations

Marks for components of a module (i.e. sub-module assessment elements) from previous attempt(s) do not carry forward from one assessment to the next unless the

relevant College has made provision to exempt a student from retaking specific components for academic reasons.

5.5 Compensation Provision

Compensation provision does not apply for Part-time Undergraduate Degree Continuous programmes.

5.6 Capping of Examination Marks

With effect from the academic year 2015/16 the maximum mark which may be awarded at a repeat examination of a module, will be the pass mark for the module, viz. 40%.

Capping will apply in all cases, as outlined above, unless a deferral has been granted, see Section 7 of this document regarding the University's Deferral Application Procedures.

6. Award of Honours

Honours are awarded according to the scheme at 6.1, for each completed stage of study.

Credit awarded on the basis of a prior award or on the basis of Recognition of Prior Learning (RPL) will be grade neutral and will not be taken into account in the calculation of honours.

6.1. Award of Honours at Degree Stage

At degree level, honours will be calculated on the basis of the aggregate mark obtained across the required number of modules, according to the following table:

H1 70% on the aggregate H2.1 60% on the aggregate H2.2 50% on the aggregate H3 40% on the aggregate

6.2. Pre-Final Stage Examination

Honours will be calculated on the aggregate mark based upon the required number of modules, according to the following table:

H1 70% on the aggregate H2.1 60% on the aggregate H2.2 50% on the aggregate

Note (1): Honours are awarded only on the aggregate performance at a Stage as a whole. Honours are not awarded on the basis of results obtained in individual modules.

7. Deferral Provision

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University, as outlined in the Deferral of Examinations Guidelines for students:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Transcripts

Student transcripts will include details of all modules for which a mark has been entered. The Degree Honours Standard reported will be based on the grade bands shown in 6 above. The only additional or alternative annotations will be:

- Fail
- Exempt
- Absent
- Deferred
- Incomplete
- Audit

9. Dealing with Exceptions or Deviations

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorised for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee

MARCANNA & CAIGHDEÁIN DO GACH SCRÚDÚ FOCHÉIME LÁNAIMSEARTHA

> **Stádas na Cáipéise:** Cuimsítear leasuithe a d'aontaigh Comhairle na nDéan, cruinniú 12/4/2012 agus leasuithe breise a d'aontaigh an Coiste Seasta an 13/8/2015.

Tá gach modúl ar Chláir Leibhéal 8, in gach bliain, 1, 2, 3, 4…ag leibhéal 8. Féadfar gradaim fágála a dhéanamh ag leibhéal 7.

1. *Réamhrá*

Baineann na rialacháin ghinearálta seo le gach clár fochéime lánaimseartha san Ollscoil. **Caithfidh** gach clár fochéime **cloí** leis na rialúcháin seo mura dtagann siad faoi mhír 9 thíos. Caithfidh mic léinn aird a thabhairt ar rialacháin agus ar riachtanais chláir chéime an Choláiste.

Tá na rialúcháin seo faofa ag Comhairle Acadúil na hOllscoile agus rialaithe agus leasaithe ag Coiste Seasta na Comhairle Acadúla, i ndiaidh dóibh a bheith réamh- mheasta ag Coiste na Rialachán Acadúil. Beidh an Meabhránaí agus Uachtarán Ionaid (Cathaoirleach), Déin na gColáistí agus ionadaí eile ó gach Coláiste agus an Stiúrthóir Oideachais Aosaigh ar Choiste na Rialachán Acadúil. Beidh foireann riaracháin chuí i láthair ag cruinnithe an Choiste. Tuairisceoidh an Coiste do Choiste Seasta na Comhairle Acadúla.

2. *Curaclaim na gClár Céime*

Tá dámhachtainí agus cláir fochéime na hOllscoile eagraithe de réir an Chórais Eorpaigh Aistrithe Creidiúna (ECTS). Tá na **Cláir** roinnte ina n-aonaid staidéir ar a dtugtar **Modúil**. Is aonaid teagaisc agus foghlama gach Modúl a chuirtear ar fáil go foirmiúil san Ollscoil agus a bhfuil creidiúint ag dul leis a chuirtear in iúl i bhfoirm pointí creidiúna de réir ECTS.

Beidh luach creidiúna comhiomlán leagtha síos do chlár de réir an Leibhéil Staidéir atá socraithe i gCreatoibre Náisiúnta na gCáilíochtaí in Éirinn, FETAC. Tagann cláir fochéime lánaimseartha le Leibhéal 8 den Chreatoibre agus tá trí, ceithre bliana acadúla staidéir nó níos mó i gceist leo. Beidh ualach modúil arb ionann a chomhluach creidmheasa agus 60 ECTS i gceist do bhliain acadúil d'fhochéim lánaimseartha.

Eagraítear cláir fochéime san Ollscoil i **dTréimhse** amháin arna roinnt ag Bliain Acadúil léinn. Beidh Torthaí Foghlama ar leith leagtha amach do gach Tréimhse nó Bliain (nó bliain cláir) agus bainfidh comhluach creidmheasa 60 ECTS leis an Tréimhse nó Bliain sin. Chun aon Tréimhse (nó Bliain Cláir) a chur i gcrích, caithfidh mic léinn lánaimseartha an caighdeán cuí creidiúna comhiomlán, 60 ECTS, a thabhairt chun críche go rathúil. Beifear ag súil go dtabharfaidh mic léinn **lánaimseartha** tréimhse laistigh de bhliain acadúil chun críche. Féadfaidh mic léinn pháirtaimseartha tréimhse a thabhairt i gcrích thar chúpla bliain, na creidiúintí a bhailiú do gach tréimhse i struchtúr creidiúintí atá níos solúbtha. I gcás na mac léinn
páirtaimseartha, féadfaidh an Ollscoil a éileamh go ndéanfar líon áirithe creidiúintí in aon bhliain acadúil. Ní mór do mhic léinn gach tréimhse a thabhairt chun críche go rathúil sula dtugann siad faoin gcéad tréimhse eile.

3. *Cur Síos agus Ualú na Modúl*

Beidh sraith Modúl i ngach clár a chuireann an Ollscoil ar fáil agus is ionann gach modúl agus aonad teagaisc agus foghlama le **Torthaí Foghlama** leagtha síos dóibh, agus beidh creidiúint ag dul leo a chuirfear in iúl mar líon pointí creidiúna de réir an Chórais Eorpach Aistrithe Creidiúna. Beidh an **Cur Síos ar Mhodúil** sonraithe i **Stór na Modúl** (nó córas lárnach chun Modúil a bhainistiú) agus beidh sé leagtha amach sna **Sonraíochtaí agus sna Rialacháin** do gach clár sa Choláiste.

Beidh ualú creidiúnaithe 5 ECTS ag dul le modúil aonair, nó féadfar an t-ualú a mhéadú faoi 5 ECTS más rud é go n-éilíonn dea-chleachtas acadúil aonaid staidéir níos leithne.

Bronnfar creidmheas ar mhic léinn a bhaineann 40% amach i modúl (féach ar na forálacha a bhaineann le cúiteamh ag 5.5 thíos).

4. *Socruithe Measúnuithe agus Scrúduithe Foirmiúla*

Bíonn scrúduithe ar siúl san Ollscoil de ghnáth ag na hamanna seo a leanas
- Deireadh Sheimeastar 1
- Deireadh an Dara Seimeastair
- Athscrúduithe (Seimeastar 1 agus 2) (Lúnasa).

Má theastaíonn scrúduithe taobh amuigh de na hamanna seo caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil.

Beidh athscrúduithe ar siúl do gach clár agus modúl mura mbeidh cead faighte roimh ré ó Choiste na Rialachán Acadúil.

Féadfar modúil a mheas trí scrúduithe foirmiúla, measúnuithe, tionscadail, aistí, páipéir, tuairiscí, cur i láthair & díospóireachtaí, ceachtanna, obair sa tsaotharlann nó obair allamuigh, nó foghlaim eile ó thaithí.

Sa chás gur scrúdú i bhfoirm **páipéar scrúdaithe foirmiúil** a bhíonn le déanamh don mhodúl agus go mbeidh sé riartha ag Oifig na Scrúduithe agus le cur ar an amchlár go lárnach, mairfidh an scrúdú **dhá uair an chloig** de ghnáth. Sa chás go bhfuil ualú níos mó ná 5 ECTS ag modúl, féadfar roinnt páipéar dhá uair an chloig a chur isteach sa scrúdú foirmiúil nó páipéar amháin dhá uair an chloig agus modhanna measúnaithe eile (e.g. d'fhéadfadh dhá scrúdú dhá uair an chloig a bheith mar chuid de mhodúl 10 gcreidiúint a mhaireann ar feadh na bliana). I gcásanna eisceachtúla, má éilíonn cúiseanna measúnuithe acadúla níos daingne scrúduithe níos faide, d'fhéadfaí scrúduithe 3 huaire an chloig (nó níos faide) a reáchtáil. Caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil sula gceadófar é seo.

5. *Pas agus Dul ar Aghaidh*

Is é an Bord Scrúdaithe an t-údarás foirmiúil scrúduithe do gach Coláiste agus do gach seisiún scrúduithe. Is é an Déan a bhíonn ina C(h)athaoirleach agus bíonn comhaltaí acadúla an Choláiste agus scrúdaitheoirí seachtracha ó na disciplíní éagsúla nó ó na Coláistí atá freagrach as cláir idir Coláistí ar an mBord. Caithfidh cinntí a bheith faofa ag an mBord Scrúdaithe chun aitheantas foirmiúil a fháil mar thorthaí oifigiúla scrúduithe Ollscoile – maidir le Pas, Dul ar Aghaidh, Onóracha agus ligean do mhac léinn scrúdú a chur siar.

Tionólfar Bord Scrúduithe ag deireadh tréimhse, Seimeastar 2 de ghnáth, agus tar éis na n-athscrúduithe i mí Lúnasa. Cinnfidh an Bord Scrúdaithe an toradh foriomlán agus déanfaidh sé iarratas ar fhorálacha cúitimh.

5.1. *Dul ar aghaidh*

Eagraítear cláir fochéime san Ollscoil in dhá **Thréimhse** de ghnáth. **Ní mór do mhic léinn gach tréimhse a thabhairt chun críche go rathúil sula dtugann siad faoin gcéad tréimhse eile.** Ar bhonn bliain acadúil a eagrófar Cláir Fochéime Lánaimseartha, áit a sheasann gach bliain do Thréimhse shonrach. Beidh ar mhic léinn fochéime lánaimseartha clárú agus dul faoi scrúdú do shraith modúl arb ionann iad agus ualach creidmheasa 60 ECTS ar an iomlán, de réir struchtúir agus rialacháin an chláir atá leagtha amach i **Sonraíochtaí agus Rialacháin Cláir** an Choláiste dá gclár léinn roghnaithe. Féadfaidh mic léinn **pháirtaimseartha** tréimhse a thabhairt i gcrích thar chúpla bliain agus na creidiúintí a bhailiú do gach tréimhse i struchtúr creidiúintí atá níos solúbtha.

5.2 Pas

40% an marc pas ar gach modúl. Sa chás go bhfuil measúnuithe éagsúla le déanamh (obair chúrsa, obair shaotharlainne, measúnú leanúnach, measúnú deiridh, etc.) sa mhodúl chun an grád deiridh a bhaint amach **ní gá** pas a bhaint amach in gach ceann de na measúnuithe seo de ghnáth. Ní thabharfar ach marc foriomlán don mhodúl ar ais don mhac léinn. Ní thabharfar marcanna do gach measúnú mar chuid de mhodúl.

Caithfear marc 'Neamhiomlán' a thabhairt d'Oifig na Scrúduithe má bhíonn riachtanas ann go gcaithfear gné(ithe) de mhodúl a phasáil agus nach bhfuil an ghné/na gnéithe sin pasáilte. Caithfidh mac léinn gach gné de mhodúl neamhiomlán a dhéanamh arís mura bhfuil sé sna rialacháin ag an gColáiste cuí go mbeadh mic léinn díolmhaithe ó mheasúnuithe áirithe a dhéanamh arís.

Ba chóir go mbeadh forálacha ag leibhéal an Choláiste mar a chéile do gach clár agus gach modúl sa Choláiste.

5.3 Marcanna a Thabhairt ar Aghaidh

Gheobhaidh mac léinn creidiúint as modúil a pasáladh agus ní bheidh air/uirthi aon scrúdú a athshuí má baineadh 40% ar a laghad amach sa mhodúl taobh istigh den

teorainn ama a leagadh amach sna rialacháin maidir le tréimhse áirithe a chríochnú go rathúil. Is é 2 bhliain acadúla an ghnáth-theorainn ama maidir le marcanna a thabhairt ar aghaidh chuig seisiún scrúdaithe. Féadfaidh Coláiste teorainn ama eile a leagan síos seachas an ceann seo ach faomhadh an Choiste um Rialacháin Acadúla a fháil.

5.4 Ábhar le Meas san Athscrúdú

Ní féidir marcanna as measúnuithe an mhodúil (i.e. gnéithe measúnaithe fo-mhodúil) a rinneadh cheana a thabhairt ar aghaidh don chéad bhabhta eile mura mbeidh foráil déanta ag an gColáiste díolúine a thabhairt do mhac léinn ó mheasúnuithe áirithe a dhéanamh ar chúiseanna acadúla.

5.5 Foráil do Chúiteamh

Ní chuirfear cúiteamh i bhfeidhm ach i gcásanna ina gceadófar don mhac léinn pas a fháil i Scrúdú ar an iomlán.

40% an marc pas ar gach modúl. Measfar, áfach, go bhfuil pas bainte amach ag mac léinn i dTréimhse a bhfuil níos lú ná 40% aige/aici i modúl amháin nó níos mó más rud é

- gurb é 40% ar a laghad an marc comhiomlán do gach modúl den Tréimhse
- gurb é 35% nó os a chionn an marc i ngach modúl
- an modúl/na modúil nach bhfuil na marcanna sa réimse 35-39% san iomlán ag 15 ECTS nó níos lú

Má dhéantar marcanna a thabhairt ar aghaidh chuig seisiún scrúduithe ar leith ní dhéantar neamhbhailí an cumas le cúiteamh a chur i bhfeidhm sa seisiún sin.

Nuair atá pas bainte amach i modúl le cúiteamh, beidh marc an mhodúil le feiceáil ar na tras-scríbhinní agus Pas le Cúiteamh mar ghrád.

I roinnt clár, d'fhéadfadh sé nach mbeadh cead Cúiteamh a thabhairt i gcroímhodúil nó i modúil éigeantacha nó grúpaí modúl, mar dá ndéanfaí a leithéid d'fhéadfaí an bonn a bhaint de thorthaí foghlama na Tréimhse nó an Chláir. Beidh na rialacháin shonracha seo leagtha amach i Sonraíochtaí agus Rialacháin Cláir an Choláiste do na cláir léinn chuí.

5.6 *Marcanna Scrúdaithe a Uasteorannú*

Le héifeacht ón mbliain acadúil 2015/16 is é pasmharc an mhodúil, viz 40%, an t- uasmharc is féidir a bhronnadh nuair a bheidh modúl á athscrúdú.

Tá dhá eisceacht air seo:

a) Ní bheidh uasteorannú i bhfeidhm sa chéad bhliain ar fhochéimeanna.

b) I gcás roinnt de na modúil ar an MB, BCh, cláir BAO agus BSc (Teiripe Saothair, Cosliacht, Teiripe Teanga agus Urlabhra), is é an marc is airde a bhronnfar ná 50%, is é sin an marc chun pas a fháil sna modúil ar na cláir sin.

5.7 *Socruithe maidir le hUasteorannú a chur i bhfeidhm*

Beidh uasteorannú i bhfeidhm do gach clár fochéime mar seo a leanas:

1.   *An bhliain acadúil 2015-16:*
- Ní bhaineann uasteorannú le mic léinn sa chéad bhliain ná sa bhliain deiridh.
- Baineann uasteorannú le mic léinn i ngach bliain eile de chlár fochéime, i.e. ón dara bliain go dtí an bhliain roimh bhliain na céime.

2.   *An bhliain acadúil 2016-17:*
- Ní bhaineann uasteorannú le mic léinn sa chéad bhliain.
- Baineann uasteorannú le mic léinn i ngach bliain eile de chlár fochéime, i.e. ón dara bliain go dtí bliain na céime.
- Tá feidhm ag uasteorannú i leith mac léinn atá ag athdhéanamh aon Tréimhse de chlár ón dara bliain go dtí an bhliain deiridh, beag beann ar an uair a rinneadh an chéad iarracht ar an Tréimhse sin.
- Ní bheidh uasteorannú i bhfeidhm i gcás mic léinn a bhí ar ERASMUS, ar bhliain thar lear nó ar chlár acadúil eile faofa ag an gColáiste in 2015-16 agus atá sa bhliain deiridh anois.
- Tá feidhm ag uasteorannú i leith mac léinn atá sa bhliain deiridh in 2016-17 agus ar ghlac siad saoire neamhláithreachta le linn na bliana acadúla 2015-16, bíodh an tsaoire sin faofa ag an Ollscoil nó ná bíodh.

3.   *Bliain Acadúil 2017-18 agus ina dhiaidh sin:*
- Ní bhaineann uasteorannú le mic léinn sa chéad bhliain.
- Baineann uasteorannú le mic léinn i ngach bliain eile de chlár fochéime, i.e. ón dara bliain go dtí an bhliain roimh bhliain na céime. Mic léinn atá ag athdhéanamh bliana nó ag filleadh ar an staidéar san áireamh.

Cuirfear uasteorannú i bhfeidhm i ngach cás, mar atá leagtha amach thuas, mura bhfuil cead faighte an scrúdú a chur siar, féach Cuid 7 den cháipéis seo maidir le Nósanna Imeachta na hOllscoile i leith Scrúdú a Chur Siar.

6.   *Onóracha a Bhronnadh*

Bronntar onóracha de réir na scéime seo a leanas, do gach tréimhse chríochnaithe de staidéar; is é sin, do gach bliain acadúil chríochnaithe do mhic léinn fochéime lánaimseartha.

6.1. Onóracha a Bhronnadh ag Leibhéal Céime

Ag leibhéal céime, ríomhtar onóracha de bhun 30% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse leathdheiridh móide 70% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse deiridh. Beidh an caighdeán bunaithe ar an tábla seo a leanas:

      H1   comhiomlán 70%

      H2.1 comhiomlán 60%

      H2.2 comhiomlán 50%

      H3   comhiomlán 40%

* Is féidir bliain eile, seachas an bhliain réamhdheiridh, a ainmniú do chúiseanna bailí acadúla le faomhadh Choiste na Rialachán Acadúil.

6.2. Scrúdú roimh an Tréimhse Dheiridh

Áireofar onóracha bunaithe ar an tábla seo a leanas: H1

      comhiomlán 70%

      H2.1 comhiomlán 60%

      H2.2 comhiomlán 50%

Nóta (1): Nuair atá modúl ar fáil ag leibhéal pas agus onóracha, bainfear leas as scála chun marcanna a fhaightear ag an leibhéal pas a aistriú chuig an marc comhionann ag leibhéal onóracha ar mhaithe le honóracha a ríomh.

Nóta (2): Bronntar onóracha ar an gcaoi a n-éiríonn leis an mac léinn ar an iomlán sa Scrúdú ina iomláine. Ní bhronntar onóracha ar na torthaí a fhaightear i modúil ar leith.

Nóta (3): Tabharfar grád neodrach do chreidiúint a bhronntar ar réamhfhoghlaim nó ar Aitheantas Réamhfhoghlama (RPL) agus ní chuirfear san áireamh é agus onóracha á ríomh.

7. Modúl a chur siar

Caithfear iarratas a dhéanamh ar chead modú(i)l a chur siar go dtí seisiún scrúdaithe eile de réir Nósanna Imeachta na hOllscoile atá i bhfeidhm maidir le Scrúdú a Chur Siar, mar atá leagtha amach i dTreoirlínte do mhic léinn maidir le scrúduithe a chur siar:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Athscríbhinní

Beidh sonraí maidir le gach modúl a bhfuil marc faighte ina leith le feiceáil ar thrascríbhinní na mac léinn. Beidh Caighdeán Onóracha na Céime a thuairisceofar bunaithe ar na bandaí gráid ag 6 thuas. Is iad seo a leanas na nótaí eile a bheidh le feiceáil:

- Díolúinte
- As láthair
- Pas trí Chúiteamh
- Curtha siar
- Neamhiomlán
- Iniúchadh

9. Déileáil le hEisceachtaí nó Athruithe

Ní ghlacfar le haon athruithe ar na rialacháin seo ach i gcásanna eisceachtúla amháin. Is éard is **athrú struchtúrtha** ann athrú suntasach buan ar na rialacháin seo a d'fhéadfaí a cheadú do chlár amháin nó níos mó. Sa chás go dteastaíonn **athrú struchtúrtha** chun críche acadúla, caithfear iarratas a dhéanamh ar Choiste na Rialachán Acadúil de chuid Choiste Seasta na Comhairle Acadúla, agus déanfaidh an Coiste sin moladh do Choiste Seasta na Comhairle Acadúla maidir leis na hiarratais a fhaightear. Is éard is lámhaltas ann an Coiste Seasta ag tabhairt cead sonrach, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil, clár staidéir a athrú ó na rialacháin atá leagtha síos. D'fhéadfadh **lámhaltas** a bheith ag teastáil ó thráth go chéile agus is faoi Choiste Seasta na Comhairle Acadúla cinneadh a dhéanamh ina leith, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil.

MARCANNA & CAIGHDEÁIN DO GACH SCRÚDÚ FOCHÉIME PÁIRTAIMSEARTHA (SEACHAS CLÁIR 'LEANÚNACHA')

> **Stádas na cáipéise:** Faofa 27/03/2012. Leasuithe a d'aontaigh an Coiste Seasta an 13/08/2015 cuimsithe.

1. Réamhrá

Baineann na rialacháin ghinearálta seo le gach clár fochéime páirtaimseartha san Ollscoil. **Caithfidh** gach clár fochéime **cloí** leis na rialúcháin seo mura dtagann siad faoi mhír 9 thíos. Caithfidh mic léinn aird a thabhairt ar rialacháin agus ar riachtanais chláir chéime an Choláiste.

Tá na rialúcháin seo faofa ag Comhairle Acadúil na hOllscoile agus rialaithe agus leasaithe ag Coiste Seasta na Comhairle Acadúla, i ndiaidh dóibh a bheith réamh- mheasta ag Coiste na Rialachán Acadúil. Tá an Meabhránaí agus Uachtarán Ionaid (Cathaoirleach), Déin na gColáistí agus ionadaí eile ó gach Coláiste agus ionadaíocht ón bhfoireann acadúil ar Choiste na Rialachán Acadúil. Beidh foireann riaracháin chuí i láthair ag cruinnithe an Choiste. Tuairisceoidh an Coiste do Choiste Seasta na Comhairle Acadúla.

2. Curaclaim na gClár Céime

Tá dámhachtainí agus cláir fochéime na hOllscoile eagraithe de réir an Chórais Eorpaigh Aistrithe Creidiúna (ECTS). Tá na **Cláir** roinnte ina n-aonaid staidéir ar a dtugtar **Modúil**. Is aonaid teagaisc agus foghlama gach Modúl a chuirtear ar fáil go foirmiúil san Ollscoil agus a bhfuil creidiúint ag dul leis a chuirtear in iúl i bhfoirm pointí creidiúna de réir ECTS.

Beidh luach creidiúna comhiomlán leagtha síos do chlár de réir an Leibhéil Staidéir atá socraithe i gCreatoibre Náisiúnta na gCáilíochtaí in Éirinn, FETAC. Tagann cláir fochéime pháirtaimseartha le Leibhéal 8 den Chreatoibre agus tá ceithre bliana acadúla staidéir i gceist leo. Beidh ualach modúil arb ionann a chomhluach creidmheasa agus 45 ECTS i gceist do bhliain acadúil ar chúrsa fochéime páirtaimseartha.

Go hiondúil eagraítear cláir fochéime pháirtaimseartha san Ollscoil i **dTréimhsí** roinnte ag bliain acadúil staidéir. Beidh Torthaí Foghlama ar leith leagtha amach do gach Tréimhse nó Bliain (nó bliain cláir) agus bainfidh comhluach creidmheasa 45 ECTS leis an Tréimhse nó Bliain sin. Chun aon Tréimhse (nó Bliain Cláir) a chur i gcrích, caithfidh mic léinn pháirtaimseartha an caighdeán cuí creidiúna comhiomlán, 45 ECTS, a thabhairt chun críche go rathúil. Beifear ag súil go dtabharfaidh mic léinn **pháirtaimseartha** tréimhse laistigh de bhliain acadúil chun críche. **Ní mór do mhic léinn gach tréimhse a thabhairt chun críche go rathúil sula dtugann siad faoin gcéad tréimhse eile.**

3. Cur Síos agus Ualú na Modúl

Beidh sraith Modúl i ngach clár a chuireann an Ollscoil ar fáil agus is ionann gach modúl agus aonad teagaisc agus foghlama le **Torthaí Foghlama** leagtha síos dóibh, agus beidh creidiúint ag dul leo a chuirfear in iúl mar líon pointí creidiúna de réir an Chórais Eorpach Aistrithe Creidiúna. Beidh an **Cur Síos ar Mhodúil** sonraithe i **Stór na Modúl** (nó córas lárnach chun Modúil a bhainistiú) agus beidh sé leagtha amach sna **Sonraíochtaí agus sna Rialacháin** do gach clár sa Choláiste.

Beidh ualú creidiúnaithe 5 ECTS ag dul le modúil aonair, nó féadfar an t-ualú a mhéadú faoi 5 ECTS más rud é go n-éilíonn dea-chleachtas acadúil aonaid staidéir níos leithne.

Bronnfar creidmheas ar mhic léinn a bhaineann 40% amach i modúl (féach ar na forálacha a bhaineann le cúiteamh ag 5.5 thíos).

4. *Socruithe maidir le Measúnú agus Scrúdú Foirmiúil*

Bíonn scrúduithe ar siúl san Ollscoil de ghnáth ag na hamanna seo a leanas
- Deireadh Sheimeastar 1
- Deireadh Sheimeastar 2
- Athscrúduithe (Seimeastar 1 agus 2) (Lúnasa).

Má theastaíonn scrúduithe taobh amuigh de na hamanna seo caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil.

Beidh athscrúduithe ar siúl do gach clár agus modúl mura mbeidh cead faighte roimh ré ó Choiste na Rialachán Acadúil.

Féadfar modúil a mheas trí scrúduithe foirmiúla, measúnuithe, tionscadail, aistí, páipéir, tuairiscí, cur i láthair & díospóireachtaí, ceachtanna, obair sa tsaotharlann nó obair allamuigh, nó foghlaim eile ó thaithí.

Sa chás gur scrúdú i bhfoirm **páipéar scrúdaithe foirmiúil** a bhíonn le déanamh don mhodúl agus go mbeidh sé riartha ag Oifig na Scrúduithe agus le cur ar an amchlár go lárnach, mairfidh an scrúdú **dhá uair an chloig** de ghnáth. Sa chás go bhfuil ualú níos mó ná 5 ECTS ag modúl, féadfar roinnt páipéar dhá uair an chloig a chur isteach sa scrúdú foirmiúil nó páipéar amháin dhá uair an chloig agus modhanna measúnaithe eile (e.g. d'fhéadfadh dhá scrúdú dhá uair an chloig a bheith mar chuid de mhodúl 10 gcreidiúint a mhaireann ar feadh na bliana). I gcásanna eisceachtúla, má éilíonn cúiseanna measúnuithe acadúla níos daingne scrúduithe níos faide, d'fhéadfaí scrúduithe 3 huaire an chloig (nó níos faide) a reáchtáil. Caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil sula gceadófar é seo

5. *Pas agus Dul ar Aghaidh*

Is é an Bord Scrúdaithe an t-údarás foirmiúil scrúduithe do gach Coláiste agus do gach seisiún scrúduithe. Is é an Déan a bhíonn ina C(h)athaoirleach agus bíonn comhaltaí acadúla an Choláiste agus scrúdaitheoirí seachtracha ó na disciplíní éagsúla nó ó na Coláistí atá freagrach as cláir idir Coláistí a bhíonn ar an mBord. Caithfidh cinntí a bheith faofa ag an mBord Scrúdaithe chun aitheantas foirmiúil a fháil mar thorthaí oifigiúla scrúduithe Ollscoile – maidir le Pas, Dul ar Aghaidh, Onóracha agus ligean do mhac léinn scrúdú a chur siar.

Tionólfar Bord Scrúduithe ag deireadh tréimhse, Seimeastar 2 de ghnáth, agus tar éis na n-athscrúduithe i mí Lúnasa. Cinnfidh an Bord Scrúdaithe an toradh forimlán agus déanfaidh sé iarratas ar fhorálacha cúitimh.

5.1. Dul ar aghaidh

Eagraítear cláir fochéime san Ollscoil in dhá **Thréimhse** de ghnáth. **Ní mór do mhic léinn gach tréimhse a thabhairt chun críche go rathúil sula dtugann siad faoin gcéad tréimhse eile.** Ar bhonn bliain acadúil a eagrófar Cláir Fochéime Pháirtaimseartha, áit a seasann gach bliain do Thréimhse shonrach. Beidh ar mhic léinn fochéime pháirtaimseartha clárú agus dul faoi scrúdú do shraith modúl arb ionann iad agus ualach creidmheasa 45 ECTS ar an iomlán, de réir struchtúir agus rialacháin an chláir atá leagtha amach i **Sonraíochtaí agus Rialacháin Cláir** an Choláiste dá gclár léinn roghnaithe.

5.2 Pas

40% an marc pas ar gach modúl. Sa chás go bhfuil measúnuithe éagsúla le déanamh (obair chúrsa, obair shaotharlainne, measúnú leanúnach, measúnú deiridh, etc.) sa mhodúl chun an grád deiridh a bhaint amach **ní gá** pas a bhaint amach in gach ceann de na measúnuithe seo de ghnáth. Ní thabharfar ach marc foriomlán don mhodúl ar ais don mhac léinn. Ní thabharfar marcanna do gach measúnú mar chuid de mhodúl.

Caithfear marc 'Neamhiomlán' a thabhairt d'Oifig na Scrúduithe má bhíonn riachtanas ann go gcaithfear gné(ithe) de mhodúl a phasáil agus nach bhfuil an ghné/na gnéithe sin pasáilte. Caithfidh mac léinn gach gné de mhodúl neamhiomlán a dhéanamh arís mura bhfuil sé sna rialacháin ag an gColáiste cuí go mbeadh mic léinn díolmhaithe ó mheasúnuithe áirithe a dhéanamh arís.

Ba chóir go mbeadh forálacha ag leibhéal an Choláiste mar a chéile do gach clár agus gach modúl sa Choláiste.

5.3 Marcanna a Thabhairt ar Aghaidh

Gheobhaidh mac léinn creidiúint as modúil a pasáladh agus ní bheidh air/uirthi aon scrúdú a athshuí má baineadh 40% amach sa mhodúl taobh istigh den teorainn ama a leagadh amach sna rialacháin maidir le tréimhse áirithe a chríochnú go rathúil.

Féadfaidh Coláiste teorainn ama a leagan síos ach faomhadh an Choiste Rialachán Acadúil a fháil.

5.4 Ábhar le Meas san Athscrúdú

Ní féidir marcanna as measúnuithe an mhodúil (i.e. sub-module assessment elements) a rinneadh cheana a thabhairt ar aghaidh don chéad bhabhta eile mura mbeidh foráil déanta ag an gColáiste díolúine a thabhairt do mhac léinn ó mheasúnuithe áirithe a dhéanamh ar chúiseanna acadúla.

5.5 Foráil do Chúiteamh

Ní chuirfear cúiteamh i bhfeidhm ach i gcásanna ina cheadófar don mhac léinn pas a fháil i Scrúdú ar an iomlán.

40% an marc pas ar gach modúl. Measfar, áfach, go bhfuil pas bainte amach ag mac léinn i dTréimhse a bhfuil níos lú ná 40% aige/aici i modúl amháin nó níos mó más rud é

- gurb é 40% ar a laghad an marc comhiomlán do gach modúl den Tréimhse
- gurb é 35% nó os a chionn an marc i ngach modúl
- gurb ionann 10 ECTS nó níos lú an/na modú(i)l le marcanna sa réimse 35- 39%

Má dhéantar marcanna a thabhairt ar aghaidh chuig seisiún scrúduithe ar leith ní dhéantar neamhbhailí an cumas le cúiteamh a chur i bhfeidhm sa seisiún sin.

Nuair atá pas bainte amach i modúl le cúiteamh, beidh marc an mhodúil le feiceáil ar na tras-scríbhinní agus Pas le Cúiteamh mar ghrád.

I roinnt clár, d'fhéadfadh sé nach mbeadh cead Cúiteamh a thabhairt i gcroímhodúil nó i modúil éigeantacha nó grúpaí modúl, mar dá ndéanfaí a leithéid d'fhéadfaí an bonn a bhaint de thorthaí foghlama na Tréimhse nó an Chláir. Beidh na rialacháin shonracha seo leagtha amach i Sonraíochtaí agus Rialacháin Cláir an Choláiste do na cláir léinn chuí.

5.6 Marcanna Scrúdaithe a Uasteorannú

Le héifeacht ón mbliain acadúil 2015/16 is é pasmharc an mhodúil, is é sin 40%, an t- uasmharc is féidir a bhronnadh nuair a bheidh modúl á athscrúdú.

Baineann eisceacht amháin le fochéimeanna páirtaimseartha:

a) ní bheidh uasteorannú i bhfeidhm don chéad bhliain de chláir fochéime.

5.7 Socruithe maidir le hUasteorannú a chur i bhfeidhm

Cuirfear uasteorannú i bhfeidhm ar bhlianta fochéime clár mar seo a leanas:

1.   An bhliain acadúil 2015-16:

- Ní bhaineann uasteorannú le mic léinn sa chéad bhliain ná sa bhliain deiridh.
- Baineann uasteorannú le mic léinn i ngach bliain eile de chlár fochéime, i.e. ón dara bliain go dtí an bhliain roimh bhliain na céime.

2.   An bhliain acadúil 2016-17:

- Ní bhaineann uasteorannú le mic léinn sa chéad bhliain.
- Baineann uasteorannú le mic léinn i ngach bliain eile de chlár fochéime, i.e. ón dara bliain go dtí bliain na céime.
- Tá feidhm ag uasteorannú i leith mac léinn atá ag athdhéanamh aon Tréimhse de chlár ón dara bliain go dtí an bhliain deiridh, beag beann ar an uair a rinneadh an chéad iarracht ar an Tréimhse sin.
- Tá feidhm ag uasteorannú i leith mac léinn atá sa bhliain deiridh in 2016-17 agus ar ghlac siad saoire neamhláithreachta le linn na bliana acadúla 2015-16, bíodh an tsaoire sin faofa ag an Ollscoil nó ná bíodh.

Cuirfear uasteorannú i bhfeidhm i ngach cás, mar atá leagtha amach thuas, mura bhfuil cead faighte an scrúdú a chur siar, féach Cuid 7 den cháipéis seo maidir le Nósanna Imeachta na hOllscoile i leith Scrúdú a Chur Siar.

6. Onóracha a Bhronnadh

Bronntar onóracha de réir na scéime seo a leanas, do gach tréimhse chríochnaithe de staidéar; is é sin, do gach bliain acadúil chríochnaithe do mhic léinn fochéime pháirtaimseartha.

Tabharfar grád neodrach do chreidiúint a bhronntar ar réamhfhoghlaim nó ar Aitheantas Réamhfhoghlama (RPL) agus ní chuirfear san áireamh é agus onóracha á ríomh.

6.1. Onóracha a Bhronnadh ag Leibhéal Céime

Ag leibhéal céime, ríomhtar onóracha de bhun 30% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse réamhdheiridh móide 70% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse deiridh. Beidh an caighdeán bunaithe ar an tábla seo a leanas:

H1   comhiomlán 70%
H2.1   comhiomlán 60%
H2.2   comhiomlán 50%
H3   comhiomlán 40%

* Is féidir bliain eile, seachas an bhliain réamhdheiridh, a ainmniú do chúiseanna bailí acadúla le faomhadh Choiste na Rialachán Acadúil.

6.2. Scrúdú roimh an Tréimhse Dheiridh

Áireofar onóracha bunaithe ar an tábla seo a leanas: H1

      comhiomlán 70%

H2.1 comhiomlán 60%

H2.2 comhiomlán 50%

Nóta (1): Nuair atá modúl ar fáil ag leibhéal pas agus onóracha, bainfear leas as scála chun marcanna a fhaightear ag an leibhéal pas a aistriú chuig an marc comhionann ag leibhéal onóracha ar mhaithe le honóracha a ríomh.

Nóta (2): Bronntar onóracha ar an gcaoi a n-éiríonn leis an mac léinn ar an iomlán sa Scrúdú ina iomláine. Ní bhronntar onóracha ar na torthaí a fhaightear i modúil ar leith.

7. Modúl a chur siar

Caithfear iarratas a dhéanamh ar chead modú(i)l a chur siar go dtí seisiún scrúdaithe eile de réir Nósanna Imeachta na hOllscoile maidir le Scrúdú a Chur Siar, mar atá leagtha amach i dTreoirlínte do mhic léinn maidir le scrúduithe a chur siar:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Athscríbhinní

Beidh sonraí maidir le gach modúl a bhfuil marc faighte ina leith le feiceáil ar thrascríbhinní na mac léinn. Beidh Caighdeán Onóracha na Céime a thuairisceofar bunaithe ar na bandaí gráid ag 6 thuas. Is iad seo a leanas na nótaí eile a bheidh le feiceáil:

- Díolúinte
- As láthair
- Pas trí Chúiteamh
- Curtha siar
- Neamhiomlán
- Iniúchadh

9. Déileáil le hEisceachtaí nó Athruithe

Ní ghlacfar le haon athruithe ar na rialacháin seo ach i gcásanna eisceachtúla amháin. Is éard is **athrú struchtúrtha** ann athrú suntasach buan ar na rialacháin seo a d'fhéadfaí a cheadú do chlár amháin nó níos mó. Sa chás go dteastaíonn **athrú struchtúrtha** chun críche acadúla, caithfear iarratas a dhéanamh ar Choiste na Rialachán Acadúil de chuid Choiste Seasta na Comhairle Acadúla, agus déanfaidh an Coiste sin moladh do Choiste Seasta na Comhairle Acadúla maidir leis na hiarratais a fhaightear. Is éard is lamháltas ann an Coiste Seasta ag tabhairt cead sonrach, i

ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil, clár staidéir a athrú ó na rialacháin atá leagtha síos. D'fhéadfadh **lamháltas** a bheith ag teastáil ó thráth go chéile agus is faoi Choiste Seasta na Comhairle Acadúla cinneadh a dhéanamh ina leith, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil.

MARCANNA & CAIGHDEÁIN DO GACH SCRÚDÚ DIOPLÓMA FOCHÉIME

1. Réamhrá

Baineann na rialacháin ghinearálta seo le gach clár dioplóma fochéime san Ollscoil. **Caithfidh** gach clár dioplóma fochéime **cloí** leis na rialúcháin seo mura dtagann siad faoi mhír 9 thíos. Caithfidh mic léinn aird ar leith a thabhairt ar rialacháin agus ar riachtanais chláir dioplóma an Choláiste.

Tá na rialúcháin seo faofa ag Comhairle Acadúil na hOllscoile agus rialaithe agus leasaithe ag Coiste Seasta na Comhairle Acadúla, i ndiaidh dóibh a bheith réamh- mheasta ag Coiste na Rialachán Acadúil. Beidh an Meabhránaí agus Uachtarán Ionaid (Cathaoirleach), Déin na gColáistí agus ionadaí eile ó gach Coláiste agus an Stiúrthóir Oideachais Aosaigh ar Choiste na Rialachán Acadúil. Beidh foireann riaracháin chuí i láthair ag cruinnithe an Choiste. Tuairisceoidh an Coiste do Choiste Seasta na Comhairle Acadúla.

2. Curaclaim na gClár Dioplóma

Tá dámhachtainí agus cláir dioplóma na hOllscoile eagraithe de réir an Chórais Eorpaigh Aistrithe Creidiúna (ECTS). Tá na **Cláir** roinnte ina n-aonaid staidéir ar a dtugtar **Modúil**. Is aonad teagaisc agus foghlama gach Modúl a chuirtear ar fáil go foirmiúil san Ollscoil agus a bhfuil creidiúint ag dul leis a chuirtear in iúl i bhfoirm pointí creidiúna de réir ECTS.

Eagraítear cláir dioplóma fochéime san Ollscoil i **dTréimhse** amháin nó dhó arna roinnt ag Bliain Acadúil léinn. Beidh Torthaí Foghlama ar leith leagtha amach do gach Tréimhse (nó bliain cláir) agus bainfidh comhluach creidmheasa leis an Tréimhse nó leis an mBliain sin. Chun aon Tréimhse (nó Bliain Cláir) a chur i gcrích, caithfidh mic léinn an caighdeán cuí creidiúna comhiomlán a thabhairt chun críche go rathúil. **Ní mór do mhic léinn gach tréimhse a thabhairt chun críche go rathúil sula dtugann siad faoin gcéad tréimhse eile.**

3. Sonraíochtaí agus Ualú na Modúl

Beidh sraith Modúl i ngach clár a chuireann an Ollscoil ar fáil agus is ionann gach modúl agus aonad teagaisc agus foghlama le **Torthaí Foghlama** leagtha síos dóibh, agus beidh creidiúint ag dul leo a chuirfear in iúl mar líon pointí creidiúna de réir an Chórais Eorpach Aistrithe Creidiúna. Beidh **Sonraíochtaí Modúil** sonraithe i **dTaisce Modúl** lárnach (nó córas "Bainisteoir Modúl") na hOllscoile agus beidh sé leagtha amach sna **Sonraíochtaí agus sna Rialacháin** do gach clár sa Choláiste.

Beidh ualú creidiúnaithe 5 ECTS ag dul le modúil aonair, nó féadfar iad a thabhairt ina n-iolraithe slána 5 ECTS sa chás go n-éilítear aonaid léinn níos mó de réir dea-chleachtais acadúil.

Dámhtar creidmheas ar mhic léinn a ghnóthaíonn 40% i modúl.

4. Socruithe maidir le Measúnú agus Scrúdú Foirmiúil

Is iad gnáth-thréimhsí scrúdaithe na hOllscoile

- Deireadh Sheimeastar 1
- Deireadh Sheimeastar 2
- Athscrúduithe (Seimeastar 1 agus 2) (Lúnasa).

Ní mór faomhadh a fháil ón gCoiste um Rialacháin Acadúla roimh ré chun scrúduithe a reáchtáil lasmuigh de na tréimhsí sin i gcás scrúduithe a gcuireann an Oifig Scrúduithe tacaíocht ar fáil dóibh.

Reáchtálfar athscrúduithe do gach clár agus modúl ach amháin má fhaightear faomhadh an Choiste um Rialacháin Acadúla roimh ré. Ní gá gurb ionann leagan amach an athscrúdaithe i modúl agus leagan amach an chéad scrúdaithe agus is iad boird na gclár faoi leith a dhéanfaidh an cinneadh sin.

Féadfar modúil a mheas le meascán ar bith de scrúduithe foirmiúla, measúnuithe, tionscadail, aistí, páipéir, tuairiscí, cuir i láthair & díospóireachtaí, ceachtanna, obair shaotharlainne nó obair allamuigh, nó foghlaim eile ó thaithí.

Sa chás gur scrúdú i bhfoirm **páipéar scrúdaithe foirmiúil** a bhíonn le déanamh don mhodúl agus go mbeidh sé riartha ag Oifig na Scrúduithe agus le cur ar an amchlár go lárnach, mairfidh an scrúdú **dhá uair an chloig** de ghnáth. Sa chás go bhfuil ualú níos mó ná 5 ECTS ag modúl, féadfar roinnt páipéar dhá uair an chloig a chur isteach sa scrúdú foirmiúil nó páipéar amháin dhá uair an chloig agus modhanna measúnaithe eile (e.g. d'fhéadfadh dhá scrúdú dhá uair an chloig a bheith mar chuid de mhodúl 10 gcreidiúint a mhaireann ar feadh na bliana). I gcásanna eisceachtúla, má éilíonn cúiseanna measúnuithe acadúla níos daingne scrúduithe níos faide, d'fhéadfaí scrúduithe 3 huaire an chloig (nó níos faide) a reáchtáil. Caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil sula gceadófar é seo.

5. Pas agus Dul ar Aghaidh

Is é an Bord Scrúdaithe an t-údarás foirmiúil scrúduithe do gach Coláiste agus do gach seisiún scrúduithe. Is é an Déan a bhíonn ina C(h)athaoirleach agus bíonn comhaltaí acadúla an Choláiste agus scrúdaitheoirí seachtracha ó na disciplíní éagsúla nó ó na Coláistí atá freagrach as cláir idir Coláistí ar an mBord. Ní thabharfar aitheantas foirmiúil mar thorthaí oifigiúla scrúduithe Ollscoile ach do na cinntí a bheidh faofa ag an mBord Scrúdaithe maidir le Pas, Dul ar Aghaidh agus ligean do mhac léinn scrúdú a chur siar.

Tionólfar Bord Scrúduithe ag deireadh tréimhse, Seimeastar 2 de ghnáth, agus tar éis na n-athscrúduithe i mí Lúnasa. An Bord Scrúduithe a chinnfidh an toradh iomlán.

5.1. Dul ar aghaidh

Eagraítear cláir dioplóma san Ollscoil in dhá **Thréimhse** de ghnáth. **I gcás go mbíonn dhá thréimhse ag clár, ní mór do mhic léinn an chéad tréimhse a thabhairt chun críche go rathúil sula dtabharfaidh siad faoin dara tréimhse.** Leagfar Cláir Dioplóma Fochéime amach de réir bliana acadúla.

5.2 Pas

40% an pasmharc a bhaineann le gach modúl. Sa chás go bhfuil measúnuithe éagsúla le déanamh (obair chúrsa, obair shaotharlainne, measúnú leanúnach, measúnú deiridh, etc.) sa mhodúl chun an grád deiridh a bhaint amach **ní gá** pas a bhaint amach in gach ceann de na measúnuithe seo de ghnáth. Ní thabharfar ach marc iomlán don mhodúl ar ais don mhac léinn. Ní thabharfar marcanna do gach measúnú mar chuid de mhodúl.

Caithfear marc 'Neamhiomlán' a thabhairt d'Oifig na Scrúduithe má bhíonn riachtanas ann go gcaithfear gné(ithe) de mhodúl a phasáil agus nach bhfuil an ghné/na gnéithe sin pasáilte. Caithfidh mac léinn gach gné de mhodúl neamhiomlán a dhéanamh arís mura bhfuil sé sna rialacháin ag an gColáiste cuí go mbeadh mic léinn díolmhaithe ó mheasúnuithe áirithe a dhéanamh arís.

Ba chóir go mbeadh forálacha ag leibhéal an Choláiste mar a chéile do gach clár agus gach modúl sa Choláiste.

5.3 Marcanna a Thabhairt ar Aghaidh

Gheobhaidh mac léinn creidiúint as modúil a pasáladh agus ní bheidh air/uirthi aon scrúdú a athshuí má baineadh 40% ar a laghad amach sa mhodúl taobh istigh den teorainn ama a leagadh amach sna rialacháin maidir le tréimhse áirithe a chríochnú go rathúil. Is é 2 bhliain acadúla an ghnáth-theorainn ama maidir le marcanna a thabhairt ar aghaidh chuig seisiún scrúdaithe. Féadfaidh Coláiste teorainn ama eile a leagan síos seachas an ceann seo ach faomhadh an Choiste um Rialacháin Acadúla a fháil.

5.4 Ábhar le Meas san Athscrúdú

Ní féidir marcanna as measúnuithe an mhodúil (i.e. gnéithe measúnaithe fo-mhodúil) a rinneadh cheana a thabhairt ar aghaidh don chéad bhabhta eile mura mbeidh foráil déanta ag an gColáiste díolúine a thabhairt do mhac léinn ó mheasúnuithe áirithe a dhéanamh ar chúiseanna acadúla.

5.5 Foráil maidir le Cúiteamh

Níl aon fhoráil maidir le cúiteamh ag gabháil le cláir Dhioplóma.

5.6 Marcanna Scrúdaithe a Uasteorannú

Le héifeacht ón mbliain acadúil 2015/16 is é pasmharc an mhodúil, viz 40%, an t- uasmharc is féidir a bhronnadh nuair a bheidh modúl á athscrúdú.

5.7 Socruithe maidir le Foráil Uasteorannaithe a chur i bhfeidhm

Beidh uasteorannú i bhfeidhm do gach clár dioplóma fochéime mar seo a leanas:

1. An bhliain acadúil 2015-16:
   - Beidh uasteorannú i bhfeidhm do gach clár dioplóma fochéime a chuirfear tús leis i mí Mheán Fómhair 2015.
   - Ní bheidh uasteorannú i bhfeidhm i gcás mic léinn a chuireann tús le Bliain a dó de chlár dhá bhliain i mí Mheán Fómhair 2015.

2. An bhliain acadúil 2016-17:
   - Beidh uasteorannú i bhfeidhm i *ngach* bliain de chlár dioplóma fochéime a chuirfear tús leis i mí Mheán Fómhair 2016.
   - Beidh uasteorannú i bhfeidhm i gcás mic léinn a thagann ar ais chun a gclár dioplóma fochéime a chríochnú i ndiaidh dóibh leas a bhaint as saoire neamhláithreachta nó briseadh de chineál eile a ghlacadh óna gcuid staidéir, is cuma má bhí, nó mura raibh an tsaoire sin faofa ag an Ollscoil.

Cuirfear uasteorannú i bhfeidhm i ngach cás, mar atá leagtha amach thuas, mura bhfuil cead faighte an scrúdú a chur siar, féach Cuid 7 den cháipéis seo maidir le Nósanna Imeachta na hOllscoile i leith Scrúdú a Chur Siar.

6. Onóracha a Bhronnadh

Ríomhtar onóracha, ar chríochnú an chláir, de bhun 30% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse leathdheiridh móide 70% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse deiridh. Beidh an caighdeán bunaithe ar an tábla seo a leanas:

H1   comhiomlán 70%

H2.1   comhiomlán 60%

H2.2   comhiomlán 50%

Tabharfar grád neodrach do chreidiúint a bhronntar ar réamhfhoghlaim nó ar Aitheantas Réamhfhoghlama (RPL) agus ní chuirfear san áireamh é agus onóracha á ríomh.

7. Foráil maidir le Scrúdú a chur siar

Caithfear iarratas a dhéanamh ar chead modú(i)l a chur siar go dtí seisiún scrúdaithe eile de réir Nósanna Imeachta na hOllscoile atá i bhfeidhm maidir le Scrúdú a Chur Siar, mar atá leagtha amach i dTreoirlínte do mhic léinn maidir le scrúduithe a chur siar:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Tras-scríbhinní

Beidh sonraí maidir le gach modúl a bhfuil marc faighte ina leith le feiceáil ar thrascríbhinní na mac léinn. Is iad seo a leanas na nótaí eile a bheidh le feiceáil:

- Díolúinte
- As láthair
- Curtha siar
- Neamhiomlán
- Iniúchadh

9. Déileáil le hEisceachtaí nó Athruithe

Ní ghlacfar le haon athruithe ar na rialacháin seo ach i gcásanna eisceachtúla amháin. Is éard is **athrú struchtúrtha** ann athrú suntasach buan ar na rialacháin seo a d'fhéadfaí a cheadú do chlár amháin nó níos mó. Sa chás go dteastaíonn **athrú struchtúrtha** chun críche acadúla, caithfear iarratas a dhéanamh ar Choiste na Rialachán Acadúil de chuid Choiste Seasta na Comhairle Acadúla, agus déanfaidh an Coiste sin moladh do Choiste Seasta na Comhairle Acadúla maidir leis na hiarratais a fhaightear. Is éard is **lámhaltas** ann an Coiste Seasta ag tabhairt cead sonrach, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil, clár staidéir a athrú ó na rialacháin atá leagtha síos. D'fhéadfadh **lámhaltas** a bheith ag teastáil ó thráth go chéile agus is faoi Choiste Seasta na Comhairle Acadúla cinneadh a dhéanamh ina leith, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil.

MARCANNA & CAIGHDEÁIN DO GACH SCRÚDÚ TEASTAS FOCHÉIME (SEACHAS SCRÚDUITHE TEASTAIS A A MBRONNTAR GRADAIM FÁGÁLA ORTHU Ó CHLÁIR FOCHÉIME PHÁIRTAIMSEARTHA)

> **Stádas na Cáipéise:** Ceadaithe 2012. Leasuithe a d'aontaigh an Coiste Seasta an 13/08/2015 cuimsithe.

1. Réamhrá

Baineann na rialacháin ghinearálta seo le gach clár Teastais fochéime san Ollscoil, **seachas scrúduithe Teastais a mbronntar gradaim fágála orthu ó Chláir Fochéime Pháirtaimseartha**. **Caithfidh** gach clár Teastas fochéime **cloí** leis na rialúcháin seo mura dtagann siad faoi mhír 9 thíos. Caithfidh mic léinn aird a thabhairt ar rialacháin na gclár Teastais agus ar riachtanais an Choláiste chuí.

Tá na rialúcháin seo faofa ag Comhairle Acadúil na hOllscoile agus rialaithe agus leasaithe ag Coiste Seasta na Comhairle Acadúla, i ndiaidh dóibh a bheith réamh- mheasta ag Coiste na Rialachán Acadúil. Beidh an Meabhránaí agus Uachtarán Ionaid (Cathaoirleach), Déin na gColáistí agus ionadaí eile ó gach Coláiste agus an Stiúrthóir Oideachais Aosaigh ar Choiste na Rialachán Acadúil. Beidh foireann riaracháin chuí i láthair ag cruinnithe an Choiste. Tuairisceoidh an Coiste do Choiste Seasta na Comhairle Acadúla.

2. Curaclaim na gClár Teastas

Tá dámhachtainí agus cláir teastais na hOllscoile eagraithe de réir an Chórais Eorpaigh Aistrithe Creidiúna (ECTS). Tá na **Cláir** roinnte ina n-aonaid staidéir ar a dtugtar **Modúil**. Is aonad teagaisc agus foghlama gach Modúl a chuirtear ar fáil go foirmiúil san Ollscoil agus a bhfuil creidiúint ag dul leis a chuirtear in iúl i bhfoirm pointí creidiúna de réir chóras ECTS.

Eagraítear cláir teastais fochéime san Ollscoil i **dTréimhse** amháin arna roinnt ag Bliain Acadúil léinn. Beidh Torthaí Foghlama ar leith leagtha amach don Tréimhse (nó bliain cláir) agus bainfidh comhluach creidmheasa leis an Tréimhse nó leis an mBliain sin. Chun aon Tréimhse (nó Bliain Cláir) a chur i gcrích, caithfidh mic léinn an caighdeán cuí creidiúna comhiomlán a thabhairt chun críche go rathúil. Sa chás go mbeidh níos mó ná Tréimhse amháin i gceist, **caithfidh mic léinn gach tréimhse a chríochnú go rathúil sula bhféadfaidh siad tabhairt faoi thréimhse eile.**

3. Cur Síos agus Ualú na Modúl

Beidh sraith Modúl i ngach clár a chuireann an Ollscoil ar fáil agus is ionann gach modúl agus aonad teagaisc agus foghlama le **Torthaí Foghlama** leagtha síos dóibh, agus beidh creidiúint ag dul leo a chuirfear in iúl mar líon pointí creidiúna de réir an Chórais Eorpaigh Aistrithe Creidiúna. Beidh an **Cur Síos ar Mhodúil** sonraithe i **Stór na Modúl** (nó córas lárnach chun Modúil a bhainistiú) agus beidh sé leagtha amach sna **Sonraíochtaí agus sna Rialacháin** do gach clár sa Choláiste.

Beidh ualú creidiúnaithe 5 ECTS ag dul le modúil aonair, nó féadfar an t-ualú a mhéadú faoi 5 ECTS más rud é go n-éilíonn dea-chleachtas acadúil aonaid staidéir níos leithne.

Dámhtar creidmheas ar mhic léinn a ghnóthaíonn 40% i modúl.

4. Socruithe Measúnuithe agus Scrúduithe Foirmiúla

Bíonn scrúduithe ar siúl san Ollscoil de ghnáth ag na hamanna seo a leanas

- Deireadh Sheimeastar 1
- Deireadh an Dara Seimeastair
- Athscrúduithe (Seimeastar 1 agus 2) (Lúnasa).

Ní mór faomhadh a fháil ón gCoiste um Rialacháin Acadúla roimh ré chun scrúduithe a reáchtáil lasmuigh de na tréimhsí sin i gcás scrúduithe a gcuireann an Oifig Scrúduithe tacaíocht ar fáil dóibh.

Beidh athscrúduithe ar siúl do gach clár agus modúl mura mbeidh cead faighte roimh ré ó Choiste na Rialachán Acadúil. Ní gá gurb ionann leagan amach an athscrúdaithe i modúl agus leagan amach an chéad scrúdaithe agus is iad boird na gclár faoi leith a dhéanfaidh an cinneadh sin.

Féadfar modúil a mheas trí scrúduithe foirmiúla, measúnuithe, tionscadail, aistí, páipéir, tuairiscí, cur i láthair & díospóireachtaí, ceachtanna, obair sa tsaotharlann nó obair allamuigh, nó foghlaim eile ó thaithí.

Sa chás gur scrúdú i bhfoirm **páipéar scrúdaithe foirmiúil** a bhíonn le déanamh don mhodúl agus go mbeidh sé riartha ag Oifig na Scrúduithe agus le cur ar an amchlár go lárnach, mairfidh an scrúdú **dhá uair an chloig** de ghnáth. Sa chás go bhfuil ualú níos mó ná 5 ECTS ag modúl, féadfar roinnt páipéar dhá uair an chloig a chur isteach sa scrúdú foirmiúil nó páipéar amháin dhá uair an chloig agus modhanna measúnaithe eile (e.g. d'fhéadfadh dhá scrúdú dhá uair an chloig a bheith mar chuid de mhodúl 10 gcreidiúint a mhaireann ar feadh na bliana). I gcásanna eisceachtúla, má éilíonn cúiseanna measúnuithe acadúla níos daingne scrúduithe níos faide, d'fhéadfaí scrúduithe 3 huaire an chloig (nó níos faide) a reáchtáil. Caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil sula gceadófar é seo.

5. Pas agus Dul ar Aghaidh

Is é an Bord Scrúdaithe an t-údarás foirmiúil scrúduithe do gach Coláiste agus do gach seisiún scrúduithe. Is é an Déan a bhíonn ina C(h)athaoirleach agus bíonn comhaltaí acadúla an Choláiste agus scrúdaitheoirí seachtracha ó na disciplíní éagsúla nó ó na Coláistí atá freagrach as cláir idir Coláistí ar an mBord. Ní thabharfar aitheantas foirmiúil mar thorthaí oifigiúla scrúduithe Ollscoile ach do na cinntí a bheidh faofa ag an mBord Scrúdaithe maidir le Pas, Dul ar Aghaidh agus ligean do mhac léinn scrúdú a chur siar.

Tionólfar Bord Scrúduithe ag deireadh tréimhse, Seimeastar 2 de ghnáth, agus tar éis na n-athscrúduithe i mí Lúnasa. An Bord Scrúduithe a chinnfidh an toradh iomlán.

5.1. Dul ar aghaidh

Eagraítear cláir Teastais san Ollscoil in aon **Tréimhse** amháin de ghnáth. **I gcás go mbíonn dhá thréimhse ag clár Teastas áfach, ní mór do mhic léinn an chéad tréimhse a thabhairt chun críche go rathúil sula dtabharfaidh siad faoin dara tréimhse.** Leagfar Cláir Teastais Fochéime amach de réir bliana acadúla.

5.2 Pas

40% an marc pas ar gach modúl. Sa chás go bhfuil measúnuithe éagsúla le déanamh (obair chúrsa, obair shaotharlainne, measúnú leanúnach, measúnú deiridh, etc.) sa mhodúl chun an grád deiridh a bhaint amach **ní gá** pas a bhaint amach in gach ceann de na measúnuithe seo de ghnáth. Ní thabharfar ach marc foriomlán don mhodúl ar ais don mhac léinn. Ní thabharfar marcanna do gach measúnú mar chuid de mhodúl.

Caithfear marc 'Neamhiomlán' a thabhairt d'Oifig na Scrúduithe má bhíonn riachtanas ann go gcaithfear gné(ithe) de mhodúl a phasáil agus nach bhfuil an ghné/na gnéithe sin pasáilte. Caithfidh mac léinn gach gné de mhodúl neamhiomlán a dhéanamh arís mura bhfuil sé sna rialacháin ag an gColáiste cuí go mbeadh mic léinn díolmhaithe ó mheasúnuithe áirithe a dhéanamh arís.

Ba chóir go mbeadh forálacha ag leibhéal an Choláiste mar a chéile do gach clár agus gach modúl sa Choláiste.

5.3 *Marcanna a Thabhairt ar Aghaidh*

Gheobhaidh mac léinn creidiúint as modúil a pasáladh agus ní bheidh air/uirthi aon scrúdú a athshuí má baineadh 40% ar a laghad amach sa mhodúl taobh istigh den teorainn ama a leagadh amach sna rialacháin maidir le tréimhse áirithe a chríochnú go rathúil. Is é 2 bhliain acadúla an ghnáth-theorainn ama maidir le marcanna a thabhairt ar aghaidh chuig seisiún scrúdaithe. Féadfaidh Coláiste teorainn ama eile a leagan síos seachas an ceann seo ach faomhadh an Choiste um Rialacháin Acadúla a fháil.

5.4 *Ábhar le Meas san Athscrúdú*

Ní féidir marcanna as measúnuithe an mhodúil (i.e. gnéithe measúnaithe fo-mhodúil) a rinneadh cheana a thabhairt ar aghaidh don chéad bhabhta eile mura mbeidh foráil déanta ag an gColáiste díolúine a thabhairt do mhac léinn ó mheasúnuithe áirithe a dhéanamh ar chúiseanna acadúla.

5.5 *Foráil do Chúiteamh*

Níl aon fhoráil maidir le cúiteamh ag gabháil le cláir Teastais.

5.6 *Marcanna Scrúdaithe a Uasteorannú*

Le héifeacht ón mbliain acadúil 2015/16 is é pasmharc an mhodúil, viz 40%, an t- uasmharc is féidir a bhronnadh nuair a bheidh modúl á athscrúdú.

5.7 *Socruithe maidir le Foráil Uasteorannaithe a chur i bhfeidhm*

Mar a luaitear i mír 5.1, eagraítear cláir Teastais san Ollscoil in aon **Tréimhse** amháin de ghnáth. **I gcás go mbíonn dhá thréimhse ag clár Teastais áfach,** beidh uasteorannú i bhfeidhm do gach clár teastais fochéime mar seo a leanas:

1. An bhliain acadúil 2015-16:
   - Beidh uasteorannú i bhfeidhm do gach clár teastas fochéime dhá thréimhse a chuirfear tús leis i mí Mheán Fómhair 2015.
   - Ní bheidh uasteorannú i bhfeidhm i gcás mic léinn a chuireann tús le Bliain a dó de chlár dhá bhliain Teastais i mí Mheán Fómhair 2015.

2. An bhliain acadúil 2016-17:
   - Beidh uasteorannú i bhfeidhm do gach tréimhse de chlár Teastas fochéime a chuirfear tús leis i mí Mheán Fómhair 2016.
   - Beidh uasteorannú i bhfeidhm i gcás mic léinn a thagann ar ais chun a gclár teastais fochéime a chríochnú i ndiaidh dóibh leas a bhaint as saoire neamhláithreachta nó briseadh de chineál eile a ghlacadh óna gcuid staidéir, is cuma má bhí, nó mura raibh an tsaoire sin faofa ag an Ollscoil.

Cuirfear uasteorannú i bhfeidhm i ngach cás, mar atá leagtha amach thuas, mura bhfuil cead faighte an scrúdú a chur siar, féach Cuid 7 den cháipéis seo maidir le Nósanna Imeachta na hOllscoile i leith Scrúdú a Chur Siar.

6. Onóracha a Bhronnadh

Ríomhtar onóracha, ar chríochnú an chláir. Ag leibhéal teastais a bhfuil dhá thréimhse ann, ríomhtar onóracha de bhun 30% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse leathdheiridh móide 70% den mharc comhiomlán a bhaintear amach i Scrúdú na tréimhse deiridh. Beidh an caighdeán bunaithe ar an tábla seo a leanas:

H1   comhiomlán 70%

H2.1   comhiomlán 60%

H2.2   comhiomlán 50%

Tabharfar grád neodrach do chreidiúint a bhronntar ar réamhfhoghlaim nó ar Aitheantas Réamhfhoghlama (RPL) agus ní chuirfear san áireamh é agus onóracha á ríomh.

7. Modúl a chur siar

Caithfear iarratas a dhéanamh ar chead modú(i)l a chur siar go dtí seisiún scrúdaithe eile de réir Nósanna Imeachta na hOllscoile atá i bhfeidhm maidir le Scrúdú a Chur Siar, mar atá leagtha amach i dTreoirlínte do mhic léinn maidir le scrúduithe a chur siar:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Athscríbhinní

Beidh sonraí maidir le gach modúl a bhfuil marc faighte ina leith le feiceáil ar thrascríbhinní na mac léinn. Is iad seo a leanas na nótaí eile a bheidh le feiceáil:

- Díolúinte
- As láthair
- Curtha siar
- Neamhiomlán
- Iniúchadh

9. Déileáil le hEisceachtaí nó Athruithe

Ní ghlacfar le haon athruithe ar na rialacháin seo ach i gcásanna eisceachtúla amháin. Is éard is **athrú struchtúrtha** ann athrú suntasach buan ar na rialacháin seo a d'fhéadfaí a cheadú do chlár amháin nó níos mó. Sa chás go dteastaíonn **athrú struchtúrtha** chun críche acadúla, caithfear iarratas a dhéanamh ar Choiste na Rialachán Acadúil de chuid Choiste Seasta na Comhairle Acadúla, agus déanfaidh an Coiste sin moladh do Choiste Seasta na Comhairle Acadúla maidir leis na hiarratais a fhaightear. Is éard is lámhaltas ann an Coiste Seasta ag tabhairt cead sonrach, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil, clár staidéir a athrú ó na rialacháin atá leagtha síos. D'fhéadfadh **lámhaltas** a bheith ag teastáil ó thráth go chéile agus is faoi Choiste Seasta na Comhairle Acadúla cinneadh a dhéanamh ina leith, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil.

MARCANNA & CAIGHDEÁIN DO GACH SCRÚDÚ FOCHÉIME PÁIRTAIMSEARTHA LEANÚNAÍ

Tabhair faoi deara: Baineann na Marcanna & na Caighdeáin seo chomh maith le gradaim fágála ag leibhéal Dioplóma (Tréimhse 1), ag 90 agus 120 ECTS faoi seach, ó Chláir Fochéime Pháirtaimseartha Leanúnaí

1. Réamhrá

Baineann na rialacháin ghinearálta seo le gach clár leanúnach fochéime páirtaimseartha san Ollscoil. **Caithfidh** gach clár **cloí** leis na rialúcháin seo mura dtagann siad faoi mhír 9 thíos. Caithfidh mic léinn aird a thabhairt ar rialacháin agus ar riachtanais chláir chéime leanúnaí an Choláiste.

Tá na rialúcháin seo faofa ag Comhairle Acadúil na hOllscoile agus rialaithe agus leasaithe ag Coiste Seasta na Comhairle Acadúla, i ndiaidh dóibh a bheith réamh- mheasta ag Coiste na Rialachán Acadúil. Tá an Meabhránaí agus Uachtarán Ionaid (Cathaoirleach), Déin na gColáistí agus ionadaí eile ó gach Coláiste agus an Stiúrthóir Foghlama Fadsaoil ar Choiste na Rialachán Acadúil. Tuairiscíonn an Coiste do Choiste Seasta na Comhairle Acadúla.

2. Curaclaim na gClár Céime

Tá dámhachtainí na hOllscoile do chláir leanúnacha chéime eagraithe de réir an Chórais Eorpach Aistrithe Creidiúna (ECTS). Tá na **Cláir** roinnte ina n-aonaid staidéir ar a dtugtar **Modúil**. Is aonaid teagaisc agus foghlama gach Modúl a chuirtear ar fáil go foirmiúil san Ollscoil agus a bhfuil creidiúint ag dul leis a chuirtear in iúl i bhfoirm pointí creidiúna de réir ECTS.

Beidh luach creidiúna comhiomlán leagtha síos do chlár de réir an Leibhéil Staidéir mar atá socraithe i gCreatoibre Náisiúnta na gCáilíochtaí (NFQ) in Éirinn. Tagann cláir fochéime pháirtaimseartha leanúnaí le Leibhéal 8 den Chreatoibre agus tá roinnt blianta acadúla staidéir i gceist leo (4 bliana ar a laghad). Tabharfaidh mic léinn faoin gclár ar bhonn modúlach agus cuirfidh siad an clár i gcrích de réir an phlean acadúil atá deartha idir Comhordaitheoir an Chláir agus an mac léinn.

Eagraítear cláir fochéime pháirtaimseartha leanúnaí san Ollscoil in dhá **Thréimhse** de ghnáth. Beidh Torthaí Foghlama leagtha síos do gach Tréimhse agus beidh luach creidiúna comhiomlán ag dul leo (i.e. i gcás cláir chéime ar a bhfuil 180 ECTS beidh 90 creidiúint as Tréimhse 1 (Dioplóma) agus beidh 90 creidiúint eile as Tréimhse 2 (Céim); i gcás cláir chéime ar a bhfuil 240 ECTS beidh 120 creidiúint as Tréimhse 1 (Dioplóma) agus beidh 120 creidiúint eile as an dara Tréimhse (Céim). Chun aon Tréimhse a chur i gcrích, caithfidh mic léinn an caighdeán cuí creidiúna comhiomlán atá sonraithe i rialacháin an chláir a bhaint amach. Cuirfidh mic léinn ar chéimeanna leanúnacha **páirtaimseartha** gach Tréimhse i gcrích in imeacht roinnt blianta acadúla.

3. Cur Síos agus Ualú na Modúl

Beidh sraith Modúl i ngach clár a chuireann an Ollscoil ar fáil agus is ionann gach modúl agus aonad teagaisc agus foghlama le **Torthaí Foghlama** leagtha síos dóibh, agus beidh creidiúint ag dul leo a chuirfear in iúl mar líon pointí creidiúna de réir an Chórais Eorpach Aistrithe Creidiúna. Beidh an **Cur Síos ar Mhodúil** sonraithe i **Stór na Modúl** (nó córas lárnach chun Modúil a bhainistiú) agus beidh sé leagtha amach sna **Sonraíochtaí agus sna Rialacháin** do gach clár sa Choláiste.

Beidh ualú creidiúnaithe 5 ECTS ag dul le modúil aonair, nó féadfar an t-ualú a mhéadú faoi 5 ECTS más rud é go n-éilíonn dea-chleachtas acadúil aonaid staidéir níos leithne.

Gheobhaidh mic léinn creidiúint má bhaineann siad amach marc 40% nó níos mó ar mhodúl.

4. *Socruithe Measúnuithe agus Scrúduithe Foirmiúla*

Bíonn scrúduithe ar siúl san Ollscoil de ghnáth ag na hamanna seo a leanas
- Deireadh an Chéad Seimeastair
- Deireadh an Dara Seimeastair
- Athscrúduithe (Seimeastar 1 agus 2) (Lúnasa).

Má theastaíonn scrúduithe taobh amuigh de na hamanna seo caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil.

Beidh athscrúduithe ar siúl do gach clár agus modúl mura mbeidh cead faighte roimh ré ó Choiste na Rialachán Acadúil.

Féadfar modúil a mheas trí scrúduithe foirmiúla, measúnuithe, tionscadail, aistí, páipéir, tuairiscí, cur i láthair & díospóireachtaí, ceachtanna, obair sa tsaotharlann nó obair allamuigh, nó foghlaim eile ó thaithí.

Sa chás gur scrúdú i bhfoirm **páipéar scrúdaithe foirmiúil** a bhíonn le déanamh don mhodúl agus go mbeidh sé riartha ag Oifig na Scrúduithe agus le cur ar an amchlár go lárnach, mairfidh an scrúdú **dhá uair an chloig** de ghnáth. Sa chás go bhfuil ualú níos mó ná 5 ECTS ag modúl, féadfar roinnt páipéar dhá uair an chloig a chur isteach sa scrúdú foirmiúil nó páipéar amháin dhá uair an chloig agus modhanna measúnaithe eile (e.g. d'fhéadfadh dhá scrúdú dhá uair an chloig a bheith mar chuid de mhodúl 10 gcreidiúint a mhaireann ar feadh na bliana). I gcásanna eisceachtúla, má éilíonn cúiseanna measúnuithe acadúla níos daingne scrúduithe níos faide, d'fhéadfaí scrúduithe 3 huaire an chloig (nó níos faide) a reáchtáil. Caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil sula gceadófar é seo

5. *Pas agus Dul ar Aghaidh*

Is é an Bord Scrúdaithe an t-údarás foirmiúil scrúduithe do gach Coláiste agus do gach seisiún scrúduithe. Is é an Déan a bhíonn ina Chathaoirleach agus bíonn comhaltaí acadúla an Choláiste agus scrúdaitheoirí seachtracha ó na disciplíní éagsúla nó ó na Coláistí atá freagrach as cláir idir Coláistí ar an mBord. Caithfidh cinntí a bheith faofa ag an mBord Scrúdaithe chun aitheantas foirmiúil a fháil mar thorthaí oifigiúla scrúduithe Ollscoile – maidir le Pas, Dul ar Aghaidh, Onóracha agus ligean do mhac léinn scrúdú a chur siar.

Tiocfaidh Bord Scrúdaithe Eatramhacha le chéile ag deireadh na bliana acadúla agus tiocfaidh an Bord Scrúdaithe foirmiúil le chéile ag deireadh na Tréimhse, i ndiaidh na nAthscrúduithe i mí Lúnasa san áireamh. Cinnfidh an Bord Scrúdaithe an toradh foriomlán do gach Tréimhse.

5.1 *Dul ar Aghaidh*

Caithfidh mic linn an chéad Tréimhse a chur i gcrích sula bhféadfaidh siad tabhairt faoin dara Tréimhse de chlár

5.2 Pas

40% an marc pas ar gach modúl. Sa chás go bhfuil measúnuithe éagsúla le déanamh (obair chúrsa, obair shaotharlainne, measúnú leanúnach, measúnú deiridh, etc.) sa mhodúl chun an grád deiridh a bhaint amach **ní gá** pas a bhaint amach in gach ceann de na measúnuithe seo de ghnáth. Ní thabharfar ach marc foriomlán don mhodúl ar ais don mhac léinn. Ní thabharfar marcanna do gach measúnú mar chuid de mhodúl.

Caithfear marc 'Neamhiomlán' a thabhairt d'Oifig na Scrúduithe má bhíonn riachtanas ann go gcaithfear gné(ithe) de mhodúl a phasáil agus nach bhfuil an ghné/na gnéithe sin pasáilte. Caithfidh mac léinn gach gné de mhodúl neamhiomlán a dhéanamh arís mura bhfuil sé sna rialacháin ag an gColáiste cuí go mbeadh mic léinn díolmhaithe ó mheasúnuithe áirithe a dhéanamh arís.

Ba chóir go mbeadh forálacha ag leibhéal an Choláiste mar a chéile do gach clár agus gach modúl sa Choláiste.

5.3 Marcanna a Thabhairt ar Aghaidh

Gheobhaidh mac léinn creidiúint as modúil a pasáladh agus ní bheidh air/uirthi aon scrúdú a athshuí má baineadh 40% amach sa mhodúl taobh istigh den teorainn ama a leagadh amach sna rialacháin maidir le Tréimhse áirithe a chríochnú go rathúil.

5.4 Ábhar le Meas san Athscrúdú

Ní féidir marcanna as measúnuithe an mhodúil (i.e. sub-module assessment elements) a rinneadh cheana a thabhairt ar aghaidh don chéad bhabhta eile mura mbeidh foráil

déanta ag an gColáiste díolúine a thabhairt do mhac léinn ó mheasúnuithe áirithe a dhéanamh ar chúiseanna acadúla.

5.5 Foráil do Chúiteamh

Níl aon fhoráil ann do Chúiteamh maidir le Cláir Fochéime Pháirtaimseartha Leanúnaí.

5.6 Marcanna Scrúdaithe a Uasteorannú

Le héifeacht ón mbliain acadúil 2015/16 is é pasmharc an mhodúil, viz 40%, an t- uasmharc is féidir a bhronnadh nuair a bheidh modúl á athscrúdú.

Cuirfear uasteorannú i bhfeidhm i ngach cás, mar atá leagtha amach thuas, mura bhfuil cead faighte an scrúdú a chur siar, féach Cuid 7 den cháipéis seo maidir le Nósanna Imeachta na hOllscoile maidir le Scrúdú a Chur Siar.

6. Onóracha a Bhronnadh

Bronntar onóracha de réir na scéime ag 6.1, do gach tréimhse den staidéar a chuirtear i gcrích.

Tabharfar grád neodrach do chreidiúint a bhronntar ar réamhfhoghlaim nó ar Aitheantas Réamhfhoghlama (RPL) agus ní chuirfear san áireamh é agus onóracha á ríomh.

6.3. Onóracha a Bhronnadh ag Leibhéal Céime

Ag leibhéal céime, déanfar onóracha a ríomh bunaithe ar an marc comhiomlán a bhainfear amach sna modúil riachtanacha, de réir an tábla seo a leanas:

    H1   comhiomlán 70%
    H2.1   comhiomlán 60%
    H2.2   comhiomlán 50%
    H3   comhiomlán 40%

6.4. Scrúdú roimh an Tréimhse Dheiridh

Déanfar onóracha a ríomh bunaithe ar an marc comhiomlán a bhainfear amach sna modúil riachtanacha, de réir an tábla seo a leanas:

H1   comhiomlán 70%
H2.1   comhiomlán 60%
H2.2   comhiomlán 50%

Nóta (1): Bronntar onóracha ar an gcaoi a n-éiríonn leis an mac léinn ar an iomlán sa Tréimhse ina hiomláine. Ní bhronntar onóracha ar na torthaí a fhaightear i modúil ar leith.

7. Modúl a chur siar

Caithfear iarratas a dhéanamh ar chead modú(i)l a chur siar go dtí seisiún scrúdaithe   eile de réir an Phróisis Iarratais atá i bhfeidhm san Ollscoil maidir le Scrúdú a Chur Siar, mar atá leagtha amach i dTreoirlínte do mhic léinn maidir le scrúduithe a chur   siar:

http://www.nuigalway.ie/exams/downloads/deferral_of_examinations_guide_for_stud ents.pdf

8. Athscríbhinní

Beidh sonraí maidir le gach modúl a bhfuil marc faighte ina leith le feiceáil ar thrascríbhinní na mac léinn. Beidh Caighdeán Onóracha na Céime a thuairisceofar   bunaithe ar na bandaí gráid ag 6 thuas. Is iad seo a leanas na nótaí eile a bheidh le   feiceáil:

- Teip
- Díolmhaithe
- As láthair
- Curtha siar
- Neamhiomlán
- Iniúchadh

9. Déileáil le hEisceachtaí nó Athruithe

Ní ghlacfar le haon athruithe ar na rialacháin seo ach i gcásanna eisceachtúla amháin. Is éard is **athrú struchtúrtha** ann athrú suntasach buan ar na rialacháin seo a   d'fhéadfaí a cheadú do chlár amháin nó níos mó. Sa chás go dteastaíonn **athrú struchtúrtha** chun críche acadúla, caithfear iarratas a dhéanamh ar Choiste na Rialachán Acadúil de chuid Choiste Seasta na Comhairle Acadúla, agus déanfaidh an Coiste sin moladh do Choiste Seasta na Comhairle Acadúla maidir leis na hiarratais a fhaightear. Is éard is lamháltas ann an Coiste Seasta ag tabhairt cead sonrach, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil, clár staidéir a athrú ó na rialacháin atá leagtha síos. D'fhéadfadh **lamháltas** a bheith ag teastáil ó thráth go chéile agus is faoi Choiste Seasta na Comhairle Acadúla cinneadh a dhéanamh ina leith, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil.

BACHELOR OF COMMERCE (B.Comm.)

General

Candidates for the Degree of Bachelor of Commerce shall be required to pass the University examinations of the First, Second and Final years of the programme. The examinations of each year must be passed within two academic years of commencing the programme of study for that year. Students taking the B.Comm. International & International Experience programmes spend Third Year abroad and Fourth Year at NUI, Galway.

Programme Specific regulations for First Year

1. The First University Examination in Commerce must be passed within two academic years from the date of entering the Course, except that students who are permitted to transfer to First Commerce, having failed in another College, must pass the First University Examination in Commerce within one academic year of entering the Course.

Modules for First Year:

<u>Core</u>

EC142	Principles of Microeconomics (B.Comm)	5 ECTS	Semester 1
EC143	Principles of Macroeconomics (B.Comm)	5 ECTS	Semester 2
AY104	Introduction to Finanical Accounting	5 ECTS	Semester 1
AY105	Introduction to Management Accounting	5 ECTS	Semester 2
MS120	Business Information Systems	5 ECTS	Semester 1
MS1100	Information Management for Business	5 ECTS	Semester 2
MA119	Mathematics for Business	5 ECTS	Semester 1
ST1109	Introductory Statistics for Business	5 ECTS	Semester 2
MG1101	Mangement and Enterprise	5 ECT	Semester 1
MK1100	Foundations of Marketing Thought	5 ECTS	Semester 2

<u>Optional</u>

FA1120	Skills for Success	5 ECTS	Semester 1
LW190	Business Law I	5 ECTS	Semester 2

Or:

SH140	Spanish Language I (Intermediate)	10 ECTS	Semester 1&2
or			
SH102	Spanish Language I (Beginners)	10 ECTS	Semester 1&2
or			
GR141	German Language I (Advanced)	10 ECTS	Semester1&2
or			
GR140	German Language I (Beginners)	10 ECTS	Semester 1&2
or			
GA191/192	Gaeilge agus Scilleanna Cumarsáide	10 ECTS	Semester 1&2

Total credit units required: 60 (50 Core and 10 Optional)

Second Year

First Semester - Core

Code	Module Title	ECTS
ST2217	Inferential Statistical Methods for Business	5
MK2100	Marketing Management	5
MG2100	Organisational Psychology	5
EC2100	Applied Microeconomics for Business	5
AY207	Management Accounting I	5
SBE2000	Skills for Business	5

Second Semester - Core

Code	Module Title	ECTS
AY208	Business Finance I	5
MG325	Employment Relations	5
EC2101	Macroeconomics and the Business Environment	5
MS217	Information and Operations Management	5

Optional

AY209	International Financial Reporting I	5
EC247	Introduction to Financial Economics	5
OR		
EC259	Economics of Public Policy	5
ST2218	Advanced Statistical Methods for Business	5
MG2101	Entrepreneurial Venture Development	5
MK2101	The Psychology of Consumer Behaviour	5
MS2100	Cybersecurity	5
CI200*	Doing Business in China – Language & Culture I	5
LW290**	Business Law II	5

**(pre-requisite is LW190 Business Law I)

*CI200 is offered subject to available resources, class size is limited. No change of mind facility offered for these modules.

Students are required to choose two optional modules from the above list, and are not permitted to choose two options with the same module prefix.

Note: Only a limited number of places are available in German and Spanish (either beginners or advanced). In the event of demand for either language exceeding the number of places available, selection will be based on aggregate points on entry and conditional on having attained at Leaving Certificate at least a Higher Grade C3 in a continental language (French, German or Spanish). Commerce students taking German Language I (Advanced) should have at least a Higher Grade Pass in Leaving Certificate German and those taking Spanish Language I (Intermediate) should have at least a Higher Grade C3 in Leaving Certificate Spanish.

2. A candidate must have successfully completed 60 ECTS in First Year to proceed to the Second Year of the Programme. The Pass standard is 40% in each module .

However a student within marks less than 40% in one or more modules will be deemed to have passed. provided:
- The aggregate mark for all modules of the year is at least 40%
- No mark is below 35%
- Not more than 15 ECTS have marks in range 35 – 39%

Note: Where one or more of these conditions have not been met each modulewhere the mark is below 40% must be repeated. Marks of 40% and above are carried forward to the next session and are not repeatable.

3. Honours are awarded only on the aggregate performance to candidates
who have successfully completed 60 ECTS, in accordance with marks and standards.

4. A limited number of those who pass the First Year examination in German, Spanish or Italian at a specified minimum mark, may be permitted to transfer into the Second Year of the B.Comm. International programme (provided the First Commerce examination is passed overall). In the event of demand exceeding the number of available places, selection will be based on performance in the language at the First Commerce examination.

5. After First Year, the European continental language is available only in the B.Comm. International (language) programmes.

6. It shall not be permitted to carry forward continuous assessment marks from one academic year to the next. Where a module has continuous assessment elements, the marks obtained at the first sitting, including a zero mark for non-submission if applicable, will normally be carried forward to the repeat sitting, unless otherwise specified in the module outline. Where it is specified in a module outline that continuous assessment marks will not be carried forward, the module outline should describe the provisions for resubmission. Students who have not presented for the first sitting of a module are effectively sitting the examination for the first time in the Autumn session, so the normal procedures for computing overall marks should be followed i.e. the student must bear the full cost of any deficiencies in continuous assessment elements.

Specific Programme Regulations for Second and Final Years

1. Graduation
To graduate with the B.Comm. Degree, the student must accumulate a total of 60 ECTS credits in both Second and Final Years as follows:
Second Commerce: 60 ECTS: 50 obligatory plus 10 optional credits.
Final Commerce: 60 ECTS: 15 ECTS credits obligatory, 25 ECTS credits from one stream, and 20 ECTS credits either from the same stream or from the list of electives.

2. Repeat Examinations
Repeat examinations are scheduled in August for those students who failed examinations in modules of Semester 1 or Semester 2 or who otherwise had the School's permission to be absent. It is not allowable for students to be absent from the initial examination in a subject without the School's permission.

3. It shall not be permitted to carry forward continuous assessment marks from one academic year to the next. Where a module has continuous assessment elements, the marks obtained at the first sitting, including a zero mark for non-submission if applicable, will normally be carried forward to the repeat sitting, unless otherwise specified in the module outline. Where it is specified in a module outline that continuous assessment marks will not be carried forward, the module outline should describe the provisions for resubmission. Students who have not presented for the first sitting of a module are effectively sitting the examination for the first time in the Autumn session, so the normal procedures for computing overall marks should be followed i.e. the student must bear the full cost of any deficiencies in continuous assessment elements. Special circumstances can be taken into account by the Examinations Board.

Note: **Owing to pressure on numbers seeking admission, students entering the course leading to the B.Comm. Degree cannot be guaranteed places on the H.Dip.or PME in Ed./ADO Courses on the completion of their Degree Course.**

<div align="center">**BACHELOR OF COMMERCE (GLOBAL EXPERIENCE)**</div>

General

This is a new programme with first intake in 2016. Candidates for the Degree of Bachelor of Commerce (Global Experience) shall be required to pass the University examinations of the First, Second, Third and Final years of the progamme. The examinations of each year must be passed within two academic years of commencing the programme of study for that year.

Specific Programme Regulations for First Year

1.The Marks and Standards for the B. Comm progamme shall apply.

2. A candidate must have successfully completed 60 ECTS in First Year to proceed to the Second Year of the Programme.

3.Repeat examinations are scheduled in August for those students who failed examinations in modules in Semester 1 or Semester 2 or who otherwise had the School's permission to be absent. It is not allowable for students to be absent from the initial examination in a module without the School's permission.

4. After First Year, language is available only in the B.Comm. International (language) programmes. A limited number of those who pass the First Year examination in German or Spanish or Italian, at a specified minimum mark, will be permitted to transfer into the Second Year of the B.Comm. International programme (provided the First Commerce examination is passed overall). In the event of demand exceeding the number of available places, selection will be based on performance in the language at the First Commerce examination.

5. It shall not be permitted to carry forward continuous assessment marks from one academic year to the next. Where a module has continuous assessment elements, the marks obtained at the first sitting, including a zero mark for non-submission if applicable, will normally be carried forward to the repeat sitting, unless otherwise specified in the module outline. Where it is specified in a module outline that continuous assessment marks will not be carried forward, the module outline should describe the provisions for resubmission. Students who have not presented for the first sitting of a module are effectively sitting the examination for the first time in the Autumn session, so the normal procedures for computing overall marks should be followed i.e. the student must bear the full cost of any deficiencies in continuous assessment elements.

B.COMM GLOBAL EXPERIENCE (DOUBLE DEGREE)

A small number of students may be selected / apply to spend their 3rd year of study at the **Hochschule Pforzheim**. Numbers accepted on the programme will be limited and places will be determined based on the number of places available at **Hochschule Pforzheim** as well as the student's academic and personal record. Interested students must apply to the School of Business & Economics in their second year, by a date to be specified. The students selected would spend their third year abroad in **Hochschule Pforzheim** and on the successful completion of this year would progress to take final B.Comm. Global Experience in their fourth year. The number and level of subjects to be taken at the host University must be determined in consultation with the School of Business & Economics. Performance in examinations taken abroad will be integrated into the student's record in "pass"/"fail" terms. Accordingly, in order for students to be admitted to Fourth Year, they must have achieved an overall result of "Pass" in Third Year (year abroad). Students will be awarded a degree from **Hochschule Pforzheim** provided they successfully complete (i.e., pass) a full year of study at **Hochschule Pforzheim**, which translates in to 60 ECTs.

Schedule of Modules

First Year
Core

AY104	Introduction to Financial Accounting	5 ECTS	Semester 1
AY105	Introduction to Management Accounting	5 ECTS	Semester 2
EC139	Principles of Microeconomics	5 ECTS	Semester 1
EC141	Principles of Macroeconomics	5 ECTS	Semester 2
MA119	Mathematics for Business	5 ECTS	Semester 1
ST1109	Introductory Statistics for Business	5 ECTS	Semester 2
MS120	Business Information Systems	5 ECTS	Semester 1
MS1100	Information Management for Business	5 ECTS	Semester 2
MG1101	Management and Entreprise	5 ECTS	Semester 1
MK1100	Foundations of Marketing Thought	5 ECTS	Semester 2

Optional

FA1120	Skills for Success	5 ECTS	Semester 1
LW190	Business Law 1	5 ECTS	Semester 2

OR

SH140	Spanish Language I (Intermediate)	10 ECTS	Semester 1&2
or			
SH102	Spanish Language I (Beginners)	10 ECTS	Semester 1&2
or			
GR141	German Language I (Advanced)	10 ECTS	Semester1&2
or			
GR140	German Language I (Beginners)	10 ECTS	Semester 1&2
or			
GA191/192	Gaeilge agus Scilleanna Cumarsáide	10 ECTS	Semester 1&2

Second Year

First Semester – Core

Code	Module Title	ECTS
ST2217	Inferential Statistical Methods for Business	5
MK2100	Marketing Management	5
MG2100	Organisational Psychology	5
EC2100	Applied Microeconomics for Business	5
AY207	Management Accounting I	5
SBE2000	Skills for Business	5

Second Semester - Core

Code	*Module Title*	*ECTS*
AY208	Business Finance I	5
MG325	Employment Relations	5
EC2101	Macroeconomics and the Business Environment	5
MS217	Information and Operations Management	5

Optional

AY209	International Financial Reporting I	5
EC247	Introduction to Financial Economics	5
OR		
EC259	Economics of Public Policy	5
ST2218	Advanced Statistical Methods for Business	5
MG2101	Entrepreneurial Venture Development	5
MK2101	The Psychology of Consumer Behaviour	5
MS2100	Cybersecurity	5
CI200*	Doing Business in China – Language & Culture I	5
LW290*	Business Law II	5

*(pre-requisite is LW190 Business Law I)

*CI200 is offered subject to available resources, class size is limited. No change of mind facility offered for these modules.

Students are required to choose two optional modules from the above list, and are not permitted to choose two options with the same module prefix.

Regulations for Third Year

Students must complete one of the following models of Global experience at the discretion of the School of Business and Economics.

The following requirements are fulfilled on a pass/fail basis.

Model 1: Full year Study Abroad
- The full year study abroad students must pass a minimum of 40 ECTS at the host University abroad, or equivalent of two thirds of a normal workload for a local student for a non-EU University, as determined by the Programme Director.
- At least 20 of these ECTS must be in business or cognate disciplines.
- Modules studied must be agreed with the Programme Director in advance of commencing the study abroad or as soon as possible thereafter.
- The remaining 20 credits for study abroad will be awarded for completion of such reports, assignments and/or presentations as determined by the Programme Director

Model 2: One Semester study abroad and one semester on work placement
- The student must pass a minimum of 20 ECTS at the host University abroad or equivalent of two thirds of a normal semester workload for a local student for a non-EU University, as determined by the Programme Director.
- At least 10 of these ECTS must be in business or cognate disciplines.
- Modules studied must be agreed with the relevant home institution programme director in advance of commencing the study abroad or as soon as possible thereafter.
- The remaining 10 ECTS for study abroad will be awarded for the completion of such reports, assignments and/or presentations as determined by the Programme Director

- Students will be awarded 30 credits for completing a minimum of 12 weeks work placement, together with the satisfactory completion of such reports, assignments and/or presentations as determined by the Programme Director

Model 3: Full year Work Placement
- The full year work placement students will be awarded 60 credits for completing a minimum of 24 weeks work placement, which will normally include a period of work abroad, together with the satisfactory completion of such reports, assignments and/or presentations as determined by the Programme Director

Arrangements for Repeats
1. Where the required number of credits for study abroad are not achieved, students will normally attempt resits in the host University, where available.
2. In extenuating circumstances, at the discretion of the School of Business and Economics, make up work will be given to those students up to a maximum of 5 ECTS per semester, with 5 ECTS equivalent to 1,500 word essay. Make-up work is to be completed with a deadline of January of final year.
3. If a student fails to achieve 60 credits for the year, students are de-registered from the Bachelor Commerce (Global Experience) and registered in final year of the regular Bachelor of Commerce degree.

BACHELOR OF COMMERCE / BACHELOR OF COMMERCE (GLOBAL EXPERIENCE) / BACHELOR OF COMMERCE (INTERNATIONAL EXPERIENCE)

Final Year
Students must pass modules to a total of 60 ECTS credits.

The 60 ECTS credits must be derived in the following way:
(a) 20 ECTS obligatory for all students:

Code	Module	ECTS	Semester
EC423	Ireland in the Global Economy	5	Semester I
SBE3000	Ethics and Corporate Social Responsibility	5	Semester I
MG3103	Business Strategy	5	Semester II
SBE3001	Innovation: Creativity & Enterprise	5	Semester II

(b) Students must select one of the streams listed below and pass modules to a total of 25 ECTS in that stream:
Accounting & Performance Measurement
Economics & Public Policy
Marketing Management
Human Resource Management
Digital Business & Analytics
Finance
Business Law
International Business
Enterprise

(c) Make up the remaining 15 ECTS from the list of elective modules. (pg 26)

STREAMS (FINAL YEAR)

ACCOUNTING & PERFORMANCE MEASUREMENT (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester	Prerequisites
AY308	Taxation I	5	Semester I	
AY321	Management Accounting II	5	Semester I	Mgmt. Acc. I
AY322	Management Accounting III	5	Semester II	Mgmt. Acc. II
AY325	Int Financial Reporting II	5	Semester I	
AY326	Int Financial Reporting III	5	Semester II	Int.Fin.Rep.II

Additional Accounting modules (which are optional within the stream):

Code	Module	ECTS	Semester	Prerequisites
AY314	Business Finance II	5	Semester II	
AY319	Taxation II	5	Semester II	Taxation I

B.Comm. students who are not registered for the Accounting Stream, but who are registered for 20 ECTS of Law courses, can register for Taxation I to enable them to join the LL.B. programme at Second Year stage.

ECONOMICS & PUBLIC POLICY (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester
EC3101	Microeconomics and Public Policy	5	Semester I
EC3102	Macroeconomics and Public Policy	5	Semester II

Additional Economics modules in this stream may be taken from the following list of options on offer:

Code	Module	ECTS	Semester
EC3105	Econometrics	5	Semester I
EC345	Health Economics	5	Semester I
EC369	Money & Banking	5	Semester I
EC388	Environmental and Natural Resource Economics	5	Semester I
EC357	Development Economics	5	Semester I
EC3104	Agricultural and Food Economics	5	Semester II
EC382	International Economics	5	Semester I
EC362	Economics of Financial Markets	5	Semester II
EC386	Public Economics	5	Semester II
EC429	Marine Economics	5	Semester II

Prerequisites:. Students wishing to pursue postgraduate studies in Economics are advised to take EC3105 Econometrics.

All of these options may not be available each year

MARKETING MANAGEMENT (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester	Prerequisites
MK3100	Qualitative Marketing Research	5	Semester I	
MK3101	Cases in Marketing Strategy	5	Semester I	
MK3102	Marketing Analytics & Research	5	Semester II	MK3100
MK3103	Digital Marketing Planning	5	Semester II	
MK 303	Global Marketing	5	Semester II	

Additional Marketing modules (which are optional within the stream):

Code	Title	ECTS	Semester
MK311	The Marketing of Services	5	Semester I
MK314	Media & Marketing Communications	5	Semester I
MK341	Brand Management	5	Semester II

HUMAN RESOURCE MANAGEMENT (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester
MG328	Human Resource Management	5	Semester I
MG3101	Contemporary Issues in Work and Organisations	5	Semester I
MG326	Employee Relations: Rights & Obligations	5	Semester I
MG3100	Human Resource Practice	5	Semester II
MG3102	Work in a Global Context	5	Semester II

Additional Human Resource Management modules (which are optional within the stream):

Code	Title	ECTS	Semester
MG323	International Business	5	Semester II

DIGITAL BUSINESS & ANALYTICS (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester
MS222	Decision Modelling and Analytics	5	Semester I
MS218	Database Technologies	5	Semester I
MS414	Business Intelligence and Analytics	5	Semester I
MS4101	Implementing Digital Innovation	5	Semester II
MS4100	Advanced Research Topics in Information Systems	5	Semester II

Additional Digital Business and Analytics modules (which are optional within the stream):

MS325	Contemporary Project Management	5	Semester I

FINANCE (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester	Prerequisites	
EC369	Money and Banking	5	Semester		I
AY308	Taxation I	5	Semester I		
LW374	Banking Law	5	Semester II		
AY314	Business Finance II	5	Semester II	Business Finance I	
EC362	Economics of Financial Markets	5	SemesterII		

Additional Finance modules (which are optional within the stream):

AY319	Taxation II	5	Semester II	Taxation I

BUSINESS LAW (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester	Prerequisites
LW427	European Union Law I	5	Semester 1	
LW428	European Union Law II	5	Semester II	European Union Law I
LW229	Company Law I	5	Semester I	
LW231	Company Law II	5	Semester II	Company Law I
LW374	Banking Law	5	Semester II	

Additional Law modules (which are optional within the stream):

LW3103	Consumer Law and Policy	5	Semester I
LW427	European Union Law I	5	Semester I

LW229	Company Law I	5	Semester I	
*LW423	Advanced Business Law	5		
LW356	Industrial & Intellectual Property Law	5	Semester I	
LW428	European Union Law II	5	Semester II	
LW374	Banking Law	5	Semester II	
LW231	Company Law II	5	Semester II	Company Law I
LW3105	Medical Device Law and Regulatory Affairs	5	Semester II	

INTERNATIONAL BUSINESS (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester	Prerequisites
MS414	Business Intelligence and Analytics	5	Semester I	
LW374	Banking Law	5	Semester I	
MG323	International Business	5	Semester II	
MG3102	Work in a Global Context	5	Semester II	
MK303	Global Marketing	5	Semester II	

ENTERPRISE (25 ECTS)
The following are the obligatory modules for the stream :

Code	Module	ECTS	Semester	Prerequisites
SBE3002	Entrepreneurship	5	Semester I	
MS321	Web & Interactive Media Design	5	Semester I	
LW356	Industrial & Intellectual Property Law	5	Semester I	
AY314	Business Finance II	5	Semester II	(Business Finance I)
MK3103	Digital Marketing Planning	5	Semester II	

ELECTIVES AVAILABLE IN SEMESTER I

Code	Module	ECTS	Prerequisites
AY325	Int. Fin. Reporting II	5	
AY321	Management Accounting II	5	Mgmt. Acc. I
EC3101	Microeconomics and Public Policy	5	
EC357	Development Economics	5	
EC3105	Econometrics	5	
EC369	Money & Banking	5	
EC345	Health Economics	5	
EC382	International Economics	5	
EC388	Environmental and Natural Resource Economics	5	
MS414	Business Intelligence and Analytics	5	
MG3101	Contemporary Issues in Work and Organisations	5	
MG332	Work and Organisations	5	
MG328	Human Resource Management	5	
MK311	The Marketing of Services	5	
MK314	Media & Marketing Communications	5	
ME5101	Quality Management	5	
LW3103	Consumer Law and Policy	5	
LW333	Comparitive Competition Law	5	
LW427	European Union Law I	5	

Code	Module	ECTS
LW377	Company Law I	5
LW356	Industrial & Intellectual Property Law	5
*LW423	Advanced Business Law	5
**CI300	Doing Business in China – Lang. & Culture I	5
ME5101	Quality Management	5

ELECTIVES AVAILABLE IN SEMESTER 2

Code	Module	ECTS	Prerequisites
AY314	Business Finance II	5	
AY322	Management Accounting III	5	
AY326	Int. Fin. Reporting III	5	Int. Fin. Rep. II
EC3102	Macroeconomics and Public Policy	5	
EC3104	Agricultural and Food Economics	5	
EC362	Economics of Financial Markets	5	
EC386	Public Economics	5	
EC429	Marine Economics	5	

Code	Module	ECTS	Prerequisites
MS4101	Implementing Digital Innovation	5	
MS4100	Advanced Research Topics in Information systems	5	
MG3100	Human Resource Management	5	
MG333	Cross Cultural Management	5	
MG323	International Business	5	
MG327	Global Employment Relations	5	
MK303	Global Marketing	5	
MK341	Brand Management	5	
IE319	Operations Strategy	5	
IE345	Logistics and Transportation	5	
LW356	Industrial & Intellectual Property Law	5	
LW428	European Union Law II	5	
LW364	International Trade Law	5	
LW378	Company Law II	5	
LW374	Banking Law	5	
LW3105	Medical Device Law and Regulatory Affairs	5	
**CI301	Doing Business in China – Lang. & Culture II	5	Lang. & Cult. I

*LW190 and LW290 are pre-requisites for LW423
**CI300 and CI301 are offered subject to available resources, class size is limited to 30 students per module. No change of mind facility offered for these modules.

BACHELOR OF COMMERCE INTERNATIONAL

B.Comm. International (French)
B.Comm. International (German)
B.Comm. International (Spanish)
B.Comm. International (Italian)

Final Year

Obligatory Modules

Semester I

EC423	Ireland in the Global Economy	5
SBE3000	Ethics and Corporate Social Responsibility	5
	Language (French, German, Spanish or Italian)	5

Semester II

MG3103	Business Strategy	5
SBE3001	Innovation: Creativity & Enterprise	5
Language (French, German, Spanish or Italian)		15

In addition, students must select elective modules to a total credit weighting of 20 ECTS from the list of semester I and II electives.

BACHELOR OF COMMERCE GAEILGE

Final Year

Obligatory Modules

Semester I

EC423	Ireland in the Global Economy	5
SBE3000	Ethics and Corporate Social Responsibility	5
NG259	An Nualitríocht I	5

Semester II

MG3103	Business Strategy	5
SBE3001	Innovation: Creativity & Enterprise	5
NG262	Teanga agus Pobal I	5
NG364	Litríocht na Gaeilge II	5
GA4111	Gaeilge & Scileanna Cumarsáide 5	5

In addition, students must select elective modules to a total credit weighting of 20 ECTS from the list of semester I and II electives.

BACHELOR OF COMMERCE (INTERNATIONAL EXPERIENCE)

Programme Specific Regulations

1.   The B.Comm. (International Experience) is a four-year version of the existing B.Comm. programme involving a one-year period of study at an approved university or third level institution outside the state and/or placement in an approved business environment.

2.   The International year is optional. Interested students must apply to the School of Business & Economics in their second year, by a date to be specified. The students selected would spend their third year abroad on placement and on the successful completion of this year would take final B.Comm. in their fourth year.

3.   Numbers accepted on the programme will be limited. The School of Business & Economics will determine both the selection of students and the particular university at which the student will spend time abroad. Such decisions are based on the number of places available at host institutions as well as the student's academic and personal record.

4.   The number and level of subjects to be taken at the host University must be determined in consultation with the School of Business & Economics. Performance in examinations taken abroad will be integrated into the student's record in "pass"/"fail" terms. Accordingly, in order for students to be admitted to Fourth Year, they must have achieved an overall result of "Pass" in Third Year (year abroad/ Placement).

5.   Where the requirements of the Year abroad are not successfully completed, arrangements to proceed on a provisional basis may be applied and the deficiencies must be made up by the students in question presenting for such additional examinations and/or other exercises as determined by the School of Business & Economics

Final Year

Students must pass modules to a total of 60 ECTS credits.

The 60 ECTS credits must be derived in the following way:

(a) 20 ECTS obligatory for all students:

Code	Module	ECTS	Semester
EC423	Ireland in the Global Economy	5	Semester I
SBE3000	Ethics and Corporate Social Responsibility	5	Semester I
MG3103	Business Strategy	5	Semester II
SBE3001	Innovation: Creativity & Enterprise	5	Semester II

(b) Students must select one of the streams listed below and pass modules to a total of 25 ECTS in that stream (including modules indicated as obligatory for that stream):

Accounting and Performance Measurement Stream
Economics and Public Policy stream
Business Law Stream
Human Resource Management
Marketing Management Stream
Digital Business and Analytics Stream
Finance Stream
International Business Stream
Enterprise Stream

(c) Make up the remaining 15 ECTS credits either from options from the additional modules listed from the same stream or from the list of elective modules.

BACHELOR OF COMMERCE INTERNATIONAL

B.Comm. International (French)

B.Comm. International (German)

B.Comm. International (Spanish)

Specific Programme Regulations

1. A minimum entry requirement is the achievement of H5 in two subjects and passes in four other subjects at O6/H7 level in the Leaving Certificate, including: Irish, English, another language, Mathematics and any two other subjects recognised for entry purposes. For GY202 – H4 in French is required. For GY203 – H5 in German is required. For GY204 – H4 in a modern European language other than Irish or English.

2. Students do not have an automatic right of transfer from the B.Comm International to the B.Comm. programme. As a norm, the student will be required to have the C.A.O points of entry for the B.Comm. programme. A decision on transfer arrangements will be made by the J.E. Cairnes School of Business and Economics.

3. Spanish/German are available in the first year of the B.Comm. programme. A limited number of students may transfer to the second year of the B.Comm. International on the recommendation of the Discipline concerned and conditional on passing first commerce and achieving a satisfactory performance in the language.

4. The Marks and Standards for the B.Comm. shall apply except that the year abroad will operate on a "pass"/"fail" basis.

Pass by compensation is <u>not permitted</u> in the following modules: SH102, SH140, GR140, GR141, FR105, IT105, SH212, SH216, SH355, SH358.II, GR222, GR223, GR355, GR356, FR255, FR256, FR355, FR356, IT334, IT341

5. Repeat examinations are scheduled in August for those students who failed examinations in modules of Semester 1 or Semester 2 or who otherwise had the School's permission to be absent. It is not allowable for students to be absent from the initial examination in a subject without the School's permission.

6. The number and level of subjects to be taken at the host International University must be determined in consultation with the J.E. Cairnes School of Business and Economics, NUI, Galway.

7. To graduate with the B.Comm. International students must accumulate a minimum total of 60 ECTS credits in their final year including 15 obligatory credits, 20 credits for the language and 25 other optional ECTS credits.

Schedule of Modules

First Year

AY104	Introduction to Financial Accounting	5 ECTS	Semester 1
AY105	Introduction to Management Accounting	5 ECTS	Semester 2
EC139	Principles of Microeconomics	5 ECTS	Semester 1
EC141	Principles of Macroeconomics	5 ECTS	Semester 2
MA119	Mathematics for Business	5 ECTS	Semester 1
ST1109	Introductory Statistics for Business	5 ECTS	Semester 2
MS120	Business Information Systems	5 ECTS	Semester 1
MS1100	Information Management for Business	5 ECTS	Semester 2
MG1101	Management and Entreprise	5 ECTS	Semester 1
MK1100	Foundations of Marketing Thought	5 ECTS	Semester 2

FR105	French	10 ECTS	Semester 1&2
or			
GR141	German Language I (Advanced)	10 ECTS	Semester 1&2
or			

GR140	German Language I (Beginners)	10 ECTS	Semester 1&2

or

SH140	Spanish Language I (Intermediate)	10 ECTS	Semester 1&2

or

SH102	Spanish Language I (Beginners)	10 ECTS	Semester 1&2

Total credit units required: 60

Second Year

Semester I

AY207 Management Acc. I	5 ECTS
EC2100 Applied Microeconomics for Business	5 ECTS
ST2217 Inferential Statistical Methods for Business	5 ECTS
MG2100 Organisational Psychology	5 ECTS
MK2100 Marketing Management	5 ECTS
Language (French, German, or Spanish)	5 ECTS

Semester II

AY208 Business Finance I	5 ECTS
or	
MG325 Employment Relations	5 ECTS
EC2101 Macroeconomics and the Business Environment	5 ECTS
or	
LW190 Business Law 1	5 ECTS
Language (French, German, or Spanish)	15 ECTS

In addition students must select **one** module from the following list of options each of which is valued at 5 ECTS:

AY209	International Financial Reporting I (Semester II)
EC259	Economics of Public Policy (Semester II)
or	
EC247	Introduction to Financial Economics (Semester II)
ST2218	Advanced Statistical Methods for Business (Semester II)
MG2101	Entrepreneurial Venture Development (Semester II)
MK2101	The Psychology of Consumer Behaviour (Semester II)
MS117	Information Systems and Project Management (Semester II)

Total credit units required: 60 (55 obligatory and 5 optional)

Third Year (Year Abroad)

The number and level of subjects to be taken at the host university must be determined in consultation with the J.E. Cairnes School of Business and Economics, NUI, Galway.

Final Year

Obligatory Modules

Semester I		*ECTS*
EC423	Ireland in the Global Economy	5
	Language (French, German, or Spanish)	5

Semester II

MG3103	Business Strategy	5
SBE3001	Innovation: Creativity & Enterprise	5
	Language (French, German or Spanish)	15

In addition, students must select optional modules from the modules as listed in the subject streams and/or list of electives found in th final year of BComm.

Outline of Language provision

Studies in French, German, Spanish will focus on:-

(a) the study of the contemporary language in both the written and spoken forms and aural comprehension, with special emphasis being placed on the register and communication skills appropriate to business studies.

(b) the study of the contemporary society and institutions of the countries whose languages are being studied.

BACHELOR OF COMMERCE GAEILGE

General

Candidates for the Degree of Bachelor of Commerce Gaeilge shall be required to pass the University examinations of the First, Second, Third and Final years of the programme. The examinations of each year must be passed within two academic years of commencing the programme of study for that year.

Programme Specific Regulations

1. Minimum Grade H5 in two subjects and passes in four other subjects at O6/H7 level in the Leaving Certificate, including Gaeilge, English, another language, Maathematics and any two other subjects recognised for entry purposes. A H5 in Gaeilge is also a requirement.

2. Students do not have an automatic right of transfer from the B.Comm International to the B.Comm. programme. As a norm, the student will be required to have the CAO points of entry for the B.Comm. programme. A decision on transfer arrangements will be made by the JE Cairnes School of Business and Economics.

3. The Marks and Standards for the B.Comm. shall apply except that **Semester 2 in Third Year** (Taithí Oibre) will operate on a 'pass'/'fail' basis.

Pass by compensation is <u>not permitted</u> in the following modules: Gaeilge & Cumarsáid 1, 2, 3, 4, 5, Bunscileanna Aistriúchán 1, 2 and Teanga an Ghnó. Students may not compensate in the Irish modules from results in the Commerce modules.

4. Repeat examinations are scheduled in August for those students who failed examinations in modules of Semester 1 or Semester 2 or who otherwise had the School's permission to be absent. It is not allowable for students to be absent from the initial examination in a subject without the School's permission.

5. To graduate with the B.Comm. International students must accumulate a minimum total of 60 ECTS credits in their final year including 15 obligatory credits, 20 credits for the language and 25 other optional ECTS credits.

Schedule of Modules

First Year

AY104	Introduction to Financial Accounting	5 ECTS	Semester 1
AY105	Introduction to Management Accounting	5 ECTS	Semester 2
EC139	Principles of Microeconomics	5 ECTS	Semester 1
EC141	Principles of Macroeconomics	5 ECTS	Semester 2
MA119	Mathematics for Business	5 ECTS	Semester 1
ST1109	Introductory Statistics for Business	5 ECTS	Semester 2
MS120	Business Information Systems	5 ECTS	Semester 1
MS1100	Information Management for Business	5 ECTS	Semester 2
MG1101	Management and Entreprise	5 ECTS	Semester 1
MK1100	Foundations of Marketing Thought	5 ECTS	Semester 2
GA191	Gaeilge & Scileanna Cumarsáide 1	5 ECTS	Semester 1
GA192	Gaeilge & Scileanna Cumarsáide 2	5 ECTS	Semester 2

Total credit units required: 60

Second Year

Semester I		ECTS
AY207	Management Acc. I	5
EC2100	Applied Microeconomics for Business	5
ST2217	Inferential Statistics for Business	5
MG2100	Organisational Psychology	5
MK2100	Marketing Management	5
GA2111	Gaeilge & Scileanna Cumarsáide 3	5
LN105	Bunscileanna Aistriúcháin 1	5

Semester II	ECTS
AY208 Business Finance I	5
or	
MG325 Employment Relations	5
EC2101 Macroeconomics and the Business Environment	5
or	
LW190 Business Law 1	5
GA2112 Teanga an Ghnó	5
GF306 Dlí, Eiticí & an Córas Poiblí	5
LN105 Bunscileanna Aistriúcháin 1	5

In addition students must select **one** module from the following list of options each of which is valued at 5 ECTS:

AY209	International Financial Reporting I (Semester 2)	
EC259	Economics of Public Policy	(Semester 2)
Or		
EC2101	Macroeconomics and the Business Environment	
EC247	Introduction to Financial Economics (Semester 2)	
ST2218	Advanced Statistical Methods for Business (Semester 2)	
MG2101	Entrepreneurial Venture Development (Semester 2)	
MK2101	The Psychology of Consumer Behaviour (Semester 2)	
MS2100	Cybersecurity (Semester 2)	

Total credit units required: 60 (55 obligatory and 5 optional)

Third Year

Year 3 will be divided between a 30 ECTS internship programme in an Irish-speaking environment and 30 ECTS of Irish-medium studies at NUI, Galway's Gaeltacht campus at An Cheathrú Rua.

Seimeastar 1: GA209 Inniúlachtaí Gairme	5
GF402 Litríocht na hImirce	5
GA3101 Bunscileanna Aistriúcháin 2	5
GA3102 Córais Faisnéise agus Feidhmchláir	
don Ghnó	5
GA3111 Gaeilge & Scileanna Cumarsáide 4	5
GA3103 Scileanna Tionscadail agus Fiontraíochta	5

Seimeastar 2: GA3104 Taithí Oibre   30

Final Year

Obligatory Modules
Semester I
EC423	Ireland in the Global Economy	5
NG259	An Nualitríocht I	5
SBE3000	Ethics and Corporate Social Respoinsibility	5

Semester II
MG3103	Business Strategy	5
SBE3001	Innovation, Creativity & Enterprise	5
NG262	Teanga agus Pobal I	5
NG363	Litríocht na Gaeilge 1200-1900 II	5
GA4111	Gaeilge & Scileanna Cumarsáide 5	5

In addition, students must select optional modules with a minimum credit weighting of 20 ECTS credits from the modules as listed in the subject streams and/or list of electives; modules chosen from outside the list of electives must come from a single subject stream.

6. LANGUAGE MODULES OF THE PROGRAMME The language modules of the programme are designed to meet the requirements of the Teaching Council with regard to registration as a qualified post-primary teacher of Gaeilge.[1]

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[1] **TEACHING COUNCIL REQUIRMENTS:** The study of Irish during the degree must show that the holder has acquired sufficient knowledge, skills and understanding to teach the Irish syllabus to the highest level in post-primary education (see www.curriculumonline.ie). To meet this requirement the degree must include the study of: (a) Irish Language Studies and (b) Irish Literature The degree must incorporate the study of Literature through the medium of Irish comprising of at least 20 ECTS credits and should incorporate at least two of the following areas: i. Poetry ii. Prose iii. Media/Film Studies iv. Drama. Applicants must have verifiable esidential experience of at least two months in an area designated as a Gaeltacht area.

BACHELOR OF COMMERCE ACCOUNTING

General

Candidates for the Degree of Bachelor of Commerce (Accounting) shall be required to pass the University examinations of the First, Second and Final years of the programme. The examinations of each year must be passed within two academic years of commencing the programme of study for that year.

First Year: .

1. *Course Modules for First Year:*

Semester I:

Code	Module	ECTS
EC139	Principles of Microeconomics*	5
AY130	Finanical Reporting	5
MS120	Business Information Systems	5
MA119	Mathematics for Business	5
MG1101	Management and Enterprise	5
SBE1000	Skills for Success	5

Semester II:

Code	Module	ECTS
EC141	Principles of Macroeconomics*	5
AY120	Accounting	5
MS1100	Information Management for Business	5
ST1109	Introductory Statistics for Business	5
MK1100	Foundations of Marketing Thought	5
LW190	Business Law I	5

Total ECTS = 60

Schedule of Course Modules for the Second and Third Years of the B.Comm. (Accounting) Programme

Second Year:

Semester I

Code	Module	ECTS
ST2217	Inferential Statistical Methods for Business	5
AY207	Management Accounting I	5
SBE2000	Skills for Business	5
AY324	Auditing, Assurance & Governance	5
AY325	International Financial Reporting II	5
EC2100	Applied Microeconomics for Business	5

30

Semester II

Code	Module	ECTS
AY326	International Financial Reporting III	5
AY208	Business Finance I	5
LW290*	Business Law II	5
	*(pre-req. is LW190 Business Law I)	
EC2101	Macroeconomics and the Business Environment	5
MS217	Information & Operations Management	5

One Elective from the following:

MG325	Employment Relations	5
MK2101	The Psychology of Consumer Behaviour	5
EC259	Economics of Public Policy	5
or		
EC247	Introduction to Financial Economics	5
*CI200	Doing Business in China – Language and Culture I	5
ST2218	Advanced Statistical Methods for Business	5

30 ECTS

*CI200 is offered subject to available resources, class size is limited. No change of mind facility offered for these modules. Students must attend from the start of week 2 of term at the latest.

Third Year:

Semester I

Code	Module	ECTS
AY3100	Advanced Principles in Auditing and Financial Reporting	5
AY321	Management Accounting II	5
LW423	Advanced Business Law	5
AY308	Taxation I	5
		20

**Two Electives from the following
(subject to timetabling constraints)**

Two Electives from the following
(subject to timetabling constraints)

AY327	Accouting Internship	5
EC3101	Microeconomics and Public Policy	5
EC423	Ireland in the Global Economy	5
EC425	Topics in Microeconomic Theory	5
EC3105	Econometrics	5
EC369	Money & Banking	5
EC345	Health Economics	5
ME5102	Quality Systems	5
IE309	Operations Research	5
MS321	Web & Interactive Media Design	5
MS414	Business Intelligence & Analytics	5
MS403	Information Systems Strategy & Planning	5

MS325	Contemporary Project Management	5
MG3101	Contemporary Issues in Work and Oganisations	5
MK2100	Marketing Management	5
MK311	The Marketing of Services	5
MG328	Human Resource Management	5
MG2100	Organisational Psychology	5
MK314	Media & Marketing Communications	5
LW427	European Union Law I	5
*LW3103	Consumer Law and Policy	5
*CI300		5
	Doing Business in China – Language & Culture I	

Semester II

Code	***Module***	
AY322	Management Accounting III	5
AY314	Business Finance II	5
SBE3001	Innovation: Creativity & Enterprise	5
AY319	Taxation II	5
		20

Two Electives from the following:
(subject to timetabling constraints)

EC362	Economics of Financial Markets	5
EC382	International Economics	5
EC386	Public Economics	5
EC3102	Macroeconomics and Public Policy	5
EC429	Marine Economics	5
MK303	Global Marketing	5
MK341	Brand Management	5
MS319	Enterprise Systems	5
MS4101	Implementing Digital Innovation	5
MG3100	Human Resource Management	5
MG2101	Entrepreneurial Venture Development	5
MG323	International Business	5
MG3102	Work in a Global Context	5
IE319	Operations Strategy	5
IE345	Logistics & Transportation	5
LW428	European Union Law II	5
LW356	Industrial & Intellectual Property Law	5
LW364	International Trade Law	5
LW3105	Medical Device Law and Regulatory Affairs	5
LW374	Banking Law	5
*CI301	Doing Business in China - Language & Culture II (Prerequisite: Lang. & Culture I)	5
		10
		30

*CI300 and CI301 are offered subject to available resources, class size is limited to 40 students per module. No change of mind facility offered for these modules. Students must attend from the start of week 2 of term at the latest.

BACHELOR OF COMMERCE ACCOUNTING (INTERNATIONAL EXPERIENCE)

The B.Comm. Accounting (International Experience) is a four-year version of the existing B.Comm. Accounting programme involving a one-year period of study at an approved university or third level institution outside the state and/or placement in an approved business environment.

The International stream is optional. Interested students must apply to the School of Business & Economics in their second year, by a date to be specified. The students selected would spend their third year abroad and on the successful completion of this year would take final B.Comm. Accounting in their fourth year.

Numbers accepted on the programme will be limited. The School of Business & Economics will determine both the selection of students and the particular university at which the student will spend the year abroad. Such decisions are based on the number of places available at host institutions as well as the student's academic and personal record.

The number and level of subjects to be taken at the host University must be determined in consultation with the B.Comm. Accounting Programme Director. Performance in examinations taken abroad will be integrated into the student's record in "pass"/ "fail" terms. Accordingly, in order for students to be admitted to Fourth Year, they must have achieved an overall result of "Pass" in Third Year (year abroad).

Where the requirements of the Year abroad are not successfully completed arrangements to proceed on a provisional basis may be applied and the deficiencies must be made up by the students in question presenting for such additional examinations and/or other exercises as determined by the School of Business & Economics

The regulations as set out in the Calendar and Marks and Standards for the B.Comm. Accounting programme shall apply.

Fourth Year:

Semester I

Code	Module	ECTS
AY3100	Advanced Principles in Auditing and Financial Reporting	5
AY321	Management Accounting II	5
AY308	Taxation 1	5
LW423	Advanced Business Law	5
		20

In addition, students must select two optional courses with a combined credit weighting of 10ECTS from the modules listed in the 3rd year Semester I electives.

Semester II

Code	Module	ECTS
AY322	Management Accounting III	5
AY319	Taxation II	5
AY314	Business Finance II	5
SBE3001	Innovation: Creativity and Enterprise	5
		20

In addition, students must select two optional courses with a combined credit weighting of 10 ECTS from the modules listed in the 3rd year B. Comm. Accounting Semester II electives.

BACHELOR OF SCIENCE (BUSINESS INFORMATION SYSTEMS)

General

Candidates for the Degree of Bachelor of Science (Business Information Systems) shall be required to pass the University examinations of the First, Second, Third and Fourth years of the programme. Candidates must complete all examination requirements each year before proceeding the programme of studies of the following year. The examinations of each year must be passed within two academic years of commencing the programme of study for that year.

Programme Specific Regulations for First Year

1. The First University Examination must be passed within two academic years from the date of entering the Course.

2. *Courses for First Year:* Students must present themselves for examination at the end of their first academic year in the following subjects:

Code	*Module*		*ECTS*
AY104	Introduction to Financial Accounting	(Sem 1)	5
EC139	Principles of Microeconomics	(Sem 1)	5
MS115	Business Information Systems	(Sem 1)	5
MS110	Business Systems Analysis	(Sem 1)	5
MS113	Information Systems Technology	(Sem 1)	5
MS111	Business Application Development I	(Sem 1)	5
AY105	Introduction to Management Accounting	(Sem 2)	5
MS112	Business Application Development II	(Sem 2)	5
MS2100	Cybersecurity	(Sem 2)	5
MS119	Business Data Communications	(Sem 2)	5
EC141	Principles of Macroeconomics	(Sem 2)	5
MS114	Bus Systems Design & Implementation	(Sem2)	5

Regulations for Second, Third and Fourth Years

1. *Graduation*
To graduate with the B.Sc. (Business Information Systems) Degree, the student must accumulate a total of 60 ECTS credits in each of Second, Third and Fourth Years.

3. *Study Abroad Programme in Second Year*
Students may be eligible to engage in a study abroad programme available in semester two of second year, and running from January to May. Students in this programme will attend pre-defined taught course modules in an international host University on a full time basis. Credits will be awarded to the student by NUI, Galway based on examination performance in the host University. Entry to third year will be conditional on achievement of the overall requisite number of credits in the second year of study. The overall number of places available will be limited.

4. *Professional Experience Programme (PEP) in Third Year*
Students will be placed on a Professional Experience Programme (PEP) in an organisation by the University's Placement Office. Students are required to satisfactorily complete the PEP requirements including a work experience period of at least 3 months. Participants in the Professional Experience Programme will be supervised by designated executives who will work in conjunction with the Placement Office.

Programme Structure

Year 2
Semester 1

Code	Module	ECTS
AY207	Management Accounting I	5
MS321	Web and Interactive Media Design	5
MS218	DatabaseTechnologies	5
MS220	Advanced Application Development I	5
MS222	Decision Modelling and Analytics	5
SBE2000	Skills for Business	5
Or		
MK204	Marketing Principles	5
		30

Semester 2

MS4101	Implementing Digital Innovation	5
AY208	Business Finance I	5
MS319	Enterprise Systems	5
MS217	Information & Operations Management	5
MS221	Advanced Application Development II	5
MA208	Quantitative Techniques for Business	5
or		
MS230	International Study Programme	30

Year 3
Semester 1

MS216	Networks and Communications	5
MS314	Applied Systems Analysis	5
MS322	Advanced Database Technologies	5
MS320	E. Business Technologies	5
MS325	Contemporary Project Managment	5
MG524	Management	5

Semester 2

MS3103	Professional Experience	10
MS3102	Professional Development	20
OR		
MS3101	Additional International Study	30

Year 4

In 4th year students must take all obligatory courses. They must also select 2 optional 5-credit subjects from the electives available in semester 1 and 2 optional 5-credit subjects from the electives available in semester 2.
All such electives may not be available each year.

Semester 1	**Obligatory Courses**	
MS323	User experience design	5
MS414	Business Intelligence & Analytics	5
MS403	Information Systems Strategy and Planning	5
MS405	Project	5

The course descriptions for the following electives are the same as specified for the B. Comm.

Semester 1   Electives
Code   Course Title   ECTS

Code	Course Title	ECTS
EC2100	Applied Microeconomics for Business	5
MK314	Media & Marketing Communications	5
IE309	Operations Research	5
*CI300	Doing Business in China – Lang. & Culture I	5

Semester 2   Obligatory Courses

Code	Course Title	ECTS
MG323	International Business	5
MG3102	Work in a Global Context	5
MS405	Project	5
MS4100	Advanced Research Topics in Information Systems	5

Semester 2   Electives
Code   Course Title   ECTS

Code	Course Title	ECTS
EC2101	Macroeconomics and the Business Environment	5
EC247	Introduction to Financial Economics	5
EC259	Economics of Public Policy	5
MG2101	Entrepreneurial Venture Development	5
MG334	Strategic Management	5
MG3103	Business Strategy	5
MK303	Global Marketing	5
IE345	Logistics and Transportation	5
IE319	Operations Strategy	5
SBE3001	Innovation: Creativity & Enterprise	5
*CI301	Doing Business in China – Lang. & Culture II (Pre requisite Lang. & Cult. I)	5
MS324	Lean Principles for the IS Professional (class size limited to 25 places for MS324)	5

*CI300 and CI301 are offered subject to available resources, class size is limited to 20 students per module. No change of mind facility offered for these modules. Students must attend from the start of week 2 of term at the latest.

Note: Each year will consist of 60 ECTS.

Course Syllabii

First Year

Principles of Microeconomics
The objective of this course is to introduce the basic concepts and principles of economic theory, and to illustrate how these principles can be used to analyse various issues and problems in everyday economic life. The following topics will be covered: decision making of individual households and firms; opportunity cost and trade; supply and demand; markets for goods and factors of production; public goods and externalities; market structures; game theory.

Principles of Macroeconomics
The objective of this course is to introduce the basic concepts and principles of economic theory, and to illustrate how these principles can be used to analyse various issues and problems in everyday economic life. The following topics will be covered: national income accounting, models of the macro economy, theories of inflation, money supply and money demand, economic growth, short-run macroeconomics. Various topics will be analysed using macroeconomic theory.

Introduction to Financial Accounting
The objectives of this course are to develop in students the skills necessary to interpret and use accounting and financial information in a business context. Topics may include but are not limited to: Accounting Information; The demand for financial information; Measurement and reporting of accounting information; The Principles of Accounting; Financial Analysis and Interpretation of financial information including ratio analysis and reporting assessments of financial performance and financial position.

Introduction to Management Accounting
The objectives of this course are to introduce students to context, theory and practice of Management Accounting. Topics may inlcude but are not limited to: Management uses of accounting information; Costing systems; Cost behaviour; Break-even and Profit-Volume analysis; Relevant costs and short-run decision making.

Business Systems Analysis
The objective of this course is to develop in students an understanding of the nature and application of systems development analysis and design concepts and techniques. Topics may include: the systems development lifecycle; the role of the systems analyst; project planning (e.g. Gantt charts and network diagrams); feasibility analysis; requirements gathering techniques (e.g. interviews, observation, JAD, prototyping); structured analysis and design techniques, e.g. decision tables, dataflow diagrams, entity relationship diagrams; systems design.

Business Application Development I
The objective of this course is to develop in students a formative understanding of business software development and programming techniques and approaches. Topics may include: visual and object-oriented software development languages and integrated development environments; software application development for Windows and the Web; principles and concepts of software design; user interface design; software testing and debugging; writing code; data types; variables and constants; arithmetic and relational operators; procedures and functions; emerging issues.

Business Application Development II
The objective of this course is to further develop an understanding of business software development and programming techniques and approaches. Topics may include: visual and object-oriented software development languages and integrated development environments; cross-platform software development for Windows, UNIX and the Web; designing applications for the Web; database-driven application development; code reusability; file-based applications; logical operators; arrays; software security; advanced development concepts; emerging issues.

Business Systems Design and Implementation
The objective of this course is to develop in students an understanding of software design and implementation. Topics may include: user interface design; sources of software (e.g. outsourcing, off-the-shelf); database design (e.g. normalisation); systems implementation and operation; systems testing techniques; systems maintenance and support; emerging systems development methodologies (e.g. agile methodologies); object-oriented analysis and design (e.g. use case modelling).

Business Information Systems
The objective of this course is to develop in students the skills necessary to apply core Information Systems (IS) concepts in a business environment. Topics may include: historical development of IS in business; IS and management strategy; management of IS resources; knowledge management; IS innovation; business process management; IS security; IS ethics; spreadsheet modelling techniques; new and emerging issues.

Information Systems and Project Management
The objective of this course is to develop students' understanding of how to manage an IS function within an organisation to create business value for the business. That is - how IS are managed in organisations, the impact of IS within organisations, how to manage IS so that it contributes to business value, and how to manage the IS/IT capability. Topics covered may include topics such as: Alignment between IS and the rest of the organisation; IS Governance; how IS projects are managed

Information Systems Technology
The objective of this course is to provide students with an introduction to the underlying technologies of information systems. The course covers the basic concepts of business technologies, operating systems and focuses on how businesses use such systems. Topics may include: Computer Development; Computer Systems, Categories and the

Representation of Information; Computer Hardware; Computer Software; Operating Systems; Computer Security; Network and Internet Security; emerging topics and issues.

Business Data Communications
The objective of this course is to provide students with an introduction to the fundamentals of computer networks in a business context. The course covers the basic concepts of network computer networks & communications and focuses on how businesses use such systems. Topics may include: the OSI model; Transmission Media; an introduction to Network Transmission Protocols; Network Topologies; Network Hardware; WANs; Wireless Networking; Network Operating Systems and VOIP; emerging topics and issues.

Second Year

Advanced Application Development I
The objective of this course is to refine students' understanding of interactive application development in a business context using Java. Topics may include: object-oriented application development in Java; constants and variables; abstract data types; operators in Java; classes; properties and methods; conditional logic and loops; Java functions and procedures; selection and iteration; recursion; arrays; file handling; access to database files; web-based application development in Java; emerging topics and issues.

Management
The course will provide an overview of the process and principles of management, mainly in business organisations. The primary focus of the course will be on the management functions of planning, decision-making, organising, leading and control. The course will also address the nature and scope of management, in addition to managerial roles and skills.

Quantitative Techniques for Business
The objective of this course is to introduce students to a range of applied quantitative techniques for the manager. The course will address both general mathematical and applied statistical modelling. Particular topics may include, methodological aspects of mathematical modelling, applied calculus, optimisation techniques, multi-equation models using matrix techniques, issues in sampling design, and simulation techniques for the business environment. Some topics may require the use of dedicated software packages.

Management Accounting
The objective of this course is to introduce students to the concepts and techniques of Management Accounting. Topics considered will include Profit-Volume Analysis; Accounting Data for Decisions; Marginal Cost and Cash Flow Concepts in Decision Making; Long-run Decisions; Standard Costing and Budgetary Control Systems; Behavioural Aspects of Control.

Web and Interactive Media Design
The objective of this course is to provide students with applied skills in web and multimedia development and production. Topics may include: advanced HTML (e.g. DHTML and XHTML); Web and Multimedia development tools (e.g. DreamWeaver, Flash,); multimedia databases; multimedia development and production concepts; interaction design; usability; web and multimedia project management; graphics development (e.g. Fireworks, Photoshop); animation; audio and video production and editing; new and emerging topics.

Database Technologies
The objective of this module is to provide students with an understanding of business and technical issues in the development of database systems. Topics may include: database management systems; data modelling techniques e.g. normalisation, entity-relationship modelling, class diagrams; logical and physical database design; data quality and integrity; data definition; Structured Query Language (SQL); transaction management; distributed databases; data security; emerging issues.

Decision Modelling and Analytics
In today's complex environment, people across many disciplines need to solve a wide variety of business problems in auditing, accounting and finance, marketing, operations, engineering, and IS/IT. This is true of both research and industry. Decision makers are very often faced with an abundance of unstructured and inherently complex data from a variety of sources.
This course will enable students to become power users of Excel and to build models of unstructured problems

E-Business Strategy & Practice
The objective of this module is to explore the strategy and practice aspects of e-business contemporary, business and public sector environments.
Upon completion of this course you will be able to:
-      Demonstrate a capacity for critical thinking with respect to eBusiness
-      Demonstrate comprehension of the business models and frameworks that underpin e-Business
-      Demonstrate a critical understanding of the role of e-business in shaping the macroeconomic environment
-      Critically evaluate the innovative impact of e-business for business, education, government, society and the individual
-      Discuss the importance on social media for collaborative business
-      Evaluate opportunities for establishing e-business ventures
-      Demonstrate a broad understanding of the core technologies underpinning current e-business activities
-      Competently present, discuss and evaluate several case studies that illustrate aspects of e-Business strategy, implementation and practice

Enterprise Systems
The objective of this course is to develop students understanding of Enterprise Systems in Business. Topics include: Information systems in the functional areas including information systems to support finance, marketing, human resources, and manufacturing. ERP systems, frameworks for deploying ERP, Benefits realisation in the ERP setting, Strategic enterprise management systems and emerging directions in ERP.

Business Finance I
Financial Management; Interpretation of Financial Statements; Management of Working Capital; Sources of Capital; Financial Institutions; The Stock Exchange; Capital structure and cost of Capital; Project Appraisal; Cost/Benefit Analysis: Valuation; Mergers and Acquisitions

Information Systems and Project Management
The objective of this course is to develop students' understanding of how to manage an IS function within an organisation to create business value for the business. That is - how IS are managed in organisations, the impact of IS within organisations, how to manage IS so that it contributes to business value, and how to manage the IS/IT capability. Topics covered may include topics such as: Alignment between IS and the rest of the organisation; IS Governance; how IS projects are managed

Information and Operations Management
The course is designed to develop students' understanding of enterprise information and operations management. Students will learn how firms are managing business processes and enabling innovation with the use of complex technology infrastructures. The course will focus on how information and operations management create, support, and sustain both global and smaller enterprises. Topics may include: Understanding Enterprise and Business Processes; Enterprise Systems; Business Intelligence; Global Collaboration and Social Networking; Innovation and ICT; Information Security and Data Integrity; Supply Chain Management; Designing Operations; Operations Management; emerging issues in information and operations management.

Advanced Application Development II
The objective of this course is to provide an advanced understanding of business application development using Java. Topics may include: Java arrays; file handling in Java; inheritance; polymorphism; exceptions and exception handling; application interactions with databases using Java; advanced web-based application development in Java; emerging advanced topics and issues in Java, Javascript, PHP.

International Study Programme
The International Study Programme (ISP) is available in semester two of second year and will run from January to May. This module povides students with the option of pursing a period of international study in core Business Information Systems subjects. This module can only be taken as a substitute for the second year second semester modules.

Eligibility: Students who have completed First Year with an aggregate mark of at least 55% and a satisfactory attendance rate, as determined by the programme board, will be eligible to apply for inclusion in the ISP. The overall number of places available will be limited and preference will be given to applicants on the basis of academic merit or such other criteria as the programme board may decide.

Requirements for Successful Completion: Students partaking in the ISP will attend pre-defined modules in an international host institution on a full-time basis.

Credits will be awarded to the student by NUI Galway based on examination performance in the host institution. This will be via a single transcript entry where the grade will be the average of all modules taken in the host institution. A formal record of modules taken and grades obtained will be available from the host institution. Students should note that some partner institutions have no provision for second (i.e. repeat/deferred) examination sittings, so in the event that a student fails or defers a module, it may be necessary to repeat the entire year. As the ISP will have been failed as a whole a student will be required to take all six modules of second year semester II in their repeat year.

Third Year

Marketing Principles
The functions of marketing; The nature of consumption; Consumer motivation; The marketing mix — product, price, promotion, distribution and service, market research; marketing management.

Applied Systems Analysis
The objective of this course is to develop in students an understanding of the advanced aspects of Systems Analysis. Topics include: the role of a system's analyst; the use of computer-aided systems engineering (CASE) tools; individual and group interviewing techniques and skills; alternative requirements determination techniques; project and systems documentation; detailed aspects of project planning and control; advanced systems modelling; case studies in systems analysis and design.

Skills for Work Life
This one-semester course is designed to improve student employability and preparation for the workplace by developing a set of practical skills that form the basis for effective working life. Delivered using a blended-learning approach the course combines; on-line activity, small group workshops and large group lectures to focus on areas such as; self-awareness, communication, teamwork, presentation and career management skills. Learning and skill development from this course is then integrated into other courses that are part of the commerce degree programme.

Contemporary Project Management
This course will provide students with an in-depth understanding of Contemporary Project Management. Topics covered include project management practices, project management methodologies and standards, ethical project management, project performance, emerging and contemporary issues in IS project management.

Advanced Database Technologies
The objective of this course is to develop in students an understanding of advanced aspects to database systems. Topics may include: Structured Query Language (SQL); views; forms; reports; triggers; object database management systems; web technology and database management systems; data administration; databases and business intelligence; data security; unstructured data in social networking; emerging issues.

E. Business Technologies
The objective of this course is to develop an enhanced knowledge among students of the potential of information technology to enable electronic business. The course contains both theoretical and applied content. Topics may include: electronic payment systems and online transaction management, electronic retailing, e-banking technologies, online publishing, enabling technologies for electronic commerce, implementation of electronic commerce systems, energing issues.

Network and Communications
The objective of this course is to provide an understanding of technologies used in organisational interconnectivity. Topics may include: Internet administration; Internet connectivity, Internet communication model TCT/IP; network and transport layer protocols; domain name system; routing techniques; application layer protocols and services (e.g. http, smtp, pop, imap, mime, ftp, telnet, snmp); building Web servers (e.g. IIS, Apache); Web server administration, management, and security policy; streaming technologies; voice over IP; Internet security and protocols; attachk prevention systems; VPNs; emerging topics and issues.

Professional Experience Programme (PEP)or Additional International Study (AIS)
The PEP occurs in Semester II of third year and consists of an industry placement, arranged by the Career Development Centre in conjunction with the Business Information Systems discipline. All studentss are required to complete either a PEP or Additional International Study (AIS). AIS is subject to the approval of the programme board. Students who wish to pursue the AIS option must have solid career objectives for doing so and must formally register for AIS in September. No change of mind will be permitted.

Eligibility: To be eligible for **paid** placement opportunities, students must have obtained an aggregate mark of at least 55% **and** a satisfactory attendance rate in both the first and second years of the programme, as determined by the programme board. Students who do not meet these criteria may be offered unpaid opportunities but are also free to organise their own paid placement subject to the approval of the programme board.

Payment: The PEP may be paid or unpaid and places are offered on a competitive basis. It is the responsibility of the Career Development Centre to provide placement opportunities but it is the student's responsibility to secure a placement. At the point when opportunities for paid placement become fully exhausted, students who have yet to secure a placement will be offered, and required to take, an unpaid placement.

Duration: The minimum duration for a paid placement will be 12 weeks and the minimum duration for an unpaid placement will be 8 weeks. The termination date of the placement may be extended by mutual consent of all parties but must not be later than the date of commencement of academic year for the student's fourth year.

International Placement: It is possible for students to conduct their placement internationally. The Career Development Centre normally offer a small number of international placements. Students are also free to organise their own international placement subject to the approval of the programme board.

Successful Completion: To successfully complete the PEP, students are required to complete evaluation activities as specified by the Business Information Systems discipline and to fully comply with the Career Development Centre's procedures, employer procedures, the University Code of Conduct, and other such other rules as may apply.

Professional Development
This module aims to enhance the professional development of the student.

Professional Experience
This module aims to provide students with a period of industry placement in order to gain professional experience.

Additional International Study (AIS)
This module provides students with the option to take additional business modules in foreign institutions. This module can only be taken as a substitute for both the Professional Experience and Professional Development modules.

Fourth Year

Course Descriptions for Optional Modules listed under B.Comm.

Business Intelligence & Analytics
The objective of this course is to explore how analytics can improve the performance of organisations, and to understand the types of business problems that advanced analytical tools can address. The course introduces the students to core business analytic concepts and technologies such as, big data, data mining, data integration, data warehousing, and business intelligence. Students will also gain practical skills in predictive modelling and text mining.

Cloud Computing
The objectives of this course are to develop an understanding of cloud computing in the overall strategy of businesses, and to examine the impacts of cloud computing for individuals and society. Topics may include: salient issues in cloud computing; cloud-based collaboration; cloud management & governance; Software/Platform/Infrastructure as a service; cloud security and identity; data storage in the cloud; mobile cloud; virtualisation; app development for the cloud; transitioning business to the cloud; impacts of cloud computing; emerging topics in cloud computing.

Chinese for Business – Language and Culture I & II
China's expanding economy and growing international trade relations make it an attractive consideration for many Western businesses. A knowldege of business culture, business etiquette, meeting protocol and other inter-cultural challenges will be required to maximise business opportunites. These modules are designed to prepare students to address these challenges. They focus on both the development of Chinese language skills and and understanding of Chinese culture and business. Chinese for Business – Language and Culture I is a **pre requisite for** Language and Culture II.

Contemporary Issues in Information Systems
The objective of this course is to familiarise students with contemporary issues in Information Systems. Topics may include: IS Outsourcing, Globally Distributed Teams, E-Government, IS Security and Business Ethics, IS to support Innovation, Open Source Software and other emerging topics.

International Business
International Business combines the science and art of business management with many other disciplines such as economics, anthropology and political science. The evolution of international business as an identifiable academic discipline is as a direct consequence of the growth of multinational business organisation and the emergence of what is widely termed the global economy. This course aims to guide the student in understanding the arena in which international business is conducted. It ranges from micro issues of staffing and strategic management to macro issues of political, economic and sociocultural analysis. By the end of the course, students should be able to identify, analyze, and understand the organizational impact of a wide variety of global management issues. In addition, students should be able to develop broad, strategic solutions and/or plans of action in response to any combination of market, political, socio-cultural, and /or competitive global force.

Lean Principles for the IS Professional
The objectives of this module are to examine, in-depth, the role of the IS Professional in contemporary organisations and to develop an understanding of how Lean principles can be applied in the IS role. Contemporary IS managers are required to blend technical competence with business knowledge in highly complex and fast changing environments. This requires the IS Professional to have developed a diverse set of management and operative skills.

Project
A major project will be undertaken under the supervision and direction of a member(s) of staff. The project will normally be undertaken on a group basis. Projects must be based on a substantial topic in management information systems. The project will normally involve the development of an information system, a software system or an aspect of management information systems. It may have a technical, commercial or product focus. Students may propose the subject of their project.

Information Systems Strategy and Planning
The objective of this course is to develop an understanding of the roles of information systems strategy and planning in the overall strategy of businesses. Topics may include: aligning information systems with business and organisational strategy; information systems strategy; strategic information systems planning and management; information systems value creation and appropriation, information systems and the design of work; strategic IT architectures and infrastructures; ethics in IS strategy and planning; emerging topics in information systems strategy and planning.

Strategic Management
This course covers the content, context and process of strategy in different organisational contexts. The course explores the concepts, theories and techniques on which strategic management in the business sector is based and explores their application in a wide range of business settings. The design, implementation and maintenance of strategic planning systems and strategic thinking are central issues of concern throughout the course.

Innovation: Creativity & Enterprise
Individuals, organisations, society and the economy are impacted at an ever-increasing rate by new and changing products, technologies, services, processes and norms.
This course aims to introduce students to the theory and practice of innovation in organisations, society and the economy. The course will highlight current thinking and recent developments with respect to innovation across a range of business disciplines. While focusing on innovation within organisations, entrepreneurship and the impact of innovation on individuals and society will also be included. It is designed to educate students to recognise and develop opportunities for innovation in response to organisational challenges.

User Experience Design

This module provides an applied course concentrating on the effective design and development of Information Systems. Topics covered may include: principles of interactive design; the process of interaction design; usability engineering; identifying needs and requirements; understanding users; interaction paradigms and user interface design; design issues for new technologies; data gathering and analysis; user-centred design; lifecycle models; design and prototyping including techniques such as scenarios, use-cases, user profiles; evaluation of interactive systems including usability testing, field studies, inspections and predictive models; usability legislation and directives; emerging topics and issues.

Work in a Global Context

This module aims to develop the awareness, skills and knowledge required by managers seeking to work abroad as international executives. The module provides a key grounding in the nature of management in the global context by increasing awareness and understanding of the soft skills in international management, particularly those relating to cross-cultural management. The meaning of culture is explored by drawing on a range of national cultural and institutional models and studies and providing a broad understanding of the international context in which multinational corporations operate. How national culture influences management practice is also considered. In particular the focus will be on the influence of organizational and national cultures on the development and transfer of a wide range of HRM practices For example, in what ways do human resource management and employment practices differ across countries and why? What are the possible underlying cultural and institutional reasons for these differences? The influence of national culture on aspects of organization structure will also be examined. A range of areas in international management will be reviewed including, structure and learning networks, transfer of HRM practices in MNCs, .knowledge transfer and corporate social responsibility. Finally, we consider the emerging challenges of international management. The emphasis will be on how individuals, teams and organizations manage these cultural differences.

The syllabii for non-language courses are as listed hereunder for the First, Second and Final Years of the Bachelor of Commerce degree programmes.

FIRST YEAR COMMERCE SYLLABI OF COURSES

Business Information Systems
The objective of the course is to provide students with a broad understanding of the fundamentals, and strategic importance of business information systems.
Topics may include: fundamental differences between information systems and information technology; significance of globalisation and technology evolution; importance of information systems with respect to organisational decision-making; the evolution, importance and potential impact of eBusiness.

Business Law I
The aim of this module is to introduce students to the fundamental principles of business law, particularly contract and sale of goods law and the legal framework within which commercial enterprises must operate in this regard. This will first require an understanding of the operation of the legal system in Ireland and the E.U. It is one of a sequential number of modules which highlight areas of commercial and business activity that have important legal implications for those involved.

Foundations of Marketing Thought
The aims of this module are to introduce the student to the concepts and principles fundamental to marketing theory and to provide a contemporary view of the role and importance of marketing by examining its application in international, European and Irish business situations. Underpinning students study will be the integration of marketing and ethics into the various topics for discussion.

Information Management for Business
The objective of this course is to advance students' understanding of business information management by focusing on current issues confronting organisations today.

Introduction to Financial Accounting
The objectives of this course are to develop in students the skills necessary to interpret and use accounting and financial information in a business context. Topics may include but are not limited to: Accounting Information; The demand for financial information; Measurement and reporting of accounting information; The Principles of Accounting; Financial Analysis and Interpretation of financial information including ratio analysis and reporting assessments of financial performance and financial position.

Introduction to Management Accounting
The objectives of this course are to introduce students to context, theory and practice of Management Accounting. Topics may inlcude but are not limited to: Management uses of accounting information; Costing systems; Cost behaviour; Break-even and Profit-Volume analysis; Relevant costs and short-run decision making.

Introductory Statistics for Business
This course discusses the nature of statistical data and the use of probability to describe random phenomena. Topics covered include: sampling methods, numerical and graphical summaries, basic ideas of probability, random variables, use of common distributions.

Management and Enterprise
This module is designed to introduce students to the concepts of management and enterprise in a contemporary setting. The fundamental theories underpinning the management function are explored. The various contexts within which the manager operates, ranging from start-ups to SMEs to MNCs, are examined. The importance of an enterprising manager, capable of embracing innovation and an entrepreneurial culture in contemporary times is highlighted throughout.

Mathematics for Business
The objective of this course is to develop in students the skills necessary to apply mathematical methods in a business environment. Topics covered include: Equations and Functions; Linear, Quadratic and Exponential Models; Linear Systems; Mathematics of Finance; Fundamentals of Calculus; and Optimisation.

Principles of Microeconomics
The objective of this course is to introduce the basic concepts and principles of microeconomic theory. Microeconomics is the study of how households and firms make decisions and how they interact in specific markets. In this course students will learn how demand and supply interact to determine market prices and how government intervention can affect market outcomes. Students will also learn how firms make production decisions and will become familiar with different types of market structures, such as monopoly perfect competition.

Principles of Macroeconomics
Macroeconomics is concerned with the behaviour of the economy as a whole and considers aggregate economic variables such as national output, the general level of prices, unemployment and economic growth. The purpose of this module is to introduce students to the basic concepts of macroeconomics and to the principles of macroeconomic theory.

Skills for Success
The objective of this course is to assist students in developing skills that are necessary for success at university and subsequently in their working lives. Delivered using a blended learning approach, the course combines on-line activity, small group workshops and large group lectures to focus on areas such as academic writing, academic research, creative thinking, presentation skills and career planning.

Spanish/German
The study of the contemporary language in both the written and spoken forms, with special emphasis being placed on the register and communication skills appropriate to business studies, and the study of the contemporary society and institutions of the relevant country.

SECOND & FINAL COMMERCE YEARS - SYLLABI OF COURSES

Accounting Internship
Students can choose to participate in an accounting internship between completion of second year and commencing their final year of studies in the B. Comm. Accounting Programme. It is the responsibility of the student to secure the internship position but this must be approved by the Programme Board.

Action Marketing
This course extends the student's understanding of core marketing concepts and practice, embracing the marketing mix, product, price, plan and promotion, marketing planning, services and international marketing. Knowledge of these topics will act as an aid to marketing decision-making during their professional careers.

Advanced Business Law
This course builds on the foundational understanding of the law relating to commercial and business activity gained in Business Law. The course will develop an understanding of company law including: the legal nature of share capital, shares and shareholders, the financial structure of the company, company administration, principles of capital maintenance, corporate borrowing, insolvency principles and the application of relevant legislation. The law of tort, particularly as it applies in the business context including areas such as negligence, professional negligence and occupier's liability is covered at an introductory level. Other topics of importance in a business context are covered including: the nature and legal requirements relating to negotiable instruments, bills of exchange, cheques and promissory notes and the legal framework in which business/commercial enterprises must operate covering topics such as agency, hire purchase, leasing and insurance law.

Advanced Principles in Auditing and Financial Reporting
This course is compulsory for final year students on the B. Comm. (Accounting) programme. The objectives are to deepen practical understanding of concepts of value in Auditing and Financial Reporting.
Auditing: This course aims to build on students existing auditing knowledge to broaden their understanding to encompass fundamental principles of the audit process and the audit context.
Financial Reporting: The course aims to build on students existing accounting knowledge and continue to develop in students an ability to read the often complex material in accounting standards and to apply it to problem situations.

Advanced Statistical Methods for Business
The objective of this course is to develop advanced skills in the application of statistical methods in a business environment. Case studies and practical work will form a major component of this course. Topics may include: Regression Modelling; Analysis of variance and covariance; Time Series Modelling; Statistics for Quality; Nonparametric statistics; large data sets; new and emerging topics in statistical methods for business.

Auditing, Assurance & Governance
The objective of this course is to build on the student's understanding of the role and function of auditing and assurance services, to further explore the concept and practical expression of good corporate governance and business ethics and to examine the broader discourse on corporate social responsibility.

The module will cover the role of auditing and assurance, codes of practice, professional ethics, societal and stakeholder expectations and the regulatory and legal environment. In addition the module will seek to impart an understanding of the theory and practice of corporate governance, its role in the management of corporations and in the realization of their wider social responsibilities; topics covered will typically include an introduction to the basic principles and historical context of corporate governance, implications of governance failure, corporate governance reform in the UK and Ireland, corporate governance from a legal perspective, the role of the board and institutional investors, corporate governance and internal corporate processes and practices, international corporate governance, corporate governance and corporate social responsibility. Finally the module will explore contemporary issues and challenges with regard to the development of good corporate governance and the role of auditing and assurance.

Banking Law
The legal position and regulation of banks and the banker-customer relationship are explored in this course. The legal duties and liabilities of banks to customers and third parties are examined in relation to banking transactions, the provision of advice, and confidentiality requirements. The legal regulation of both electronic and paper-based banking will be considered.

Brand Management
This course explores the concept of branding through critical examination of the techniques used to build and maintain strong brands. The topic addresses the routes available for brand development, and the strategic options for brand building, from the perspective of the marketing manager. It also examines the role of brand name, design and media in brand building, and examines how brands are managed over time.

Business Finance I
Financial Management; Interpretation of Financial Statements; Management of Working Capital; Sources of Capital; Financial Institutions; The Stock Exchange; Capital structure and cost of Capital; Project Appraisal; Cost/Benefit Analysis: Valuation; Mergers and Acquisitions.

Business Finance II
Capital Structure Theory; Management of Capital Structure; Dividend Policy; Portfolio Theory and Capital Asset Pricing; Investment Decision under conditions of risk and uncertainty; Cost of Capital; Adjustments to Cost of Capital for business risk and financial risk; The Leasing Decision; Mergers and Acquisitions. Long-term Sources of Finance.

Business Systems Analysis
The objective of this course is to develop in students an understanding of the nature and application of systems development analysis and design concepts and techniques. Topics may include: the systems development lifecycle; the role of the systems analyst; project planning (e.g. Gantt charts and network diagrams); feasibility analysis; requirements gathering techniques (e.g. interviews, observation, JAD, prototyping); structured analysis and design techniques, e.g. decision tables, dataflow diagrams, entity relationship diagrams; systems design.

Business Intelligence & Analytics
The objective of this course is to explore how analytics can improve the performance of organisations, and to understand the types of business problems that advanced analytical tools can address. The course introduces the students to core business analytic concepts and technologies such as, big data, data mining, data integration, data warehousing, and business intelligence. Students will also gain practical skills in predictive modelling and text mining.

Cases in Marketing Strategy
Cases in Marketing Strategy is a key Marketing module of the Bachelor of Commerce Marketing Stream. The module examines the processes by which marketing can be managed to create and sustain superior performance in the marketplace. It achieves this by focusing on two key issues in marketing strategy: the identification of target markets and the creation of competitive advantage. The module will also demonstrate the various factors that influence marketing decision-making, and focuses on how the role of marketing is changing in the organisation and in society.

Cloud Computing
The objectives of this course are to develop an understanding of cloud computing in the overall strategy of businesses, and to examine the impacts of cloud computing for individuals and society. Topics may include: salient issues in cloud computing; cloud-based collaboration; cloud management & governance; Software/Platform/Infrastructure as a service; cloud security and identity; data storage in the cloud; mobile cloud; virtualisation; app development for the cloud; transitioning business to the cloud; impacts of cloud computing; emerging topics in cloud computing.

Consumer Behaviour
Determining Buyer decision processes; economic , cultural and demographic influences on consumption, the role of social stratification and reference groups; the nature of the problem recognition process, search behaviour and information sources; alternative evaluation of choice. The course will examine the role of marketing in influencing each stage of the decision process.

Consumer Law and Policy
Consumer law and policy is a significant and rapidly developing area of current Irish and EU Regulation. It crosses the traditional public and private law divide and this module represents an important opportunity to analyse and examine the different types of regulation in diverse areas involving consumer transactions. The subject of consumer protection is embedded in EU policy and most Irish legislation in the last twenty-five years derives from EU directives. A number of major EU initiatives are now part of Irish law including Unfair Commercial Practices, Product Liability, Distance Selling, Unfair Terms and Consumer Credit. The module will initially discuss the meaning of 'consumer' and the rationales for consumer law before examining the regulation of consumer contracts, the law on unfair commercial practices, product liability and consumer credit. Irish consumer law is undergoing change with the proposal for a Consumer Rights Act to consolidate and update the statutory provisions relating to consumer contracts including the supply of digital content. The course will debate and analyse the latest developments in this context.

Contemporary Issues in Work and Organisations
Work and Organisations is about critically examining the theories, policies and practices that govern how people are managed in a variety of organisational and business settings. It builds on basic concepts covered in Organisational Behaviour and HRM. The objective is to develop critical analysis and skills concerning the way work and organisations are managed. The course is a final year programme of learning in which abstract theoretical concepts and models are unpacked, broken-down and questioned in a critical and engaging way.

Contemporary Project Management
This course will provide students with an in-depth understanding of Contemporary Project Management. Topics covered include project management practices, project management methodologies and standards, ethical project management, project performance, emerging and contemporary issues in IS project management.

Contemporary Issues in Information Systems
The objective of this course is to familiarise students with contemporary issues in Information Systems. Topics may include: IS Outsourcing, Globally Distributed Teams, E-Government, IS Security and Business Ethics, IS to support Innovation, Open Source Software and other emerging topics.

Database Technologies
The objective of this module is to provide students with an understanding of business and technical issues in the development of database systems. Topics may include: database management systems; data modelling techniques e.g. normalisation, entity-relationship modelling, class diagrams; logical and physical database design; data quality and integrity; data definition; Structured Query Language (SQL); transaction management; distributed databases; data security; emerging issues.

Development Economics
This course introduces the student to the major theories of economic development which have influenced the development of contemporary development economics. The central focus is the analysis of factors contributing to economic development in general, but in particular in low-income countries, primarily located in Africa, Asia and Latin America. The major theories examined include: the historicist (linear-stages) theories; structural change (inter-sectoral) theories; neoclassical dependency theories; neoclassical (new political economy) theories; new growth theory. In addition a number of current issues will be examined including: polulation, trade and development, foreign direct investment, globalization.

Digital Marketing Planning
The Digital Marketing Planning module examines the processes by which marketing can be managed to create and sustain superior performance in the marketplace. The module demonstrates the various factors that influence digital marketing and focuses on how the role of marketing is changing in organisations and society. The objective of this module is to build upon marketing principles and investigate where the internet and other technologies provide opportunities for applications in marketing and business. The module provides an overview of the rapidly changing world of business and technology by addressing what is unique about digital marketing. It explores how these technologies are creating value for customers, as well as the benefits for companies, their products and brands.

Disciplined Entrepreneurship
The development of this module is derived from the comprehensive framework of MIT's Disciplined Entrepreneurship. The module focuses on concept selection, development of an intellectual property strategy, evaluation of go-to-market strategy, financing, and operational planning. It is a module that binds all other modules comprising the Enterprise stream on the B.Comm programme. It will involve individual and team research and interdisciplinary skills to approach a specific need. It includes engagement with NUIG Technology Transfer Office, Blackstone Launchpad, TechInnovate and Enterprise Ireland.

Doing Business in China – Language and Culture I & II
China's expanding economy and growing international trade relations make it an attractive consideration for many Western businesses. A knowldege of business culture, business etiquette, meeting protocol and other inter-cultural challenges will be required to maximise business opportunites. These modules are designed to prepare students to address these challenges. They focus on both the development of Chinese language skills and and understanding of Chinese culture and business. Chinese for Business – Language and Culture I is a **pre requisite for** Language and Culture II.

E-Business Strategy & Practice
The objective of this module is to explore the strategy and practice aspects of e-business contemporary, business and public sector environments.
Upon completion of this course you will be able to:
- Demonstrate a capacity for critical thinking with respect to eBusiness
- Demonstrate comprehension of the business models and frameworks that underpin e-Business
- Demonstrate a critical understanding of the role of e-business in shaping the macroeconomic environment
- Critically evaluate the innovative impact of e-business for business, education, government, society and the individual
- Discuss the importance on social media for collaborative business
- Evaluate opportunities for establishing e-business ventures
- Demonstrate a broad understanding of the core technologies underpinning current e-business activities
- Competently present, discuss and evaluate several case studies that illustrate aspects of e-Business strategy, implementation and practice

Econometrics
This introductory course aims to give students an understanding of the assumptions made and concepts used in classical linear regression analysis, the statistics underlying regression analysis and its application in practice. This will involve a mixture of interdependent theoretical and practical learning – including computer based sessions, practical assignments and lectures. The interdependency of the material and activities make it important to attend all sessions. A project is used to provide the student with hands on experience of the development, estimation and interpretation of an econometric model.

Economics of Financial Markets
The objective of the course is to introduce students to the concepts of financial markets (bond, equity and foreign exchange) and financial instruments as well as interest rate determination for various financial instruments. In addition, economic theories of the short term and the long term interest rate determination will be covered.

Economics of Public Policy
This course is designed to serve three interrelated goals. It provides the analytical foundations for an exploration of the appropriate balance between private and public provision in modern democratic economies. This requires prior examination of models of efficient allocation followed by an exploration of the economic rationale for government intervention. Theories of public production and bureaucracy are part of this exploration. Second, it examines the trade off between efficiency and equity in the formulation and implementation of public policy. This requires consideration of theories of social justice and their application to real world decision-making in the modern welfare state. Finally, the course examines the practice of public policy, including an analysis of selected public expenditure programmes, preceded by a presentation of the theoretical foundations of cost benefit analysis.

Economics and Philosophy
This module will explore the interface between economic analysis and moral philosophy. It will show how insights and analytical tools from economics can contribute to ethics, and demonstrate how an understanding of moral philosophy can improve economic analysis. Topics covered include: rationaliy and the preferences axioms, welfare, efficiency and consequentialism, rights, theories of disruptive justice, social choice theory, game theory and decision theory.

Employee Relations: Rights and Obligations
The objective of this course is to familiarise students with the principal Industrial Relations legislation in Ireland, including both collective and individual aspects of labour law, the influences of European legislation, and how this legislation affects the practices and processes in the Management of Human Resources.
Topics include: the contract of employment, working time, dismissal and protection of employment, employment equality, parental leave, occupational health and safety, worker participation, industrial relations and conflict.

Employment Relations
The objective of the course is to introduce students to (a) the system of Industrial Relations in Ireland, (b) International and Comparative Industrial Relations and (c) the functions of the Personnel/HR Department.
Topics include: the contexts of employee relations in late 20th century Ireland; the main participants in Irish I.R.; the principal alternative ideologies; the structures, rules and processes of the Irish system; International and comparative Industrial Relations; the roles and functions of Personnel/HR Management Department.

Enterprise Systems
The objective of this course is to develop students understanding of Enterprise Systems in Business. Topics include: Information systems in the functional areas including information systems to support finance, marketing, human resources, and manufacturing. ERP systems, frameworks for deploying ERP, Benefits realisation in the ERP setting, Strategic enterprise management systems and emerging directions in ERP.

Environmental & Natural Resource Economics
This course looks at the relationship between economic activity and the natural environment. It deals with such topics as the exploitation of natural resources, environmental pollution and the natural environment as a source of enjoyment. It also discusses the notion of sustainable development. 'Development that meets the needs of the present without compromising the ability of future generations to meet their own needs'.

European Union Law I
The course is an introduction to the role of the institutions of the European Union in promoting European integration. Consideration is given in particular to the functions of the Commission, the European Parliament, the Council and the Court of Justice. Comparative reference is made to the institutional development of other European organisations, such as the Council of Europe.

European Union Law II
The course deals with the substantive law of the European Union. Particular emphasis is given to the basic freedoms of Community law: the free movement of goods; the free movement of persons; the freedom of establishment; the freedom to provide services; the free movement of capital; and the free movement of payments. Consideration is also given to Union policies such as competition policy, the common agricultural policy, regional policy, industrial policy and social policy.

Financial Management I
Financial Management; Interpretation of Financial Statements; Management of Working Capital; Sources of Capital; Financial Institutions; The Stock Exchange; Capital structure and cost of Capital; Project Appraisal; Cost/Benefit Analysis: Valuation; Mergers and Acquisitions.

Financial Management II
Financial strategy development; Financial services legal and regulatory environment and corporate governance; Investment decisions; strategic financing decisions; Risk decisions; Business valuations

Financial Management III
Capital Structure Theory; Management of Capital Structure; Dividend Policy; Portfolio Theory and Capital Asset Pricing; Investment Decision under conditions of risk and uncertainty; Cost of Capital; Adjustments to Cost of Capital for business risk and financial risk; The Leasing Decision; Mergers and Acquisitions. Long-term Sources of Finance.

Global Marketing
The objective of this course will be to provide students with an introduction to international marketing through study of the international marketing environment and the decisions which are required to develop international markets. The course will focus in particular on analysis of international markets and decision making in the international environment. International market analysis will include study of the data sources currently available on international markets, methods of screening export markets, and export marketing research. International marketing management-coverage will include product development and adaptation for exporting, international distribution, pricing and promotion strategy formulation and implementation. The course will include an analysis of Irish export marketing performance and will in general have an orientation towards the Irish exporter. The course will be taught mainly by non-lecture forms of instruction. Students will be expected to undertake projects and case studies which will form the major course activities.

Health Economics
This course covers the following topics: health care as an economic commodity; agency in health care; the demand for health; economic evaluation of health care programmes; output measurement for resource allocation, hospitals, technology and the supply of health care; equity in health care; and the financing of health care. In addition, students must do an essay on a specific health economics problem.

Human Resource Management
The objective of this course is to enable students to understand and apply appropriate human resource policies and practices. Topics include: personnel policy choice; human resources and the economics, political, legal and business environments; resourcing; reward, relations; and training and development.

HR Practice
The aim of this module is to provide students with the opportunity to apply human resource concepts, tools and techniques in practice. The module builds on material studied in other stream modules emphasising the combination of knowledge and skills required for effective HR professionals. The purpose is to begin the process of developing competencies that are essential for HR practice. Therefore, the emphasis is placed on skills development and application. The module is structured around functions, contemporary processes and applied issues in HR.

Inferential Statistical Methods for Business
This module demonstrates methods in statistical inference with applications in Business, Finance, Marketing and Economics. This is a first course in statistical inference covering sampling distributions, construction of confidence intervals, hypothesis testing, and communication of results of analysis in application.

International Financial Reporting I
The objectives of this course are to complete the development of the accounting skills necessary to allow students to progress to more advanced study of Accounting, and to introduce students to the environment and practice of Financial Reporting.
Topics covered will include: Review of conventional accounting measurement and reporting, the accounting process, and double entry systems; Preparation of Final Accounts from the Trial Balance; Adjustments; Accounts from incomplete records; Computer-based accounting systems. The regulatory Framework of Financial Reporting; Introduction to legislative and other requirements for company reporting; Preparation of final accounts for Companies.

International Financial Reporting II
The objectives of this course are to introduce students to some more complex problems in accounting practice, to review alternatives to conventional historic cost accounting and to provide an introduction to auditing.
Introduction to Group Accounts and to Accounting for Associated Companies; Critical evaluation of selected Accounting Standards; Alternative Income and Valuation Models; Introduction to the external Audit function in relation to company accounts.

International Financial Reporting III (prerequisite: Int Fin Reporting. II)
The objectives of this course are to develop in students an awareness of the methods available for dealing with advanced problems of Financial Reporting and to consolidate their ability to prepare and analyse company financial statements.
Problems in Group Accounts; Accounting for Foreign Currency Translations; Accounting for Leases; Taxation in Company Accounts (particularly Deferred Taxation); Further review of Accounting Standards; Review of the preparation and analysis of Company Financial Statements.

Industrial and Intellectual Property Law
This course will examine the legal protection granted by statute and the common law to industrial and intellectual property. It will examine patent law, copyright and trade mark law, beginning first with an examination of the economic justification for such rights and then proceeding to examine the different sections in detail. Consideration will also be given to breach of confidence and EC competition law as it bears upon intellectual property rights.

Information and Operations Management
The course is designed to develop students' understanding of enterprise information and operations management. Students will learn how firms are managing business processes and enabling innovation with the use of complex technology infrastructures. The course will focus on how information and operations management create, support, and sustain both global and smaller enterprises. Topics will include: Understanding Enterprise and Business Processes; Enterprise Systems; Business Intelligence; Global Collaboration and Social Networking; Innovation and ICT; Information Security and Data Intergrity; Supply Chain Management; Designing Operations; Operations Management; and emerging issues in information and operations management.

Information Systems Innovation
The objective of this course is to develop in students an understanding of innovation and innovation strategy, the management of innovation projects, and the impacts of innovation in Information Systems and technology-based contexts. Topics may include: importance of Information Systems and Technological innovation, sources of innovation, innovation types, market entry, developing new enterprises, strategy and systems innovation, protecting innovation, choosing and managing innovation projects, impact of innovation, new and emerging issues in Information Systems and Technological innovation.

Information Systems Project Management
The objective of this course is to develop in students an understanding of the fundamentals of project management in an Information Systems context. Topics may include: Project Planning and Organisation; Project Strategy; Assistive Technologies for Project Management; Project Scheduling, Monitoring and Control; Configuration Management; Project Lifecycles; Success Factors and Risk; Project Maturation; Stakeholders; Leadership; Project Communication; Collaboration and Teamwork; Process Improvement; Project Evaluation; Software Quality Management; emerging topics.

Information Systems Strategy and Planning
The objective of this course is to develop an understanding of the roles of information systems strategy and planning in the overall strategy of businesses. Topics may include: aligning information systems with business and organisational strategy; information systems strategy; strategic information systems planning and management; information systems value creation and appropriation, information systems and the design of work; strategic IT architectures and infrastructures; ethics in IS strategy and planning; emerging topics in information systems strategy and planning.

Innovation, Creativity & Enterprise

Individuals, organisations, society and the economy are impacted at an ever-increasing rate by new and changing products, technologies, services, processes and norms.

This course aims to introduce students to the theory and practice of innovation in organisations, society and the economy. The course will highlight current thinking and recent developments with respect to innovation across a range of business disciplines. While focusing on innovation within organisations, entrepreneurship and the impact of innovation on individuals and society will also be included. It is designed to educate students to recognise and develop opportunities for innovation in response to organisational challenges.

International Business

International Business combines the science and art of business management with many other disciplines such as economics, anthropology and political science. The evolution of international business as an identifiable academic discipline is as a direct consequence of the growth of multinational business organisation and the emergence of what is widely termed the global economy. This course aims to guide the student in understanding the arena in which international business is conducted. It ranges from micro issues of staffing and strategic management to macro issues of political, economic and sociocultural analysis. By the end of the course, students should be able to identify, analyze, and understand the organizational impact of a wide variety of global management issues. In addition, students should be able to develop broad, strategic solutions and/or plans of action in response to any combination of market, political, socio-cultural, and /or competitive global force.

International Economics

This course will address issues relating to the causes and consequences of the international exchange of goods, services and money. The effect of government policies on international exchange and the welfare of countries will also be explored. There are two distinct halves to this course. The first part is devoted to the real economy and the approach is microeconomic. The second part looks at macroeconomic aspects of open trading economies with a special emphasis on countries of the European Community.

International Trade Law

This course examines the legal framework of the international trade system. The ways in which a State may encourage or frustrate trade are considered such as most favoured nation clauses, national treatment clauses, escape clauses, dumping and export subsidies. Particular attention is devoted to the roles of the General Agreement on the Tariffs and Trade (GATT), the International Monetary Fund, and, in the context of North-South trade relations, the United Nations Conference on Trade and Development (UNCTAD).

Introduction to Financial Economics

The aim of this course is to provide a general introduction to financial institutions, markets and instruments. The course examines the roles of the principal types of financial institutions in the retail, wholesale and international banking, building society, and finance house sectors; the principal investment institutions; the basic structure and operation of the principal Irish and global financial markets: equity, bond, money, foreign exchange, futures and options markets. This course is also designed to introduce the basic principles of financial economics by examining the relationship between finance and the real resources and objectives of an organization; agency theory; and the theory of the maximisation of shareholder wealth. Finally, the course provides an introduction to investment analysis by developing an understanding of the economic characteristics of the principal forms of financial instrument issued or used by companies and the ways in which they may be issued and valued; and the characteristics and uses of financial futures, options, and swaps.

Ireland in the Global Economy

This course draws upon economic theory and empirics to consider Ireland's evolving role in the global economy, insofar as this constitutes an essential part of the context within which government, enterprises and citizens operate, and their behaviour understood and evaluated. Central themes in the course are the nature and extent of the integration of product and factor markets, the operation of domestic and supra-national institutions in managing that integration and their conduct of economic policy. Particular themes may include a survey of contemporary developments in the Ireland and the global economy, the applied economics of economic growth and innovation, the economics of human capital and labour markets, fiscal policy institutions and strategies, and European economic and monetary integration.

Lean Principles for the IS Professional
The objectives of this module are to examine, in-depth, the role of the IS Professional in contemporary organisations and to develop an understanding of how Lean principles can be applied in the IS role. Contemporary IS managers are required to blend technical competence with business knowledge in highly complex and fast changing environments. This requires the IS Professional to have developed a diverse set of management and operative skills.

Logistics and Transportation
This course deals with the logistics and transportation approach to the management of business. The students will study the supply chain and learn how elements of the supply chain work together an integrate with other organisational aspects.

Macroeconomics and the Business Environment
This is an intermediate macroeconomics module dealing with the theory and practice of macroeconomics. It builds upon the concepts and principles covered in first year macroeconomics. The objective of the module is to understand the core models in (short-run) macroeconomic theory and to learn how these theories can be applied to various short-run policy issues, both domestically (Ireland) and in an international (EU/eurozone) setting..

Macroeconomics and Public Policy
Macroeconomics is concerned with the major economic issues such as unemployment, inflation, and the interrelation between income distribution and economic growth. Several theoretical models have been developed in the literature to study the fundamental causes of these issues. Many of these models serve as analytical frameworks in which applied economic policy analysis is conducted. Examples include the Keynesian structural macroeconometric models in the 1970s and the New Keynesian DSGE models in the current period. This module considers dominant economic policy regimes since the post-world war II period and examines the macroeconomic theoretic principles and the analytical framework that underpins these policy regimes.

Management Accounting I
The objective of this course is to introduce students to the concepts and techniques of Management Accounting. Topics considered will include Profit-Volume Analysis; Accounting Data for Decisions; Marginal Cost and Cash Flow Concepts in Decision Making; Long-run Decisions; Standard Costing and Budgetary Control Systems; Behavioural Aspects of Control.

Management Accounting II (prerequisite: Management Accounting I)
The objective of this course is to extend the student's understanding of the concepts and techniques of management accounting.
Topics covered will include: Cost Estimation and forecasting techniques, including regression and learning curve models. Product cost accounting: absorbtion and variable costing, service department costs, joint and by-product costing. New technology and costing systems: backflush costing, throughput accounting, and activity-based costing. Non-financial performance measures. Control systems, behavioural implications of control, incentive schemes. Performance reporting and control in divisionalised companies.

Management Accounting III (prerequisite: Management Accounting II)
The objective of this course is to provide students with a detailed understanding of advanced issues in costing, control and management accounting.
Topics covered will include: Transfer pricing. Contingency theory. Process
costing. Cost information and uncertainty: value of information, competitive bidding, variance investigation. Portfolio analysis, multiple-product cost-volume-profit analysis under uncertainty. Agency theory. Accounting controls and non-accounting controls in organisations. Theoretical structures of management accounting. Emerging issues in management accounting.

Management of Organisational Change
The objective of the course is to provide students with a broad introduction to the disciplines of Organisational Development and the management of change. Topics include: The diagnosis of organisational position in the environment; History of Organisational Development (O.D.); O.D. consulting process; The introduction, adoption and implementation of successful change in organisations.

Applied Microeconomics for Business
The main objective of this course is to learn how the techniques and theories of microeconomics can be used to explain how firms and consumers behave. A secondary objective is to understand when the behaviour of firms and consumers is efficient from society's perspective. The emphasis throughout the course is on problem solving.

Marine Economics
This module will introduce students to economic analysis used to evaluate specific marine policies in the areas of marine tourism and recreation, shipping, offshore energy production, aquaculture, fishing, coastal development, and marine ecosystem service provision.

Marketing Analytics and Research
Successful organisations direct all their efforts to giving customers what they want, while still earning a profit. The critical factor in such market dominance is the extensive use of data from Marketing Research. To be truly marketing orientated, companies have to make data work and be information driven. Marketers must actively engage with data searches, analyse, summarisation, interpretation, visualisation and presentation for intelligent marketing decision making and action. The purpose of this course is to achieve a theoretical and practical understanding of the what, how, where, when and why of the quantitative Marketing Research, including Marketing Analytics.

Marketing Management
The objective of this course is to build, expand and deepen key marketing concepts, principles and their application in both an Irish and International context, and thereby bridge the gap between theory and practice.

Media and Marketing Communications
Marketing and promotions methods; the nature of communication; consumer behaviour implications; promotional objectives and budgeting; advertising, including theme development; media choice and strategy; message content and measuring advertising effectiveness; personal selling; management of sales promotion and merchandising; public relations; planning, implementing and controlling a promotional programme. An evaluation of how certain Irish businesses and organisations use promotional methods. Throughout the course emphasis will be placed on the promotional methods that could be used by smaller Irish companies.

Medical Device Law And Regulation
The objective of this course is to examine how the sale and use of Medical Devices are regulated in the market place and examine how regulation itself has been utilised to balance the public interest with that of Medical Device Manufacturers.

Microeconomics and Public Policy
The module provides students with an introduction to topics in advanced microeconomic theory, with applications to public policy where relevant. Topics covered include game theory, oligopoly and regulation, collective decision making and criteria for social choice, general equilibrium and the welfare theorems, uncertainty and information, contracting and externalities. We will consider the appropriate economic role for the State that emerges from an analysis of these topics.

Money and Banking
The objective of the course is to discuss the significance of financial intermediaries in modern financial structures and the issues arising from bank regulation and deregulation. In addition, theories of money supply, money demand and the impact of monetary policy on economic activity and inflation will be discussed.

Operations Research
Mathematical modelling approach to managerial decision making; Problem Formulation; Linear Programming; Network Analysis; Special algorithms of linear programming; Integer Programming; Dynamic Programming; Decision making under uncertainty.

Operations Strategy
Operations and production management as a competitive weapon; Long term benefits of modern manufacturing in the areas of quality, flexibility, market response and customer satisfaction; product/process decisions; management of technology; productivity and its measurement in modern manufacturing and service industries. Components of operations strategy; Use of analytical techniques; Writings of Hayes, Meredith, Porter, Schroeder, Skinner and Wheelwright. Case Studies.

Organisational Psychology
The behaviour of individuals in the workplace is affected by a range of individual, group, and organisational factors which in turn impact on a range of outcomes at different levels. The purpose of this module is to provide students with an understanding of why people behave the way they do in organisations and at work to give students the knowledge of how human behaviour affects organisational functioning.

Public Economics
The aim of this module is to introduce students to the role that public sector plays in influencing resource allocation in a market economy. We will focus on the set of normative rules to guide public sector decision-making using tools of modern welfare economics. On the other hand, we will also show that public economics involves the positive study of how the activities of government (for example taxation, transfers, expenditures) influence resource allocation, relative forces and welfare in the economy.

Qualitative Marketing Research
This module introduces the learner to the key fundamentals of Marketing Research Methods with particular focus on qualitative research techniques.

Quality Systems
Quality Management Systems, Six sigma philosophy, basic statistical quality control, tools for quality imporvement, process capability analysis, Kaizen, quality costs, quality auditing. Quality in a regulated sector e.g. Medical Devices.

Skills for Success
This one-semester course is designed to improve student employability and preparation for the workplace by developing a set of practical skills that form the basis for effective working life. Delivered using a blended-learning approach the course combines; on-line activity, small group workshops and large group lectures to focus on areas such as; self-awareness, communication, teamwork, presentation and career management skills. Learning and skill development from this course is then integrated into other courses that are part of the commerce degree programme.

Strategic Management
This course covers the content, context and process of strategy in different organisational contexts. The course explores the concepts, theories and techniques on which strategic management in the business sector is based and explores their application in a wide range of business settings. The design, implementation and maintenance of strategic planning systems and strategic thinking are central issues of concern throughout the course.

Strategic Management Accounting
Accounting information for strategic management. Cost information for strategic purposes, including target costing, value chain costing, and activity based cost management. Strategic pricing and revenue management. Customer accounting. Strategic performance management. Competitor accounting. Emerging issues in strategic management accounting.

Taxation I
The purpose of this course is to introduce students to the principles and practice of taxation. Principles of taxation. Structure and administration of the Irish tax system. Practical application of the principles of Irish tax legislation and case law in relation to Income tax and Value added tax. Introduction to pay related social insurance and levies. Basic principles of Corporation tax.

Taxation II (prerequisite: Taxation I)
The objective of this course is to extend the student's knowledge of the areas of taxation covered in Taxation I and to introduce the student to the Capital Taxes.
Topics covered will include: Principles of Taxation. Practical application of the principles of Irish tax legislation and case law in relation to Income Tax, Corporation Tax, Value Added Tax, and Capital Gains Tax. International aspects of taxation, including double taxation treaties.

Taxation III
Corporation tax including tax credits for R&D; Anti-avoidance legislation; Losses; Companies in Liquidation; Distributions; Dividend withholding tax; Groups; Capital Gains and Taxation of Investment Companies.
Capital Acquisitions tax including the meaning of gifts and inheritance; territoriality rules; computation of liabilities; exemptions and reliefs; interaction with CGT; treatment of certain limited interests, free use of property; disclaimers and accountable persons rules; gifts from companies. Administration, payment and filing.
Stamp duty including general principles, rates, treatment of gifts and sales of assets; property transactions, Reliefs; Administration, payment and filing.

The Marketing of Services
Services is now the dominant and growing sector of most economies. Services Marketing however is subtly different and more complex than marketing physical products. This course examines the key issues in Services Marketing

including External, Relationship and Internal Marketing; Service Quality; Marketing Research in Services; The Services Marketing Mix; Possible Organisation Structures; Marketing Professional Services; Future Trends.

User Experience Design
This module provides an applied course concentrating on the effective design and development of Information Systems. Topics covered may include: principles of interactive design; the process of interaction design; usability engineering; identifying needs and requirements; understanding users; interaction paradigms and user interface design; design issues for new technologies; data gathering and analysis; user-centred design; lifecycle models; design and prototyping including techniques such as scenarios, use-cases, user profiles; evaluation of interactive systems including usability testing, field studies, inspections and predictive models; usability legislation and directives; emerging topics and issues.

Web and Interactive Media Design.
The objective of this course is to provide students with applied skills in web and multimedia development and production. Topics may include: advanced HTML (e.g. DHTML and XHTML); Web and Multimedia development tools (e.g. DreamWeaver, Flash,); multimedia databases; multimedia development and production concepts; interaction design; usability; web and multimedia project management; graphics development (e.g. Fireworks, Photoshop); animation; audio and video production and editing; new and emerging topics.

Work in a Global Context
This module aims to develop the awareness, skills and knowledge required by managers seeking to work abroad as international executives. The module provides a key grounding in the nature of management in the global context by increasing awareness and understanding of the soft skills in international management, particularly those relating to cross-cultural management. The meaning of culture is explored by drawing on a range of national cultural and institutional models and studies and providing a broad understanding of the international context in which multinational corporations operate. How national culture influences management practice is also considered. In particular the focus will be on the influence of organizational and national cultures on the development and transfer of a wide range of HRM practices For example, in what ways do human resource management and employment practices differ across countries and why? What are the possible underlying cultural and institutional reasons for these differences? The influence of national culture on aspects of organization structure will also be examined. A range of areas in international management will be reviewed including, structure and learning networks, transfer of HRM practices in MNCs, .knowledge transfer and corporate social responsibility. Finally, we consider the emerging challenges of international management. The emphasis will be on how individuals, teams and organizations manage these cultural differences.

PART-TIME BACHELOR OF COMMERCE & DIPLOMA IN BUSINESS

The Part-time Bachelor of Commerce is a four-year online degree programme in business education. The programme will be delivered through online interaction between tutors and students via Blackboard, the Learning Management System in use at NUI, Galway. This programme will continue to be delivered by the J.E. Cairnes School of Business and Economics in conjunction with the Centre for Adult Learning and Professional Development.

Programme Objective
The Bachelor of Commerce is the School's primary undergraduate degree which provides a solid foundation for careers in business, accounting, finance, marketing, management and public administration. The part-time programme is designed to provide the same foundation to people who are currently working in business (or hope to in the future), but who did not or could not avail of third level education immediately following second level. Delivery by online learning allows mature students, with work and/or family commitments, to study at times that suit their needs.

Programme Specific Regulations

Admission requirements
In order to be eligible for admission to this programme, matriculated applicants must have attained the age of 19 by October of the first year of entry. (A matriculated applicant is one who at one or more sittings of the Leaving Certificate and/or Matriculation examination has achieved passes in Irish, English, another language, Mathematics and two other matriculation subjects. Of the six passes, two at least must be at Grade C3 or better on Higher Level papers.) Applicants should have a minimum of ordinary level Mathematics at leaving Certificate level, or equivalent.

Non-matriculated applicants may be eligible to join the Part-time B.Comm if they are 21 or over by January 1st of the year of entry.

Application is made online directly to the Centre for Adult Learning and Professional Development.

As well as meeting the above mentioned age requirements, applicants must satisfy the J.E. Cairnes School of Business and Economics of their ability to undertake the programme. Selection shall be based on the completed application form, educational attainment, relevant work experience. Some applicants may be called to interview.

All applicants, whose first language is not English, or who have not been educated through the medium of English language during their two most recent years of study, must present one of the following qualifications in the English language.
• IELTS – 6.5* (*with not less than 5.5 in any component)
• TOEFL - 88
• Pearson PTE – 61
As well as meeting the above mentioned age requirements, applicants must satisfy the J.E. Cairnes School of Business and Economics of their ability to undertake the programme. Selection shall be based on the completed application form, educational attainment, and relevant work experience. Some applicants may be called to interview. DUPLICATION of above material

Programme structure
Modules with a weighting of 5 ECTS may be semesterised and examined at the end of the relevant semester. All First and Second Semester examination results are considered at the Summer Examination Board Meeting.

First Year

Code	Module	ECTS
EC8102	Economics	10
AY8102	Introduction to Financial Accounting	5
AY8103	Introduction to Management Accounting	5
MS100.1	Information Management for Business	10
MG8102	Contemporary Management Thought	5
AL1100	Skills for Learning	5
MA152	Mathematics	5

Second Year

Code	Module	ECTS
AY8101	Business Finance	5
EC7101	Applied Microeconomics for Business	5
EC7102	Macroeconomics and the Business Environment	5
LW3118	Business Law I	5
MG8101	Management Skills	5
MK8100	Foundations of Marketing Thought	5
MG8103	Organisational Psychology and Analysis	5
MK7104	Marketing Management	5
ST2352	Statistics	5

Third Year

Code	Module	ECTS

Core Modules

Code	Module	ECTS
LW300.3	Business law II	5
MS330.3	Information & Operations Management	5
EC426.4	Ireland in the Global Economy	5
EC8100	Economics of Public Policy	5
AY8100	Management Accounting	5
MK7107	Services Marketing	5
MK7108	Marketing Analytics and Research	5
MK7106	Qualitative Marketing Research	5
MG8100	Work and Employment Relations	5

Fourth Year

Code	Module	ECTS

Core Modules

Code	Module	ECTS
MG440.4	Management of Organisational Change	5
MG8104	Business Strategy	5
MK8102	Cases in Marketing Strategy	5
MK8103	Integrated Marketing Communication	5
MS8101	Implementing Digital Innovation	5
MS8102	Business Intelligence and Analytics	5
MG335.3	Innovation and Entrepreneurship	5

Optional Modules

Code	Module	ECTS
MK8104	Negotiation Skills	5
EC8013	Financial Economics Research Project	5
MG7102	Leading and Managing People	5
MS443.4	IS Strategy and Planning	5

Repeat Examinations

The pass mark on all modules is 40%. A student will be required to re-present for examination (or repeat continual assessment) in any module in which a minimum mark of 40% has not been achieved."

To graduate with a Bachelor of Commerce degree the student must successfully complete all credits associated with course instance.

Syllabii

Economics
The Economics module provides a flourishing and diverse academic environment which integrates teaching and research, theory and empirical applications, in a policy-oriented and interdisciplinary way. The study of economics at introductory level comprises two branches. First, microeconomics analyses the behaviours of individual people in markets as workers, consumers/savers and owners of capital. The second branch, macroeconomics, considers the economy at the aggregate level, combining all those individual people and their enterprises.

Introduction to Financial Accounting
The objectives of this module are to develop in the students, the skills necessary to interpret and use accounting and financial information in a business context. Topics may include, but are not limited to: Accounting Information; The demand for financial information; Measurement and reporting of accounting information; The Principles of Accounting; Financial Analysis and Interpretation of financial information including ratio analysis and reporting assessments of financial performance and financial position.

Information Management for Business
The objective of this module is to develop the skills necessary to apply information management concepts in a business environment. This course will provide you with the following skills: Develop and demonstrate a broad understanding of information and communications technology and information systems. Describe how information systems are implemented and used to manage information in business. Apply spread sheet and database applications to business problems.

Contemporary Management Thought
The primary objectives of this course are as follows: - To introduce you to the key tasks of management: planning, leading, organising, and controlling - To examine the challenges of modern management; entrepreneurship, ethics and corporate responsibility, managing change - To provide an understanding of the management of different types of organisations in different business and global contexts

Skills for Learning
This module will introduce adult learners to online & blended learning. The module aims to bridge the learning gap between their last educational experience and returning to 3rd level education as an adult learner.

Mathematics
The aim of this module is to introduce the basic mathematical principles, techniques and applications that are useful for students in business, economics, management and the social sciences. This is not a course in pure mathematics – each topic in the module will have relevant, real-life applications. There will be an emphasis on mathematical modelling of practical problems.

Introduction to Management Accounting
The objectives of this module are to introduce students to context, theory and practice of Management Accounting. Topics may include but are not limited to: Management uses of accounting information; Costing systems; Cost behaviour; Break-even and Profit-volume analysis; Relevant costs and short-run decision making.

Business Finance
This module will address the following areas: Financial Management; Interpretation of Financial Statements; Management of Working Capital; Sources of Capital; Financial Institutions; The Stock Exchange; Capital structure and cost of Capital; Project Appraisal; Cost/Benefit Analysis: Valuation; Mergers and Acquisitions.

Applied Microeconomics for Business

The main objective of this course is to learn how the techniques and theories of microeconomics can be used to explain how firms and consumers behave. A secondary objective is to understand when the behaviour of firms and consumers is efficient from society's perspective. The emphasis throughout the course is on problem solving.

Macroeconomics and the Business Environment

This is an intermediate macroeconomics module dealing with the theory and practice of macroeconomics. It builds upon the concepts and principles covered in first year macroeconomics. The objective of the module is to understand the core models in (short-run) macroeconomic theory and to learn how these theories can be applied to various short-run policy issues, both domestically (Ireland) and in an international (EU/eurozone) setting..

Business Law 1

The overall aim of the module is to introduce students to fundamental principles of business law and elements of the legal framework within which enterprises operate. The specific aims of the module are to provide an introduction to the Irish legal system; explain the fundamentals of contract law; outline the legal framework concerning contracts for the sale of goods and outline the legal framwork concerning employment contracts.

Management Skills

The course is designed to foster the skills required for successful management today: teamworking, interviewing, accessing, digesting and presenting information. The learning is largely based on structured experiences of teamwork followed by reflection and feedback. Assessment is based on assignments completed between classes using video, multi-media and internet resources.

Foundations of Marketing Thought

This course will provide students with an introduction to the fundamental concepts of marketing, including: a consumer-orientated philosophy and structural framework for business, consumption and buyer behavior, marketing research, segmentation, positioning and targeting. Knowledge of these topics will act as an aid to marketing decision-making during their professional careers.

Organisational Psychology and Analysis

The objective of this module is to equip the learner with the skills and knowledge to master the following learning objectives: Identify the major behavioural science disciplines that contribute to OB while identifying the challenges and opportunities managers have in applying OB concepts. Recognise and describe how organisations manage diversity effectively. Identify early theories of motivation and evaluate their applicability today. Give examples of various motivation models and evaluate how these can measure motivation. Define the stages of group development and demonstrate how groups exert influence on individual behaviour. Contrast groups and teams and analyse the growing popularity of teams in organisations. Describe the communication process and distinguish between formal and informal communication. Define the characteristics that create and sustain an organisation's culture. Describe the communication process and distinguish between formal and informal communication.

Marketing Management

This course extends the student's understanding of core marketing concepts and practice, embracing the marketing mix, product, price, plan and promotion, marketing planning, services and international marketing. Knowledge of these topics will act as an aid to marketing decision-making during the professional careers.

Statistics

This module will cover an introductory course in statistics, covering descriptive statistics, basic probability and methods in inferential statistics.

Information and Operations Management

The course is designed to develop students' understanding of enterprise information and operations management. Students will learn how firms are managing business processes and enabling innovation with the use of complex technology infrastructures. The course will focus on how information and operations management create, support, and sustain both global and smaller enterprises. Topics will include: Understanding Enterprise and Business Processes; Enterprise Systems; Business Intelligence; Global Collaboration and Social Networking; Innovation and ICT; Information Security and Data Integrity; Supply Chain Management; Designing Operations; Operations Management; and emerging issues in information and operations management.

Ireland in the Global Economy

This course draws upon economic theory and empirics to consider Ireland's evolving role in the global economy, insofar as this constitutes an essential part of the context within which government, enterprises and citizens operate, and their behaviour understood and evaluated. Central themes in the course are the nature and extent of the integration of product and factor markets, the operation of domestic and supra-national institutions in managing that integration and their conduct of economic policy. Particular themes may include a survey of contemporary developments in the Ireland and the global economy, the applied economics of economic growth and innovation, the economics of human capital and labour markets, fiscal policy institutions and strategies, and European economic and monetary integration.

Management Accounting 2

Accounting data for short-run and long-run decisions; Profit-volume analysis; Marginal cost and cash flow concepts in decision making; Activity based costing; Standard costing and budgetary control systems; Behavioral aspects of control; Pricing; Cost estimation and prediction

Marketing Analytics and Research

Successful organisations direct all their efforts to giving customers what they want, while still earning a profit. The critical factor in such market dominance is the extensive use of data from Marketing Research. To be truly marketing orientated, companies have to make data work and be information driven. Marketers must actively engage with data searches, analyse, summarisation, interpretation, visualisation and presentation for intelligent marketing decision making and action. The purpose of this course is to achieve a theoretical and practical understanding of the what, how, where, when and why of the qualitative Marketing Research, including Marketing Analytics.

Qualitative Marketing Research

This module introduces the learner to the key fundamentals of Marketing Research Methods with particular focus on qualitative research techniques

Business Law II

The overall aim of the module is to build on the knowledge of business law gained in the first Business Law module, to familiarise the learner with the fundamentals of business organisation and company law, and to examine some of the main areas of law relevant to managers and entrepreneurs.

When you have successfully completed this module, you will be able to give an overview on data protection and data privacy at National and EU level: discuss Irish law in relation to computer crime; outline the legal obligations of Irish emplyers in relation to health and safety legislation; critically evaluate the legal structures of business enterprises; explain and apply the principles of partnership law and company law and discuss the main areas of law in relation to commercial enterprise.

Economics of Public Policy

This course is designed to provide the analytical foundations for an exploration of the balance between private and public resource allocation in modern economies.

Marketing of Services

This course outlines the unique features of services and examines how services marketing differs from product marketing. Service encounter frameworks are explored, and the elements of the marketing mix are examined from a services perspective.

Work and Employment Relations

This module is designed as an introductory foundation to the areas of industrial relations and human resource management. The objective of this module is to present an introductory foundation to the areas of industrial relations and human resource management. Focusing on the human aspect of business, the module explores the nature of the relationship between employee and employer and looks at how that relationship is regulated on a day-to-day basis. The module will give a broad-based overview of contemporary Irish industrial relations highlighting some of the key actors, institutions, processes, and employment law. The second part of the course focuses on the management of human resources and some of the core concepts and practices associated with managing people in organisations. The module consists of six units. Each unit covers a specific area of the subject and lays out a clear programme of work, setting out which chapters of the core textbook you will need to read for each unit, and other activities which you will need to complete.

Negotiation Skills
The objective of this course is to give students such theoretical background as will enable them to analyse negotiating situations and prepare appropriately. Role-played case studies will be used to help students acquire the skills and tactics of negotiation. Topics include: approaches to understanding negotiating behaviour; preparation for negotiations; analysis of different negotiating situations; game theory and decision analysis; and conflict and negotiation within organizations.

Innovation & Entrepreneurship
Entrepreneurial motivation; profile of entrepreneurs, inventors and innovators. Stages in starting a business from idea generation and evaluation, through negotiation, to birth and survival. Innovation management of technical, social, legal, and ethical issues in innovating and implementing technology; strategic technology and innovation management; aligning new technologies with strategic business objectives; acquiring and developing strategic technological platforms; managing R&D; managing innovation partnerships and alliances. Key aspects of the start-up process including marketing, resource identification, financing, growth strategies. The role of state supports for entrepreneurship and innovation.

Information Systems Strategy and Planning
The objective of this course is to develop in students an understanding of innovation and innovation strategy, the management of innovation projects, and the impacts of innovation in Information Systems and technology-based contexts. Topics may include: importance of Information Systems and Technological innovation, sources of innovation, innovation types, market entry, developing new enterprises, strategy and systems innovation, protecting innovation, choosing and managing innovation projects, impact of innovation, new and emerging issues in Information Systems and Technological innovation.

Management of Organisational Change
The objective of the course is to provide students with a broad introduction to the disciplines of Organisational Development and the management of change. Topics include: The diagnosis of organisational position in the environment; History of Organisational Development (O.D.); O.D. consulting process; The introduction, adoption and implementation of successful change in organisations.

Business Strategy
The primary objectives of this course are as follows: To provide rigorous exposure to the concepts, theories and techniques on which strategic management in the business sector is based To explore the application of strategic management concepts, theories and techniques in a wide range of business settings To examine the design, implementation and maintenance of strategic planning systems and strategic thinking

Cases in Marketing Strategy
The module examines the processes by which marketing can be managed to create and sustain superior performance in the marketplace. It achieves this by focusing on two key issues in marketing strategy: the identification of target markets and the creation of competitive advantage. The module will also demonstrate the various factors that influence marketing decision-making, and focuses on how the role of marketing is changing in the organisation and in society.

Integrated Marketing Communications
Organisations seek innovative ways of communicating effectively and efficiently with their target audience or public. Marketing communicators are challenged to use communication methods that break through the clutter, reach audiences with interesting and persuasive messages, enhance brand equity, drive sales and achieve strategic objectives. This course provides a contemporary view of the role and importance of marketing communications by examining the various tools within marketing communications such as, advertising, public relations, sponsorship, and online media.

Implementing Digital Innovation
The objective of this module is to explore the strategy, implementation and practice aspects of digital innovation in contemporary business organisations.

Business Intelligence and Analytics

The objective of this course is to examine how different business intelligence and analytical approaches can improve the performance of organisations, and to analyse the types of business problems that advanced analytical tools can address.

Financial Economics Research Project

This is quite a practical module for those interested in conducting research in the area of financial economics and those interested in other financial disciplines. This research module is designed to enable you to get answers to important financial economics problems and deepen your understanding of the concepts involved. Research areas may include: Introduction to Financial Markets and Excel Functions; time Value of Money & NPV; Risk & Portfolio Statistics; Valuing Shares and Bonds; and Introduction to Financial Options.

Leading and Managing People

This course provides a solid foundation to the study of Leading and Managing People. The material delivered and presented highlights the practicality of the issues involved in work and employment, and specifically in managing and leading people. People management is essentially about leading and managing people in a way that both maximises and rewards the contribution each individual makes in the organisation. This course introduces content such as recruitment and selection of employees, how to reward, employment terms and conditions, leading and developing talent, international HRM, and other facets of managing the employment relationship.

DIPLOMA IN SOCIAL GERONTOLOGY (Part-time)

Programme Objective

The objective of the programme is to equip students with the professional and analytical skills necessary to understand age and ageing in a social and economic context and, where appropriate, to enhance and develop participants careers in age-related fields.

Entry Requirements

Applicants will normally be expected to have satisfied the matriculation requirement of the University either on the basis of mature years (aged 21 or over by 1st January of the year of entry) or by satisfying the normal requirements of the University:

a pass in at least six subjects (including Irish, English and another language) at the Leaving Certificate Examination, with at least grade C3 in two subjects on the higher course and at least grade D3 (ordinary or higher course) in the remaining four subjects.

However, applications from those who do not meet either of these criteria will be considered on a case-by-case basis.

Programme Duration

The Diploma in Social Gerontology is a taught, two-year, part-time programme. There are six modules, three in Year 1 and three in Year 2. Each module is worth 5 ECTS, summing to a total of 30 ECTS for the award of the Diploma. An exemption is allowed, but only to a maximum of 5 ECTS. Modules will be examined by an end of semester/year written examination and/or by appropriate course-work. A research paper must be submitted by a date in Summer of the second year of the programme, as determined by the Programme Board. Repeat examinations are held in Autumn. Students may carry forward marks up to 5 ECTS from year 1 to year 2 where an overall pass in the module has not been obtiled.

Programme Content

All students must take the following modules:

Code	Module	ECTS

Year 1

EC161	Introduction to Social Gerontology	5
EC162	Economics of Ageing	5
EC163	Social Perspectives on Ageing	5

Year 2

EC261	Rural Gerontology	5
EC262	Public Policy for Dependent Older People	5
EC263	Research Skills and Research Paper	5
Total		30

A maximum of 50% of the marks in a module may be allotted to course work and assignments, with the exception of the *Economics of Ageing* and *Research Skills and Research Paper* modules which are 100% continuous assessment. Students must complete a research paper on a topic approved by the Programme Board. The research paper shall not be more than 5,000 words long. The research topic will reflect the interest of the student and, where appropriate, may be linked to their employment.

Where a candidate has not succeeded in passing the Diploma as a whole, the marks in modules where a minimum of 40% has been obtained shall be carried forward to all succeeding examinations within the normal two year time-limit.

Syllabii
Introduction to Social Gerontology
The aim of this course is to provide a comprehensive and critical understanding of the key features of ageing and to provide an overview of the main trends behind an ageing population. Students will be given an appreciation and understanding of the economic, social, biological and psychological complexities involved in ageing. The topics covered will include the following: population ageing - past, present and future, housing and living arrangements, biological ageing, sociological and psychological theories of ageing, dependency and interdependency, images of ageing, age, attitudes and ageism, age and wisdom, cross cultural perspectives in ageing.

Economics of Ageing
As the age composition of the population changes, economic consequences can be expected. The aim of the course is to introduce students to some of these consequences. The focus of the course is on selected topics in the economics of ageing, analysed in an international comparative context. The following topics will be covered: life cycle model: consumption, wealth and saving, employment and unemployment, retirement, health and disability, economics of pensions and pension reforms, measuring the economic contribution of older people, economic status of older people, and economic policy for ageing societies.

Social Perspectives on Ageing
The aim of the course is that the students should acquire basic knowledge about the social conditions of ageing in today's society. The course will explore sociological and psychological perspectives on ageing and older people, with a particular emphasis on the social construction of older age. Students will examine the relationship between theory and experience in relation to processes of ageing. They will gain an appreciation of the need for a 'critical gerontological' approach. Students will explore psychological perspectives of ageing within an interdisciplinary framework that incorporates historical, social, environmental and biological elements. The various domains that make up quality of life for older people will also be examined. Some of the specific issues that will be covered include: sociological perspectives on ageing, psychological perspectives on ageing; historical perspectives on ageing, identity, values and relationships in later life, quality of life, ageing in the perspective of a whole life, equality, discrimination, and ageing and ethnicity.

Rural Gerontology
The rural aspect of ageing - more isolation, higher poverty and fewer medical, mental health and social care services - makes the need for people with creative and insightful knowledge of ageing rural populations imperative. Several issues face rural elderly, including delivery of services to geographically isolated older people, transport and sustaining quality health and social care. An expanding number of older people need alternative housing and residential care services which are not available locally. The needs of people in rural Gaeltacht communities is further compounded by communication and language issues which impact on quality of care and quality of life in these regions. The course is designed to provide students with a broad understanding of age and ageing in rural communities in Ireland and elsewhere. The topics covered in this course include: meaning and concepts of place, measuring rurality, rural demography, income and wealth, poverty, housing, transport and environment, health and disability, access and accessibility and long-term care.

Public Policy for Dependent Older People
This module assesses and evaluates the role of social policy for dependent older people in Ireland and internationally. The key areas of social policy and current policy debates are examined for their impact on older people. The course critically reviews the organisation, management and delivery of health and social care services for older people in Ireland. It examines the efficiency, effectiveness and equity of community and residential care services for older people. An analytical framework is also provided for the economic evaluation of existing services. Outcome measurement is explored and quality of life for dependent older people is assessed in some detail. The module also explores financing issues for long-term care in a comparative context. The topics covered in the course include: markets and market failure, social model of ageing, primary care, community care, family care, residential care, dementia, integrated care, quality of life for dependent older people, and funding long-term care.

Research Skills and Research Paper
This course provides an introduction to research skills, concepts and issues in preparation for undertaking individual research papers. Students will be given a practical introduction to a range of methods and basic statistics used in social gerontological research. Students will be given practical support to enhance their writing skills and to help them present their work more effectively. The topics covered under research skills will include the following:

formulating research questions, assessing the strengths and weaknesses of quantitative and qualitative methods, research design, survey methods, collecting and analysing research data, simple statistical examination. Under supervision, students will produce a 5,000 word research paper. The paper could be a piece of practical or empirical work, or a review of the literature on a relevant topic. The paper will revolve around a good question (as opposed to a thesis), and will consider many possibilities and types of evidence.

DIPLOMA IN INTERNATIONAL BUSINESS & FINANCIAL MARKETS (WITH A LANGUAGE)

Course Overview

This programme provides students with comprehensive knowledge and skills in a range of multidisciplinary business subjects. Students will gain expertise in the principles and practices of marketing, management, financial markets and economics in preparation for a career in international business. Students will gain language skills in a choice of European languages, Chinese or Russian. Through their participation in the programme, students will develop the skills to be become business leaders in national and international markets.

This is an ideal programme for students who wish to:
Gain a critical understanding of a number of business functions in international markets;
Understand the influence of international markets on business and management in today's global economy;
Develop basic language skills in a chosen area of interest;
Develop key transferable skills of critical thinking, problem-solving, decision-making and communications skills;
Improve their employability opportunities by re-skilling in the area of international business with a language;

Specific Programme Requirements

The Diploma programme is open to diploma and degree holders of all disciplines, from a University or other recognized third level educational institution. Applicants should hold a NQAI level 7 qualification (minimum), or equivalent.

Key Course Facts

ECTS Weighting:	30 ECTS
Award(NFQ Level):	Level 8
Duration of course:	The programme is part-time and is one year in duration.
Mode of Study:	The programme will be delivered via a combination of blended learning and classroom-based learning modules.

Course Outline

The Diploma in International Business & Financial Markets is divided over two semesters. Students will study two business modules per semester worth 5 credits each and a year-long language module (10 credits) in their chosen area. Students attend language classes on a weekly basis throughout the academic year while the business modules will be taught via blended learning.

Using the blended learning mode students receive easy to follow course materials and attend monthly seminars on a Friday or Saturday (approximately four times per term). Students will also have access to the online learning system which supports students in between face-to-face classes where they can engage with the module tutor and fellow students in the virtual learning environment.

Students choose four business modules and one language:

Business modules (modules may require a minimum enrolment number)

Action Marketing
Electronic Commerce
Management Skills
Ireland in the Global Economy
Innovation & Entrepreneurship

International Financial Markets
Financial Markets Project
Ireland and the Global Economy

Students also have a choice of one of the following language options:
Business Chinese
Business French
Business Spanish
Business Russian

Students with prior learning in Spanish or French will have the option of taking either of these languages at intermediate level.

Requirements & Assessments
Modules are assessed by a combination of written assignments during the semester and a formal examination at the end of each semester.

Career Opportunities
The Diploma in International Business & Financial Markets is aimed at students who wish to develop their careers in today's global business environment. Students will be equipped to take up management, organisational development and team leader roles in a range of organisations and functions such as administration, accounts, ICT, research and development, operations etc. Graduates will be employable in Irish companies wishing to trade internationally and in multinational organisations based in Ireland and abroad.

The programme may provide an opportunity for students to progress to further business qualifications at masters level.

DIPLOMA IN MARKETING

Course Overview
The Diploma in Marketing is aimed at students who seek a qualification to enhance employment opportunities and career progression. The modules covered in this programme provide a solid foundation in the principles and practice of marketing in a global context.
This is an ideal programme for students who wish to:
- Develop essential marketing communication skills
- Gain a critical understanding of global marketing
- Develop business negotiation skills
- Think critically

Spedific Programme Requirements
The Diploma programme is open to mature applicants, aged 21 or over by January 1st of the year of admission. A level 5 qualification (minimum), or equivalent is desirable.

Key Course Facts

ECTS Weighting:	30 ECTS
Award (NFQ Level):	Level 7
Duration of course:	The programme is part-time and is two year in duration.
Mode of Study:	The programme will be delivered online

Course Outline
The Diploma in Marketing is delivered over two years. Students will study 15ECTS in marketing per academic year.
Using online learning, each module will include the following:
- Module pack – detailing module level learning objectives, learning materials and learning resources.
- Interactive discussion forums with tutors and peers.
- Online lectures and/or podcasts.
- All modules will include formative assessments – this type of assessment may be in the form of quizzes, essays, blogs, research reports, e-tivities and presentations. Formative assessment feedback will allow students to identify any learning gaps and provide an opportunity to bridge the learning gap.
- Summative assessment may be in the form of written examinations, reports or research projects.

Modules (all modules are core)

Year 1

Foundations of Marketing Thought
The aims of this module are to introduce the student to the concepts and principles fundamental to marketing theory and to provide a contemporary view of the role and importance of marketing by examining its application in international, European and Irish business situations. Underpinning students study will be the integration of marketing and ethics into the various topics for discussion.

Negotiation Skills
Negotiation is a dialogue to discover common ground among parties with differing aims, needs and perspectives in order to achieve a solution that as far as possible meets people's interests. It is a process by which parties pursue a mutually acceptable outcome, which typically involves elements of creativity and compromise. Negotiation Skills explore how two or more parties with competing interests discuss and manage issues so as to attain an agreement, settle a matter of mutual concern, or resolve a conflict. Negotiation is a valuable leadership and management skill, which is employed in a wide range of business contexts, such as contracts, deal-making, employment discussions, team building and disputes. Negotiations occur in commercial, non-profit and governmental organisations.

MK8101 Marketing Management
Marketing Management is designed to build on the knowledge acquired in Foundations of Marketing Thought. Through a combination of game-based learning, online technology and the development of a Learning Journal, this innovative module allows students to gain a deeper understanding of marketing theory and apply it to real-world settings. While the module is highly experimental and challenging, it is also an engaging and effective way of learning how marketing works in a managerial context

Year 2

Qualitative Marketing Research
This module introduces the learner to the key fundamentals of Marketing Research Methods with particular focus on qualitative research techniques

The Marketing of Services
This course outlines the unique features of services and examines how services marketing differs from product marketing. Service encounter frameworks are explored, and the elements of the marketing mix are examined from a services perspective.

Marketing Analytics & Research
Successful organisations direct all their efforts to giving customers what they want, while still earning a profit. The critical factor in such market dominance is the extensive use of data from Marketing Research. To be truly marketing orientated, companies have to make data work and be information driven. Marketers must actively engage with data searches, analyse, summarisation, interpretation, visualisation and presentation for intelligent marketing decision making and action. The purpose of this course is to achieve a theoretical and practical understanding of the what, how, where, when and why of the qualitative Marketing Research, including Marketing Analytics.

Or
AL1111 Critical Thinking
The module will introduce learners to the concept of critical thinking and its associated skills and applications. Participants will learn about the basic concepts of critical thinking, what it means to think critically, how to think critically and why critical thinking competence is valuable. It will endeavour to build the necessary critical thinking skills required for academic research.

Requirements & Assessments
Modules are assessed by written assignments during the semester .

Career Opportunities
The Diploma in Marketing is aimed at students who wish to develop their careers in today's global business environment. Students will be equipped with the fundamentals to embark on a career path in services marketing and marketing management. Graduates may be employable in a range of retail and marketing organisations.

The programme may provide an opportunity for students to progress to degree level qualification.

DIPLOMA IN MANAGEMENT

Course Overview

The Diploma in Management is aimed at students who seek a management qualification to develop their careers. Students will be equipped with key concepts, knowledge and skills to enable them to embark on a career in management. Graduates may be employable in a range of industries and sectors.

Entry Requirements

The Diploma programme is open to mature applicants, aged 21 or over by January 1st of the year of admission. A level 5 qualification (minimum), or equivalent is desirable. See mature entry requirements.

Course Profile

Aim: The modules in this Diploma provide a solid foundation in the principles and practice of effective management. This Diploma is ideal for students who wish to:
- Understand the principles of contemporary management
- Enhance their leadership capability
- Understand management's role in achieving organisational outcomes and success
- Develop their critical thinking, analysis and decision making skills
- Understand the role of organisational psychology and behaviour in organisational effectiveness
- Develop essential negotiation and management skills
- Apply this knowledge to a wide range of organisational settings.

Content:

Year 1

S1: MG8102 Contemporary Management Thought
S2: AL1101 Critical Thinking
S1&2: MG7102 Leading and Managing People

Year 2

S1: MG8101 Management Skills
S1: MG8103 Organisational Psychology and Analysis
S2: MK8104 Negotiation Skills

Key Course Facts

ECTS Weighting:	30 ECTS
Award (NFQ Level):	Level 7
Duration of course:	The programme is part-time and is two year in duration.
Mode of Study:	The programme will be delivered online
EU/ non- EU fees:	970/1470 euros per annum

Course Outline

The Diploma in Management is delivered over two years. Students will study 15ECTS in management per academic year. Using online learning, each module will include the following:
- Module pack – detailing module level learning objectives, learning materials and learning resources.
- Interactive discussion forums with tutors and peers.
- Online lectures and/or podcasts.

- All modules will include formative assessments – this type of assessment may be in the form of quizzes, essays, blogs, research reports, e-tivities and presentations. Formative assessment feedback will allow students to identify any learning gaps and provide an opportunity to bridge the learning gap.
- Summative assessment may be in the form of written examinations, reports or research projects.

Requirements & Assessments
Modules are assessed by a combination of written assignments, online activities and block release workshops during the semester.

Career Opportunities
The Diploma in Management is aimed at students who wish to develop their careers in a range of business and management roles. Students will be equipped with the fundamental knowledge and skills required to embark on a career in management or enhance their capacity to perform in current management roles. This programme is also suited to self-employed managers seeking to add value to their organisation.
The programme may provide an opportunity for students to progress to degree level qualification.

Start Date
The programme will commence in September 2019.

Applications

Application Procedure:	Applications should be made online at the following address; www.nuigalway.ie/apply
Closing Date:	Friday, 23 June 2017
Application Fee:	30 euros

Find out more

Name & Title:	Louise Coyle
Phone:	091 492144
E- mail:	louise.coyle@nuigalway.ie
Address:	Centre for Adult Learning and Professional Development
Website:	http://www.ptba.nuigalway.ie

Marks & Standards for all Postgraduate Taught Masters Degree, Postgraduate Diploma, Higher Diploma, Professional Diploma and Postgraduate Certificate Examinations (Fulltime and Part-time) and the LLB.

Document Status: Approved – 14/05/2013. Incorporates amendements agreed by Academic Standing Committee on 13/8/2015.

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1. Introduction

These general regulations apply to all Postgraduate Taught Masters Degree, Postgraduate Diploma, Higher Diploma, Professional Diploma and Postgraduate Certificate (Fulltime and Part-time) programmes in the University. Every Postgraduate Taught Masters Degree, Postgraduate Diploma, Higher Diploma, Professional Diploma and Postgraduate Certificate (Fulltime and Part-time) programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the specific College programme regulations and requirements.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee is comprised of the Registrar and Deputy-President (Chair), Deans of College, another representative from each College and the Director of Lifelong Learning. Relevant administrative staff are in attendance at the Committee's meetings. The Committee reports to Standing Committee of Academic Council.

2. Programme Curricula

The University's programmes are organised in accordance with the European Credit Transfer System (ECTS). **Programmes** of study are organised into specific units of study called **Modules**. Each Module is a unit of teaching and learning formally offered within the University, and carrying credit expressed as a number of credit points in accordance with the European Credit Transfer System.

A programme has a prescribed aggregate credit value in accordance with the Level of Study as set-out in Ireland's National Framework for Qualifications, NFQ. Programmes have prescribed Learning Outcomes for each module and for the overall programme. **Module Descriptions and Weightings**

3. Module Descriptions

Module Descriptions will be specified in the University's central **Module Repository** (or "Module Manager" System) and be set out in the **Programme Descriptions and Regulations** for each College's programmes.

Individual modules will have an ECTS credit weighting of 5 ECTS, but may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

Credit is awarded to students who obtain a minimum of 40% on a module (see also provisions on compensation at 5.5 below).

4. *Arrangements for Assessment and Formal Examination*

The University's standard examination periods for Taught Postgraduate Programmes are
- End of Semester 1
- End of Semester 2
- August, in respect of programmes provided over 3 semesters and ending in August
- Repeat (of Semester 1 and 2) Examinations (August).

The holding of examinations outside of these periods requires the prior approval of the Academic Regulations Committee.

Repeat examinations will be held for all programmes and modules unless the prior approval of the Academic Regulations Committee for repeat examinations not to be held is given. Repeat examinations for modules examined in Semester 1 and Semester 2 will be held in August. Repeat examinations for modules examined in August will not be held until the following August.

Some Postgraduate Taught Masters Degree, Postgraduate Diploma, Higher Diploma, Professional Diploma and Postgraduate Certificate (Fulltime and Part-time) programmes are provided over three semesters, ending in August, and there will be requirements in respect of such programmes for the submission of material for examination in August or September.

Modules may be assessed in any combination of formal examinations, minor dissertation, assignments, projects, essays, papers, reports, presentations & debates, locally set exercises, laboratory or field-work, or other experiential learning.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and timetabled centrally, the examination will be of standard **two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit module might attract two 2 hour examinations). In exceptional circumstances, where robust academic assessment reasons require longer examinations, 3-hour (or longer) examinations may be facilitated. Approval for such arrangements will require the prior approval of the Academic Regulations Committee.

5. *Time Limit for Completion of Programmes*

Colleges will set out in Programme Regulations the time-limit within which Postgraduate Taught Masters Degree, Postgraduate Diploma, Higher Diploma, Professional Diploma and Postgraduate Certificate (Fulltime and Part-time) programmes must be completed. Credit gained for particular modules will lapse at the end of the prescribed time-limit period unless the College provides otherwise.

6. *Passing and Progression*

The Examination Board is the formal examination authority for each College and examination session. Chaired by the Dean, the Board is made-up of academic staff members of the College and external examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only decisions approved by the Examinations Board will be formally recognised as official University examination results, relating to Passing, Progression, Determination of Honours, and Granting of Deferrals.

Examination Boards will be held on completion of a programme and at the end of each programme year. The Examination Board held on completion of the programme will determine the overall result and will apply compensation provisions. The Examination Board held at the end of a programme year will determine eligibility to proceed to the next programme year.

6.1. *Progression*

Where a programme is taught over more than one year there will be a requirement that the previous year be satisfactorily completed before the student registers for a subsequent year.

6.2. *Passing*

The pass mark on all modules is 40%. Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade, it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall mark for the module will be returned. Marks will not be returned for components of a module.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

6.3. *Carrying Forward Marks*

A student will be given credit for modules passed and will not have to represent for examination in any module in which a minimum mark of 40% has been returned within the time limit set out in regulations for the successful completion of the programme (see section 5 above).

6.4. *Material Assessed at Repeat Examinations*

Marks for components of a module (i.e. sub-module assessment elements) from previous attempt(s) do not carry forward from one assessment to the next unless the relevant College
has made provision to exempt a student from retaking specific components for academic reasons.

6.5. Compensation Provision for Programmes of _One_ Year Duration

Compensation will only be applied in cases where its application enables the student to successfully complete the programme as a whole.

The pass standard for a Module is 40%. However, a student with marks of less than 40% in one or more modules will be deemed to have passed the programme provided

- the aggregate mark for all modules is at least 40% **and**
- the mark in every module is 35% or more **and**
- the module(s) with marks in the range 35-39% total

1. not more than 5 ECTS in the case of programmes with an ECTS weighting of 30 – 55
2. not more than10 ECTS in the case of programmes with an ECTS weighting in the range 60 - 85
3. not more than 15 ECTS in the case of programmes with an ECTS weighting of 90 or above.

Note: compensation provision will not apply in the case of programmes with an ECTS weighting of less than 30.

The carrying forward of marks does not invalidate the potential for compensation provision.

Where a module has been passed by compensation the mark for the module will appear on transcripts with a grade of Pass by Compensation.

In some programmes, Compensation may not be allowed in core or mandatory prescribed modules or groups of modules, as to do so would undermine the achievement of the learning outcomes for the Programme. These specific regulations will be set-out in the College's **Programme Descriptions and Regulations** for the relevant degree programmes.

6.6 Compensation Provision for Programmes of More than One Year Duration and the Part-time LLB.

In the case of programmes of more than one year duration compensation will be applied, provided the following criteria are met.

The pass standard for a Module is 40%. However, a student with marks of less than 40% in one or more modules will be deemed to have passed the stage (year) of the programme provided:

- the aggregate mark for all modules is at least 40% **and**
- the mark in every module is 35% or more **and**
- the module(s) with marks in the range 35-39% total

1. not more than 5 ECTS in the case of programmes with an ECTS weighting of 30 – 55 for the stage (year).
2. not more than10 ECTS in the case of programmes with an ECTS weighting in the range 60 – 85 for the stage (year).

Compensation is only applied when the overall mark is being calculated at the completion of a stage (year). If, after the end of year Examination Board (June) for first sitting of examinations results (i.e. Semester 1 and Semester 2 examinations), a student has marks in the range 35-39% in excess of the permitted compensation provision ECTS for <u>that stage</u> <u>(year)</u> of the programme, as outlined in bullet points 1-2 above, he/she will be required to re- sit all modules with a mark of less than 40% at the second sitting examinations (i.e. August repeat examinations).

In some programmes, Compensation may not be allowed in core or mandatory prescribed modules or groups of modules, as to do so would undermine the achievement of the learning outcomes for the Programme. These specific regulations will be set-out in the College's **Programme Descriptions and Regulations** for the relevant degree programmes.

7.1 *Capping of Examination Marks*

With effect from the academic year 2015/16 the maximum mark which may be awarded at a repeat examination of a module will be the pass mark for the module, viz. 40%.

There are exceptions in the case of some modules in programmes in the School of Nursing, the School of Political Science and Sociology and the Master of Accounting programme in the J E Cairns School of Business and Accounting, where the maximum mark which may be awarded will be 50%, viz. the pass mark for modules on those programmes. Information on these modules/programmes is available from the Schools.

7.2 *Arrangements for the Implementation of Capping Provisions*

Capping will be applied to postgraduate taught programmes as follows:

1. Academic year 2015-16:
    - Capping applies to all postgraduate programmes commencing in September 2015.
    - Capping does <u>not</u> apply to students who are commencing *final year of a two, three or four year programme in September 2015.*

2. Academic year 2016 -17:
    - Capping applies to *all* years of taught postgraduate programmes commencing in September 2016.
    - Capping applies to students who are returning to complete a taught postgraduate programme after having availed of a period of leave-of-absence, or other such gap in their studies, whether or not such leave was approved by the University

Capping will apply in all cases, as outlined above, unless a deferral has been granted, see Section 9 of this document regarding the University's Deferral Application Procedures.

8. *Award of Honours*

Honours are awarded only on completion of the programme according to the following scheme:

H1 70% on the aggregate H2.1
60% on the aggregate H2.2 50%
on the aggregate H3   40% on
the aggregate

<u>Note (1):</u> Honours are awarded only on the aggregate performance at an Examination as a whole. Honours are not awarded on the basis of results obtained in individual modules.

Note (2): Credit awarded on the basis of a prior award or on the basis of Recognition of Prior Learning (RPL) will be grade neutral and will not be taken into account in the calculation of honours.

9. *Deferral Provision*

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University, as outlined in the Deferral of Examinations Guidelines for students:

http://www.nuigalway.ie/media/deferral_of_examinations_guide_for_students.pdf

10. *Transcripts*

Student transcripts will include details of all modules for which a mark has been entered. The Programme Honours Standard reported will be as for the grade bands set in 6 above. The only additional or alternative annotations will be:

- Exempt
- Absent
- Pass
- Pass by Compensation
- Deferred
- Incomplete
- Audit
- Fail

11. *Dealing with Exceptions or Deviations*

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorised for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

MARKS & STANDARDS FOR ALL STRUCTURED PHD PROGRAMMES

1. *Introduction*

These general regulations apply to all Structured PhD programmes in the University. Every PhD programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the specific College PhD programme regulations and requirements and the University's Guidelines for Research Degree Programmes.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee is comprised of the Registrar and Deputy-President (Chair), Academic Secretary, Deans of College, another representative from each College, the Dean of Graduate Studies and the Director of Adult Education. Relevant administrative staff will be in attendance at the Committee's meetings. The Committee reports to Standing Committee of Academic Council.

2. *PhD Programme Structure*

PhD programmes are aligned with Level 10 of Ireland's National Framework of Qualifications. A fulltime PhD programme is normally of 4 years duration and a part-time PhD programme is normally of 6 years duration.

The University's awards and programmes are organized in accordance with the European Credit Transfer System (ECTS). The Structured PhD **Programme requires successful completion and examination of the research thesis and 30 ECTS of modules, approved by the student's Graduate Research Committee (GRC).** Each module is a unit of teaching and learning formally offered within the University* and carrying credit expressed as a number of credit points in accordance with the ECTS.

The programme of modules should be discussed with the student's supervisor and agreed by her/his GRC. Fulltime students will normally take modules to a weighting of 30 ECTS over Years 1-3 of their PhD programme. In exceptional circumstances students may be allowed to take modules in Year 4, subject to the agreement of the student's GRC. In the case of part-time students, the GRC will specify an appropriate schedule for taking the modules of the programme.

In no case will a student be allowed present her/his thesis until her/his GRC has verified that she/he has successfully completed approved modules to a total of 30 ECTS.

*The University, through the relevant College, may approve courses at another University or Institute towards the 30 ECTS of modules.

3. Module Descriptions and Weightings

The modules will have prescribed **Learning Outcomes**, and carry credit expressed as a number of credit points in accordance with the European Credit Transfer System. **Module Descriptions** will be specified in the University's central Curriculum Management System and will be set-out in the **Programme Descriptions and Regulations.**

Individual modules will have an ECTS credit weighting of 5 ECTS, or may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

4. Arrangements for Assessment and Formal Examination of Modules

Modules on PhD programmes are assessed on a **credit awarded/credit not awarded** basis. Credit will be awarded where the student achieves the minimum passing mark required for the module (normally 40%).

The University's standard examination periods are
- End of semester 1
- End of Semester 2
- Repeat (of Semester 1 and 2) Examinations (August).

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field- work, or other experiential learning.

Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall result for the module will be returned. **A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module** unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

Marks for components of a module (i.e. sub-module assessment elements) from previousattempt(s) do not carry forward from one assessment to the next unless the relevant College has made provision to exempt student from retaking specific components for academic reasons.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and time-tabled centrally, the examination will be of standard **two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit year-long module might attract two 2 hour examinations).

No compensation provision applies in the case of modules taken as part of a structured PhD programme.

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University.

5. Progression

The PhD Progression Board is the formal progression authority for each College. Chaired by the Dean, the Board is made-up of academic staff members of the College and extern examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only those decisions approved by the Progression Board will be formally recognized by the University. The Progression Board of each College will meet in July of each year and will consider the recommendations of relevant Graduate Research Committees.

Progression will be based upon the recommendation of the GRC to the Progression Board. The Progression Board will determine, in respect of each student, whether he/she should:

- Continue with PhD (i.e. progress to the following year)
- Transfer to another Programme *(Indicate which Programme, e.g. a Masters degree)*
- Leave PhD programme
- Note that student has discontinued studies
- Note that PhD degree has been awarded.

6. Examination of PhD Thesis

Arrangements in respect of the examination of the PhD Thesis are set out in the University's Guidelines for Research Degree Programmes http://www.nuigalway.ie/graduatestudies/Current_Students_2/guidelines.html

7. Award of Degree

Standing Committee of Academic Council, having considered the report of the Examiners, takes one of the following decisions in relation to the Ph D thesis:

- Award PhD
- Award PhD, but insist on typographical corrections (1 month)
- Award PhD, but insist on corrections in content (1 month)
- Award PhD, but insist on corrections in content (3 months)
- Refer; permit submission of a revised thesis with second *viva* required (1 year)
- Award a Master's degree
- Award a Master's degree, subject to typographical corrections
- Award a Master's degree, subject to corrections in content
- Reject, with no recommendation as to resubmission.

Honours are not awarded in connection with the award of a PhD or in respect of the modules taken, individually or collectively.

8. PhD Transcripts

Transcripts will show

- PhD awarded
- List of modules taken and for which credit was awarded as part of the programme – ECTS credits awarded per module and total awarded for modules
- The title of the thesis for which the PhD was awarded (subject to systems development. .)
- The date on which the award was approved by Standing Committee of Academic Council (subject to systems development).

9 Dealing with Exceptions or Deviations

Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorized for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

Marcanna & Caighdeáin do gach scrúdú Iarchéime Teagaisc Máistreachta, Dioplóma Iarchéime, Ard-Dioplóma, Dioplóma Gairmiúil agus Teastas Iarchéime (Lánaimseartha agus Páirtaimseartha) agus an LLB.

Stádas na Cáipéise: Faofa – 14/05/2013. Cuimsítear na leasuithe a d'aontaigh an Coiste Seasta an 13/08/2015.

1. *Réamhrá*

Baineann na rialacháin ghinearálta seo le gach scrúdú Iarchéime Teagaisc Máistreachta, Dioplóma Iarchéime, Ard-Dioplóma, Dioplóma Gairmiúil agus Teastas Iarchéime (Lánaimseartha agus Páirtaimseartha) san Ollscoil. Caithfidh gach Máistreacht Teagaisc Iarchéime, Dioplóma Iarchéime, Ard-Dioplóma, Dioplóma Gairmiúil agus Teastas Iarchéime (Lánaimseartha agus Páirtaimseartha) **cloí** leis na rialacháin seo mura ndéanfar foráil dá mhalairt de réir chuid 9 thíos Caithfidh mic léinn aird ar leith a thabhairt ar rialacháin agus ar riachtanais chláir chuí an Choláiste.

Tá na rialúcháin seo faofa ag Comhairle Acadúil na hOllscoile agus rialaithe agus leasaithe ag Coiste Seasta na Comhairle Acadúla, i ndiaidh dóibh a bheith réamh-mheasta ag Coiste na Rialachán Acadúil. Tá an Meabhránaí agus Uachtarán Ionaid (Cathaoirleach), Déin na gColáistí agus ionadaí eile ó gach Coláiste agus an Stiúrthóir Foghlama Fadsaoil ar Choiste na Rialachán Acadúil. Bíonn foireann riaracháin chuí i láthair ag cruinnithe an Choiste. Tuairiscíonn an Coiste do Choiste Seasta na Comhairle Acadúla.

2. *Curaclaim na gClár*

Tá cláir na hOllscoile eagraithe de réir an Chórais Eorpaigh Aistrithe Creidiúna (ECTS). Tá na **Cláir** roinnte ina n-aonaid staidéir ar a dtugtar **Modúil**. Is aonad teagaisc agus foghlama gach Modúl a chuirtear ar fáil go foirmiúil san Ollscoil agus a bhfuil creidiúint ag dul leis a chuirtear in iúl i bhfoirm pointí creidiúna de réir an Chórais Eorpaigh Aistrithe Creidiúna (ECTS).

Tá luach creidiúna comhiomlán leagtha síos do chlár de réir an Leibhéil Staidéir mar atá socraithe i gCreatoibre Náisiúnta na gCáilíochtaí (NFQ) in Éirinn. Tá Torthaí Foghlama leagtha síos do gach modúl agus don chlár ina iomlán. **Cur Síos agus Ualú na Modúl**

3. *Cur Síos na Modúl*

Beidh **Sonraíochtaí Modúil** sonraithe i **dTaisce Modúl** lárnach (nó córas "Bainisteoir Modúl") na hOllscoile agus beidh sé leagtha amach sna **Sonraíochtaí agus sna Rialacháin** do gach clár sa Choláiste.

Beidh ualú creidiúnaithe 5 ECTS ag dul le modúil aonair, ach féadfar iad a thabhairt ina n-iolraithe slána 5 ECTS sa chás go n-éilítear aonaid léinn níos mó de réir dea- chleachtais acadúil.

Bronnfar creidmheas ar mhic léinn a bhaineann 40% amach i modúl (féach ar na forálacha a bhaineann le cúiteamh ag 5.5 thíos).

4. *Socruithe Measúnuithe agus Scrúduithe Foirmiúla*

Bíonn scrúduithe na hOllscoile ar Chláir Teagaisc Iarchéime ar siúl go hiondúil

- Deireadh an Chéad Seimeastair
- Deireadh an Dara Seimeastair
- Lúnasa, i gcás cláir a mhaireann 3 sheimeastar agus a chríochnaíonn i mí Lúnasa
- Athscrúduithe (Seimeastar 1 agus 2) (Lúnasa).

Má theastaíonn scrúduithe taobh amuigh de na hamanna seo caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil.

Reáchtálfar athscrúduithe do gach clár agus modúl ach amháin má fhaightear faomhadh an Choiste um Rialacháin Acadúla roimh ré gan athscrúdúithe a reáchtáil. Beidh na hathscrúduithe do mhodúil Sheimeastar 1 agus 2 ar siúl i mí Lúnasa. Ní bheidh na hathscrúduithe do mhodúil a scrúdaíodh i mí Lúnasa ar siúl go dtí an Lúnasa ina dhiaidh sin.

Cuirtear roinnt Máistreacht Teagaisc Iarchéime, Dioplóma Iarchéime, Ard-Dioplóma, Dioplóma Gairmiúil agus Teastas Iarchéime (Lánaimseartha agus Páirtaimseartha) ar fáil thar thrí sheimeastar, ag críochnú i mí Lúnasa, agus beidh riachtanais i ndáil le gach clár chun ábhar a chur isteach le scrúdú i mí Lúnasa nó Meán Fómhair.

Féadfar modúil a mheas le meascán ar bith de scrúduithe foirmiúla, miontráchtas, measúnuithe, tionscadail, aistí, páipéir, tuairiscí, cuir i láthair & díospóireachtaí, ceachtanna, obair shaotharlainne nó obair allamuigh, nó foghlaim eile ó thaithí.

Sa chás gur scrúdú i bhfoirm **páipéar scrúdaithe foirmiúil** a bhíonn le déanamh don mhodúl agus go mbeidh sé riartha ag Oifig na Scrúduithe agus le cur ar an amchlár go lárnach, mairfidh an scrúdú **dhá uair an chloig** de ghnáth. Sa chás go bhfuil ualú níos mó ná 5 ECTS ag modúl, féadfar roinnt páipéar dhá uair an chloig a chur isteach sa scrúdú foirmiúil nó páipéar amháin dhá uair an chloig agus modhanna measúnaithe eile (e.g. d'fhéadfadh dhá scrúdú dhá uair an chloig a bheith mar chuid de mhodúl 10 gcreidiúint). I gcásanna eisceachtúla, má éilíonn cúiseanna measúnuithe acadúla níos daingne scrúduithe níos faide, d'fhéadfaí scrúduithe 3 huaire an chloig (nó níos faide) a reáchtáil. Caithfear cead a fháil roimh ré ó Choiste na Rialachán Acadúil sula gceadófar é seo.

5. *Teorainn ama chun Cláir a chur i gCrích*

Leagfaidh Coláistí amach i Rialacháin na gClár na teorainn ama ina gcaithfear Máistreacht Teagaisc Iarchéime, Dioplóma Iarchéime, Ard-Dioplóma, Dioplóma Gairmiúil agus Teastas Iarchéime (Lánaimseartha agus Páirtaimseartha) a chur i gcrích. Tiocfaidh deireadh leis an gcreidiúint do mhodúil áirithe ag deireadh na teorann ama mura ndéanfaidh an Coláiste foráil dá mhalairt.

6. *Pas agus Dul ar Aghaidh*

Is é an Bord Scrúdaithe an t-údarás foirmiúil scrúduithe do gach Coláiste agus do gach seisiún scrúduithe. Is é an Déan a bhíonn ina Chathaoirleach agus bíonn comhaltaí acadúla an Choláiste agus scrúdaitheoirí seachtracha ó na disciplíní éagsúla nó ó na Coláistí atá freagrach as cláir idir Coláistí a bhíonn ar an mBord. Caithfidh cinntí a bheith faofa ag an mBord Scrúdaithe chun aitheantas foirmiúil a fháil mar thorthaí oifigiúla scrúduithe Ollscoile
– maidir le Pas, Dul ar Aghaidh, Onóracha agus ligean do mhac léinn scrúdú a chur siar.

Reáchtálfar Boird Scrúdaithe nuair a chríochnófar clár agus ag deireadh gach bliana. Cinnfidh an Bord Scrúdaithe ag deireadh an chláir an toradh foriomlán agus déanfaidh sé iarratas ar fhorálacha cúitimh. Cinnfidh an Bord Scrúdathe ag deireadh na bliana an mbeidh mac léinn incháilithe le dul ar aghaidh chuig an gcéad bhliain eile den chlár.

6.1. *Dul ar aghaidh*

Má mhaireann clár teagaisc níos faide ná bliain caithfidh bliain a bheith curtha i gcrích go sásúil ag mac léinn sula bhféadfaidh sé/sí clárú don bhliain dar gcionn.

6.2. *Pas*

40% an marc pas ar gach modúl. Sa chás go bhfuil measúnuithe éagsúla le déanamh (obair chúrsa, obair shaotharlainne, measúnú leanúnach, measúnú deiridh, etc.) sa mhodúl chun an grád deiridh a bhaint amach **ní gá** pas a bhaint amach in gach ceann de na measúnuithe seo de ghnáth. Ní thabharfar ach marc foriomlán don mhodúl ar ais don mhac léinn. Ní thabharfar marcanna do gach measúnú mar chuid de mhodúl.

Caithfear marc 'Neamhiomlán' a thabhairt d'Oifig na Scrúduithe má bhíonn riachtanas ann go gcaithfear gné(ithe) de mhodúl a phasáil agus nach bhfuil an ghné/na gnéithe sin pasáilte. Caithfidh mac léinn gach gné de mhodúl neamhiomlán a dhéanamh arís mura bhfuil sé sna rialacháin ag an gColáiste cuí go mbeadh mic léinn díolmhaithe ó mheasúnuithe áirithe a dhéanamh arís.

Ba chóir go mbeadh forálacha ag leibhéal an Choláiste mar a chéile do gach clár agus gach modúl sa Choláiste.

6.3. *Marcanna a Thabhairt ar Aghaidh*

Gheobhaidh mac léinn creidiúint as modúil a pasáladh agus ní bheidh air/uirthi aon scrúdú a athshuí má baineadh 40% ar a laghad amach sa mhodúl taobh istigh den teorainn ama a leagadh amach sna rialacháin maidir le tréimhse áirithe a chríochnú go rathúil (féach cuid 5 thuas).

6.4. *Ábhar le Meas san Athscrúdú*

Ní féidir marcanna as measúnuithe an mhodúil (i.e. sub-module assessment elements) a rinneadh cheana a thabhairt ar aghaidh don chéad bhabhta eile mura mbeidh foráil déanta ag
an gColáiste díolúine a thabhairt do mhac léinn ó mheasúnuithe áirithe a dhéanamh ar chúiseanna acadúla.

6.5. *Cúiteamh maidir le Cláir <u>Bhliana</u>*

Ní chuirfear cúiteamh i bhfeidhm ach i gcásanna ina gceadófar don mhac léinn an clár a chríochnú go rathúil ar an iomlán.

40% an marc pas ar gach modúl. Measfar, áfach, go bhfuil pas bainte amach ag mac léinn a bhfuil níos lú ná 40% aige/aici i modúl amháin nó níos mó más rud é

- gurb é 40% ar a laghad an marc comhiomlán do gach modúl **agus**
- gurb é 35% nó os a chionn an marc i ngach modúl **agus**
- an modúl/na modúil nach bhfuil na marcanna sa réimse 35-39% san iomlán

    1. níos mó ná 5 ECTS i gcás cláir le hualú ECTS 30 – 55
    2. agus nach bhfuil níos mó ná 10 ECTS i gcás na gclár a bhfuil ualú ECTS acu sa réimse 60 - 85
    3. agus nach bhfuil níos mó ná 15 ECTS i gcás cláir le hualú ECTS 90 nó os a chionn.

Tabhair faoi deara: ní bheidh cúiteamh i gceist i gcás na gclár a bhfuil ualú ECTS níos lú ná 30 leo.

Má dhéantar marcanna a thabhairt ar aghaidh ní dhéantar neamhbhailí an cumas le cúiteamh a chur i bhfeidhm.

Nuair atá pas bainte amach i modúl le cúiteamh, beidh marc an mhodúil le feiceáil ar na tras- scríbhinní agus Pass le Cúiteamh mar ghrád.

I roinnt clár, d'fhéadfadh sé nach mbeadh cead Cúiteamh a thabhairt i gcroímhodúil nó i modúil éigeantacha nó grúpaí modúl, mar dá ndéanfaí a leithéid d'fhéadfaí an bonn a bhaint de thorthaí foghlama an Chláir. Beidh na rialacháin shonracha seo leagtha amach i Sonraíochtaí agus Rialacháin Cláir an Choláiste do na cláir léinn chuí.

6.6 Cúiteamh maidir le Cláir a mhairfidh níos faide ná Bliain agus an LLB páirtaimseartha.

I gcás cláir a mhaireann níos faide ná bliain amháin cuirfear cúiteamh i bhfeidhm má chomhlíontar na critéir seo a leanas.

40% an marc pas ar gach modúl. Measfar, áfach, go bhfuil pas bainte amach ag mac léinn sa tréimhse (bliain) den chlár más rud é go bhfuil níos lú ná 40% aige/aici i modúl amháin nó níos mó más rud é

- gurb é 40% ar a laghad an marc comhiomlán do gach modúl **agus**
- gurb é 35% nó os a chionn an marc i ngach modúl **agus**
- an modúl/na modúil nach bhfuil na marcanna sa réimse 35-39% san iomlán

    1. gan a bheith níos mó ná 5 ECTS i gcás cláir le hualú ECTS 30 – 55 don tréimhse (bliain).
    2. agus nach bhfuil níos mó ná 10 ECTS i gcás na gclár a bhfuil ualú ECTS acu sa réimse 60 - 85 don tréimhse (bliain).

Ní chuirtear cúiteamh i bhfeidhm ach nuair atá an marc iomlán á ríomh ar chríochnú na tréimhse (na bliana). Más rud é, ag Bord Scrúdaithe dheireadh na bliana (Meitheamh) don chéad suí de thorthaí na scrúduithe (i.e. scrúdaithe Sheimeastar 1 agus Sheimeastar 2), go bhfuil marcanna sa réimse 35-39% ag mac léinn sa bhreis ar an gcúiteamh ECTS a cheadaítear ECTS don tréimhse (bliain) sin den chlár, mar a mhínítear i bpointí 1-2 thuas, caithfidh sé/sí gach modúl ar mharc níos ísle ná 40% a athshuí ag an dara suí de na scrúduithe (i.e. athscrúduithe mhí Lúnasa).

I roinnt clár, d'fhéadfadh sé nach mbeadh cead Cúiteamh a thabhairt i gcroímhodúil nó i modúil éigeantacha nó grúpaí modúl, mar dá ndéanfaí a leithéid d'fhéadfaí an bonn a bhaint de thorthaí foghlama an Chláir. Beidh na rialacháin shonracha seo leagtha amach i Sonraíochtaí agus Rialacháin Cláir an Choláiste do na cláir léinn chuí.

7.1 Marcanna Scrúdaithe a Uasteorannú

Le héifeacht ón mbliain acadúil 2015/16 is é pasmharc an mhodúil, viz 40%, an t-uasmharc is féidir a bhronnadh nuair a bheidh modúl á athscrúdú.

Tá eisceacht amháin i gcás roinnt de na modúil ar chláir Scoil an Altranais is é an marc is airde a bhronnfar ná 50%, is é sin an marc chun pas a fháil sna modúil ar na cláir sin. Tá eolas faoi na modúil sin ar fáil ó Scoil an Altranais.

7.2 Socruithe maidir le hUasteorannú a chur i bhfeidhm

Beidh uasteorannú i bhfeidhm do gach clár teagaisc iarchéime mar seo a leanas:

1. An bhliain acadúil 2015-16:
   - Beidh uasteorannú i bhfeidhm do gach clár iarchéime a gcuirfear tús leis i mí Mheán Fómhair 2015.
   - Ní bheidh uasteorannú i bhfeidhm i gcás mic léinn a chuireann tús le Bliain a dó de chlár dhá bhliain i mí Mheán Fómhair 2015.

2. An bhliain acadúil 2016-17:
   - Beidh uasteorannú i bhfeidhm i *ngach* bliain de chlár iarchéime a gcuirfear tús leis i mí Mheán Fómhair 2016.
   - Beidh uasteorannú i bhfeidhm i gcás mic léinn a thagann ar ais chun a gclár teagaisc iarchéime a chríochnú i ndiaidh dóibh leas a bhaint as saoire neamhláithreachta nó briseadh de chineál eile a ghlacadh óna gcuid staidéir, is cuma má bhí, nó mura raibh an tsaoire sin faofa ag an Ollscoil.

Cuirfear uasteorannú i bhfeidhm i ngach cás, mar atá leagtha amach thuas, mura bhfuil cead faighte an scrúdú a chur siar, féach Cuid 9 den cháipéis seo maidir le Nósanna Imeachta na hOllscoile i leith Scrúdú a Chur Siar.

8. Onóracha a Bhronnadh

Ríomhtar onóracha ar chríochnú an chláir de réir na scéime seo a leanas.

H1   comhiomlán 70%
H2.1 comhiomlán 60%
H2.2 comhiomlán 50%
H3   comhiomlán 40%

Nóta (1): Bronntar onóracha ar an gcaoi a n-éiríonn leis an mac léinn ar an iomlán sa Scrúdú ina iomláine. Ní bhronntar onóracha ar na torthaí a fhaightear i modúil ar leith.
Nóta (2): Tabharfar grád neodrach do chreidiúint a bhronntar ar réamhfhoghlaim nó ar Aitheantas Réamhfhoghlama (RPL) agus ní chuirfear san áireamh é agus onóracha á ríomh.

9. Modúl a chur siar

Caithfear iarratas a dhéanamh ar chead modú(i)l a chur siar go dtí seisiún scrúdaithe eile de réir Nósanna Imeachta na hOllscoile atá i bhfeidhm maidir le Scrúdú a Chur Siar, mar atá leagtha amach i dTreoirlínte do mhic léinn maidir le scrúduithe a chur siar:

 http://www.nuigalway.ie/media/deferral_of_examinations_guide_for_students.pdf

10. Athscríbhinní

Beidh sonraí maidir le gach modúl a bhfuil marc faighte ina leith le feiceáil ar thrascríbhinní na mac léinn. Beidh Caighdeán Onóracha na Céime a thuairisceofar bunaithe ar na bandaí gráid ag 6 thuas. Is iad seo a leanas na nótaí eile a bheidh le feiceáil:

- Díolúinte

- As láthair
- Pas
- Pas trí Chúiteamh
- Curtha siar
- Neamhiomlán
- Iniúchadh
- Teip

11. Déileáil le hEisceachtaí nó Athruithe

Ní ghlacfar le haon athruithe ar na rialacháin seo ach i gcásanna eisceachtúla amháin. Is éard is **athrú struchtúrtha** ann athrú suntasach buan ar na rialacháin seo a d'fhéadfaí a cheadú do chlár amháin nó níos mó. Sa chás go dteastaíonn **athrú struchtúrtha** chun críche acadúla, caithfear iarratas a dhéanamh ar Choiste na Rialachán Acadúil de chuid Choiste Seasta na Comhairle Acadúla, agus déanfaidh an Coiste sin moladh do Choiste Seasta na Comhairle Acadúla maidir leis na hiarratais a fhaightear. Is éard is lámhaltas ann an Coiste Seasta ag tabhairt cead sonrach, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil, clár staidéir a athrú ó na rialacháin atá leagtha síos. D'fhéadfadh **lámhaltas** a bheith ag teastáil ó thráth go chéile agus is faoi Choiste Seasta na Comhairle Acadúla cinneadh a dhéanamh ina leith, i ndiaidh breithniú agus moladh a bheith déanta ag Coiste na Rialachán Acadúil.

MASTER OF ACCOUNTING

POSTGRADUATE DIPLOMA IN PROFESSIONAL ACCOUNTING

Programme Objective:
The objective of the programme is to further develop the conceptual foundations and the academic and professional knowledge and skills of honours business graduates who aspire to careers in accounting.

Entry Requirements:
To be eligible for admission to the programme, applicants must normally hold an honours degree in Business or Commerce, with a significant specialisation in Accounting.

The number of places on the programme will be limited. Applicants may be required to attend for interview and other assessments as part of the selection process.

Programme Duration:
The programme is a taught one-year full-time course, commencing in September each year. Apart from the subjects Strategic Management and Decision Theory & Analysis which are examined at the end of the first semester, examinations are taken in Summer, and a research project must be completed by a date in Summer as determined by the J.E. Cairnes School of Busines and Economics. Repeat examinations are held in Autumn.

The pass mark in each module is 50%. Compensation is not permitted. Candidates are exempted from further examination in modules passed.

Candidates must complete all requirements for the programme within two years of commencement.

A candidate who has passed all of the modules other than the Research Paper within a period of two years from commencement of the programme shall be eligible for the award of Postgraduate Diploma in Professional Accounting.

Content

Code	Module	ECTS	
AY5118	Advanced Financial Accounting I	5	(Semester 1)
AY5119	Advanced Financial Accounting II	10	(Semester 2)
AY5116	Auditing I	5	(Semester 1)
AY5117	Auditing II	10	(Semester 2)
AY5103	Management Accounting	5	(Semester 1)
AY5102	Management Control Systems	5	(Semsester 2)
AY5100	Taxation I	5	(Semester 1)
AY5101	Taxation II	5	(Semester 2)
AY5104	Investment and Financing Decisions	5	(Semester I)
AY5105	Corporate Finance	5	(Semester II)
AY537	Skills for Accounting Research and Practice	5	
AY518	Accounting Research Project	20	

Option – One of the following:

Code	Module	ECTS
MS5104	Decision Theory & Analysis	5
MG571	Strategic Management	5

Total ECTS Credits for the Programme   90

***Note**: The assessment in the module *Skills for Accounting Research and Practice* is based entirely on course assignments.

SYLLABII
Financial Accounting

Advanced Financial Auditing I & II
The objective of this course is to develop in students the ability to prepare, present and interpret complex financial statements. To facilitate this objective, students will develop the ability to read and understand relevant company's legislation and International Financial Reporting Standards and apply these, in the context of appropriate ethical standards, to the preparation of group financial statements

Auditing I
The objective of this course is to give students a professional understanding of the role and function of the External Auditor, the principles that underpin modern auditing and the fundamental core processes involved in the audit of the Financial Statements of a corporate entity.

Auditing II
This module will build on the module 'AY5116 Auditing I' which is a prerequisite to this module. The module will take two broad perspectives: i) The social, legal & Regulatory context of auditing, and ii) complex and contemporary issues in auditing and reporting. (i) This element will extend students understanding of approaches to auditing addressing complex areas such as 'Going Concern' and post audit obligations and challenges. Further, this element will address the preparation of complex and qualified audit reports, and the auditor's responsibilities to report to relevant bodies other than the organisation's members especially in cases of fraud. Finally approaches to auditing in IT settings and approaches to sampling in an auditing context will be covered. (ii) This element will focus on the role of Auditing in a business and societal context and will introduce students to the domestic and European legal and regulatory auditing environment and the challenges for auditing in the modern era.

Taxation I
The objective of this module is to provide an insight into and appreciation of the impact of Capital Gains Tax on business and business decisions. It will assist students to understand and apply the legislation, procedure and practices governing Capital Gains Tax. It will provide an understanding of the principal international aspects of taxation. It will develop in the students a capability to communicate tax related material in a concise, professional manner and enable them to have an understanding of some challenges of working on cross border tax teams. It will also provide an understanding of the theoretical basis for taxation and address ethical and aspects of taxation.

Taxation II
The objective of this course is to provide an insight into and appreciation of the impact of taxation on business and business decisions. It will assist students to understand and apply the legislation, procedure and practices governing Corporation Tax, Capital Acquisitions Tax and Stamp Duty and the interaction of these taxes with Capital Gains Tax. It will further develop in the students a capability to communicate tax related material in a concise, professional manner and enable them to have an understanding of some challenges of working on tax matters as part of a team.

Management Accounting
The objectives of this module are to facilitate students in developing and applying a comprehensive understanding of the role of management accounting information in business decision-making, especially the analysis of complex and unstructured decision situations in a strategic context. The module explores the role of management accounting information in supporting the strategic management processes in an organisation, including strategic cost management and strategic pricing. The module also addresses the design and application of costing systems (both traditional and innovative) in ways which recognise context-specific considerations of a technical, managerial, and cost-benefit nature. Detailed consideration is also given to the use of planning and operational variances, key performance indicators, and other approaches to measuring actual performance against goals.

Management Control Systems
The objectives of this module are to facilitate students in developing an ability to critically evaluate the conceptual and practical issues in the design of managerial control systems, including: distinctive budgetary and non-budgetary mechanisms, divisional performance evaluation, and strategic performance management.

Investment and Financing Decisions

The objectives of this module are to facilitate students in developing and applying a comprehensive understanding of the role of corporate finance in investment and financing decision-making, especially the analysis of complex structured and unstructured decision situations in a strategic context. The module explores the role of finance theory and corporate finance tools and techniques in supporting the strategic capital investment and financing decision-making processes in an organisation.

Corporate Finance

The objectives of this module are to facilitate students in developing and applying a comprehensive understanding of the role of corporate finance in strategic financial decision-making contexts in particular in financing and valuation decisions giving detailed consideration to risk. The module focuses on decision-making under conditions of uncertainty and requires consideration of theoretical and real world conditions in financial decision-making in a strategic context. The module explores the role of finance theory and corporate finance tools and techniques in supporting the strategic investment, financing and related decision-making processes in an organisation.

Accounting Research Methods

The nature and purpose of accounting research. Identification of accounting research issues; hypothesis formulation. Research methods and tools; contemporary accounting research. A priori research; literature review.
Statistical analysis in accounting research: descriptive statistics, probability, sampling, analysis of variance, goodness-of-fit, regression analysis.
Online and off-line sources of research literature and data. Questionnaire design and use. Fieldwork approaches to accounting research. Case study research in accounting. Interpretation and presentation of accounting research findings.

Decision Theoy and Analysis

The objective of this course is to introduce students to the different aspects of decision theory and analysis and specifically how these apply to business. Topics include decision theoy, decision making, framing of decisions, types of decision making, flaws in decision making approaches, group decision making, risk, heuristics, data visualisation in organisational decision making and emerging topics in decision theory and analysis.

Strategic Management

This course covers the concepts, theories and techniques on which strategic management in the business sectors is based and explores their application in a wide range of business settings. The design and implementation of strategic planning systems are central issues throughout the course. Topics covered include an introduction to corporate strategy, strategic management in practice, strategic analysis, resource competencies and strategic capability, stakeholder expectations and organisational purposes, bases of strategic choices and options, strategy evaluation and selection, organisation structure and design, resource allocation and control, managing strategic change, corporate values and ethical choices.

Accounting Research Project

Candidates are required to prepare and submit a research paper on a topic agreed with their research supervisor, and following the specified presentation guidelines. Depending on the scope and depth of the research issue, a joint paper presented by two of more candidates may be accepted. Alternatively, the research project may (at the discretion of the program board) take the form of completion of a number of summer schools, including the preparation and submission of learning logs and/or other assessments.

MASTER OF ECONOMIC SCIENCE: NATURAL RESOURCE ECONOMICS AND POLICY

Programme Objective
Economics is the study of the use of scarce resources to satisfy human needs and wants. Current debates in Ireland and Europe in relation to agricultural policy, food security versus bio-fuel production, fisheries management, offshore energy, marine spatial planning, and 'green' and 'blue' growth clearly demonstrate the importance of thinking about our natural resources with an economist's perspective.

This programme is designed therefore to develop the analytical modelling skills of economics graduates for future employment in the private and public sectors concerned with the environment, agriculture, energy, food, fisheries and other marine sectors. In particular, the programme considers how economic modelling tools can be used to contribute toward the development of an economy's marine, energy and agricultural sectors and, more generally, an environmentally sustainable economy. Particular emphasis is given to the use of quantitative economic modeling techniques and its application to environmental problems and marine, energy and agriculture policy issues.

These modeling skills are increasingly in demand in industry, local and national government, utilities, consultancies, environmental agencies and academia. Employers are looking for economists, with an interdisciplinary background who have good skills across all major areas of economics yet who are quantitatively highly competent.
The programme also aims to deepen students' knowledge of interactions between economy, society and natural resources. Students will have the opportunity to develop analytical modeling tools and draw on concepts coming from many different disciplines and fields of expertise to propose policy measures for sustainable development. They will have the ability to influence the formulation of business and corporate strategies in the marine, energy and agriculture sectors and shape regulatory policy.

The programme is directed by a team of highly-respected teachers, researchers and consultants within the School of Business and Economics at NUI Galway. NUI Galway is also fortunate to be in close proximity to, and have a close relationship with, the Rural Economy Research Centre, Teagasc, the Irish Marine Institute and SEAI. As such, Agricultural, Energy and Marine Policy Researchers within these organizations will participate in the delivery of the programme and these organizations will facilitate the placement of a number of students for work experience and the completion of their minor dissertation.

It is an intensive 12 month taught programme based on course work, examinations, a minor thesis and a student placement. It is also ideal preparation for students considering further postgraduate study in marine, energy and agricultural or environmental economics and policy. Figure 1 provides an outline of the structure of the programme.

The 1MNR1 full-time and part-time programme is being replaced with a new programme in 2018/19 called M.Sc. Global Environmental Economics. For 2018/19 only Year 2 of the MNR programme applies to allow the part-time students complete it.

M.Econ.Sc. (Natural Resource Economics & Policy) (part-time) – Year 2

Programme Content

Students must take all 5 core modules in Year 2

Core	Semester	ECTS
EC506 Econometrics	1	10
EC5103 Natural Resource Governance	1	10
EC517 Cost Benefit Analysis and Evaluation	2	10
EC561 Economic Modelling	2	10
EC505 Dissertation	1 & 2	10

EC506 Econometrics
Topics covered include the linear regression model, dummy variables, biases due to omitted variables, extraneous variables, heteroscedasticity, and autocorrelation, probit and logit models, and regression analysis in practice.

EC5103 Natural Resource Governance
The term "environmental governance" has been widely used in relation to the concept of sustainable development.

The module takes a capital based approach to the study of sustainability. In this regard particular attention will be given to the relationship between social capital, natural capital and physical capital and institutions and regimes that govern these forms of capital in the context of natural resource management.

EC517 Cost Benefit Analysis & Evaluation
Evaluation of public sector projects or programmes is important and is required to ensure that resources are used in the best possible way and also to ensure that the government is getting value for money. The objective of this module is to introduce students to evaluation procedures and to Cost Benefit Analysis, the most commonly employed method for the evaluation of public sector projects or programmes.

EC561 Economic Modelling
The course in Economic Modelling will provide a theoretical underpinning to quantitative modelling in general and, from a practical point of view, will focus on existing model types that are used to provide decision support for policy makers. The models focused on in the practical part of the course will be selected from the following model types: sectoral programming models, computable general equilibrium models, agent based models, micro-simulation models, large scale econometric models and ecological models. Appropriate software packages will be used to work on building up models for practical project-based work.

EC505 Dissertation
The thesis provides an opportunity for independent and original work. The aims of the dissertation is to enable the student to critically evaluate research in economics; to demonstrate independent research and to apply theoretical knowledge acquired; to demonstrate critical thinking skills and to produce a well written minor dissertation of approximately 10,000 words in length that contributes to existing knowledge; and where appropriate is normally linked to an internship. This module involves a series of discussions and meetings with supervisors, submission of research proposals, progress reporting to supervisors within agreed timeframes, and linked to the internship where appropriate.

M.SC. IN GLOBAL ENVIRONMENTAL ECONOMICS

This programme is designed to address many of the greatest challenges facing societies around the world today including climate change, food and energy security, the need to achieve sustainable and resilient forms of economic development, pollution or biodiversity loss. A global environmental economics perspective is central to our understanding of these challenges and students acquire relevant theoretical and practical skills to meet these global challenges and formulate appropriate policy responses. A unique combination of theoretical and applied subjects is delivered through small group teaching by academics as well as industry and policy experts. This guarantees a practical focus that is further strengthened through work placements in related companies or research institutes in Ireland or abroad.

Programme objectives

The programme objectives of the MSc in Global Environmental Economics are:

Core economic knowledge - our graduates will understand and analyse global environmental issues from an economic perspective

Analytical skills – our graduates will have advanced knowledge of economic methods used to analyse environmental problems

Influence public policy – our graduates will have the required knowledge and skills to critically evaluate and inform future public policy in relation to the environment

Global perspective – our graduates will be able to understand interlinkages regarding environmental problems and how these differ around the world

Communication skills – our graduates will have effective communication skills and be proficient with various media

Learning objectives

On successful completion of this programme, graduates should be able to:

- Apply suitable theoretical and practical economic methods to analyse global environmental challenges;

- Conduct economic evaluations of environmental policies and projects;

- Apply advanced econometric and statistical methods to analyse various environmental problems;

- Utilise economic theory and practical skills to inform public policy;

- Discuss and explain differences and similarities regarding environmental problems around the world;

- Critically evaluate and summarize the current scholarly environmental economics literature in selected specialized fields;

- Communicate clearly the outcomes of analyses and recommended actions and decisio

Programme Structure (Full-time)

Semester 1 Core

Mod Code	Module Title	ECTS credits
EC501	Microeconomic Theory	10
EC506	Econometrics	10
EC5118	Climate Change Economics	10
EC5117	Natural Resource Governance & Sustainability	10

Semester 2 Core

Mod Code	Module Title	ECTS credits
EC5115	Environmental Economic Modelling	10
EC517	Cost Benefit Analysis & Evaluation	10
EC5116	Global Issues in Agricultural, Marine and Renewable Energy Economics	10

EC505	Dissertation	10

Plus one optional module

Mod Code	Module Title	ECTS credits
EC5102	Renewable Energy Economics and Policy	10
MG6111	Innovation Management	10
MS5109	Business Analytics with SAP	10
EC5119	Derivatives and Risk Management	10
MK5132	Social Marketing and Environmental Sustainability	10

Programme Structure (Part-time) Year 1

Semester 1 Core

Mod Code	Module Title	ECTS credits
EC501	Microeconomic Theory	10
EC5118	Climate Change Economics	10

Semester 2 Core

Mod Code	Module Title	ECTS credits
EC5116	Global Issues in Agricultural, Marine and Renewable Energy Economics	10

Plus one optional module

Mod Code	Module Title	ECTS credits
EC5102	Renewable Energy Economics and Policy	10
MG6111	Innovation Management	10
MS5109	Business Analytics with SAP	10
MK5132	Social Marketing and Environmental Sustainability	10
EC5119	Derivatives and Risk Management	10

Programme Structure (Part-time) Year 2

Semester 1 Core

Mod Code	Module Title	ECTS credits
EC506	Econometrics	10
EC5117	Natural Resource Governance & Sustainability	10

Semester 2 Core

Mod Code	Module Title	ECTS credits
EC5115	Environmental Economic Modelling	10
EC517	Cost Benefit Analysis & Evaluation	10

EC505	Dissertation	10

Module Descriptions

Semester 1

Microeconomic Theory
The course will cover the core topics in microeconomic theory at the Masters level.

Econometrics
The principal aim of this module is to provide students with a thorough understanding of the core techniques of econometrics and their application, in order to test economic theories and measure magnitudes relevant for economic policy and other decisions. These skills will provide a foundation for subsequent study of quantitative topics in economics and are one of the key elements in the professional training of an economist. The module differs from the standard approach taken in traditional econometrics courses in that it focuses mainly on the issues and challenges that empirical researchers address when they apply econometric methods. The module's approach reflects how econometric instruction has evolved from simply describing a set of abstract statistical recipes, to showing how econometrics can be used to empirically study questions across a variety of disciplines.

Climate Change Economics
This module will apply the theoretical and practical tools of economic analysis to the problem of climate change. A particular focus will be on economic evaluation of the costs of climate change (empirical estimation of climate damages) and the economic tools used to evaluate climate policy (climate-economy models).

Natural Resource Governance & Sustainability
The term "environmental governance" has been widely used in relation to the concept of sustainable development. The module takes a capital based approach to the study of sustainability. In this regard particular attention will be given to the relationship between social capital, natural capital and physical capital and institutions and regimes that govern these forms of capital in the context of natural resource management.

Semester 2

Environmental Economic Modelling
This module covers a number of key economic modelling approaches typically applied in environmental economics. Topics covered are revealed and stated preference techniques, economic experiments, as well as GIS and spatial methods. The course has an applied focus and students learn to estimate and apply several quantitative models.

Cost Benefit Analysis & Evaluation
Evaluation of public sector projects or programmes is important and is required to ensure that resources are used in the best possible way and also to ensure that the government is getting value for money. The objective of this module is to introduce students to evaluation procedures and to Cost Benefit Analysis, the most commonly employed method for the evaluation of public sector projects or programmes.

Global Issues in Agricultural, Marine and Renewable Economics
This module covers economic concepts about a wide range of problems and issues related to agriculture, marine and renewable energy. This course focuses on contemporary issues and topics may vary from year to year. Examples are agricultural production, markets, trade and policy, asymmetric information. Economic analyses to evaluate specific marine policies in the areas of marine tourism and recreation, shipping, aquaculture, fishing, coastal development, and the protection of marine habitats and biodiversity will also be covered. Finally, the course covers energy policies concerned with energy systems including, wind, solar and tidal and wave power. The course has a global emphasis using material from both developed and developing countries.

Social Marketing and Environmental Sustainability
This course challenges the student to consider and critically reflect upon the scope for marketing principals, tools and techniques relevant to the UN SDG17 Goals for social change, innovation and societal challenges. Marketing's insights, concepts and techniques can be applied equally well outside the commercial marketplace in different exchange systems to tackle behaviourally driven social inequalities such as obesity and climate change and drive sustainable goals such as sustainable transport, waste management, ocean literacy and circular economies. This course shows that Marketing, as a provisioning system for private and public offerings, is a means of influencing our behaviours while Social Marketing, as a multiplicity of people and stakeholder systems interacting to create patterns of behaviours, choices and values over time in a dynamic macro-micro context, is a means of influencing our behaviour for the betterment of the individual and society.

Dissertation
The thesis provides an opportunity for independent and original work. The aims of the dissertation is to enable the student to critically evaluate research in economics; to demonstrate independent research and to apply theoretical knowledge

acquired; to demonstrate critical thinking skills and to produce a well written minor dissertation of approximately 10,000 words in length that contributes to existing knowledge; and where appropriate is normally linked to an internship. This module involves a series of discussions and meetings with supervisors, submission of research proposals, progress reporting to supervisors within agreed timeframes, and linked to the internship where appropriate.

Optional Modules

Derivatives and Risk Management
This course is an introduction to modern derivatives and risk management. We begin by exploring the basic features of futures, swaps and options with an emphasis on economic intuition and understanding, although important quantitative techniques are developed. We use the insights developed in these topics to examine some well-known examples of derivatives mishaps and recent applications of derivatives, including credit derivatives and weather derivatives.

Renewable Energy Economics and Policy
A key focus of the module is the optimal provision of renewable energy resources and it addresses problems that arise due to the variability of renewable energy from an economic perspective and the incomplete nature of markets for these resources. The course will address the theory of externalities, missing markets and property rights; the theory of public goods and Nash-Cournot equilibria. Attention is given to energy externalities, public goods, Pigovian taxes in the energy sector, emission standards, tradable permits and tradable energy certificates. The economics of energy distribution systems and energy firm behavior and electricity deregulation is critically analyzed. Electricity pricing systems such as peak load pricing, energy efficiency and energy conservation is explored. The course evaluates specific energy policies concerned with energy systems including, wind, photovoltaic, and tidal and wave power. Emphasis will be given to an analysis of policies concerned with renewable energy in both developed and developing countries.

Innovation and Management
This module provides students with an introduction to the management and strategy of innovation.

Business Analytics with SAP
The objective of this module is to provide students with practical experience of an industry-standard Business Analytics/Intelligence system and knowledge of how such a system may impact organisations. Firstly, this module will involve undertaking a certification in SAP BW through the successful completion of case studies in an SAP education system. Secondly, students are required to reflect on the impact and value of business intelligence systems for organisations.

MASTER OF ECONOMIC SCIENCE: INTERNATIONAL FINANCE

Programme Objective

This programme is designed to provide students with a rigorous understanding of international macroeconomics and finance, enabling them to pursue careers in any area of the finance profession, including financial services, business, and economic policymaking. The programme aims to equip students with the advanced technical skills needed to produce sophisticated analysis of issues in international finance. Graduates with these skills are highly valued by banks and other financial institutions, public institutions such as central banks, and multinational corporations.

The financial services sector is one of the fastest growing sectors of the Irish economy. Over the past decade, employment in the industry has nearly doubled, and media reports continue to highlight an acute shortage of high-skilled graduates to fill job vacancies in the sector. Moreover, financial services has been identified by the Irish government as one of the outstanding avenues for the delivery of high value-added jobs in Ireland and a crucial sector in the further development of Ireland's knowledge-based economy.

In particular, the programme aims to deepen students' understanding of the forces driving the global economy and the operations of international financial markets. Special emphasis is given to current issues in international economic policy and to recent developments in cross-boarder investment, risk-management, and asset pricing.

Students admitted to the course will normally hold a primary degree (level 8) with second class honours, grade 1, or equivalent, which will have included the study of economics to intermediate level. Students who hold a Higher Diploma in Economics with second class honours, grade 1, or equivalent may also apply.

This is a full-time 12-month taught programme based on course work, examinations, and a minor thesis. It is also ideal preparation for students considering further postgraduate study in international macroeconomics and finance.

Semester 1
Financial Econometrics 1
Financial Econometrics 2
Seminar in Financial Economics 1
International Finance
Applied Porfolio Management
Macroeconomic Theory and Policy

Semester 2
Quantitative Methods in Finance
International Monetary Economics
International Finance
Derivates and Risk Management
Dissertation

In addition to coursework, students also complete a minor dissertation.

Course Descriptions **(10 ECTS per course)**

International Finance
This course aims to introduce students to the core issues in international macroeconomics and finance. Topics covered include theories of current account determination, international capital market integration, determinants of the real exchange rate, and dynamic open-economy macroeconomic models.

Financial Econometrics I
These courses aim to equip students with the essential econometric skills used in applied financial analysis. Topics covered include ARMA models, GMM, VARs, non-stationary linear time series, ARCH and GARCH models, and the application of these models to asset management and financial market data.

Applied Porfolio Management
This module builds on the foundation of both financial theory and financial econometrics, their examination and application in a range of contexts. Topics include: Introduction to Portfolio Management (PM), Single Index Model, Evaluating Portfolio Performance, Quantitative Equity PM and Arbitage, Value and Growth Investing, Stcok-Screening and Investment Strategies, Value-at-Risk Methods, Apply VaR, Term Structure, Duration and Convesity, Active and Passive Bond PM.

Macroeconomic Theory and Policy
The objective of this module is to provide a masters-level introduction to macroeconomics organised under six topics: 1. Why are some countries so rich and others so poor. Introduction to growth and development. 2. Irish Economic Growth. 3. Understanding unemployment. A medium-Run Perspective. 4. Understanding Business Cycles. 5. Macroeconomic Policy 1- Monetary and Banking Policy. 6. Macroeconomic Policy 11: Fiscal Policy. Policy –focused debates will be a key component of this course.

Seminar in Financial Economics I and II
The aim of these courses is to provide an opportunity for students to integrate the diverse material in other courses in the context of developments in financial markets and institutions and related policy debates. This may in particular involve further explorations in the literature of the economics of financial markets, and contributions from a number of sources, including financial market participants.

Quantitative Methods in Finance
This course builds on students' existing knowledge of financial analysis and extends to cover further issues in financial markets. The topics to be discussed include advanced asset and derivative pricing theory, empirical issues in finance, market microstructure, financial risk analysis, and additional special topics in finance. The course focuses on the technical aspects of finance both at analytical as well as computational level to provide necessary technologies to analyze high-frequency financial data.

International Monetary Economics
This course deals with applied issues in international monetary economics. Having taken the course, students should be in a position to follow contemporary discussion of central banks and exchange rates, EMU, international monetary policy coordination, financial crises in developing countries, and other special topics.

Minor Dissertation
The minor dissertation shall be approximately 10,000 words in length and shall be original in content but not necessarily be a major contribution to a particular field of study.

EXECUTIVE MASTER OF BUSINESS ADMINISTRATION

Programme Objective
The objective of the Executive MBA programme is to enhance and develop business and management capabilities through real world learning and prepare students for strategic leadership roles in increasingly complex environments.

Entry Requirements
Entry to the Executive MBA degree programme is open to graduates who have at least three years of professional, administrative or business experience. Candidates who have professional qualifications recognised by the J.E. Cairnes School of Business and Economics as being equivalent to a primary degree may also be considered for admission. The admission decision for qualifying candidates is made following an interview. Candidates may also be required to have a satisfactory GMAT score and may be required to secure an acceptable standard in IELTS/or equivalent (with not less than 5.5 in any one component).

At th end of Year 1, Ececutive MBA Students who do not wish to preceed to Year 2 of the Degree Programme may apply to transfer to the Postgraduate Diploma in Management which, on completion of the 10 ECTs project, will be awarded without distinction as to grade.

Programme Structure
The Executive MBA programme is a taught programme, offered on a part-time basis over two years. Candidates will attend classes on a block release basis. Candidates will also attend an induction session at the start of the first semester in first year. Candidates who successfully complete the requirements of the first year and choose to exit the programme are eligible for the award of the Postgraduate Diploma in Management. This award is confined to those first year Executive MBA candidates who, having passed first year, decide not to proceed to second year of the Executive MBA.

FIRST YEAR COURSES FOR THE EXECUTIVE MBA PROGRAMME

The core subjects for the first year of the Executive MBA programme are as follows:

Semester One

Code	Module	ECTS
AY532	Accounting for Managers	5
MG578	Management and Organisation	5
EC554	Economics and the Business Environment	5
MS541	Business Information Systems	5
MK5124	Marketing for Executives	5

Semester Two

Code	Module	ECTS
AY533	Financial Management	5
MG579	Human Resource Management	5
MS542	Enterprise Architecture Management	5

Students will take <u>two</u> electives of Year 1. Students will have the option of doing electives at NUI Galway or those on offer in May on the MBA programme at the University of Limerick.

Summer Year 1

Code	Module	ECTS
MG585	International Study Visit	5
MK516	Business Negotiations	5
MG586	International Management	5
CM501	Strategic Sales Management	5
CM502	Technology Management	5
CM503	Corporate Social Responsibility and Sustainable Enterprise	5
SC6100	Revenue Management in Hospitallity	5
UL_MK6023	Digital Marketing	5

The electives offered will depend on the interests of students, and on the availability of teaching staff at NUI Galway, University of Limerick and Shannon College of Hotel Management.

SECOND YEAR COURSES FOR THE EXECUTIVE MBA PROGRAMME

The second year of the Executive MBA programme is organised on a semester basis, and subjects are examined at the end of each semester. Students must accumulate the 40 ECTS credits for the second year to be eligible for the award of the Executive MBA degree.

Semester One
The subjects in the first semester of the second year, all of which are examined at the end of the semester, are as follows:

Core Course:

Code	Module	ECTS
MG528	Strategic Management	5
AY625	Performance Management, Ethics & Governance	5

Elective Courses:
Candidates are required to select <u>one</u> elective from those being offered from the following list:

Code	Module	ECTS
MG588	Innovation and Entrepreneurship	5
EC5112	Irish Economy in a Global Context	5

Semester Two
The subjects in the second semester of the second year, all of which are examined at the end of the semester, are as follows:

Core Course:

Code	Module	ECTS
MG589	Company-based Interdisciplinary Consultancy Study	15
MG590	Leadership and Change	5

Electives Courses:
Candidates are required to select <u>one</u> elective from those being offered from the following list:

Code	Module	ECTS
MS544	Information Systems Innovation	5
MK517	Strategic Marketing	5

The electives offered in any semester will depend on the interests of students, and on the availability of teaching staff.

The calculation of the final award is based on the combined results of Year One and Year Two - the overall mark to be derived from adding together 40% of the Year One marks and 60% of the Year Two marks.

Syllabii

Year 1
Semester 1

Accounting for Managers
The analysis and interpretation of published financial statements. Use of accounting information by managers. Product costing systems. Cost-volume-profit analysis. Relevant cost data for decision making. Price and output decisions. Decision-making under uncertainty. Activity-based costing and activity-based management. Target costing and lifecycle costing. The control function of management. Use of accounting information for control, including budgeting and variance analysis.

Management and Organisation
This course deals with the role and contribution of management in organisational settings within the broader environment. In addition to the rationale, nature and contexts of management, the course focuses on the classic management functions of planning, decision-making, leading, organising and controlling. In terms of content, the course has a dual emphasis. Firstly, management roles, processes and activities are examined for each of the management functions and across interactions between functions. Secondly, the environmental and organisational imperatives of change, creativity and innovation in management are explored, both in their own right and as core to, and embedded within, the functions of management.

Economics and the Business Environment
The external environment for any business can be characterised by one word: complexity. A study of the main principles of economics can help make sense of this external complexity, and may also be useful in understanding certain options within the firm. Microeconomics and macroeconomics issues are considered in this module, from both a theoretical and applied perspective. Microeconomics is the study of how choices are made by individuals, households, firms and governments. Topics covered under microeconomics include: optimizing decisions of consumers and firms, game theory and strategic interaction, market failure and the role of government, incentives and economic behaviour and risk management. Macroeconomics is the study of economy-wide phenomena, such as economic growth, trade, unemployment, inflation, interest rates, national accounts, currencies and exchange rates. Most of the economic issues that recur in political debate are macroeconomic issues. A model will be developed to examine the possible consequences of different events and policies, both national and global, on the macroeconomy.

Business Information Systems
The objective of this course is to develop an understanding of the importance of Information Systems for business decision making, and managing and sustaining business operations and strategy. Topics may include: Foundation concepts of Information Systems; IS models; the use of IS to support problem solving and decision-making in organisations; decision support systems; cross-functional systems including enterprise systems and customer relationship management systems; e-business and innovation; information security and ethics; IS in a globalised world; managing IS resources; emerging topics and technologies.

Marketing for Executives
This comprehensive module, underpinned by theory and highly applied, provides the essential foundation for marketing in today's dynamic marketplace firmly links theory to best-practice. It provides participants with an authoritative overview of the subject and an understanding of the latest thinking on key contemporary topics. The module offers a value creation approach to the study of marketing, and equips executives with the expertise to position a firm or organisation as the leader in their chosen market.

Year 1
Semester Two

Financial Management
The objective of this course is to introduce students to the principles of financial management, the decision-making needs of financial managers and the various choices of a firm's goals managers can choose to pursue. Topics covered will include: Market Valuation and Present Values; Capital Investment Appraisal Criteria: The Capital Investment Appraisal Process; Risk Analysis in Capital Investment Appraisal: Options and Corporate Finance; the Valuation of Bonds and Shares; the Firms' Cost of Capital, Working Capital Management; the Maturity Structure of Financing and Sources of Finance.

Human Resource Management
This course examines the theoretical and applied aspects of people management within the firm. It explores the workings of the employment relationship in a contemporary context. The course examines the interests and expectations of the parties in that relationship as well as some of the fundamental principles of organisational behaviour. The course will enable students to identify, understand, and evaluate human resource policies and practices at an operational level. The course will also explore the impact of the employee relations framework in Ireland and examine the typical functions of HR departments (including reward management, performance management, training and development, and employee relations).

Enterprise Architecture Management
The objective of this course is to develop an understanding of how to generate and capture value from investments in Enterprise Architecture from a business perspective. Topics may include: aligning IS with business and organisational strategy; IS enabled Business operating models; strategic IS architectures and infrastructures; enterprise architecture maturity; IS strategy; strategic IS planning and management; IS value creation; operations management; advanced topics in cross-functional enterprise systems; supply chain management; contemporary technologies supporting business intelligence and executive information systems; emerging topics.

Markets and Marketing
This course encourages students to consider and critically reflect upon the true substance of marketing ideas, theories and principals to postion a firm or organisation as the leader in their chosen market. Through a combination of game-based learning and online technology this module allows students to gain an understanding of marketing principles and apply it to real world settings. While the module is highly experimental and challenging, it is also an engaging and effective way of learning how marketing works in a managerial context.

Year 1
Summer

International Study Visit
Organisations now operate in a global environment and it is important to understand different perspectives and experiences in an international context. The international study trip will give students the opportunity to visit businesses, attend lectures, and interact with business leaders and others in an international context. This optional study visit will take place in May of year one. Students will write a critical learning reflection diary documenting their experience and learning from the trip.

Business Negotiations
The objective of this course is to give students such theoretical background as will enable them to analyse negotiating situations and prepare appropriately. Role-played case studies will be used to help students acquire the skills and tactics of negotiation. Topics include: approaches to understanding negotiating behaviour; preparation for negotiations; analysis of different negotiating situations; game theory and decision analysis; and conflict and negotiation within organizations.

International Management
As business becomes increasingly globalised managers require the skills to manage diverse groups of workers either in a different national culture or the more diversified workforce in the domestic market. The module provides students with a greater understanding of both a range of international management practices and the management tools and frameworks that will enhance their effectiveness in the soft skills of international management. It enables the students to identify, compare and contrast different management practices adopted internationally and appreciate the impact of national cultures and business systems on leadership styles, decision making styles, and interpersonal dynamics across cultures. Topics covered include cross-cultural communication and negotiation, global ethics, motivation and leadership across cultures, managing global teams.

Taxation
The context and theory of taxation. The basic principles of: Income tax; Corporation tax; Capital gains tax. Capital acquisitions tax. VAT. The incorporation decision. Tax efficient cash extraction. The tax implications of buying and selling a business, whether assets or shares. The patent income exemption.
Tax planning basics. International holding company location decisions.

Strategic Sales Management
Strategic Sales Process (Relationship between Sales & Marketing; Overview of Personal Selling Process; Sales Responsibilities and Preparation; Personal Selling Skills, Negotiation Techniques; Territory Management; Key Account Management) Strategic Sales Management (Managing a Professional Sales Organisation; Sales Structures and Organisations; Sizing the Salesforce & Territory Allocation; Recruitment, Motivating and Controlling a Salesforce; Salesforce Compensation; Sales Performance Metrics & Performance Appraisal; Selling Internationally; Sales Forecasting)

Technology Management
Business opportunities and strategies; Innovation Management; Markets for new products and technologies, identifying and interpreting customer needs, translating customer needs into product specifications. New product and service ideas; Sources of technology, technology transfer, strategic alliances, IPR issues. R&D management, Product Development Process, Prototypes, Product Development Organisation, product commercialisation and launch. Managing technical projects, project definition, planning and execution.

Corporate Social Responsibility & Sustainable Enterprise
Introduction to CSR; defining CSR; critical review of the emergence of CSR in contemporary business practice; the domain of CSR (environment, workplace, community and marketplace); Implementation frameworks such as Stakeholder theory, and relationships and networks approach to business; CSR implementation practices such as performance evaluation and performance reporting board management training, change management, and business planning for sustainable enterprises

Corporate and Commercial Law
Contracts for the sale of goods, consumer protection, reservation of title clauses, hire purchase and leasing. Commercial contracts of agency, bailment, carriage of goods by land, sea and air. Financial services law, negotiable instruments, cheques, electronic transfer of funds, free movement of capital within Europe, European banking regulation. Intellectual property rights, trademarks, copyright and patents, creation, protection, endurance and profit. Regulation of competition policy, national and European, comparative view of US anti trust legislation, enforcement mechanisms, the relationship between intellectual property rights and competition abuses. Remedies at Law and Equity, alternative mechanisms for dispute resolution, arbitration, private courts, negotiation. Bankruptcy, personal versus corporate, historical evolution, philosophical basis, Bankruptcy Act 1988, comparative views from the U.S.

Revenue Managemment in Hospitality
The aim of this module is to expand students' ability to maximise the potential in their business within the hospitality sector (and the tourism industry at large) by using performance indicators and reviewing up-to-date management tools.

Digital Marketing
Digital Connectivity is one of the most powerful forces reshaping the business world at the present time. The proportion of the population connected to the internet, the amount of time they are spending on it and the ways in which they are using it for commercial and leisure activities are all growing exponentially. Digital technologies are fundamentally reshaping supply chains, business models and markeing activities. This module examines the rapidly growing domain of digital marketing. Insgights from theory and practice are reviwed to enable critical reflection on the changes taking place in the nature of marketing. These issues will be examined through interactive class discussions, case studies and video cases on leading international organisations.

Year 2
Semester 1
Strategic Management
The purpose of the course is to expose students to the concepts, theories and techniques on which strategic management is based and to explore their applications in a wide range of settings. The design and implementation issues are central throughout the course. The topics covered include an introduction to corporate strategy, strategic management in practice, strategic analysis, resource competence and strategic capability, stakeholder expectations and organisational purposes, bases of strategic choices and options, strategy evaluation and selection, organisational structure and design, resource allocation and control. This course will also explore how best to manage organisational change by introducing students to the theories and models concerning organisational change that are derived from both Organisational Development and Strategic Management. The course is taught through a variety of methods, including business games simulation, case studies and projects.

Performance Management, Ethics and Governance
Effective performance management and high standards of business ethics and corporate governance are crucial for organisations in the current economy. To survive, organisations must be both creative and efficient and management control systems have a role in balancing these objectives. Lapses in ethical standards in business have highlighted the importance of effective management control systems. Topics covered in this course include the key issues in performance management, types of management control systems, creativity and efficiency paradigms, performance measurement tools and accounting measures of performance, the stages of ethical decision-making, and factors impacting on ethical standards in a business context. In addition, the module will include an introduction to the basic principles and historical context of corporate governance, implications of governance failure, corporate governance in practice and the wider stakeholder community, and corporate governance reform.

Company-based Interdisciplinary Consultancy Study
Serving as the capstone to the Executive MBA, students undertake a group-based, interdisciplinary study of a host company in its industry setting. The objectives are to integrate acquired, discipline-based skills; to apply student knowledge, expertise and experience in the context of a real business situation; and to develop the interpersonal skills needed for effective cross-functional teamwork. Successful project requirements include research, writing and communication skills, analytical and problem-solving capabilities, a value-added focus, a multi-disciplinary perspective, critical evaluative thinking, application of the principles, concepts, theories, techniques and systems of strategy and business disciplines and the ability to work in partnership mode in a team setting. The course is conducted through a wide range of taught modules, experiential learning and in-company study.

Year 2
Semester One Electives

Innovation and Entrepreneurship
Entrepreneurial motivation; profile of entrepreneurs, inventors and innovators. Stages in starting a business from idea generation and evaluation, through negotiation, to birth and survival. Innovation management of technical, social, legal, and ethical issues in innovating and implementing technology; strategic technology and innovation management; aligning new technologies with strategic business objectives; acquiring and developing strategic technological platforms; managing R&D; managing innovation partnerships and alliances. Key aspects of the start-up process including marketing, resource identification, financing, growth strategies. The role of state supports for entrepreneurship and innovation.

Irish Economy in a Global Context
The aim of this course is to increase students' understanding of recent developments and prospects of the Irish economy, the euro area, and the wider global economy and the implications of these developments for businesses and governments. Topics: ·Econominc developments and policy during the boom in Ireland. ·Current policy issues in Ireland: 1 Banking

crisis and policy response. 2. Mortgage arrears. 3. Lending the SME's. Budget. ᐧ The Euro Zone crisis: An overview. ᐧ The Euro Zone crisis: The ECB and Banking Union. Recent developments in the Global Economy.ᐧ

Year 2
Semester Two Electives

Information Systems Innovation
The objective of this module is to provide students with an understanding of Information Systems (IS) as an enabler of organisational innovation, and an innovation in itself. Topics may include: key concepts in the theory and process of Information System innovation; how to manage and apply Information Systems innovation; using explicit skills for defining IS innovation goals, generating ideas, empowering IS teams, and monitoring the results of IS innovation; knowledge management systems for managing innovation; working effectively as an IS professional and as a member of an IS innovation team; presenting, communicating, and promoting IS innovation plans; applying what you have learned to managing IS innovation in an organisation; emerging topics.

Strategic Marketing
Increasingly, marketers are involved in charting the direction of the organization and contributing to decisions that will create and sustain a competitive advantage and affect long-term organisational performance; hence, the emergence of strategic marketing management. Creating and delivering value requires insight into the organisations changing marketplace and decisions regarding how to match the organisation's distinctive capabilities with promising value opportunities. Being able to do this is the key for many marketers to increase their influence and drive profitability. Understanding the strategic dimensions of marketing from a market–driven perspective challenges organizations to: (1) develop a shared vision throughout the organization about the market and how it is likely to change in the future; (2) identify opportunities for delivering superior value to customers; (3) position the organization and its brands in the market place to obtain the best match between distinctive capabilities and value opportunities; (4) recognise the potential benefits of partnering with customers, suppliers, distribution channel members, internal functions, and even competitors; and (5) shape the design of the organization to implement and manage strategy.

POSTGRADUATE DIPLOMA IN MANAGEMENT

Programme Objective

The objective of the Postgraduate Diploma programme is to provide qualified and experienced individuals with a foundation of management education which will help them develop the conceptual and practical skills required to support the practice of management. The Postgraduate Diploma programme also provides participants with a basis for more advanced study of management. Accordingly, candidates who successfully complete the Postgraduate Diploma programme are eligible to apply for admission t othe programme of studies for Year 2 of the Executive MBA degree, and if admitted are given exemption from the requirements of the first year of the programme.

Entry Requirements

Entry to the Postgraduate Diploma in Management is open to graduates and to the holders of professional qualifications recognised by the J.E. Cairnes School of Business and Economics, who have at least three years of professional, administrative or business experience. Applications from non-graduates who have a minimum of five years of professional, business or administrative experience may also be considered provided their educational or professional backgrounds suit them to the requirements of the course. The admission decision is made following an interview. Candidates may also be required to have a satisfactory GMAT score and may be required to secure an acceptable standard in IELTS/TOEFL (with not less than 5.5 in any one component).

Programme Structure

This taught programme is offered on a part-time basis over one academic year. Candidates will attend classes on a block release basis. Candidates will also attend an induction session at the start of the first semester in first year.

Courses for the Postgraduate Diploma in Management
The subjects for the Postgraduate Diploma in Management are as follows:

Semester One

Code	Module	ECTS
AY532	Accouting for Managers	5
MG578	Management and Organisation	5
EC554	Economics and the Business Environment	5
MS541	Business Information Systems	5
MK5124	Marketing for Executives	5

Semester Two

Code	Module	ECTS
AY533	Financial Management	5
MG579	Human Resource Management	5
MS542	Enterprise Architecture Management	5

Summer Year 1

Code	Module	ECTS
MG587	Applied Project	10

Students will take <u>two</u> electives of Year 1. Students will have the option of doing electives at NUI Galway or those on offer in May on the MBA programme at the University of Limerick.

Summer Year 1

Code	Module	ECTS
MG585	International Study Visit	5
MK516	Business Negotiations	5
MG586	International Management	5
CM501	Strategic Sales Management	5
CM502	Technology Management	5
CM503	Corporate Social Responsibility and Sustainable Enterprise	5
SC6100	Revenue Management in Hospitality	5

The electives offered will depend on the interests of students, and on the availability of teaching staff at NUI Galway, University of Limerick and Shannon College of Hotel Management.

Students must accumulate the 60 ECTS credits for the programme within two academic years to be eligible for the award of the Postgraduate Diploma.

Marks and Standards

If a student demonstrates satisfactory completion of 50 out of 60 ECTs credits, they may be permitted to proceed to Year 2 of the Executive MBA degree programme at the discretion of the Programme Board. An exemption from the 10 ECT Applied Project module may be applicable. The Postgraduate Diploma in Management is awarded without distinction as to grade.

Syllabii
The syllabii for the subjects in the Postgraduate Diploma in Management are the same as those for the corresponding subjects in the first year of the EMBA degree programme with the exception of the Applied Project.

Applied Project
Students will complete an applied business project. The objectives are to apply student knowledge, expertise and experience in the context of a real business situation. Successful project requirements include research, writing skills, analytical and problem-solving skills, critical evaluative thinking, and application of relevant principles, concepts, and theories of business and management.

MASTER OF BUSINESS STUDIES (MBS) DEGREE PROGRAMMES

The MBS is a programme of advanced studies and research. It is designed for students who have achieved an honours standard in the B.Comm. (or equivalent business degree) and who have demonstrated aptitude for further study and research in a specialised subject area. It is offered under two modes, namely, Mode A which is primarily by research and major dissertation and Mode B which is primarily by course work, examination and minor dissertation. The facility to complete the MBS by research on a part-time basis is also available.

Entry Requirements
The minimum entry requirement for the MBS programmes is nornally an honours B.Comm. or equivalent business degree, i.e. a Second Class Honours, Grade 2 or higher. However, not all applicants meeting this standard will be admitted as the number of places available in any year will be limited. Furthermore, to be admitted to any subject area, candidates must have taken a substantial amount of that subject in their undergraduate degree.
The MBS selection committee will assess applicants' aptitude for the course, including research ability as well as the performance of candidates in examinations in subjects relevant to their chosen area. Overseas applicants may be required to submit results of both the T.O.E.F.L./IELTS (with not less than 5.5 in any one component), and the Graduate Management Admission Test (G.M.A.T.).

➢ *MBS Mode A*

This mode is available in the following subject areas:
Accounting & Finance,
Industrial Relations & Human Resource Management,
Management Information Systems,

The MBS (Mode A) requires registration for two academic years.

Students must take lectures and present for examinations in the following courses:
- Research Methods (50 marks)
- Quantitative Statistics (50 marks)
- Research Seminar (200 marks)
Further optional courses may be required.

Students in Mode A are required to complete a major research dissertation (which carries 600 marks) under the supervision of staff members. The dissertation is completed in the course of the Summer of the Second Year and must be lodged by the date published by the Examinations Office.

Candidates who, without School permission, present the dissertation after the closing date as specified, or who are resubmitting the dissertation, shall be confined to a maximum mark of 40% in the dissertation.
The degree must be completed within a period of three years from initial registration.

DEGREE OF MBS (PART-TIME)

The facility to complete the MBS by research on a part-time basis is also available.

Candidates must have the approval of the J.E. Cairnes School of Business and Economics to enter the programme. In such cases, the candidate will pursue a programme of studies specified by the appropriate Professor, and must successfully complete a series of assignments related to those studies. The dissertation must be submitted within nine terms from initial registration, unless permission is obtained from the School to extend this time period.

MBS QUALIFYING COURSE AND EXAMINATION

Eligibility
Candidates possessing (a) a B.Comm., H.2.1., who either have not presented in the required subjects for the specialism in question or who have not performed satisfactorily in these subjects at primary degree level or (b) candidates possessing a H.2.1. Degree (other than a B.Comm. or equivalent) and a Higher Diploma in Business Studies.

Structure
For candidates eligible under category (a), the Qualifying Course will consist of appropriate subjects/modules from the B.Comm. or other programmes of the School as determined by the Professor for the specialism in question together with the examinations in those subjects; for candidates eligible under category (b), the Qualifying Course will consist of appropriate subject/modules from the B.Comm. or other programmes of the School as determined by the School and the Professor for the specialism in question together with the examinations in those subjects.

Admission
A decision on admission to the Qualifying Year rests with the M.B.S. Selection Committee. The achievement of a H.2.1 performance in the above mentioned examinations will be required for admission to the M.B.S. programme proper.

M.COMM. DEGREE

A Candidate will be eligible to obtain the Degree of Master of Commerce after the expiration of the period of Nine Terms from the time of his passing the Examination for the Degree of Bachelor of Commerce. The Candidate must:
(a) present a Dissertation;
(b) present such evidence of professional experience as may be prescribed;
(c) perform such other exercises, as may be prescribed.

Candidates for the Degree of Master of Commerce must obtain the permission of the J.E. Cairnes School of Business and Economics before entering on the course. Intending postgraduate students are advised to enquire at the School Office in the first instance. A Second Class Honours Bachelor of Commerce degree, Grade 2 or higher is required for entry to the programme.

MASTER OF SCIENCE IN CLOUD COMPUTING RESEARCH (FULL-TIME)

The Master of Science in Cloud Computing Research is a programme of advanced research, designed to develop participants' research skills and to engage participants in a research programme on a relevant business-focused area of cloud computing and services. The programme can be taken online. A candidate will be eligible to obtain the degree upon the satisfactory completion of courses of study totalling 90 ECTS credits in Research Skills and the presentation of a major Research Dissertation. The dissertation will focus on business-, organisation- or consumer value or interactions with cloud computing, cloud services, applications or platforms.

The normal duration of the full-time research programme is one academic year, commencing in September and ending in the following August. The normal duration of the part-time programme is two academic years.

Entry Requirements

It is expected that applicants will already have a significant undergraduate or postgraduate background in information systems or a related area. Applicants should normally hold a qualification from a university or other internationally recognised academic institution or authority, corresponding to Level 8 of the Irish National Framework of Qualifications (NFQ), to a minimum standard of Second Class Honours (or equivalent). To be eligible for admission to the full- or part-time programme, the candidate should have (i) a degree which includes significant coverage of information systems or related areas with at least a Second Class Grade 1 honours degree award, or at least a Second Class Grade 2 honours degree award together with at least three years of relevant professional experience; or (ii) a degree in any discipline, together with at least a Second Class Grade 1 honours award in a postgraduate programme containing substantial exposure to information systems subjects. Further, the selection of candidates for entry recognises a range of potential incoming educational pathways, including the Bachelor of Business Studies (IS Management stream) and the BA in Information Systems Management degree programmes provided by GMIT.

Further, applicants who do not hold a Level 8 educational qualification but who hold professional qualifications and/or have relevant practical experience are eligible to apply for the programme in accordance with the University's guidelines on the Recognition of Prior Learning (RPL). Such candidates will be required to provide evidence of their previous knowledge and may be required to attend for interview. It is expected that prospective entrants may include persons currently working in industries which have a particular need for cloud computing, cloud services, applications or platforms. All applicants whose first language is not English or who have not been educated through the medium of the English language during their two most recent years of study must present one of the following qualifications in the English language: IELTS score of 6.5 (with not less than 5.5 in any one component), TOEFL (paper based) score of 550, TOEFL (computer based) score of 213, or TOEFL (internet based) score of 80. On a case by case basis, the programme director may deem an applicant's level of English satisfactory and may thus waive this general requirement.

In order to maintain a high standard of tuition and access to facilities, numbers will be limited.

Programme Structure

Code	Module	ECTS
MS5101	Research Skills for Business Students (online)	10
MS563	Research Dissertation	80
	Total ECTS Credits:	90

The Research Skills module is assessed solely on the basis of continuous assessment. The module is delivered online. Students will be assigned a suitable staff member as supervisor for the Research Dissertation. This programme has been constructed in consultation with industry. Students register for the programme in September, with the expectation that the Research Dissertation is submitted by the end of that academic year, unless permission is obtained from the School to extend this time period. To be eligible for award of the degree, candidates must achieve at least a pass mark in each course. All results will be considered at the Winter Examination Board Meeting in the year following registration.

Syllabii

Research Skills for Busines Students (online)
This online course provides students with research skills for business research dissertations. Topics may include: research design; research philosophies; formulating research questions; conducting a literature review; academic writing and presentation skills; quantitative and qualitative research approaches; research philosophies and methodologies; measurement concepts and research instruments; collecting and analysing data; constructing and writing a dissertation.

MASTER OF SCIENCE IN CLOUD COMPUTING RESEARCH (PART-TIME)

Entry Requirements

Entry requirements for admission to the M.Sc. (part-time) programme are the same as those for the full-time programme. The number admitted in any one year may be limited. Candidates will pursue the following programme of studies.

Year 1 Programme Structure

Code	Module	ECTS
MS5101	Research Skills for Business Students (online)	10

The Research Skills module is delivered online. Students will be assigned a suitable staff member as supervisor for the Research Dissertation. This programme has been constructed in consultation with industry.

Year 2 Programme Structure

		ECTS
MS563	Research Dissertation	80
Total ECTS Credits:		90

Students register for the programme in September of the first year, but may begin preliminary work in advance of registration with agreement from a supervisor(s). Students must take Research Skills at the earliest time of offering, and must complete this module and any associated assignments within the first academic year. In the first academic year students must also undertake work on their Research Dissertation to the satisfaction of their supervisor(s), with the expectation that the Research Dissertation is submitted by the end of the second academic year, unless permission is obtained from the School to extend this time period. To be eligible for award of the degree, candidates must achieve at least a pass mark in each course.

Results for each year of the programme will be considered at the Winter Examination Board Meeting for that academic year.

Syllabii

Research Skills for Busines Students (online)
This online course provides students with research skills for business research dissertations. Topics may include: research design; research philosophies; formulating research questions; conducting a literature review; academic writing and presentation skills; quantitative and qualitative research approaches; research philosophies and methodologies; measurement concepts and research instruments; collecting and analysing data; constructing and writing a dissertation.

MASTER OF SCIENCE IN HUMAN RESOURCE MANAGEMENT

The objective of the M.Sc. in Human Resource Management is to develop a critical and applied approach to people management. In particular, the programme will provide students with:

- a critical understanding of the theoretical principles underpinning employment relations & HRM;
- a critical understanding of the spectrum of global business contexts, organisational ethics and corporate responsibility and their impacts on HR policy and practice:
- an ability to analyse national and internatioal social, economic and political factors that influence the way people are managed
- demonstrate competence in developing HR strategies and policies that are appropriate for the organisational contexts in which they are delivered.
- opportunities to develop a range of skills that are important to successful HR management including leadership, communications, decision-making and teamworking : and
- the skills to prepare a persuasive academic and business case with valid and convincing conclusions and recommendations.

Entry Requirements
Candidates for the M.Sc. (mode 'B') in HRM will normally hold or expect to hold before the programme, a good second class honours degree in business or management (or a cognate discipline). Practical experience of management is an advantage.

Prospective candidates may also be obliged to undertake the Graduate Management Admissions Test (GMAT) for entry to the programme. Where appropriate, the Test of English as a Foreign Language (TOEFL)/IELTS (with not less than 5.5 in any one component), may also be required. In addition, an interview may form part of the selection process for the programme.

Places Available
The number of places available each year is limited.

Mode of Delivery
The M.Sc. (mode 'B') in Human Resource Management will be offered on a full-time basis over 12 months commencing in September of each year. Candidates must complete all requirements for the programme within two years of commencement. No compensation is permissable in the M. Sc. in Human Resource Management. The Postgraduate Diploma Human Resource Management is not approved by the Chartered Institute of Personnel Development (CIPD).

A candidate who has passed all of the modules other than the *Research Project within a period of two years from commencement of the programme shall be eligible for the award of Postgraduate Diploma Human Resource Management.

POSTGRADUATE DIPLOMA HUMAN RESOURCE MANAGEMENT
A candidate who has passed modules totalling 60 ECTS, other than the Research Project, within a period of two years from commencement of the programme shall be eligible for the award of Postgraduate Diploma Human Resource Management.

The Postgraduate Diploma Human Resource Management is not approved by the Chartered Institute of Personnel Development (CIPD).

Programme Structure
Students are required to take all core elements.

Semester 1

MG6101	Global Business and HR in Context	10 ECTS
MG6102	Leading, Managing and Developing People	10 ECTS
MG6103	Employment Relations and Law	10 ECTS
MG6105	Research Methods	5 ECTS
MG6106	Reward Management	10 ECTS
*MG6109	Research Project	20 ECTS

Semester II

MG6107 Learning & Development   10 ECTS
MG6108 International Human Resource Management   10 ECTS
MG6103 Employment Relations and Law   10 ECTS
MG5101 Applied International Management Study Visit   5 ECTS
MK5116 Negotiations   5 ECTS
*MG6109 Research Project   20 ECTS

Note: from time to time, specific course offerings may vary

Syllabii

Global Business and HR in Context
The purpose of the module is give programme participants a critical understanding of the most important international business concepts, frameworks and environments that managers, and HR professionals, in particular, work. The interface between the external environments in which MNCs operate - including the competitive environment and the influence of government policies and legal regulation - and the constantly evolving role of the HR function and HR professionals is a central theme. The importance of HR's competency to influence strategy, lead and engage with external networks, and to utilise technology will be critically examined. Throughout the course, the tension between pressures for globalisation and localisation and the implications for strategy and HR policies and practices, including the role of culture, is emphasised.

Leading, Managing and Developing People
This module provides learners with knowledge and understanding concerning people management and development. It examines contemporary research evidence on human resource (HR) and learning and development (L&D) practices, leadership, flexibility and change. Introduces HR and L&D in practice and reflects critically on theory and practice from an ethical and professional standpoint. It provides opportunities for applied learning and continuous professional development.

Employment Relations and Law
The purpose of this module is to assess the legal, social, economic and psychological aspects of managing employment relations. It will provide learners with a comprehensive understanding employment relations theory It will critically assess employment relations actors, processes, institutions and legal regulations.

Research Methods
The objective of this course is to provide students with a theoretical and practical understanding of the tools and techniques used for collecting and analysing data in business research and with the necessary skills to critically evaluate research. Topics to be covered may include research philosophies; the scientific method; research design; measurement concepts and research instruments; conducting quantitative research; conducting qualitative research; collecting and analysing data; research ethics; the qualities of credible research

Reward Management
This module examines total rewards in an organisational and international context and provides learners with the knowledge and understanding of environments in which reward professionals plan, implement and evaluate employee reward policies to support strategic organisational goals. Students will acquire both the theoretical and normative understanding of the diverse approaches to reward management and be able to critically reflect on the strengths and limitations of these approaches in promoting individual and organisational performance in a fair and reasonable way.

Learning and Development
The focus of this module is on the development of leadership and management in facilitating organisational, team and individual change and growth within a broad range of organisational contexts. The module encompasses the development of leadership and management at all levels ranging from first line to senior managers and draws on the established body of knowledge and theory in both leadership and management and learning and development.

International Human Resource Management
This module will develop understanding of the role of human resources and employment practices in both the formation and implementation of international strategy and will help students to better understand the connections between international business and HRM. The latest concepts and models will be examined and new developments in the global business environment will be considered in relation to the implications for International HRM policy and practice.

Research Project
The research project provides the opportunity for learners to demonstrate the ability to diagnose and investigate a live, complex business issue, to locate the work within the body of contemporary knowledge, to collect and analyse data, to

derive supportable conclusions and to make practical and actionable recommendations for change, improvement or enhancement of current practice.

European Labour Markets
This module provides students with a core body of knowledge necessary to understand European diversity with respect to: the regulation of labour markets; employment relations regimes; and training regimes. Students will be introduced to the underpinning theories of labour market regulation and will become familiar with the policy tools and instruments that have been developed in support of the Lisbon objectives of making Europe the most competitive knowledge-based economy based on a high level of skills and social inclusion. This module is part of an international student exchange.

MASTER OF SCIENCE IN STRATEGY, INNOVATION AND PEOPLE MANAGEMENT

Programme Objectives

The objective of the M.Sc. in Strategy, Innovation and People Management is to develop a critical approach to the theoretical and applied aspects of strategic management, innovation and people development. In particular, the course aims to provide students with:

- a thorough knowledge and applied competence in the fundamentals of both strategic management, innovation and people development, and their interfaces;
- intellectual and analytical perspectives on strategy, innovation and people development processes, both separate and integrated;
- an appreciation of the rapidly evolving environmental and organisational contexts of strategic management, innovation and people development;
- critical understanding and insight of the theoretical principles underpinning strategic management and people development, and their relationships;
- the capability to develop and realise superior strategies and integrated people development policies to the advantage of the organisation as a whole.

Entry Requirements

Candidates for the M.Sc. in Strategy, Innovation and People Management will normally hold or expect to hold before the programme, an undergraduate degree (level 8). The minimum standard for entry is second class honours, usually to grade 1 level, or b) a second class honours, grade 1 or higher in the Higher Diploma in Business Studies from NUI, Galway or other approved colleges. Practical experience providing exposure to the strategic, innovation and human resource issues confronting organisations would be an advantage.

Applicants who do not hold a Level 8 qualification but who hold professional qualifications and/or have relevant practical experience are eligible to apply for the programme in accordance with the University's guidelines on the Recognition of Prior Learning (RPL). Such candidates will be required to provide evidence of their previous knowledge and may be required to attend for interview. Applicants may apply for exemption for some modules, in accordance with the University's RPL guidelines as determined by the School.

Prospective candidates may also be obliged to undertake the Graduate Management Admissions Test (GMAT) for entry to the programme. Where appropriate, the Test of English as a Foreign Language (TOEFL) /IELTS (with not less than 5.5 in any one component), may also be required. In addition, an interview may form part of the selection process for the programme.

Places Available

The number of places available each year is limited.

POSTGRADUATE DIPLOMA IN STRATEGY, INNOVATION AND PEOPLE MANAGEMENT

A candidate who has passed modules totalling 60 ECTS, other than the *Research Project, within a period of two years from commncement of the programme shall be eligible for the award of Postgraduate Diploma in Strategy, Innovation and People Management.

Mode of Delivery

The M.Sc. in Strategy, Innovation and People Management is offered on a full-time basis over 12 months. Candidates must successfully complete six obligatory courses, plus a Research Project.

No compensation is permissable in the M.Sc. in Strategy, Innovation and People Management. The Postgraduate Diploma in Strategy, Innovation and People Management is not approved by the Charetered Institute of Personnel Development(CIPD).

Programme Structure

Core Modules:
Semester 1

MG6101 Global Business & HR in Context	10 ECTS
MG6102 Leading, Managing and Developing People	10 ECTS
MG602 Strategic Management	10 ECTS
MG6105 Research Methods	5 ECTS
*MG6109 Research Project	20 ECTS

Semester 2

MG5100 International Human Resource Management	5 ECTS
MG6107 Learning and Development	10 ECTS
MG6111 Innovation Management	10 ECTS
MG6110 Organisation Design and Development	10 ECTS
*MG6109 Research Project	20 ECTS

Note: From time to time, specific course offerings may vary.

Assessment

Assessment on the programme will comprise a variety of continuous assessment approaches in addition to examinations.

Syllabii

Leading, Managing and Developing People
This module provides learners with knowledge and understanding concerning people management and development. It examines contemporary research evidence on human resource (HR) and learning and development (L&D) practices, leadership, flexibility and change. Introduces HR and L&D in practice and reflects critically on theory and practice from an ethical and professional standpoint. It provides opportunities for applied learning and continuous professional development.

Strategic Management
The purpose of this component of the course is to introduce students to the concepts, theories and techniques on which strategic management is based and to explore their applications in a wide range of settings. The design and implementation issues are central throughout the course. The topics covered include an introduction to corporate strategy, strategic management in practice, resource and competence capability, shareholder expectations and organisational purposes, bases of strategic choices and options, strategy evaluation and selection, managing in the marketplace, organisational structure and design, resource allocation, control, managing strategic change. The course also aims to provide students with understanding and skills in strategic processes. The Strategic Management course will include a practical exercise in strategic analysis.

Research Methods
The objective of this course is to provide students with a theoretical and practical understanding of the tools and techniques used for collecting and analysing data in business research and with the necessary skills to critically evaluate research. Topics to be covered may include research philosophies; the scientific method; research design; measurement concepts and research instruments; conducting quantitative research; conducting qualitative research; collecting and analysing data; research ethics; the qualities of credible research

International Human Resource Management
The purpose of the International HRM module is to encourage students to critically develop their knowledge and expertise in some depth in a range of specialist themes in International HRM - a field which has grown rapidly in importance in recent years as HRM is increasingly recognised as a key source of competitive advantage in international business. This module will draw on recent world class research in the field to develop understanding of the role of human resources and employment practices in both the formation and implementation of international strategy and will help students to better understand the connections between international business and HRM. The latest concepts and models will be examined and new developments in the global business environment will be considered in relation to the implications for International HRM policy and practice. Issues and problems from current research will be brought directly into the classroom for students to discuss and debate and case studies will highlight the role of culture in implementing international business strategies in different regional contexts.

Global Business and HR in Context
The purpose of the module is give programme participants a critical understanding of the most important international business concepts, frameworks and environments that managers, and HR professionals, in particular, work. The interface between the external environments in which MNCs operate - including the competitive environment and the influence of government policies and legal regulation - and the constantly evolving role of the HR function and HR professionals is a central theme. The importance of HR's competency to influence strategy, lead and engage with external networks, and to utilise technology will be critically examined. Throughout the course, the tension between pressures for globalisation and localisation and the implications for strategy and HR policies and practices, including the role of culture, is emphasised.

Learning and Development
The focus of this module is on the development of leadership and management in facilitating organisational, team and individual change and growth within a broad range of organisational contexts. The module encompasses the development of leadership and management at all levels ranging from first line to senior managers and draws on the established body of knowledge and theory in both leadership and management and learning and development.

Innovation Management
This module provides students with an introduction to the management and strategy of innovation.

Organisational Design and Development
This module covers the theory and concepts of organisation design and principles and practices of organisation development. The module explores decisions on the most appropriate organisational structures(s) to ensure delivery of organisational activity and enhance performance. Organisation design concerns the most appropriate structures, relationships and allocation of work activities. Organisational development involves engaging people, new knowledge, continuous improvement and cultural awareness.

Research Project
Students are required to address a business or management problem. Students will work under the supervision of a member(s) of staff.

MASTER OF SCIENCE IN BUSINESS INFORMATION SYSTEMS (FULL-TIME)

The Master of Science in Business Information Systems is a programme of advanced studies and research, which is designed to develop the participants' research skills and to engage them in a research programme in a relevant area of Business Information Systems.

A candidate will be eligible to obtain the degree upon the satisfactory completion of courses of study totalling 90 ECTS credits in Research Skills and the presentation of a Research Dissertation.The programme can be taken online.

The normal duration of the full-time research programme is one academic year, commencing in September and ending in the following August. The normal duration of the part-time programme is two academic years.

Entry Requirements
It is expected that applicants will already have a significant undergraduate or postgraduate background in information systems or a related area. Applicants should normally hold a qualification from a university or other internationally recognised academic institution or authority, corresponding to Level 8 of the Irish National Framework of Qualifications (NFQ), to a minimum standard of Second Class Honours (or equivalent). To be eligible for admission to the full- or part-time programme, the candidate should have (i) a degree which includes significant coverage of information systems or related areas with at least a Second Class Grade 1 honours degree award, or at least a Second Class Grade 2 honours degree award together with at least three years of relevant professional experience; or (ii) a degree in any discipline, together with at least a Second Class Grade 1 honours award in the Higher Diploma in Systems Analysis, or in an equivalent postgraduate programme.

Applicants who do not hold a Level 8 qualification but who hold professional qualifications and/or have relevant practical experience are eligible to apply for the programme in accordance with the University's guidelines on the Recognition of Prior Learning (RPL). Such candidates will be required to provide evidence of their previous knowledge and may be required to attend for interview.

All applicants whose first language is not English or who have not been educated through the medium of the English language during their two most recent years of study must present one of the following qualifications in the English language: IELTS score of 6.5 (with not less than 5.5 in any one component), TOEFL (paper based) score of 550, TOEFL (computer based) score of 213, or TOEFL (internet based) score of 80. On a case by case basis, the programme director may deem an applicant's level of English satisfactory and may thus waive this general requirement.

In order to maintain a high standard of tuition and access to facilities, numbers will be limited.

Programme Structure

Code	Module	ECTS
MS5101	Research Skills for Business Students (online)	10
MS563	Research Dissertation	80
Total ECTS Credits:		90

The Research Skills module is assessed solely on the basis of continuous assessment. The module is delivered online. Students will be assigned a suitable staff member as supervisor for the Research Dissertation. This programme has been constructed in consultation with industry. Students register for the programme in September, with the expectation that the Research Dissertation is submitted by the end of that academic year, unless permission is obtained from the School to extend this time period. To be eligible for award of the degree, candidates must achieve at least a pass mark in each course. All results will be considered at the Winter Examination Board Meeting in the year following registration.

Syllabii
Research Skills for Busines Students (online)
This online course provides students with research skills for business research dissertations. Topics may include: research design; research philosophies; formulating research questions; conducting a literature review; academic writing and presentation skills; quantitative and qualitative research approaches; research philosophies and methodologies; measurement concepts and research instruments; collecting and analysing data; constructing and writing a dissertation.

Students register for the programme in September, with the expectation that the Research Dissertation is submitted by the end of that academic year, unless permission is obtained from the School to extend this time period. To be eligible for

award of the degree, candidates must achieve at least a pass mark in each course. All results will be considered at the Winter Examination Board Meeting in the year following registration.

MASTER OF SCIENCE IN BUSINESS INFORMATION SYSTEMS (PART-TIME)

Entry Requirements
Entry requirements for admission to the M.Sc. in Business Information Systems (part-time) programme are the same as those for the full-time programme. It is expected that successful applicants will come from a variety of academic backgrounds and will have exposure to computing/information technology and/or quantitative disciplines during their undergraduate studies. The number admitted in any one year may be limited. The programme can be taken on line.

Candidates will pursue the following programme of studies.

Year 1
Programme Structure

Code	Module	ECTS
MS5101	Research Skills for Business Students (online)	10

The Research Skills module is assessed solely on the basis of continuous assesment. The module is delivered online.

Year 2 Programme Structure

Code	Module	ECTS
MS563	Research Dissertation	80
Total ECTS Credits:		90

Students register for the programme in September of the first year, but may begin preliminary work in advance of registration with agreement from a supervisor(s). Students must take Research Skills at the earliest time of offering, and must complete this module and any associated assignments within the first academic year. In the first academic year students must also undertake work on their Research Dissertation to the satisfaction of their supervisor(s), with the expectation that the Research Dissertation is submitted by the end of the second academic year, unless permission is obtained from the School to extend this time period.

To be eligible for award of the degree, candidates must achieve at least a pass mark in each course. Results for each year of the programme will be considered at the Winter Examination Board Meeting for that academic year.

Syllabii
Research Skills for Busines Students (online)
This online course provides students with research skills for business research dissertations. Topics may include: research design; research philosophies; formulating research questions; conducting a literature review; academic writing and presentation skills; quantitative and qualitative research approaches; research philosophies and methodologies; measurement concepts and research instruments; collecting and analysing data; constructing and writing a dissertation.

MASTER OF SCIENCE IN INTERNATIONAL ACCOUNTING AND ANALYTICS

Programme Objectives
The course prepares students for leadership roles in the accounting profession and in business by equipping them with the necessary technical and analytical skills reflecting the growing importance of analytics for a successful career in both audit and accounting.

Entry Requirements – Pathway A
This programme is taken by students who have achieved a minimum of a 2.1 or GPA 3.5 (out of 4) in a commerce/business degree and have not specialised in accounting. However, as part of their prior study of business at undergraduate level students must have undertaken study of financial and management accounting and business finance at intermediate level as part of their business degree.

Entry Requirements – Pathway B
This programme is taken by students who have a professional accounting qualification and is designed to equip professional accountants with the technical accounting skills and understanding and knowledge of the growing importance of analytics in the field of audit and accounting. This will equip graduates of this programme with the skills to take on broader management roles across a range of sectors including professional services, accounting practice, industry and the public sector. Applicants are required to have completed all of the accounting examinations and qualification from a recognised professional accountancy body including the following: ACCA, CIPFA, CIMA, CPA, ICAEW, ICAI, ICAS or other IFAC member body assessed as equivalent by the Programme Director.

All applicants whose first language is not English, must present one of the following qualifications in the English language: IELTS (6.5 overal), TOEFL (88) or PTE (61). Language test must be taken no more than two years prior to commencement of your programme at the University.

Programme Structure

Pathway A
This MSc in International Accounting and Analytics is offered on a full-time basis over one academic year for students taking Pathway A. The programme will commence early in September with lectures, projects, case studies and presentations in the required modules. A range of assessment methods are used, including essays, projects, reports, presentations, case studies and/or written examinations. To be eligible for the award of Masters, candidates must pass examinations in each module. The formal teaching element of the programme is structured over two semesters and is followed by two Summers Schools in April – June/July. Students are required to take 90 ects and attend mandatory Summer Schools as part of their professional development. Students taking the year-long programme starting in September will secure substantial exemption from the examinations of ACCA, CIMA and CPA Ireland see http://www.nuigalway.ie/business-public-policy-law/cairnes/currentstudents/exemptions/

Pathway B
Students taking Pathway B will join the programme in early January each year and will be exempt from 45 ects. See the detailed programme module content below.

Skills Development
Key features of the programme include an internationally recognised and valued SAP Certification, KPMG led Summer School on Audit and Accounting Analytics using KPMG analytics software, the development of professional skills for the workplace, and membership of the ACCA Accelerate Programme which offers specialist networking advice, CV workshops and professional profile guides, and access to the global ACCA community. The university Career Development Centre offers career guidance and information focused on facilitating and empowering you to manage your own career development and make effective career transitions.

Programme Content – Pathway A

Semester 1 Modules:

Obligatory Modules

Code	Module	ECTS	
AY5106	Accounting for Management	5	(Core)
AY5108	Intermediate Corporate Finance	5	(Core)
AY5110	Auditing & Assurance 1	5	(Core)
MG582	International & Cross Cultural Management	10	(Core)
AY5112	Intermediate International Financial Reporting	5	(Core)

Semester 2 Modules:

Code	Module	ECTS	
AY5107	Accounting for Management Control	5	(Core)
AY5109	Advanced Corporate Finance	5	(Core)
AY5120	Auditing & Assurance 2	10	(Core)
MS5106	Data Science & Big Data Analytics	5	(Core)
MS5109	Business Intelligence with SAP	10	(Core)
AY5113	Advanced International Financial Reporting	5	(Core)
AY5121	Analytical and Communication Skills Development	5	(Core)

Professional Development – Summer Schools

Code	Module	ECTS	
AY5114	Summer School – Audit & Accounting Analytics & Cognitive Technologies	10	(Core)
AY5115	Summer School – Management of Organisational Performance	10	(Core)

Programme Content – Pathway B

Semester 1 Courses:

Obligatory Modules

Code	Module	ECTS	
AY5106	Accounting for Management	5	(Exempt)
AY5108	Intermediate Corporate Finance	5	(Exempt)
AY5110	Auditing & Assurance 1	5	(Exempt)
MG582	International & Cross Cultural Management	10	(Exempt)
AY5112	Intermediate International Financial Reporting	5	(Exempt)

Semester 2 Courses:

Code	Module	ECTS	
AY5107	Accounting for Management Control	5	(Optional)
AY5109	Advanced Corporate Finance	5	(Optional)
AY5120	Auditing & Assurance 2	10	(Exempt)
MS5106	Data Science & Big Data Analytics	5	(Core)
MS5109	Business Intelligence with SAP	10	(Core)
AY5113	Advanced International Financial Reporting	5	(Exempt)
AY5121	Analytical and Communication Skills Development	5	(Core)

Professional Development – Summer Schools

Code	Module	ECTS	
AY5114	Summer School – Audit & Accounting Analytics & Cognitive Technologies	10	(Core)
AY5115	Summer School – Management of Organisational Performance	10	(Core)

MASTER OF SCIENCE IN INTERNATIONAL ACCOUNTING AND ANALYTICS (PART TIME)

Programme Content – Pathway B (PT)

Year 1

Semester 1 Courses:

Obligatory Modules

Code	Module	ECTS	
AY5106	Accounting for Management	5	(Exempt)
AY5108	Intermediate Corporate Finance	5	(Exempt)
AY5110	Auditing & Assurance 1	5	(Exempt)

Semester 2 Courses:

Code	Module	ECTS	
MS5106	Data Science & Big Data Analytics	5	(Core)
MS5109	Business Intelligence with SAP	10	(Core)

Professional Development – Summer Schools

AY5114	Summer School – Audit & Accounting Analytics	10	(Core)

Year 2

Semester 1 Courses:

Obligatory Modules

MG582	International & Cross Cultural Management	10	(Exempt)
AY5112	Intermediate International Financial Reporting	5	(Exempt)

Semester 2 Courses:

AY5107	Accounting for Management Control	5	(Core)
AY5121	Analytical and Communication Skills Development	5	(Core)
AY5109	Advanced Corporate Finance	5	(Exempt)
AY5120	Auditing & Assurance 2	5	(Exempt)
AY5113	Advanced International Financial Reporting	5	(Exempt)

Professional Development – Summer Schools

AY5115	Summer School – Management of Organisational Performance	10	(Core)

Assessment & Examination

In the main, modules will be assessed by examination and course work. Some modules may be assessed by course work only.

Syllabii

Accounting for Management

The objectives of this module are to facilitate students in developing and applying a comprehensive understanding of the role of management accounting information in business decision-making, especially the analysis of complex and unstructured decision situations in a strategic context. The module explores the role of management accounting information in supporting the strategic management processes in an organisation, including strategic cost management and strategic pricing. The module also addresses the design and application of costing systems (both traditional and innovative) in ways which recognise context-specific considerations of a technical, managerial, and cost-benefit nature. Detailed consideration is also given to the use of planning and operational variances, key performance indicators, and other approaches to measuring actual performance against goals.

Intermediate Corporate Finance

The objectives of this module are to facilitate students in developing and applying a comprehensive understanding of the role of corporate finance in investment and financing decision-making, especially the analysis of complex structured and unstructured decision situations in a strategic context. The module explores the role of finance theory and corporate finance tools and techniques in supporting the strategic capital investment and financing decision-making processes in an organisation.

Auditing & Assurance 1

The objective of this course is to give students a professional understanding of the role and function of the External Auditor, the principles that underpin modern auditing & assurance and the fundamental core processes involved in the audit of the Financial Statements of a corporate entity.

Analytical and Communication Skills Development

The objective of this module is to develop students' skills for a changing accounting and finance profession. The module focuses on the development of analytical, writing, presentation and employability skills.

International & Cross Cultural Management

The first part of the module exposes students to the challenges and opportunities of managing internationally. The second part of the module covers management practices in comparative perspective- focusing on a number of specific regions. The module provides students with management tools and frameworks that will enhance their effectiveness when operating internationally. It enables the students to identify, compare and contrast different management practices adopted internationally and appreciate the impact of national cultures and business systems on leadership styles, decision making styles, and interpersonal dynamics across cultures.

Intermediate International Financial Reporting

The objective of this course is to develop in students the ability to prepare and present financial statements. To facilitate this objective, students will develop the ability to read and understand relevant legislation and International Financial Reporting Standards and to apply these, in the context of appropriate ethical standards, to the preparation of financial statements.

Accounting for Management Control

The objectives of this module are to facilitate students in developing an ability to critically evaluate the conceptual and practical issues in the design of managerial control systems, including: distinctive budgetary and non-budgetary mechanisms, divisional performance evaluation, and strategic performance management.

Advanced Corporate Finance

The objectives of this module are to facilitate students in developing and applying a comprehensive understanding of the role of corporate finance in strategic financial decision-making contexts in particular in financing and valuation decisions giving detailed consideration to risk. The module focuses on decision-making under conditions of uncertainty and requires consideration of theoretical and real world conditions in financial decision-making in a strategic context. The module explores the role of finance theory and corporate finance tools and techniques in supporting the strategic investment, financing and related decision-making processes in an organisation.

Auditing & Assurance 2

This module will build on the module 'AY5110 Auditing & Assurance I' which is a prerequisite to this module. The module will take two broad perspectives: i) The social, legal & Regulatory context of auditing, and ii) complex and contemporary issues in auditing, assurance, and reporting. (i) This element will extend students understanding of approaches to auditing and assurance addressing complex areas such as 'Going Concern' and post audit obligations and challenges. Further, this element will address the preparation of complex and qualified audit reports, and the auditor's responsibilities to report to relevant bodies other than the organisation's members especially in cases of fraud. Finally approaches to auditing in IT settings and approaches to sampling in an auditing context will be covered. (ii) This element will focus on the role of Auditing in a business and societal context and will introduce students to the domestic and European legal and regulatory auditing environment and the challenges for auditing in the modern era.

Data Science & Big Data Analytics
This module aims to provide students with knowledge required to become active contributors to big data analytics projects and develop specific skills needed to use big data analytics technology and tools.

Business Intelligence with SAP
This SAP certification course verifies the knowledge in the area of the SAP Business Intelligence solution. This certificate builds on the basic knowledge gained by a BI Consultant and preferably refined by practical experience within a BI team and the Consultant can implement this knowledge of the specialist areas practically in projects.

Advanced International Financial Reporting
The objective of this course is to develop in students the ability to understand the challenges posed by subjectivity in the preparation, presentation and interpretation of complex financial statements. To facilitate this objective, students will develop the ability to read and understand relevant legislation and International Financial Reporting Standards and to apply these, in the context of appropriate ethical standards, to the preparation of financial statements

Summer School – Audit and Accounting Analytics
The objective of this module is to familiarise students with accounting and auditing data analytics tools. "We are in an age where more data is being created faster than ever before, with less than 1% of data ever being used or analysed. Therefore, the ability to analyse and use this data is a key challenge for all professions, including audit and accounting. NUI Galway has recognised the importance of this challenge and is delighted to partner with KPMG on the new Analytics Summer School. The Summer School will be a mix of lectures and practical breakout sessions where participants will be able to see how KPMG uses its D&A tools to harness the power of technology and bring greater vigour, precision and meaningful insights to the increasing age of data", Laurence May, Audit Director, KPMG.

Summer School – Management of Organisational Performance
The objective of this module is to familiarise students with tools and techniques to assess the management of organisational performance. This module will involve opportunities for students to apply a range of tools and techniques to develop skills in writing reports assessing organisational performance.

MASTER OF SCIENCE IN BUSINESS ANALYTICS (Full-Time)

Programme Objectives

The M.Sc. in Business Analytics serves distinct needs pertaining to the use, managemen and development of business analytics within organisations. It is anticipated that students will bring o the programme a variety of skills from different backgounds. The programme is designed as a specialist course which assists students in blending their existing talents with the technological skills and business knowledge needed to use and manage Big Data and Business Analytics in modern knowledge-based organisations.

Entry Requirments

Applicants should normally hold a qualification from a university or other internationally recognised academic institution or authority, corresponding to Level 8 of the Irish National Framework of Qualifications (NFQ), to a minimum standard of Second Class Honours(or equivalent). The qualification must include an element of quantitative techniques, for example, graduates of Business Studies, Engineering, Computer Science, other Sciences, Mathematics or other courses that have some quantitive content.

Applicants who do not hold a Level 8 qualification but who hold professional qualifications and/or have relevant practical experience are eligible to apply for the programme in accordance with the University's guidelines on the Recognition of Prior Learning (RPL). Such candidates will be required to provide evidence of their previous knowledge and may be required to attend for an interview. Applicants may apply for exemption for some modules, in accordance with the University's RPL guidelines as determined by the school.

All applicants whose first language is not English or who have not been educated through the medium of the English language during their two most recent years of study must present one of the following qualifications in the English language: IELTS score of 6.0, TOEFL (paper based) score of 550, TOEFL (computer based) score of 213, or TOEFL (internet based) score of 80. On a case-by-case basis, the admissions process may deem an applicant's level of English satisfactory and may thus waive this general requirement.

Programme Structure

The programme will be offered on a full-time basos ove one academic year, The programme will consist of lectures, practical classes, seminars and projects in the rquired subjects. To be eligible for the award of the M.Sc. in Business Analytics, candidates must successfully complete modules to a total of 90 ECTS.

A candidate who has passed all of the modules other than the Projects within a period of two years from commencement of the programme shall be eligible for the award of a Postgraduate Diploma in Business Analytics.

Pass by compensation is not permitted in module MS5103 Project.

Module	Code	ECTS	
Semester I	**Course Code**	**ECTS**	**First Sitting**
Database Systems	MS805	5	Semester I
Business Applications Programming	MS806	5	Semester I
Decision Theory & Analysis	MS5104	5	Semester I
Statistical Techniques for Business Analytics	MS5105	5	Semester I
Business Modelling & Analytics	MS5107	5	Semester I
Elective Modules (choose one – subject to availability)			
Strategic Management	MG557	5	Semester I
or			
Systems Development & Project Management	MS804	5	Semester I
Semester II			
Information Systems Strategy and Innovation	MS802	5	Semester II
Enterprise Systems	MS809	5	Semester II
Information Systems Security & Ethics	MS810	5	Semester II
Advanced Applications Programming	MS815	5	Semester II

Data Science &			
Big Data Analytics	MS5106	5	Semester II
Applied Customer Analytics	MS5108	5	Semester II
Business Intelligence with SAP	MS5109	10	Autumn
Business Analytics Project	MS5103	20	Autumn

Syllabii

Strategic Management

This course covers the concepts, theories and techniques on which strategic management in the business sectors is based and explores their application in a wide range of business settings. The design and implementation of strategic planning systems are central issues throughout the course. Topics covered include an introduction to corporate strategy, strategic management in practice, strategic analysis, resource competencies and strategic capability, stakeholder expectations and organisational purposes, bases of strategic choices and options, strategy evaluation and selection, organisation structure and design, resource allocation and control, managaging strategic change, corpoate values and ethical choices.

Information Systems Strategy and Innovation

The objective of this course is to provide students with an in-depth understanding of the relationshop between IS strategy ad IS innovation. Topics may include: IS Stategy Frameworks and Business Models, Patterns of Innovation, Mobile Commerce, Pervasive Computing, Choosing & Measuring IS projects, Modelling IS Innovaion and Strategic Selection, Cloud Computing, Factors Impacting Strategy and Innovation, Emerging Topics and Issues IS Strategy and Innovation.

Database Systems

The objective of this module is to provide students with an understanding of business and technical issues in the development of database systems. Topics may include: database management systems; data modelling techniques e.g normalisation, entity- relationship modelling, class diagrams; logical and physical database design; data quality and integrity; data definition; Structured Query Language (SQL); transaction management; distributed datasbase; emerging topics and issues.

Business Applcations Programming

The objective of this module is to introduce students to the fundamentals of interactive applications programming. Topics may include: principles of structured programming; object-oriented programming; event-driven programming; business applications modelling (e.g Unified Modelling Language); functions and subroutines; conditional logic; repetition statement; arrays; emerging topics and issues.

Enterprise Systems

The objective of this module is to develop students understanding of Enterprise Systems in business. Topics may include: information systems in the functional areas including systems to support finance, marketing, human resources and manufacturing; business processes; Enterprise Resources Planning (ERP) systems; Customer Relationship Management (CRM) systems; Supply Chain Management (SCM) systems; Global Supply Chain Management and Design; Enterprise Application Intergration (EAI); operations management; designing Enterprise Systems; frameworks for implementing Enetrprise Systmes; benefits and drawbacks of NEterprise Syetems; Enterprise Systems software (e.g, SAP); critical perspectives on Enterprise Systems; case studies in Enterprise Systems;merging directions and issues in Enterprise Systems.

Information Systems Security &Ethics

The objective of this module is to help future managers to understand the broad range of technical and managerial issues related to information systems security; and ethical, legal and societal dimensions of information systems. Students will learn specific tools and techniques to support effective IS security management. Topics may include; nature and scope of IS security; security of technical systems in organisations; models for specification of IS security; cryptography and techinical IS security; network infrastructure and secuity; planning and designing IS security ; risk management for IS security; computer ethics; ethical usage policies; ethical frameworks and guidelines; legal aspects of informaion systems and the Web; data and consumer protection legislation; privacy issues in he digital age; contemporary issies in IS security and ethics.

Project

A major project will be undertaken under the supervision and direction of staff. The project will normally be undertaken on a group basis. Projects must be based on a substantial topic in the field of business analytics.

Decison Theory and Analysis
The objective of this course is to introduce students to the different aspects of decison theory and analysis and specifically how these apply to business. Topics include decision theory, decisions making, framing of decisions, types of decision making, flawas in decision making approaches, group decision making, risk, heuristics, data visualisation in organisational decision making and emerging topics in decision theory and analysis.

Statistical Techniques for Business Analytics
The objective of this module are to build the knowledge and skills required to apply quantitative techniques to analyse business data and interpret and present results fom such analyses. Topics may include: descriptive analysis;visualisation and charting; how to work with various data types and how they relate to statistical tests; how to know what analytical tests to run; how to read data output; how to interpret and report results; business data correlations, regression; t-tests and various analyses of variance methods; factos analysis; parametric and non-parametric analyses; other statistical techniques for business analytics.

Data Science and Big Data Analytics
This course provides practical foundation level training that enables immediate and effective participation in big data and other analytics projects. It includes an introduction to big data and the Data Analytics Lifecycle to address business challenges that leverage big data. The course provides a grounding in basic and advancced analytic methods and an introduction to big data analytics technology and tools, including MapReduce and Hadoop. The course allows students to understand how these methods and tools may be applied to the real world business challenges by a practicing data scientist.

Business Modelling and Analytics
The objective of this module is to develop students understanding of the roles of business analytics in decision making and equip them with solutions used to creare scenarios, understand realities, and predict future states, The module focuses on three types of business analytics; descriptive analytics used to gain insight from historical data; predictive analytics ised to forecast future business performance; and prescriptive analytics used to recommend decisions using optiminisation stimulation etc. Topics use real business cases to illustrate the application and interpretation of these methods.

Applied Customer Analytics
In today's digitally enabled world, businesses are collecting more data than they know what to do with it. Using the R programming language, which has become the indusry standard for statistical analytics, this module will focus on turning large datasets into useful insights. The focus is applying statistical techniques to real dataset using R, rather than the mathematical details. With an emphasis on customer datasets, candidates will explore the R, RStudio, and R packages; learn how to programme basic statistics; create attractive, intuitive statistical graphics; write user-defined funcitons; combine and reshape multiple datasets; build linear, generalised liner, and nonlinear models; assess the quality of models and variable selection; analyse univariate and multivariate time series data; and learn how to write-up data analyses.

Business Analytics with SAP
This SAP certification course verifies the knowledge in the area of the SAP analytics solution. This certificate builds knowledge gained by a BI Consultant and preferably refined by practical experience withina BI team and the Consultant can implement this knowledge of the specialist areas practically in projects.

MASTER OF SCIENCE IN HEALTH ECONOMICS

Programme Outline

Understanding resource issues and the ways in which economics can help to analyse them is increasingly necessary for those involved in planning and delivery of health and social care. The need for specific economic skills is increasingly recognized by government, the health service and industry. This and the continuing growth of both the public and private health care sectors means that there is a large and growing demand for health economics expertise within Ireland and further a field. Opportunities include the pharmaceutical and medical device industries, government, the health service and among professional bodies to inform debate, undertake research and assist in policy development. This programme is designed to provide an appreciation of the scope and use of economics in the examination of health and health care decision making and to equip the student with the skills necessary for a career in the public or private sector or for use in further academic study in health economics.

The programme provides the student with an understanding of the key economic issues confronting health care systems. It introduces the student to the tools and methods necessary to analyse these issues and critically appraise alternative solutions that have emerged in different economies. The role and techniques of evaluation in health care are examined in detail including the theory and practice of evaluation, the use of models to address incomplete information and the presentation of study findings to inform policy makers.

The programme is directed by a team of highly-respected economists with extensive experience of research, teaching and the provision of policy advice in the area of health economics. It is an intensive 12 month taught programme based on course work, examinations and a minor thesis. Students are also afforded an opportunity to undertake a placement. It is ideal preparation for students considering further postgraduate study in economics or a career within the public or private health care sectors.

Minimum Entry Requirements

Students admitted to the course will normally hold a primary degree with second class honours, grade 1 or equivalent, which will have included the study of economics to intermediate level. Students who hold a higher diploma in economics with second class honours, grade 1 or equivalent may also apply.

It is expected that 10-15 students would take the course.

Courses

The following modules are compulsory.

Code	Module	ECTS
EC520	Health and Social Care	10
EC515	Data Management and Survey Techniques	10
EC506	Econometrics	10
EC579	Applied HTA and Decision Modelling	10
(pre requisite applies – see course outline below)		
EC584	Economic Evaluation in Health Care	10
EC572	Health Systems and Policy Analysis	10

Plus

EC505	Minor Dissertation	10

In addition, students must choose modules with a cumulative value of 20 ECTS from the following optional modules:

EC526	Public Sector Economics	10
MD518	Observational Studies &	
	Analytical Research Methods	10
EC517	Cost Benefit Analysis and Evaluation	10
EC374	Advanced Economietrics	10
MD537	Systematic Review	5
EC5106	Market Access in the Healthcare industry	5
EC5105	Applied Health Economics	5
EC5107	Non Market Valuation for Health Economics	5
EC5114	Current Topics in Health Economics	5

Dissertation

The minor dissertation shall be approximately 10,000 words in length and shall be original in content but not necessarily a major contribution to a particular field of study. The dissertation will normally be linked to an internship in an appropriate regional or national agency.

Assessment

Each module, with the exception of the minor dissertation, will be examined by an end of semester written examination and appropriate course-work.

Timing of Examinations

Modules will be examined at the end of Semester 1 and Semester 2 with repeat examinations in Autumn.

Structure of Programme

Semester 1

Code	Module	ECTS
EC506	Econometrics	10
EC515	Data Management and Survey Techniques	10
EC572	Health Systems and Policy Analysis	10
EC584	Economic Evaluation in Health Care	10

Semester 2

Code	Module	ECTS
EC579	Applied HTA and Decision Modelling	10
EC520	Health and Social Care	10
EC517	Cost Benefit Analysis and Evaluation	10
EC526	Public Sector Economics	10
MD518	Observational Studies & ` Analytical Research Methods	10
EC374	Advanced Econometrics	10
MD537	Introduction to Systematic Reviews	5
EC5106	Market Access in the Healthcare industry	5
EC5105	Applied Health Economics	5
EC5107	Non Market Valuation for Health Economics	5
EC505	Dissertation	10

Course Content

Data Management and Survey Techniques

Probability and probability distributions. Test of Hypotheses (design and distribution of selected parametric and non-parametric test statistics). Analysis of variance. Measurement and Scaling. Research process. Methods of data collection. Design of Surveys. Design of questionnaires. Analysis and interpretation of survey data. Data presentation. Applied work using SPSS software.

Health and Social Care

Health economics. Evaluation of health care programmes. The valuation of health. Equity in health and health care. Economics of social care.

Econometrics

Linear regression model. Dummy variables. Violations of classical assumptions (omitted variables, extraneous variables, heteroscedasticity, and autocorrelation). Topics in single equation regression models (e.g. Discrete Dependant Variables). Regression analysis in practice.

Introduction to Systematic Reviews

This course about research synthesis focuses on comparisons between alternative interventions. Interactive learning modules, required readings, discussion boards, tutorials, and assignments will be used to highlight rigorous systematic review methods, such as searching for potentially relevant articles, selecting primary studies using explicit, reproducible criteria, appraisal of study architecture, quantitative data synthesis and interpretation.

Observational Studies &Analytical Research Methods
This course reviews observational research methods including measures of health, causality, sampling, survey research, cross-sectional studies, retrospective studies, prospective studies, prospective cohort studies, case-control design, scale development, diagnostic testing and qualitative research methods.

Health Systems and Policy Analysis
The module examines alternative health and social care systems operating in developed economies. The structures, funding, incentive arrangements and performance of systems are compared. Policy development, appraisal and system reform are critically appraised including examination of strategies aimed at tackling emerging public health issues such as ageing and obesity and policies aimed at cost containment. Case studies are used to explore policy development, implementation and appraisal.

Applied HTA and Decision Modelling
This module examines the use of various models and techniques that are commonly used in health technology assessment. Topics covered include life tables and survival analysis; measuring, valuing and analysing costs and outcomes; decision trees and Markov modelling; and representing uncertainty in decision analytic models. Extensive use is made of practical computer lab sessions using software packages such as Excel and Treeage. Pre-requisite of Economics Evaluation in Healthcare or equivalent.

Economic Evaluation in Healthcare
The module examines the theory and practice of economic evaluation as it applies to health and social care interventions. Topics covered include the rationale for economic evaluation; formulating a health evaluation problem; identifying and measuring outcomes and effectiveness; identifying, enumerating, and valuing the inputs to form an economic measure of costs; measuring the benefits of health interventions using contingent valuation and discrete choice experiment

Market Access in the Healthcare Industry
This module will provide insight into the key principles and a practical understanding of market access as it relates to the medical device and pharmaceutical industries.
The module will cover the following issues:-
- The implications a product may have on the wider healthcare market
- Understanding how the healthcare environment can affect the uptake of a product
- Communicating the value of a product to the range of customers who influence uptake.

Applied Health Econometrics
This module will consider the key techniques used in the econometric anlaysis of health and healthcare data. It will set out the key features of the data that is typically analysed by health economists and set out the methods employed in addressing these issues. There will be a strong emphasis on applied work, illustrating the various models with real world data using relevant econometric software.

Non-Market Valuation for Health Economists
The module will describe the main non-market techniques that are used to value health and healthcare. The module will describe the pros and cons of the various methods and highlight the particular challenges associated with health economics applications. The module will also illustrate the various econometric models that are used to analyse these types of data. The module will be practical in nature with students required to design their own valuation study.

Current Topics in Health Economics
The module will cover selected topics in health economics. The topics will be in one of three broad areas – theoretical models in health economics; empirical methods in health economics; and health policy issues.

Dissertation
The minor dissertation shall be approximately 10,000 words in length and shall be original in content but not necessarily a major contribution to a particular field of study. The dissertation will normally be linked to an internship in an appropriate regional or national agency.

MASTER OF RURAL DEVELOPMENT
2RD1 Master of Rural Development (part-time) – Year 2, 2018/19

Programme Content:

In order to complete this programme a student is required to complete a thesis only having previously received exemptions in taught modules in Year 1 and Year 2 of the programme.

Core	Semester	ECTS
EC5113 Dissertation	1 & 2	20
EX030 Previous Years Exemptions	Unknown	30
EX040 Previous Years Exemptions	Unknown	40

EC5113 Dissertation
The dissertation provides an opportunity for independent and original work. The aims of the dissertation is to enable the student to critically evaluate research in economics; to demonstrate independent research and to apply theoretical knowledge acquired; to demonstrate critical thinking skills and to produce a well written minor dissertation of approximately 10,000 words in length that contributes to existing knowledge; and where appropriate is normally linked to an internship. This module involves a series of discussions and meetings with supervisors, submission of research proposals, progress reporting to supervisors within agreed timeframes, and linked to the internship where appropriate.

MASTER OF SCIENCE IN HEALTH ECONOMICS PART-TIME

Programme Outline
The programme is designed to provide an appreciation of the scope and use of economics in the examination of health and health care decision making and to equip the student with the skills necessary for career development in the public or private sector or for use in further academic study in health economics.

It is a part time programme taught over two years based on course work, examinations and a minor thesis. Students can avail of a placement in their second year while completing their dissertation or under a project based with their current employer. It is ideal for individuals who cannot avail of a fulltime programme but wish to develop essential skills in the area of health economics.

Minimum Entry Requirements
Students admitted to this programme will normally hold a Level 8 or higher qualification, with minimum grade of Second Class Honours Grade I, in an area of study which includes a substantial concentration of economics.

Quota
There is no limitation on the number of students who can join the programme.

Modules

The following modules are compulsory

Code	Module	ECTS
EC520	Health and Social Care	10
EC515	Data Management and Survey Techniques	10
EC506	Econometrics	10
EC579	Applied HTA & Decision Modelling	10
EC572	Health Systems and Policy Analysis	10
EC584	Economic Evaluation in Health Care	10

Plus

EC505	Minor Dissertation	10

In addition student must choose modules with a cumulative value of 20 ECTS from the following optional modules:

EC526	Public Sector Economics	10
MD518	Observational Studies & Analytical Research Methods	10
EC517	Cost Benefit Analysis and Evaluation	10
EC374	Advanced Economietrics	10
MD537	Systematic Review	5
EC5106	Market Access in the Healthcare industry	5
EC5105	Applied Health Economics	5
EC5107	Non Market Valuation for Health Economics	5
EC5114	Current Topics in Health Economics	5

Dissertation
The minor dissertation shall be approximately 10,000 words in length and shall be original in content but not necessarily a major contribution to a particular field of study. The dissertation will be completed during the course of the second year.

Assessment
Each module, with the exception of the minor dissertation, will be examined by an end of semester written examination and appropriate course-work.

Timing of Examinations
Modules will be examined at the end of Semester 1 and Semester 2 with repeat examinations in Autumn.

Structure of Programme

Semester 1 Year 1		*ECTS*
EC515	Data Management and Survey Techniques	10
EC584	Economic Evaluation in Health Care	10

Semester 2 Year 1		
EC579	Applied HTA & Decision Modelling	10

Option(s)

Semester 1 Year 2		
EC572	Health Systems and Policy Analysis	10
EC506	Econometrics	10

Semester 2 Year 2		*ECTS*
EC520	Health and Social Care	10

Option(s)		
EC505	Dissertation	10

MASTER OF SCIENCE IN INFORMATION SYSTEMS MANAGEMENT (Full-Time)

Programme Objectives
The M.Sc. in Information Systems Management serves distinct needs pertaining to the use, management and development of information systems within organisations. It is anticipated that students will bring to the programme a variety of skills from different backgrounds. The programme is designed as a specialist course which assists students in blending their existing talents with the technological skills and business knowledge needed to design, develop, use and manage information systems in modern knowledge-based organisations.

Entry Requirements
Applicants should normally hold a qualification from a university or other internationally recognised academic institution or authority, corresponding to Level 8 of the Irish National Framework of Qualifications (NFQ), to a minimum standard of Second Class Honours (or equivalent). It is expected that successful applicants will come from a variety of academic and professional backgrounds with prior exposure to information technology and/or business.

Applicants who do not hold a Level 8 qualification but who hold professional qualifications and/or have relevant practical experience are eligible to apply for the programme in accordance with the University's guidelines on the Recognition of Prior Learning (RPL). Such candidates will be required to provide evidence of their previous knowledge and may be required to attend for interview. Applicants may apply for exemption for some modules, in accordance with the University's RPL guidelines as determined by the School.

All applicants whose first language is not English or who have not been educated through the medium of the English language during their two most recent years of study must present one of the following qualifications in the English language: IELTS score of 6.5 (with not less than 5.5 in any one component), TOEFL (paper based) score of 550, TOEFL (computer based) score of 213, or TOEFL (internet based) score of 80. On a case by case basis, the programme director may deem an applicant's level of English satisfactory and may thus waive this general requirement.

Programme Structure
The programme will be offered on a full-time basis over one academic year, or on a part-time basis over two academic years (see separate calendar entry for part-time mode). The programme will consist of lectures, practical classes, seminars and projects in the required subjects. To be eligible for the award of the M.Sc. in Information Systems Management, candidates must successfully complete modules to a total of 90 ECTS.

A candidate who has passed all of the modules other than the Project within a period of two years from commencement of the programme shall be eligible for the award of a Postgraduate Diploma in Information Systems Management.

Pass by compensation is not permitted in module MS812 Project.

Module	Code	ECTS	
Web Design & Development	MS801	5	Semester I
Interactive Systems Design	MS820	5	Semester I
Systems Development & Project Management	MS804	5	Semester I
Database Systems	MS805	5	Semester I
Business Applications Programming	MS806	5	Semester I
Business Modelling and Analytics	MS5107	5	Semester 1
Information Systems Management	MS807	5	Semester II
Business Data Communications	MS803	5	Semester II
Information Systems Strategy and Innovation	MS802	5	Semester II
Enterprise Systems	MS809	5	Semester II
Applied Systems Analysis	MS821	5	Semester II
Project	MS812	30	Year long
Elective modules			
Advanced Applications Programming	MS815	5	Semester II
Information Systems Security & Ethics	MS810	5	Semester II

MASTER OF SCIENCE IN INFORMATION SYSTEMS MANAGEMENT (Part-Time)

Entry Requirements
The entry requirements for the part-time mode are the same as for the full-time mode.

Programme Structure
The programme will be offered on a part-time basis over two academic years. The programme will consist of lectures, practical classes, seminars and projects in the required subjects. To be eligible for the award of the M.Sc. in Information Systems Management, candidates must successfully complete modules to a total of 90 ECTS.

A candidate who has passed all of the modules of the first year of the programme within a period of two years from commencement of the programme, and who chooses not to continue with the programme, shall be eligible for the award of a Postgraduate Certificate in Information Systems Management.

A candidate who has passed all of the modules other than the Project within a period of four years from commencement of the programme shall be eligible for the award of a Postgraduate Diploma in Information Systems Management.

Pass by compensation is not permitted in module MS812 Project.

Year 1

Module	Code	ECTS	First Sitting
Systems Development & Project Management	MS804	5	Semester I
Database Systems	MS805	5	Semester I
Business Applications Programming	MS806	5	Semester I
Applied Systems Analysis	MS821	5	Semester II
Business Data Communications	MS803	5	Semester II
Elective modules			
Information Systems Security & Ethics	MS810	5	Semester II
Advanced Applications Programming	MS815	5	Semester II

Year 2

Module	Code	ECTS	First Sitting
Web Design & Development	MS801	5	Semester I
Interactive Systems Design	MS820	5	Semester I
Business Modelling and Analytics	MS5107	5	Semester I
Information Systems Management	MS807	5	Semester II
Information Systems Strategy and Innovation	MS802	5	Semester II
Enterprise Systems	MS809	5	Semester II
Project	MS812	30	Autumn

Syllabii
Syllabus entries for the part-time mode are the same as for the full-time mode.

Syllabii

Advanced Applications Programming
The objective of this module is to provide students with an understanding of advanced programming methods and techniques. Topics may include: Object-oriented programming languages e.g. Java, C++; programming paradigms; programming concepts such as methods, classes, objects, exception handling, inheritance, polymorphism, file handling; programming constructs; new and emerging issues in object-oriented programming.

Applied Systems Analysis
The objective of this module is to provide students with an in-depth understanding of foundation and advanced aspects of systems analysis in an applied context. The topics covered may include: systems theory; the practice of systems analysis; modelling approaches such as data, process and object-oriented modelling; systems development methodologies and techniques; the use of computer-aided systems engineering (CASE) tools; requirements determination and analsysis; requirements determination techniques (e.g., interviewing, observation and questionnaires) one-to-one and group interviewing techniques and skills; presentation techniques; compiling and evaluating requests for proposals; software and hardware contracts; project and systems documentation; feasilbility analysis; case studies in systems analysis and design, emerging issues in systems analysis.

Business Applications Programming
The objective of this module is to introduce students to the fundamentals of interactive applications programming. Topics may include: principles of structured programming; object-oriented programming; event-driven programming; business applications modelling (e.g. Unified Modelling Language); functions and subroutines; conditional logic; repetition statements; arrays; emerging topics and issues.

Business Data Communications
The objective of this module is to develop in students an understanding of the fundamentals of modern data communications, organisational interconnectivity, Internet technologies, and to relate them to a business environment. Topics may include: data representation; computer systems; operating systems; OSI model, client/server model; computer networks, transmission media and wireless communications; connecting devices; Internet connectivity, Internet (TCP/IP) model: protocols, services, and servers; network management; emerging topics in business data communications.

Database Systems
The objective of this module is to provide students with an understanding of business and technical issues in the development of database systems. Topics may include: database management systems; data modelling techniques e.g. normalisation, entity-relationship modelling, class diagrams; logical and physical database design; data quality and integrity; data definition; Structured Query Language (SQL); transaction management; distributed databases; emerging topics and issues.

Business Modelling and Analytics
The objective of this module is to provide students with an understanding of decision-making, decision support systems and business analytics in the context of individual, managerial and business decision-based problems. Topics may include: decision making; decision strategies and approaches; information presentation and data visualisation for decision making; decision support systems (DSS); DSS concepts, methodologies, and technologies; modelling and analysis; group support systems; data warehousing and OLAP, data mining techniques and tools, e.g. neural networks, genetic algorithms; intelligent systems; emerging topics and technologies.

Information Systems Strategy and Innovation
The objective of this course is to provide students with an in-depth understanding of the relationship between IS strategy and IS innovation. Topics may include: IS Strategy Frameworks and Business Models, Patterns of Innovation, Mobile Commerce, Pervasive Computing, Choosing & Measuring IS Projects, Modelling IS Innovation and Strategic Selection, Cloud Computing, Factors Impacting Strategy and Innovation, Emerging Topics and Issues in IS Strategy and Innovation.

Information Systems Management
The objective of this module is to explore IS management and implementation issues. Topics to be covered include: IS as a socio-technical system; the impact of IS on business; how IS changes the competitive landscape; planning for the use of IS resources; value creation and IS creating value with IS in the modern landscape; appropriating value over the long term; justifying the IT investment; development and implementation; modern system and trends.

Information Systems Security & Ethics
The objective of this module is to help future managers to understand the broad range of technical and managerial issues related to information systems security; and ethical, legal and societal dimensions of information systems. Students will learn specific tools and techniques to support effective IS security management. Topics may include: nature and scope of IS security; security of technical systems in organizations; models for specification of IS security; cryptography and technical IS security; network infrastructure and security; planning and designing IS security; risk management for IS

security; computer ethics; ethical usage policies; ethical frameworks and guidelines; legal aspects of information systems and the Web; data and consumer protection legislation; privacy issues in the digital age; contemporary issues in IS security and ethics.

Interactive Systems Design
This module provides an applied course concentrating on the effective design and development of Information Systems. Topics covered may include: principles of interactive design; the process of interaction design; usability engineering; identifying needs and requirements; understanding users; interaction paradigms and user interface design; design issues for new technologies; data gathering and analysis; user-centred design; lifecycle models; design and prototyping including techniques such as scenarios, use-cases, user profiles; evaluation of interactive systems including usability testing, field studies, inspections and predictive models; usability legislation and directives; emerging topics and issues.

Project
A major applied project will be undertaken under the supervision and direction of staff. The project will normally be undertaken on a group basis. Projects must be based on a substantial topic in the field of business information systems relating to the use, management or development of an information system.

Systems Development & Project Management
The objective of this module is to develop in students an understanding of the fundamentals of information systems development and project management. Topics may include: the historical development of modeling information systems; the systems development life cycle and phases; systems development issues for traditional, Web-based and cloud applications; the philosophy of systems development approaches; modelling approaches to include process, data and object modelling; agile methods; method tailoring; emergent methods; project planning; project time management; project scope management; project HR management; project communications management; risk management; configuration management; change control; project audit and closure; emerging issues.

Web Design & Development
The objective of this module is to provide students with applied skills in web systems development and multimedia object development. Topics may include: HTML; Web and Multimedia development tools (e.g. Dreamweaver, Expression); Web development concepts, methods and techniques; Web interaction design; web systems project management issues; multimedia object development; image, audio animation and video production and editing; object development tools (e.g. Fireworks, Photoshop, Flash); new and emerging topics in Web systems design and development.

Business Modelling and Analytics
The objective of this course is to develop students understanding of the role of business analytics in decision making and equip them with solutions used to create scenarios, understand realities, and predict future states. The course focuses on three types of business analytics: descriptive analytics used to gain insight from historical data; predictive analytics used to forecast future business performance; and prescriptive analytics used to recommend decisions using optimisation, simulation etc. Students are introduced to core concepts and technologies of business analytics, such as modelling, analysis, optimisation; data exploration and data mining; forecasting models; decision trees; neural networks; clustering techniques; etc. The course uses real business cases, to illustrate the application and interpretation of these methods. An important feature of the course is the use of MS Excel, an environment familiar to business analysts. All discussed models are provided by the Excel add-ins Analytic Solver Platform and XLMiner plus illustrative examples.

DIPLOMA IN E-BUSINESS ANALYSIS

Specific Programme Requirements:
This programme is open to applicants from all backgrounds who hold a NQAI level 8 qualification (minimum) or equivalent. It is a conversion diploma aimed at re-skilling unemployed graduates.
ECTS Weighting: 30 ECTS

Course Overview
The Diploma in E-Business Analysis serves distinct needs pertaining to the use, management and development of information systems within organisations. It is anticipated that students will bring to the programme a variety of skills from different backgrounds. The programme is designed as a specialist course which assists students in blending their existing talents with the technological skills and business knowledge needed to design, develop, use and manage information systems in modern organisations.

Semester 1:
Any three modules from following (all 5 ECTS):

MS805 Database Systems
MS806 Business Applications Programming
MS801 Web Design & Development
MS820 Interactive Systems Design
MS804 Systems Development and Project Management
MS5107 Business Modelling and Analytics

Semester 2: Any three modules from following:

MS810 Information Systems Security & Ethics
MS807 Information Systems Management
MS809 Enterprise Systems or MS319 Enterprise Systems
MS815 Advanced Applications Programming
MS821 Applied Systems Analysis
MS803 Business Data Communications
MS802 Information Systems Security and Ethics

Career Opportunities:
Avail of our strong relationships with employers, recruitment agencies and established alumni network by placing students directly in contact with potential employers.
Provide students with opportunities to gain work experience through the auspices of NUI Galway's Community Knowledge Initiative (CKI).
Provide follow-on support for any business ideas via NUI Galway's 'Bright Ideas' initiative, whereby seed funding is available to kick-start entrepreneurial activities.
Provide access to an online Careers Management Workshop.
Provide CV and interview preparation guidance.

MASTER OF SCIENCE IN INTERNATIONAL MANAGEMENT

The objective of the M.Sc. in International Management is to provide students with in-depth knowledge and expertise in international business and cross-cultural management.

On completion of the programme students would be able to:
- Understand current theories, concepts and frameworks in international management, cross-cultural management and international business & the multinational enterprise.
- Appreciate the relevance of theories, concepts and frameworks to undertaking business across frontiers.
- Understand the practical tools and techniques applied at strategic and operational levels when successfully undertaking   cross-border activities.
- Proficiently use library and internet-based resources.
- Understand relevant sources of information and their limitations.
- Identify, analyse and evaluate international management and international business options
- Apply models, tools and techniques in different company, country and sectoral contexts.
- Integrate and apply knowledge from a range of international management and international business subjects.
- Synthesize and present complex information in an appropriate way according to audience requirements.

Entry Requirements
Candidates for the M.Sc. in International management will normally hold or expect to hold before the programme, an undergraduate degree (level 8). The minimum standard for entry is second class honours, usually to grade 1 level. Practical experience of management would be an advantage.

Prospective candidates may also be obliged to undertake the Graduate Management Admissions Test (GMAT) for entry to the programme. Where appropriate, the International English Language Testing System IELTS (with not less than 5.5 in any one component), may also be required. In addition, an interview may form part of the selection process for the programme.

Places Available
The number of places available each year is limited.

Mode of Delivery
The M.Sc. in International Management will be offered on a full-time basis over 12 months.

Programme Structure
Semester 1

MG582	International & Cross Cultural Management	10 ECTS
MG602	Strategic Management	5 ECTS
MG6101	Global Business & HR in Context	10 ECTS
MG6105	Research Methods	5 ECTS
EC5111	Global Ecominics for International Managers	5 ECTS

Semester II

AY590	International Corporate Finance	5 ECTS
MK579	Global Marketing Management	5 ECTS
MG6108	International Human Resource Management	10 ECTS
MG6111	Innovation Management	10 ECTS
MG6109	Research Project	20 ECTS

Summer

MG6112	International Management Report (IMR)	20 ECTS

Assessment
Assessment on the programme will comprise a variety of continuous assessment
approaches in addition to examinations.

Syllabii

Global Business and HR in Context
The purpose of the module is give programme participants a critical understanding of the most important international business concepts, frameworks and environments that managers, and HR professionals, in particular, work. The interface between the external environments in which MNCs operate - including the competitive environment and the influence of government policies and legal regulation - and the constantly evolving role of the HR function and HR professionals is a central theme. The importance of HR's competency to influence strategy, lead and engage with external networks, and to utilise technology will be critically examined. Throughout the course, the tension between pressures for globalisation and localisation and the implications for strategy and HR policies and practices, including the role of culture, is emphasised.

Global Economics for international Managers
The aim of this course is to increase students' understanding of recent developments and prospects for the Irish economy, the euro area, and the wider global economy and the implications of these developments for businesses and governments.

Topics: • Economic developments and policy during the boom in Ireland. Current policy issues in Ireland. 1. Banking crisis and policy response. 2. Mortgage arrears. 3. Lending to SME's • Budget 2014 • The Euro Zone crisis: An Overview • The Euro Zone crisis: The ECB and Banking Union • Recent developments in the Global Economy.

International & Cross Cultural Management
The first part of the module exposes students to the challenges and opportunities of managing internationally. The second part of the module covers management practices in comparative perspective- focusing on a number of specific regions. The module provides students with management tools and frameworks that will enhance their effectiveness when operating internationally. It enables the students to identify, compare and contrast different management practices adopted internationally and appreciate the impact of national cultures and business systems on leadership styles, decision making styles, and interpersonal dynamics across cultures.

Strategic Management
This course covers the concepts, theories and techniques on which strategic management in the business sectors is based and explores their application in a wide range of business settings. The design and implementation of strategic planning systems are central issues throughout the course. Topics covered include an introduction to corporate strategy, strategic management in practice, strategic analysis, resource competencies and strategic capability, stakeholder expectations and organisational purposes, bases of strategic choices and options, strategy evaluation and selection, organisation structure and design, resource allocation and control, managing strategic change, corporate values and ethical choices

Global MarketingManagement
The objective of the course is to develop your knowledge and understanding of the global marketing environment through key concepts, and tools, and theory. Emphasis will be placed on the role of the global marketing manager in the development of marketing strategies for a variety of markets in diverse cultural, political and economic situations and examining areas of foreign market analysis, target identification, product planning, promotion and channels of distribution

International Human Resource Management
This module will develop understanding of the role of human resources and employment practices in both the formation and implementation of international strategy and will help students to better understand the connections between international business and HRM. The latest concepts and models will be examined and new developments in the global business
environment will be considered in relation to the implications for International HRM policy and practice.

International Corporate Finance
Financial goals and corporate governance; overview of international financial markets; currency markets and currency exchange rates; managing currency risk exposures; foreign direct investment and multinational capital budgeting; assessing and managing political risks; financing the multinational corporation; multinational cost of capital and capital structure decisions; working capital and cash management in the multinational context.

Research Methods
The objective of this course is to provide students with a theoretical and practical understanding of the tools and techniques used for collecting and analysing data in business research and with the necessary skills to critically evaluate research. Topics to be covered may include research philosophies; the scientific method; research design; measurement concepts and research instruments; conducting quantitative research; conducting qualitative research; collecting and analysing data; research ethics; the qualities of credible research

Innovation Management

This module provides students with an introduction to the management and strategy of innovation.

International Management Report (IMR)
The International Management Project (IMR) is based on a simulated international assignment in a foreign and alien business environment. The IMR equips students with the capabilities to investigate and diagnose "live" international business and management issues, to collect and analyse relevant research data, dervive logical conclusions and make recommendations for theory and practice. In addition, students will learn practical aspects of how to prepare for and act on international assignment

On return from the overseas study period, students will prepare their final report. The report should demonstrate an understanding of variations in the context and cultures of the host counrty and the impact of these variations on sucessfully engaging in business practices and assignments. The report should also make strategic cultural and pre-departure training recommendations.

There may be a language requirement for undertaking language courses on the study abroad module.

MASTER OF SCIENCE MARKETING PRACTICE

Programme Overview

As the only programme of its kind in the country, the MSc (Marketing Practice) offers marketing graduates the opportunity to obtain (paid) professional marketing work experience. This experience is gained within a structured framework where participants on the programme benefit from a combination of:

1. taught modules where essential marketing professional skills and other transferrable skills are developed;

2. a challenging placement where theory is put into practice; and

3. on-going one-to-one mentoring and supervision by the Programme Director.

Programme Objective

The objectives of this programme are to:

- deepen students' understanding and knowledge of marketing to an advanced level;

- enable marketing graduates to experience a challenging real-world placement that offers a launch pad for a successful career in marketing;

- encourage students to think critically in the application of marketing theory to increasingly complex real-world challenges that emerge daily in the workplace;

- ensure that students are prepared for the workplace with advanced workplace skills, focus, motivation, confidence and an enthusiastic "can-do" attitude;

- expand the career choice and earning potential of graduates of this programme.

Entry Requirements

Normally the minimum entry requirements will be (a) a second class honours Bachelor of Commerce or equivalent business degree (level 8), with a significant specialisation in Marketing or (b) a second class honours, grade 1 or higher in the Higher Diploma in Business Studies from NUI, Galway or other approved colleges, specialising in Marketing. However, not all applicants meeting this standard will be admitted as the number of places available in any year will be limited.

The MSc (Marketing Practice) selection committee will assess applicants' aptitude for the course, and applicants may be interviewed.

Programme Structure

The programme is offered on a full-time basis over one year, running from September to the end of June. Students are required to:

- complete six obligatory taught modules: Marketing and Sales Automation, Analytics and Attribution, Inbound Marketing Strategy, Marketing Consulting in Action, Digital Marketing Strategy & Management, Mindful Leadership in Marketing & Sales and Marketing Research & Strategy. These modules are designed to deepen students' knowledge and understanding of marketing to an advanced level and have a strong applied orientation;

- undertake a 37 week placement whereby students apply marketing theory to real-world scenarios on a daily basis while refining excellent transferrable skills; and

- complete an Applied Marketing Project relating to the organisation in which they are placed

Taught Modules   ***35 ECTS***

The taught modules take place over the course of the induction weeks and three subsequent workshops, scheduled at regular intervals throughout the placement period. All are examined by continuous assessment.

MK5131	Marketing and Sales Automation, Analytics and Attribution	5 ECTS
MK584	Marketing Research & Strategy	5 ECTS
MK5122	Inbound Marketing Strategy	5 ECTS
MK5106	Digital Marketing Strategy & Management	10 ECTS
MK589	Marketing Consulting in Action	5 ECTS
MK5127	Mindful Leadership in Marketing & Sales	5 ECTS
TOTAL		**35 ECTS**

Applied Marketing Project MK5123   ***10ECTS***

Students complete an applied project (minor dissertation) focusing on the application of marketing theory, under the supervision of staff members. This project must be completed by a date in the summer specified by the Discipline of Marketing.

Marketing Placement MK586   ***45ECTS***

Students complete a 37 week work placement in an organisation that has a clear requirement for marketing expertise and a challenging job description. Students keep a daily Marketing Activity Log that is submitted to their supervisor on a weekly basis.

Assessment & Examination

All taught modules are examined by continuous assessment, with no written examination.

The Applied Marketing Project will be submitted to the Marketing Discipline Office in Semester 2.

Syllabii & Assessment

Marketing & Sales Automation, Analytics & Attribution

As technology continues to drive the practice of marketing, Marketing Professionals are constantly bombarded with emerging technology and feel enormous pressure to keep up-to-date on everything… multi-channel marketing, account-based marketing, content marketing, inbound marketing, marketing attribution, marketing analytics, SEO, SEM, marketing qualified leads, sales qualified leads, lead generation and nurturing using automated email …. the list is endless and new additions are relentlessly added to the list every day. We are expected to drive sales like never before, and to combine art and science in a way Marketers never could before (enabled by digital transformation). Help! What is a Marketer to do these days? How can we keep up? In this module we explore the challenge of keeping up to date while retaining our sanity, maximising our impact while minimising stress. We also focus on three of the current 'buzz' topics which are lately calling for our attention i.e. marketing automation, analytics and attribution, all in the context of the integration of marketing and sales.

Marketing Research & Strategy

Undertaking market research is a fact of life for most marketing professionals. Whether this means finding out what consumers think of your advertising campaign or undertaking extensive research into a particular industry, the same scientific approach to research can be employed and once learned will stand to students for the rest of their careers. Market research can involve secondary or primary research and the objective of this module is to ensure that students become competent and confident applied market researchers. Using the information derived from market research to then inform marketing decisions and strategy development is a skill that the most successful marketers employ to great effect.

Students are required to submit an Industry Analysis of the industry in which their host organisation operates. This requires in-depth secondary and possibly primary research to gather the information required to provide a snapshot of the industry in question. This assignment is submitted in a formal report.

Inbound Marketing Strategy

Inbound marketing is used by both global companies (e.g. Starbucks, Taco Bell, American Express, Microsoft, IBM, Tesco, etc.) and small businesses alike as a means of engaging their target audience, driving quality lead growth and ultimately their bottom line. Hubspot, the acknowledged global leader in Inbound Marketing, promotes a simple but powerful model based around four primary actions (Attract, Convert, Close, Delight) that businesses must take in order to get more visitors, leads, customers, and promoters. Included in this methodology are the tools and technology that companies typically use to accomplish these goals.

Digital Marketing Strategy & Management

The objective of this module is to equip all students on the programme with sufficient knowledge and understanding of digital marketing channels and tools to effectively formulate successful Digital Marketing & Sales Strategies to drive brand awareness, generate sales leads and nurture relationships online. They will learn how to work with digital marketing agencies in the delivery of these strategies, along with learning how to monitor and analyse digital marketing metrics to assess the return on investment of campaigns and strategies.

Marketing Consulting in Action

The objective of this module is enable students to challenge themselves to use all they have learned by working as a Marketing Consultant. Each student will deliver an Integrated Marketing Communications Plan, as part of a group, on behalf of a client company. Starting with taking a brief, the student will undertake research, come up with creative solutions, select optimum media tools and channels and present their proposed plan to the client, both verbally and in written report format.

Mindful Leadership in Marketing & Sales

Working in the fast-paced, exhilarating and creative field of marketing and sales represents an attractive professional career path for many graduates, yet to succeed and lead in this dynamic environment requires resilience, tenacity and an ability to cope under pressure. The World Health Organisation predicts that by 2030 depression will be the leading cause of disease globally and states that three-quarters of adult mental disorders begin before the age of 24, and close to 30 per cent of young adults have at least one mental illness. This module underpins the entire MSc Marketing Practice programme with its motto of "If it's gonna be, it's up to me!" The objective of the module is to equip students with the motivation, attitude, knowledge and skills required to resiliently launch and sustain Mindful careers in Marketing. They will also be challenged to mindfully consider the potential impact they, as Marketing Professionals, can have on shaping society and caring for our planet as they evolve into the leaders of tomorrow.

Applied Marketing Project

Students complete an applied project (minor dissertation) focusing on the application of marketing theory, under the supervision of staff members. This project must be completed by a date in the summer specified by the Discipline of Marketing. In selecting a topic for this project, students are advised that highest marks are awarded for projects that bring value to their host companies. In the process of completing this project students achieve several key learning outcomes including the ability to: identify an opportunity or challenge facing their host company and make decisions around relevant research questions/hypothesis and appropriate research design; conduct research and demonstrate they have developed intellectual insight into the topic as well as an understanding of the relevant theories; complete a critical literature review; engage with qualitative and/or quantitative research methods; where appropriate undertake field work, managing for access ethical issues and practicalities associated with data collection; implement appropriate data analysis strategies; organise, write and present a research dissertation with appropriate referencing; demonstrate a clear understanding of the relevance of marketing theory to the practice of marketing, and how to apply this theory in practice, and show an appreciation for marketing processes and limits, and its impact on achieving organisational strategic objectives.

Marketing Placement

Students complete a 37 week work placement in an organisation with a clear requirement for marketing expertise and a challenging job description. Assessment of the marketing placement is based on the following:

- a review of student Actity Logs at the first company visit, and randomly throughout the year;
- evidence provided by students at the second company visit, including their Professional Skills Profile presentation, which is based on the student's analysis of their activity logs and placement experience to that point;
- feedback from employers at the two company visits, and throughout the year, along with feedback provided by employers through the completion of an assessment form (or verbal feedback) during the summer;
- evidence of student engagement with their host company at the December presentation;
- evidence provided by students during 'Sharing of Professional Skills' sessions during workshops on campus and class participation throughout these workshops;
- information provided by students in their Reflective Journals and Critical Reflection Report;
- analysis of minutes provided by students, following Mid-Placement Reviews between students and their bosses in February/March, along with analysis of meaningful follow-up actions taken by students based on feedback received;

- relevance of student assignments and analysis of the perceived value these assginmetns have brought to host companies;
- at the final presentation (Pitch for Placement grade) which students make in May, they have an opportunity to summarise the value they have brought to their company, and what they have learned in the process, both personally and professionally. Supported by an updated CV, answers to frequently asked questions at interviewws and an infographic, this 'pitch' puts the onus on the student to highlight the points which best reflect their placement performance and they have the opportunity to strongly influence the grade they will be awarded.

MASTER OF SCIENCE IN MARKETING MANAGEMENT (Full-Time)

Programme Objectives

The programme content is aimed at preparing graduates for a variety of marketing positions in business.

Therefore the programme will assist students to:
- become knowledgeable about a range of Marketing subjects to an advanced level;
- develop analytical, oral and written presentation skills;
- acquire and be able to use accepted research methodologies;
- develop personal confidence.

Entry Requirements

The programme is open to recent graduates of all disciplines. Normally the minimum entry requirements will be as follows:

a) a second class honours grade 1 Bachelor of Commerce or equivalent business degree, with a significant specialisation in Marketing. Applicants who hold a second class honours grade 2, maybe to interviewed to ascertain their suitability for entry;

b) applicants with a Bachelor of Commerce or equivalent business degree, without a specialisation in Marketing, are expected to hold a second class honours grade 1 or higher;

c) a second class honours, grade 1 or higher in the Higher Diploma in Business Studies from NUI Galway or other approved colleges, specialising in Marketing;

d) applicants from a discipline other than the above, seeking a conversion programme, are expected to hold a second class honours grade 1 or higher;

International students with equivalent qualifications to the above will be considered. Applicants from non-English speaking countries must be fluent in English, as demonstrated by International English Language Testing System IELTS score of 6.5 (with not less than 5.5 in any one component), or equivalent. An interview, either in person or via Skype may form part of the selection process for the programme.

However, not all applicants meeting this standard may be admitted as the number of places available in any year may be limited.

POSTGRADUATE DIPLOMA IN MARKETING MANAGEMENT

A candidate who has passed modules totalling 60 Ects, other than the Dissertation, within a period of two years from commencement of the programme, shall be eligible for the award of Postgraduate Diploma in Marketing Management.

Programme Structure

The programme is offered on a full-time basis over one year. Lectures will commence in the first week of September, with assessments/written examinations during/at the end of each Semester. The programme will consist of lectures, projects, case studies and presentations in the required subjects. A range of assessment methods are used, including essays, projects, reports, presentations, case studies and and/or written examinations. To be eligible for the award of Masters, candidates must pass examinations in each subject. Students are required to take twelve obligatory subjects and complete a minor dissertation.

Skills Development

Students will be supported by a Skills Development Programme which will cover topics such as how to study, how to summarise, file, store and reference readings, key writing skills, and presentation skills.

Programme Content

Semester 1 Modules:

Code	Module	ECTS
MK5119	Strategic Marketing	5
MK5115	Marketing Innovation & Commercialisation	5
MK5101	Digital Marketing	5
MK5117	Sevices Marketing	5
MK5109	Marketing Performance & Productivity	10
MK568	Selling and Sales Management	5

Semester 2 Courses:

Code	Module	ECTS
MK5113	Cases in Strategic Marketing	5
MK5110	Brand Management	5
MK5104	Marketing Analytics	5
MK5120	Global Business to Business Marketing	5
MK5118	Social Marketing and Sustainability	5

These courses are taught full-time over one academic year with assessments at the end of each semester. Students also complete a minor research dissertation under the supervision of staff members. This dissertation will account for 25 ects and be completed by a day in July specified by the Marketing Discipline. Candidates who, without School permission, present the dissertation after the closing date as specified shall be confirmed to a maximum mark of 40% for the dissertation.

Standards

First Class Honours Grade 1:	70% overall
Second Class Honours Grade 1:	60% overall
Second Class Honours Grade 2:	50% overall
Pass:	40% overall

Assessment & Examination

In the main, subjects will be assessed by examination and course work.
Some subjects may be assessed by course work only.

Syllabii

Strategic Marketing
Strategic marketing creates competitive advantage and is a central activity of modern enterprise and requires an articulation of the organisation's vision, mission, objectives and culture. The objective of this course is to provide a conceptual understanding and develop a strategic approach to marketing policy. The Strategic Marketing course will consist of five complex and inter-related analytical processes: defining the organisation's business, mission and goals; identifying and framing organisational opportunities; formulating product-market strategies; budgeting, marketing, financial and product resources; developing reformulation and recovery strategies.

Research Methods
This module explores the issues related to research design, methodology, implementation, and analysis. The module provides students with an understanding of the research process and the academic writing skills necessary to complete research. Students gain a theoretical and practical understanding of the tools and techniques used for qualitative and qualitative data collection and analysis, as well as the skills to evaluate research critically.

Digital Marketing
The objective of this course is to build upon marketing principles and investigate specialist areas of marketing, where the internet and other technologies provide opportunities for applications in marketing and business. An overview of the rapidly changing world of business and technology is provided: by addressing what is unique about digital marketing, it explores how these technologies are creating value for customers as well as the benefits for companies, their brands and their products.

Marketing Innovation & Commercialisation
This course focuses on the development of successful marketing programmes for the commercialisation of innovation in organisations. It examines the processes of the technology innovation life-cycle with particular focus on diffusion of

innovation theories, new product concept testing, prototype development and market validation for incremental and radical innovation. It further addresses the marketing strategies and commercialisation routes for the market exploitation of innovative products and services for consumer and organisational markets. In particular, the course examines marketing of innovation and commercialisation paths in Small and Medium Enterprise (SMEs).

Services Marketing
This course will explore the key issues and challenges of marketing services. Key topics will include a model of services marketing issues, a services marketing information system and an appropriate e-marketing mix for different service businesses.

Marketing Performance & Productivity
This module aims to develop your skills, as a professional marketer, in analysing a range of marketing performance and productivity decisions which are central to the success of the Marketing function within any organisation. This includes the skills necessary to seek, secure and manage marketing budgets on a daily basis; set sales targets; forecast marketing spend and calculate marketing metrics including break even and return on marketing investment. This module develops knowledge and understanding of the basic principles and underlying concepts underlying marketing performance, focuses on marketing costs, budgeting and calculating ROI and examines sources of customer profitability, a key remit of many marketing professionals as they seek way to drive business expansion through marketing.

Selling and Sales Management
Digital & Social Selling examines why embracing the social web is vital and how the sales role changes in a digital environment. The sales and marketing functions are increasingly converging, with lead generation now frequently arising from digital promotional campaigns. To take part in this new process of digital selling, salespeople need to understand and interact with customers via multiple channels, participating in social media in collaboration with marketing to influence purchasing decisions and convert contacts into sales. Digital & Social Selling makes sense of the new paradigms in which a salesperson now operates. It outlines the new strategies required to make the most of the opportunities that exist, and provides the practical advice sales and marketing people need to use the social web effectively to generate leads and sell more.

Cases in Marketing Management
Decision making in marketing is primarily a skill, and like all skills it is best learned through practice. The course will discuss how companies become market driven and guide their strategies based on a shared understanding of markets and competition. Each case will offer a challenging marketplace situation for learning and applying marketing strategy concepts through class discussion and case analysis of selected Irish, European and U.S. companies. Case presentations will also be required.

Brand Management
Branding is a core aspect of marketing planning. This course will explore the concept of branding, through critical examination of the techniques used to build and maintain strong brands. The course will address the creation of brand equity, the strategic options for brand building, and the tools for sustaining brands over time, from an academic and practitioner perspective.

Marketing Analytics
This module will introduce students to the major components of marketing and sales analytics. Using current analytical tools and techniques, students will learn how to generate analytics to support data-driven decisions in such areas as marketing insights, competitive analysis, strategy, price, sales and promotions. Students will also learn how to synthesise the findings across these marketing areas and create an informed interpretation of actionable results and data-driven recommendations.

Social Marketing and Sustainability
This course considers, examines and investigates the scope for marketing ideas and techniques to effect social change. The course demonstrates how insights and technologies can be applied equally well outside the market place to tackle such behaviourally driven social problems are HIV/AIDS, traffic safety and global warming. It provides a critical analysis of the origins of social marketing as a concept with a substantial emphasis on the contribution theoretical frameworks can make to understanding the often complex combination of factors underlying a range of behaviours. It reviews social marketing programmes, segmentation, branding, the marketing mix, message framing and ethical concerns.

Global Business To Business (B2B) Marketing
The objective of the course is to enable students to gain an appreciation of pertinent issues that affect an organisation's strategic business marketing decisions and their B2B strategies. The course seeks to highlight commonalities in the consumer and business markets that foster similar marketing strategies, while distinguishing significant differences that demand an altered approach. Further, students will learn developments in strategic market analysis, relationship management, supply chain, management, and business marketing strategy development as applied to the industrial market sector and contemporary Business to Business Marketing.

Dissertation
Students complete a minor dissertation under the supervision of staff members. This dissertation must be completed in predefined area(s) within the MSc Marketing postgraduate taught programmes, by a date in the summer specified by the Discipline of Marketing. In some instances, the dissertation may incorporate a work placement.

MASTER OF SCIENCE IN MARKETING MANAGEMENT (Part-Time)

Programme Objective

The programme content is aimed at preparing graduates for a variety of marketing positions in business.

Therefore the programme will assist students to:
- become knowledgeable about a range of Marketing subjects to an advanced level;
- develop analytical, oral and written presentation skills;
- acquire and be able to use accepted research methodologies;
- develop personal confidence.

Entry Requirements

The programme is open to recent graduates of all disciplines. Normally the minimum entry requirements will be as follows:

e) a second class honours grade 1 Bachelor of Commerce or equivalent business degree, with a significant specialisation in Marketing. Applicants who hold a second class honours grade 2, maybe to interviewed to ascertain their suitability for entry;

f) applicants with a Bachelor of Commerce or equivalent business degree, without a specialisation in Marketing, are expected to hold a second class honours grade 1 or higher;

g) a second class honours, grade 1 or higher in the Higher Diploma in Business Studies from NUI Galway or other approved colleges, specialising in Marketing;

h) applicants from a discipline other than the above, seeking a conversion programme, are expected to hold a second class honours grade 1 or higher;

International students with equivalent qualifications to the above will be considered. Applicants from non-English speaking countries must be fluent in English, as demonstrated by International English Language Testing System IELTS score of 6.5 (with not less than 5.5 in any one component), or equivalent. An interview, either in person or via Skype may form part of the selection process for the programme.

However, not all applicants meeting this standard may be admitted as the number of places available in any year may be limited.

POSTGRADUATE DIPLOMA IN MARKETING MANAGEMENT (PART-TIME)

A candidate who has passed modules totalling 60 Ects, other than the Dissertation, within a period of two years from commencement of the programme, shall be eligible for the award of Postgraduate Diploma in Marketing Management.

Programme Structure

The programme is offered on a part-time basis over two academic years. Lectures will commence in the first week of September, with assessments/written examinations during/at the end of each Semester. The programme will consist of lectures, projects, case studies and presentations in the required subjects. A range of assessment methods are used, including essays, projects, reports, presentations, case studies and and/or written examinations. To be eligible for the award of Masters, candidates must pass examinations in each subject. Students are required to take twelve obligatory subjects and complete a minor dissertation.

Skills Development

Students will be supported by a Skills Development Programme which will cover topics such as how to study, how to summarise, file, store and reference readings, key writing skills, and presentation skills.

Programme Content

Year 1 Semester 1 Obligatory Courses:

Code	Module	ECTS
MK563	Research Methods	5
MK5115	Market Innovation & Commercialisation	5
MK5101	Digital Marketing	5

Year 1 Semester 2 Obligatory Courses:

Code	Module	ECTS
MK5110	Brand Management	5
MK5104	Marketing Analytics	5
MK5118	Social Marketing and Sustainability	5

Year 2 Semester 1 Obligatory Courses:

Code	Module	ECTS
MK5119	Strategic Marketing	5
MK5117	Sevices Marketing	5
MK568	Selling and Sales Management	5
MK5109	Marketing Performance & Productivity	10

Year 2 Semester 2 Obligatory Courses:

Code	Module	ECTS
MK5113	Cases in Marketing Management & Strategy	5
MK5120	Global Business to Business Marketing	5
MK5112	Dissertation	25

These courses are taught part-time over two academic years with assessments at the end of each semester. Students also complete a minor research dissertation under the supervision of staff members. This dissertation will account for 25 ectsand be completed in year 2 and submitted by a day in July of that year specified by the Marketing Discipline. Candidates who, without School permission, present the dissertation after the closing date as specified shall be confirmed to a maximum mark of 40% for the dissertation.

Assessment & Examination
In the main, subjects will be assessed by examination and course work.
Some subjects may be assessed by course work only.

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This module aims to develop your skills, as a professional marketer, in analysing a range of marketing performance and productivity decisions which are central to the success of the Marketing function within any organisation. This includes the skills necessary to seek, secure and manage marketing budgets on a daily basis; set sales targets; forecast marketing spend and calculate marketing metrics including break even and return on marketing investment. This module develops knowledge and understanding of the basic principles and underlying concepts underlying marketing performance, focuses on marketing costs, budgeting and calculating ROI and examines sources of customer profitability, a key remit of many marketing professionals as they seek way to drive business expansion through marketing.

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This module will introduce students to the major components of marketing and sales analytics. Using current analytical tools and techniques, students will learn how to generate analytics to support data-driven decisions in such areas as marketing insights, competitive analysis, strategy, price, sales and promotions. Students will also learn how to synthesise the findings across these marketing areas and create an informed interpretation of actionable results and data-driven recommendations.

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This course considers, examines and investigates the scope for marketing ideas and techniques to effect social change. The course demonstrates how insights and technologies can be applied equally well outside the market place to tackle such behaviourally driven social problems are HIV/AIDS, traffic safety and global warming. It provides a critical analysis of the origins of social marketing as a concept with a substantial emphasis on the contribution theoretical frameworks can make to understanding the often complex combination of factors underlying a range of behaviours. It reviews social marketing programmes, segmentation, branding, the marketing mix, message framing and ethical concerns.

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Dissertation
Students complete a minor dissertation under the supervision of staff members. This dissertation must be completed in predefined area(s) within the MSc Marketing postgraduate taught programmes, by a date in the summer specified by the Discipline of Marketing. In some instances, the dissertation may incorporate a work placement.

MASTER OF SCIENCE IN MARKETING MANAGEMENT (INTERNATIONAL)

Programme Objectives
The programme content is aimed at preparing graduates for a variety of marketing positions in business. Therefore the programme will enable students to become knowledgeable about a range of Marketing subjects to an advanced level; develop analytical, oral and written presentation skills and to use accepted research methodologies.

Entry Requirements
This programme is taken by students who have successfully completed the Postgraduate Diploma in Business Management (Marketing specialism) at the University of California Riverside (Extension), USA and have achieved a minimum of a 2.1 equivalent in the Postgraduate Diploma programme (45 ects).

Programme Structure
This MSc Marketing Management (International) is offered in conjunction with the University of California, Riverside (Extension) [UCR]. The programme is offered on a full-time basis over one year. Lectures will commence in the first week of September, with assessments/written examinations during/at the end of each Semester. The programme will consist of lectures, projects, case studies and presentations in the required subjects. A range of assessment methods are used, including essays, projects, reports, presentations, case studies and and/or written examinations. To be eligible for the award of Masters, candidates must pass examinations in each subject. Students are required to take six obligatory subjects and complete a minor dissertation.

Skills Development
Students will be supported by a Skills Development Programme which will cover topics such as how to study, how to summarise, file, store and reference readings, key writing skills, and presentation skills.

Programme Content

Semester 1 Courses:

Obligatory Modules

Code	Module	ECTS	
MK563	Research Methods	5	(Core)
MK5115	Market Innovation & Commercialisation	5	(Core)
MK5101	Digital Marketing	5	(Core)
MK5117	Sevices Marketing	5	(Core)
MK5119	Strategic Marketing	5	(Core)
MK568	Selling & Sales Management	5	(Core)

Semester 2 Courses:

Code	Module	ECTS	
MK5100	Research Project	15	(Core)

These courses are taught over one academic year with written assessments at the end of semester 1. Students also complete a Research Project under the supervision of staff members. This dissertation will account for 15 ect and be completed by a date in July specified by the Marketing Discipline. Candidates who, without School permission, present the dissertation after the closing date as specified shall be confirmed to a maximum mark of 40% for the dissertation.

Assessment & Examination
In the main, subjects will be assessed by examination and course work.
Some subjects may be assessed by course work only.

Syllabii

Research Methods
This module explores the issues related to research design, methodology, implementation, and analysis. The module provides students with an understanding of the research process and the academic writing skills necessary to complete research. Students gain a theoretical and practical understanding of the tools and techniques used for qualitative and qualitative data collection and analysis, as well as the skills to evaluate research critically.

Marketing Innovation & Commercialisation
This module focuses on the development of successful marketing programmes for the commercialisation of innovation in organisations. It examines the processes of the technology innovation life-cycle with particular focus on diffusion of innovation theories, new product concept testing, prototype development and market validation for incremental and radical innovation. It further addresses the marketing strategies and commercialisation routes for the market exploitation of innovative products and services for consumer and organisational markets. In particular, the course examines marketing of innovation and commercialisation paths in Small and Medium Enterprise (SMEs).

Digital Marketing
The objective of this module is to build upon marketing principles and investigate specialist areas of marketing, where the internet and other technologies provide opportunities for applications in marketing and business. An overview of the rapidly changing world of business and technology is provided: by addressing what is unique about digital marketing, it explores how these technologies are creating value for customers as well as the benefits for companies, their brands and their products.

Strategic Marketing
Strategic marketing creates competitive advantage and is a central activity of modern enterprise and requires an articulation of the organisation's vision, mission, objectives and culture. The objective of this module is to provide a conceptual understanding and develop a strategic approach to marketing policy. The Strategic Marketing module will consist of five complex and inter-related analytical processes: defining the organisation's business, mission and goals; identifying and framing organisational opportunities; formulating product-market strategies; budgeting, marketing, financial and product resources; developing reformulation and recovery strategies.

Selling & Sales Management
Every business sells and must effectively manage selling activities. With a move away from the selling function towards more esoteric areas of Marketing over the past few years, this vital aspect of marketing has been somewhat neglected. This module examines the key issues in selling & sales management from both a theoretical and practical perspective. Most of the academic literature deals with sales management in manufacturing business. Given the importance of the services sector and that the selling function is carried out by many front of house services staff, students will be invited to examine how the current theories of sales management and selling could be applied in specific service businesses.

Services Marketing
This module will explore the key issues and challenges of marketing services. Key topics will include a model of services marketing issues, a services marketing information system and an appropriate e-marketing mix for different service businesses.

Dissertation
Students complete a minor dissertation under the supervision of staff members. This dissertation must be completed in predefined area(s) within the MSc Marketing postgraduate taught programmes, by a date in the summer specified by the Discipline of Marketing.

MASTER OF SCIENCE IN SALES & MARKETING

Programme Objectives

The programme content is aimed at preparing graduates for marketing positions in business, particularly in the area of Sales & Marketing.

Therefore the programme will assist students to:
- become knowledgeable about a range of Marketing subjects to an advanced level;
- recognise the importance of sales management to delivering continuous value both to the company and its customers;
- develop analytical, oral and written presentation skills;
- acquire and be able to use accepted research methodologies;
- demonstrate your Sales and Marketing specialism to perspective employers via an industry based research dissertation.

Entry Requirements

The programme is open to recent graduates of all disciplines. Normally the minimum entry requirements will be as follows:

a) a second class honours grade 1 Bachelor of Commerce or equivalent business degree, with a significant specialisation in Marketing. Applicants who hold a second class honours grade 2, maybe to interviewed to ascertain their suitability for entry;

b) applicants with a Bachelor of Commerce or equivalent business degree, without a specialisation in Marketing, are expected to hold a second class honours grade 1 or higher;

c) a second class honours, grade 1 or higher in the Higher Diploma in Business Studies from NUI Galway or other approved colleges, specialising in Marketing;

d) applicants from a discipline other than the above, seeking a conversion programme, are expected to hold a second class honours grade 1 or higher;

International students with equivalent qualifications to the above will be considered. Applicants from non-English speaking countries must be fluent in English, as demonstrated by International English Language Testing System IELTS score of 6.5 (with not less than 5.5 in any one component), or equivalent. An interview, either in person or via Skype may form part of the selection process for the programme.

However, not all applicants meeting this standard may be admitted as the number of places available in any year may be limited.

Programme Structure

The programme is offered on a full-time basis over one year. Lectures will commence in the first week of September, with assessments/written examinations during/at the end of each Semester. The programme will consist of lectures, projects, case studies and presentations in the required subjects. A range of assessment methods are used, including essays, projects, reports, presentations, case studies and and/or written examinations. To be eligible for the award of Masters, candidates must pass examinations in each subject. Students are required to take twelve obligatory subjects and complete a minor dissertation.

Skills Development

Students will be supported by a Skills Development Programme which will cover topics such as how to study, how to summarise, file, store and reference readings, key writing skills, and presentation skills.

POSTGRADUATE DIPLOMA IN SALES & MARKETING

A candidate who has passed modules totalling 60 Ects, other than the Dissertation, within a period of two years from commencement of the programme, shall be eligible for the award of Postgraduate Diploma in Sales & Marketing.

Programme Content
Semester 1 Courses:

Obligatory Module

Code	Module	ECTS
MK568	Selling & Sales Management	5
MK5115	Market Innovation & Commercialisation	5
MK5101	Digital Marketing	5
MK5109	Marketing Performance & Productivity	10
MK563	Research Methods	5
MK5117	Services Marketing	5
MK5112	Dissertation (Part 1 of 2)	

Semester 2 Courses:

Code	Module	ECTS
MK5113	Cases in Marketing Management & Strategy	5
MK5104	Marketing Analytics	5
MK5126	Digital and Social Selling	5
MK5120	Global Business to Business Marketing	5
MK5116	Negotiations	5
MK5129	Inbound Marketing	5
MK5112	Dissertation (Part 2 of 2)	25

These courses are taught full-time over one academic year with assessments at the end of each semester. Students also complete a minor research dissertation under the supervision of staff members. This dissertation will account for 25 ects and be completed by a day in July specified by the Marketing Discipline. Candidates who, without School permission, present the dissertation after the closing date as specified shall be confirmed to a maximum mark of 40% for the dissertation.

Assessment & Examination

In the main, subjects will be assessed by examination and course work.
Some subjects may be assessed by course work only.

Syllabii

Selling & Sales Management
This course emphasises the uniqueness of selling as an activity and as a distinct marketing communication and will allow students develop an in-depth understanding of the processes, philosophies and concepts associated with sales management. Topics will include key account management, relationship selling, sales forecasting and budgeting, time and territory management, sizing and structuring the salesforce, role of the sales manager, sales culture and metrics, international salesforce management, nature and scope of personal selling, modelling the personal selling process.

Marketing Innovation & Commercialisation
This course focuses on the development of successful marketing programs for the commercialisation of innovation in organisations. It examines the processes of the technology innovation life-cycle with particular focus on diffusion of innovation theories, new product concept testing, prototype development and market validation for incremental and radical innovation. It further addresses the marketing strategies and commercialisation routes for the market exploitation of innovative products and services for consumer and organisational markets. In particular, the course examines marketing of innovation and commercialisation paths in Small and Medium Enterprise (SMEs).

Digital Marketing
The objective of this course is to build upon marketing principles and investigate specialist areas of marketing, where the internet and other technologies provide opportunities for applications in marketing and business. An overview of the rapidly changing world of business and technology is provided: by addressing what is unique about digital marketing, it explores how these technologies are creating value for customers as well as the benefits for companies, their brands and their products.

Marketing Performance & Productivity
This module aims to develop your skills, as a professional marketer, in analysing a range of marketing performance and productivity decisions which are central to the success of the Marketing function within any organisation. This includes the skills necessary to seek, secure and manage marketing budgets on a daily basis; set sales targets; forecast marketing spend and calculate marketing metrics including break even and return on marketing investment. This module develops knowledge and understanding of the basic principles and underlying concepts underlying marketing performance, focuses on marketing costs, budgeting and calculating ROI and examines sources of customer profitability, a key remit of many marketing professionals as they seek way to drive business expansion through marketing.

Inbound Marketing
Inbound marketing is used by both global companies (e.g. Starbucks, Taco Bell, American Express, Microsoft, IBM, Tesco, etc.) and small businesses alike as a means of engaging their target audience, driving quality lead growth and ultimately their bottom line. Hubspot, the acknowledged global leader in Inbound Marketing, promotes a simple but powerful model based around four primary actions (Attract, Convert, Close, Delight) that businesses must take in order to get more visitors, leads, customers, and promoters. Included in this methodology are the tools and technology that companies typically use to accomplish these goals.

Cases in Marketing Management & Strategy
Decision making in marketing is primarily a skill, and like all skills it is best learned through practice. The course will discuss how companies become market driven and guide their strategies based on a shared understanding of markets and competition. Each case will offer a challenging marketplace situation for learning and applying marketing strategy concepts through class discussion and case analysis of selected Irish, European and U.S. companies. The cases are chosen to help students apply conceptual, strategic thinking to issues in marketing management, as well as provide them with more practical operational ideas and methods.

Brand Management
Branding is a core aspect of marketing planning. This course will explore the concept of branding, through critical examination of the techniques used to build and maintain strong brands. The course will address the creation of brand equity, the strategic options for brand building, and the tools for sustaining brands over time, from an academic and practitioner perspective.

Marketing Analytics
This module will introduce students to the major components of marketing and sales analytics. Using current analytical tools and techniques, students will learn how to generate analytics to support data-driven decisions in such areas as marketing insights, competitive analysis, strategy, price, sales and promotions. Students will also learn how to synthesise the findings across these marketing areas and create an informed interpretation of actionable results and data-driven recommendations.

Global Business to Business (B2B) Marketing
The objective of the course is to enable students to gain an appreciation of pertinent issues that affect an organisation's strategic business marketing decisions and their B2B strategies in a global context. The course seeks to highlight commonalities in the consumer and business markets that foster similar marketing strategies, while distinguishing significant differences that demand an altered approach. Further, students will earn developments in strategic market analysis, relationship management, supply chain, management, and business marketing strategy development as applied to the industrial market sector and contemporary Business to Business Marketing.

Digital and Social Selling
Digital & Social Selling examines why embracing the social web is vital and how the sales role changes in a digital environment. The sales and marketing functions are increasingly converging, with lead generation now frequently arising from digital promotional campaigns. To take part in this new process of digital selling, salespeople need to understand and interact with customers via multiple channels, participating in social media in collaboration with marketing to influence purchasing decisions and convert contacts into sales. Digital & Social Selling makes sense of the new paradigms in which a salesperson now operates. It outlines the new strategies required to make the most of the opportunities that exist, and provides the practical advice sales and marketing people need to use the social web effectively to generate leads and sell more.

Negotiations
We negotiate daily with family, friends, colleagues, and employees among others. Negotiation is a dialogue to discover common ground among parties with differing aims, needs and perspectives in order to achieve a solution. Negotiation is

also critical to business success. This highly participative module examines the process to a successful negotiation, including planning negotiation strategies, employing negotiation tactics, creating and claiming value, multi-party dynamics, listening skills and crafting mutually acceptable and enduring agreements.

Services Marketing
This course builds on the student's understanding of services at undergraduate level. It also introduces issues which influence the evolution of services both academically and in practice. The course is built around the GAPs model of service performance, and addresses recent developments in the services literature such as S-D Logic and the front line employee as the service brand.

Dissertation
Students complete a minor dissertation under the supervision of staff members. This dissertation must be completed in predefined area(s) within the MSc Marketing postgraduate taught programmes, by a date in the summer specified by the Discipline of Marketing. In some instances, the dissertation may incorporate a work placement.

MASTER OF SCIENCE IN INTERNATIONAL MARKETING & EXPORTING

Programme Objectives

The programme content is aimed at preparing graduates for marketing positions in business, particularly in the area of International Marketing.

Therefore the programme will assist students to:
* become knowledgeable about a range of Marketing subjects to an advanced level;
* recognise the importance of international marketing skills required to compete in an increasingly global marketplace;
* develop analytical, oral and written presentation skills;
* acquire and be able to use accepted research methodologies;
* demonstrate your International Marketing specialism to perspective employers via an industry based research dissertation.

Entry Requirements

The programme is open to recent graduates of all disciplines. Normally the minimum entry requirements will be as follows:

a) a second class honours grade 1 Bachelor of Commerce or equivalent business degree, with a significant specialisation in Marketing. Applicants who hold a second class honours grade 2, maybe to interviewed to ascertain their suitability for entry;

b) applicants with a Bachelor of Commerce or equivalent business degree, without a specialisation in Marketing, are expected to hold a second class honours grade 1 or higher;

c) a second class honours, grade 1 or higher in the Higher Diploma in Business Studies from NUI Galway or other approved colleges, specialising in Marketing;

d) applicants from a discipline other than the above, seeking a conversion programme, are expected to hold a second class honours grade 1 or higher;

International students with equivalent qualifications to the above will be considered. Applicants from non-English speaking countries must be fluent in English, as demonstrated by International English Language Testing System IELTS score of 6.5 (with not less than 5.5 in any one component), or equivalent. An interview, either in person or via Skype may form part of the selection process for the programme.

However, not all applicants meeting this standard may be admitted as the number of places available in any year may be limited.

POSTGRADUATE DIPLOMA IN INTERNATIONAL MARKETING AND EXPORTING

A candidate who has passed modules totalling 60 ECTS, other than he Dissertation, within a period of two years from commencement of the programme, shall be eligible for the award of Postgraduate Diploma in International Marketing and Exporting.

Programme Structure

The programme is offered on a full-time basis over one year. Lectures will commence in the first week of September, with assessments/written examinations during/at the end of each Semester. The programme will consist of lectures, projects, case studies and presentations in the required subjects. A range of assessment methods are used, including essays, projects, reports, presentations, case studies and and/or written examinations. To be eligible for the award of Masters, candidates must pass examinations in each subject. Students are required to take twelve obligatory subjects and complete a minor dissertation.

Skills Development

Students will be supported by a Skills Development Programme which will cover topics such as how to study, how to summarise, file, store and reference readings, key writing skills, and presentation skills.

Programme Content

Semester 1 Courses:

Obligatory Modules

Code	Module	ECTS
MK 563	Research Methods	
MK5115	Market Innovation & Commercialisation	5
MK5101	Digital Marketing	5
MK5117	Sevices Marketing	5
MK5109	Marketing Performance & Productivity	10
MK5112	Dissertation (Part 1 of 2)	

Semester 2 Courses:

Code	Module	ECTS
MK5114	International Marketing & Exporting	5
MK5120	Global Business to Business Marketing	5
MK5116	Negotiations	5
MK5113	Cases in Marketing Management & Strategy	5
MK5110	Brand Management	5
MK5104	Marketing Analytics	5
MK5118	Social Marketing & Sustainability	5
MK5112	Dissertation (Part 2 of 2)	25

These courses are taught over one academic year with assessments at the end of each semester. Students also complete a minor research dissertation under the supervision of staff members. This dissertation will account for 25 ect and be completed by a day in July specified by the Marketing Discipline. Candidates who, without School permission, present the dissertation after the closing date as specified shall be confirmed to a maximum mark of 40% for the dissertation.

Assessment & Examination

In the main, subjects will be assessed by examination and course work.
Some subjects may be assessed by course work only.

Syllabii

International Marketing and Exporting
Given Ireland's dependence on international trade, its imperative a course on this topic be included on this programme. The course will concentrate on four strategic international marketing decision areas, the triggers and barriers to internationalise, market selection criteria and methodologies, alternative market entry strategies and defending/growing market position.

Global Business To Business (B2B) Marketing
The objective of the course is to enable students to gain an appreciation of pertinent issues that affect an organisation's strategic business marketing decisions and their B2B strategies. The course seeks to highlight commonalities in the consumer and business markets that foster similar marketing strategies, while distinguishing significant differences that demand an altered approach. Further, students will learn developments in strategic market analysis, relationship management, supply chain, management, and business marketing strategy development as applied to the industrial market sector and contemporary Business to Business Marketing.

Negotiations
This module introduces negotiation concepts and principles fundamental to develop students' negotiation skills through participation in simulation cases, and to hone their negotiation ability through informed reflection based on reading the assigned journals and texts.

Research Methods
This module explores the issues related to research design, methodology, implementation, and analysis. The module provides students with an understanding of the research process and the academic writing skills necessary to complete research. Students gain a theoretical and practical understanding of the tools and techniques used for qualitative and qualitative data collection and analysis, as well as the skills to evaluate research critically.

New Product Development & Innovation
This course will cover two important topics for modern businesses. New product development topics will include idea generation; alternative concept development; business assessment; prototype development and testing; and market commercialisation.

Digital Marketing
The objective of this course is to build upon marketing principles and investigate specialist areas of marketing, where the internet and other technologies provide opportunities for applications in marketing and business. An overview of the rapidly changing world of business and technology is provided: by addressing what is unique about digital marketing, it explores how these technologies are creating value for customers as well as the benefits for companies, their brands and their products.

Services Marketing
This course will explore the key issues and challenges of marketing services. Key topics will include a model of services marketing issues, a services marketing information system and an appropriate e-marketing mix for different service businesses.

Marketing Performance and Productivity
This module aims to develop your skills, as a professional marketer, in analysing a range of marketing performance and productivty decisions which are central to the success of the Marketing function within any orrganisation. This includes the skills necessary to seek, secure and manage marketing budgets on a daily basis; set sales targetss; forecast marketing spend investment. This modules develpps knowledge and understanding of the basic principles and investment. This module develops knowledge and understanding of the basic principles and underlying concepts underlying marketing performance, focuses on marketing costs, budgeting and calculatin ROI and examinnes sources of customer profitability, a key remit many marketing professionals as they seek way to drive business ezpansion through marketing.

Cases in Marketing Management
Decision making in marketing is primarily a skill, and like all skills it is best learned through practice. The course will discuss how companies become market driven and guide their strategies based on a shared understanding of markets and competition. Each case will offer a challenging marketplace situation for learning and applying marketing strategy concepts through class discussion and case analysis of selected Irish, European and U.S. companies. Case presentations will also be required.

Brand Management
Branding is a core aspect of marketing planning. This course will explore the concept of branding, through critical examination of the techniques used to build and maintain strong brands. The course will address the creation of brand equity, the strategic options for brand building, and the tools for sustaining brands over time, from an academic and practitioner perspective.

Marketing Analytics
This module will introduce students to the major components of marketing and sales analytics. Using current analytical tools and techniques, students will learn how to generate analytics to support data-driven decisions in such areas as marketing insights, competitive analysis, strategy, price, sales and promotions. Students will also learn how to synthesise the findings across these marketing areas and create an informed interpretation of actionable results and data-driven recommendations.

Social Marketing and Sustainability
This course considers, examines and investigates the scope for marketing ideas and techniques to effect social change. The course demonstrates how insights and technologies can be applied equally well outside the market place to tackle such behaviourally driven social problems are HIV/AIDS, traffic safety and global warming. It provides a critical analysis of the origins of social marketing as a concept with a substantial emphasis on the contribution theoretical frameworks can make to understanding the often complex combination of factors underlying a range of behaviours. It reviews social marketing programmes, segmentation, branding, the marketing mix, message framing and ethical concerns.

Dissertation
Students complete a minor dissertation under the supervision of staff members. This dissertation must be completed in predefined area(s) within the MSc Marketing postgraduate taught programmes, by a date in the summer specified by the Discipline of Marketing. In some instances, the dissertation may incorporate a work placement.

MASTER OF SCIENCE IN DIGITAL MARKETING

Programme Objectives

The programme content is aimed at preparing graduates for marketing positions in business, particularly in the area of Digital Marketing.

Therefore the programme will assist students to:
- become knowledgeable about a range of Marketing subjects to an advanced level;
- understand how marketing objectives can be achieved through the use of digital technologies;
- develop analytical, oral and written presentation skills;
- acquire and be able to use accepted research methodologies;
- demonstrate your Digital Marketing specialism to perspective employers via an industry based research dissertation.

POSTGRADUATE DIPLOMA IN DIGITAL MARKETING

A candidate who has passed modules totalling 60 Ects, other than the Dissertation, within a period of two years from commencement of the programme, shall be eligible for the award of Postgraduate Diploma in Digital Marketing.

Entry Requirements

The programme is open to recent graduates of all disciplines. Normally the minimum entry requirements will be as follows:

a) a second class honours grade 1 Bachelor of Commerce or equivalent business degree, with a significant specialisation in Marketing. Applicants who hold a second class honours grade 2, maybe to interviewed to ascertain their suitability for entry;

b) applicants with a Bachelor of Commerce or equivalent business degree, without a specialisation in Marketing, are expected to hold a second class honours grade 1 or higher;

c) a second class honours, grade 1 or higher in the Higher Diploma in Business Studies from NUI Galway or other approved colleges, specialising in Marketing;

d) applicants from a discipline other than the above, seeking a conversion programme, are expected to hold a second class honours grade 1 or higher;

International students with equivalent qualifications to the above will be considered. Applicants from non-English speaking countries must be fluent in English, as demonstrated by International English Language Testing System IELTS score of 6.5 (with not less than 5.5 in any one component), or equivalent. An interview, either in person or via Skype may form part of the selection process for the programme.

However, not all applicants meeting this standard may be admitted as the number of places available in any year may be limited.

Programme Structure

The programme is offered on a full-time basis over one year. Lectures will commence in the first week of September, with assessments/written examinations during/at the end of each Semester. The programme will consist of lectures, projects, case studies and presentations in the required subjects. A range of assessment methods are used, including essays, projects, reports, presentations, case studies and and/or written examinations. To be eligible for the award of Masters, candidates must pass examinations in each subject. Students are required to take twelve obligatory subjects and complete a minor dissertation.

Skills Development

Students will be supported by a Skills Development Programme which will cover topics such as how to study, how to summarise, file, store and reference readings, key writing skills, and presentation skills.

Programme Content
Semester 1 Modules :

Obligatory Modules

Code	Module	ECTS
MK5101	Digital Marketing	5
MK5117	Sevices Marketing	5

MK5115	Marketing Innovation & Commercialisation	5
MK5109	Marketing Performance & Productivity	10
MK5112	Dissertation	25

Semester 2 Courses:

Code	Module	ECTS
MK5130	Digital Marketing Strategy	10
MK5113	Cases in Marketing Management & Strategy	5
MK5110	Brand Management	5
MK5104	Marketing Analytics	5
MK5118	Social Marketing &Sustainability	5
MK5129	Inbound Marketing	5

These courses are taught over one academic year with assessments at the end of each semester. Students also complete a minor research dissertation under the supervision of staff members. This dissertation will account for 25 ects and be completed by a day in July specified by the Marketing Discipline. Candidates who, without School permission, present the dissertation after the closing date as specified shall be confirmed to a maximum mark of 40% for the dissertation.

Assessment & Examination

In the main, subjects will be assessed by examination and course work.
Some subjects may be assessed by course work only.

Syllabii

Digital Marketing
The objective of this course is to build upon marketing principles and investigate specialist areas of marketing, where the internet and other technologies provide opportunities for applications in marketing and business. An overview of the rapidly changing world of business and technology is provided: by addressing what is unique about digital marketing, it explores how these technologies are creating value for customers as well as the benefits for companies, their brands and their products.

Digital Marketing Strategy
This module equips students with sufficient knowledge and understanding of digital marketing channels and tools to effectively formulate successful Digital Marketing & Sales Strategies to drive brand awareness, generate sales leads and nurture relationships online. They will learn how to work with digital marketing agencies in the delivery of these strategies, along with learning how to monitor and analyse digital marketing metrics to assess the return on investment of campaigns and strategies.

Research Methods
This module explores the issues related to research design, methodology, implementation, and analysis. The module provides students with an understanding of the research process and the academic writing skills necessary to complete research. Students gain a theoretical and practical understanding of the tools and techniques used for qualitative and qualitative data collection and analysis, as well as the skills to evaluate research critically.

Marketing Innovation and Commercialisation
This course focuses on the development of successful marketing programs for the commercialisation of innovation in organisations. It examines the processes of the technology innovation life-cycle with particular focus on diffusion of innovation theories, new product concept testing, prototype development and market validation for incremental and radical innovation. It further addresses the marketing strategies and commercialisation routes for the market exploitation of innovative products and services for consumer and organisational markets. In particular, the course examines marketing of innovation and commercialisation paths in Small and Medium Enterprise (SMEs).

Services Marketing
This course will explore the key issues and challenges of marketing services. Key topics will include a model of services marketing issues, a services marketing information system and an appropriate e-marketing mix for different service businesses.

Marketing Performance & Productivity
This module aims to develop your skills, as a professional marketer, in analysing a range of marketing performance and productivity decisions which are central to the success of the Marketing function within any organisation. This includes the skills necessary to seek, secure and manage marketing budgets on a daily basis; set sales targets; forecast marketing spend and calculate marketing metrics including break even and return on marketing investment. This module develops knowledge and understanding of the basic principles and underlying concepts underlying marketing performance, focuses

on marketing costs, budgeting and calculating ROI and examines sources of customer profitability, a key remit of many marketing professionals as they seek way to drive business expansion through marketing.

Cases in Marketing Management & Strategy
Decision making in marketing is primarily a skill, and like all skills it is best learned through practice. The course will discuss how companies become market driven and guide their strategies based on a shared understanding of markets and competition. Each case will offer a challenging marketplace situation for learning and applying marketing strategy concepts through class discussion and case analysis of selected Irish, European and U.S. companies. Case presentations will also be required.

Brand Management
Branding is a core aspect of marketing planning. This course will explore the concept of branding, through critical examination of the techniques used to build and maintain strong brands. The course will address the creation of brand equity, the strategic options for brand building, and the tools for sustaining brands over time, from an academic and practitioner perspective.

Marketing Analytics
This module will introduce students to the major components of marketing and sales analytics. Using current analytical tools and techniques, students will learn how to generate analytics to support data-driven decisions in such areas as marketing insights, competitive analysis, strategy, price, sales and promotions. Students will also learn how to synthesise the findings across these marketing areas and create an informed interpretation of actionable results and data-driven recommendations.

Social Marketing & Sustainability
This course considers, examines and investigates the scope for marketing ideas and techniques to effect social change. The course demonstrates how insights and technologies can be applied equally well outside the market place to tackle such behaviourally driven social problems are HIV/AIDS, traffic safety and global warming. It provides a critical analysis of the origins of social marketing as a concept with a substantial emphasis on the contribution theoretical frameworks can make to understanding the often complex combination of factors underlying a range of behaviours. It reviews social marketing programmes, segmentation, branding, the marketing mix, message framing and ethical concerns.

Inbound Marketing
Inbound marketing is used by both global companies (e.g. Starbucks, Taco Bell, American Express, Microsoft, IBM, Tesco, etc.) and small businesses alike as a means of engaging their target audience, driving quality lead growth and ultimately their bottom line. Hubspot, the acknowledged global leader in Inbound Marketing, promotes a simple but powerful model based around four primary actions (Attract, Convert, Close, Delight) that businesses must take in order to get more visitors, leads, customers, and promoters. Included in this methodology are the tools and technology that companies typically use to accomplish these goals.

Dissertation
Students complete a minor dissertation under the supervision of staff members. This dissertation must be completed in predefined area(s) within the MSc Marketing postgraduate taught programmes, by a date in the summer specified by the Discipline of Marketing. In some instances, the dissertation may incorporate a work placement.

MASTER OF SCIENCE IN TECHNOLOGY MANAGEMENT
(Blended Learning)

Programme Objectives
The MSc in Technology Management is a blended-learning Masters programme. It provides participants with an insight into the role of technology management within the Irish and international economy. The programme aims to develop students' knowledge of product innovation, technology transfer, and research & development processes, thus enabling participants and companies to gain competitive advantage through their technology.

The programme is a targeted response to a clearly identified need in specific occupations and sectors of the economy and aims to:
- Develop knowledge and understanding of the increasingly important area of technology management;
- Build the management and leadership capabilities of companies and individuals in this area;
- Enable graduates to facilitate organisational change and sustainable improvements at the enterprise level through competitive work systems and effective knowledge management

Entry Requirements
Applicants are expected to hold a primary honours degree (minimum H2.2), or equivalent and have at least 5 years of relevant industrial experience.
Candidates who do not meet the Entry Requirements for the MSc may apply for the Postgraduate Diploma in Innovation Management or the Post-graduate Diploma in Technology Commercialisation. Students who successfully complete their Post-graduate Diploma with an average grade of 2.1 honours may apply for the MSc Technology Management with exemptions.

Programme Duration
The Masters programme runs over two academic years (four semesters) on a part-time basis. Courses start in late August and finish with examinations in May of each year.In year two of the programme, students submit a thesis during the month of August and make a final presentation in September.

Programme Structure
The curriculum includes 10 taught modules and one year long research (thesis) module as follows:
Core modules (5 ECTS each, except Strategy)

Code	Module	ECTS	Sitting
MG662	Managing Innovation	5	Semester 1
IE651	Product Design and Development	5	Semester 1
MG615	Strategy & Management of Technology	10	Semester 1
IE620	Managing Technology Projects	5	Semester 2
AY620	Technology Finance & Capital	5	Semester 2
MG620	Innovation & Technology Transfer	5	Semester 3
MK620	Marketing Technology Products	5	Semester 3
MG670	Technology Innovation & Entrepreneurship	5	Semester 4

Optional modules, choose one of the following (10 ECTS each):

Code	Module	ECTS	Sitting
MG614	People Management for Technology Organisations	10	Semester 2
IE605	Six Sigma	10	Semester 2
MG651	Thesis	30	Semester 3&4

Teaching Approach
The programme is delivered using a blended approach, that is, a combination of distance/online learning materials combined with face-to-face tutorials and seminars. Students will be required to attend seminars on average once per month. The programme is a collaborative offering between NUI Galway, the University of Limerick and UCC and workshops are held on a revolving basis at each institurion.

Certification

The Masters in Technology Management is a joint initiative of NUI Galway, University of Limerick and University College Cork under the auspices of the Atlantic University Alliance. The programme is jointly accredited through the partner universities. In the second year students choose which institution they wish to register with and on sussesful completion will received the award from that University.

Year's Work

Candidates obtain credit for any modules passed at an examination sitting. Compensation is not allowed. Students must pass each module at 40% with no less than 35% attained in each assessment element (i.e. module assignment and written examination), to pass the module overall.

Transfer credit

Students who have completed the Diploma in Technology Commercialisation or the Diploma in Innovation Management will be allowed exemptions from equivalent modules on the master's programme. Where a student is exempt from modules, the final aggregate will be calculated across the modules completed on the programme. Students seeking exemptions with post-graduate qualifications from other master's programmes will be considered on a case-by-case basis.

Syllabii

Managing Innovation

- This module is an introduction to the building-blocks of innovation management for organisations. It looks at the nature of innovation and examines different types of innovation. It explores the innovation management process from start to finish. The module covers topics such as: sources of new ideas, effective selection and portfolio processes, and the challenge of implementation. These innovation processes operate in a context defined through the interaction of people, technology and organisational goals, or more concisely, the innovation strategy of the company.
- As part of your learning, you will consider some of the key contemporary issues in innovation management such as the increasing trend towards accessing ideas and expertise from outside the organisation, and the need for organisations to develop capabilities in managing alliances and open innovation mechanisms. The module discusses the growing importance of innovation in services; the role of leadership in supporting innovation performance and the use of formal knowledge management systems to capture and leverage learning.
- On completion of this module you should be able to put innovation to work in any organisation through being able to:
- Identify different kinds of innovation and innovation strategy
- Manage the innovation process from generation to selection and implementation
- Motivate and organise people for innovation and learning
- Apply new organisational forms for innovation

Managing Technology Projects

- To gain an understanding of the systems approach to management and balance traditional problem solving with systemic thinking.
- To understand project management through handling technology-related work as project work.
- To apply the tools and techniques of project management to maximise the successful delivery of technology.

Product Design and Development

- To provide participants with a comprehensive understanding of process and product development from concept to implementation or market introduction in the case of new products. This understanding should be based on knowledge of the various methodologies and tools used by product or process development teams. The methodologies and tools will be presented in the context of various models of the overall process and will be illustrated with industrial case studies.
- To provide an overview of today's process and product development environment, including consideration of Extended Enterprise, Virtual Enterprise, Vendor-Customer co-design and co-makership issues. The nature and operation of shared design and manufacturing partnerships.

Innovation and Technology Transfer

- To provide the student with the knowledge and skills necessary to forecast the future technological needs of their organisations, to evaluate the possible sources of new technology, and to manage the transfer of new products and processes, into or out of their organisations.
- Participants will develop the ability to identify new technology platforms of potential strategic importance and to successfully assimilate such platforms into their firms.
- The module will also address the different mechanisms through which firms can gain the maximum return from technologies that they have developed. These include patents, licensing, and trading in technical know-how.

Marketing Technology Products
- To provide an understanding of the key marketing concepts in business generally and technology in particular.
- To be capable of analysing markets for technology products/services.
- To produce a marketing plan for a technology company (their own or another actual company).
- To provide the participant with an understanding of the selling process.

Technology Innovation and Entrepreneurship
- Present a curriculum in the area of Technology Innovation & Entrepreneurship that reflects the needs of the user.
- Provide easy to access, state of the art reference material in the area of Technology Innovation & Entrepreneurship to help learners to understand the essential fundamental concepts involved in the discipline.
- Equip participants with the values, best practices, skills and supporting tools necessary to effectively design, develop and deploy technical projects in their organisations and to empower users to autonomously apply these concepts and tools.
- To provide information on project managing an innovative idea

Technology Finance and Capital
- To ensure that participants understand how investment decisions are made in large corporations and in SMEs. This is a key issue for executives seeking to persuade their superiors or Boards of Directors of the efficacy of particular investments in equipment and other assets. It is also a key issue for producers of equipment and other assets since these tools are generally used to guide investment (and hence purchasing) decisions.
- To ensure that participants understand how financial assets (debt and equity claims) are priced in order to build credible proposals for bank and venture capital investment.
- To develop an appreciation of the relation between new manufacturing technologies and cost structures. New manufacturing technologies result in a radical realignment of cost structures and hence impact upon many operational and strategic decisions.

Strategy & Management of Technology
o To introduce participants to the basic theoretical and empirical contributions of management theory and practice, including operations management. To provide participants with an overview of the strategy process from conceptual and applied perspectives, introducing the concepts, theories and techniques of strategic management;
- To investigate the main components of strategic management, product life cycles and new technological developments. To provide insight into the impacts of value chain analysis, supply chain management and first mover advantages on the competitive dynamics of an industry. To highlight the impact of strategic alliances, licensing agreements and corporate venturing on technology leadership.
- To introduce participants to the nature, functioning and evolution of manufacturing, communications, information and emergent technologies in today's global society, allowing participants to assess the impact of technological change.
- To outline the importance of national and international technology policy in the pursuance of a technology driven core competence, including the impact of innovation systems on national and regional groupings.
- To equip participants to contribute effectively to the strategy process and operations function from a direct line or staff position.

Information System & Software Management
- To consider the role of information technology in actual product development. The material covered here would include prototyping, product data management systems, workflow systems and case-based reasoning (CBR).
- To develop a knowledge about electronic commerce and electronic work and discuss its application to supply chain management
- To consider how information technology might support the actual management of product development. The material covered would include knowledge management systems, computer-mediated communication, intranets, groupware, and issues to do with knowledge creation, storage, transfer and reuse
- The objective of this module is: to consider the role of information technology in organisational development; to consider how information technology might support the actual management of continuous improvement in a process/service life cycle; to consider how IT can support the development of the organisation.

People Management for Technology Organisations (elective)
- To understand the human resource contribution to organisational effectiveness and culture management.
- To evaluate the range of internal and external factors shaping group dynamics, management choice and organisational development. To understand the dimensions of the psychological contract and its implications for organisational effectiveness.
- To create awareness of the relationship between quality systems and the development of world-class competitive capabilities: speed, cost, dependability, quality and innovation.
- To develop understanding of HRM problems associated with delayering, team working, re-engineering, downsizing and the introduction of technical change.
- To provide a range of tools and techniques useful to diagnose, audit and resolve human resource problems associated with technology management initiatives.
- To equip participants with an understanding of the complexity of mobilising change initiatives within organisations.

• To equip participants in understanding and utilising the political and power bases within organisations and the role of leadership in managing innovation and implementing change.

Six Sigma (elective)
This module will introduce and use the Statistics appropriate for master black belt level Six Sigma. Delivery will include a practical application of software tools to undertake statistical analysis. Areas covered include:
• History and development of traditional quality control techniques; Statistical quality control, inspection and detection methods, Taguchi and the design of metrics
• Fundamental Statistics, Basic distribution theory, Graphs, histograms, location, spread, Box-plots
• Statistical Process Control, Various types of control charts for both variable and attribute data
• Basic Six Sigma Statistics, T-tests, Regression, Decision making under uncertainty, hypothesis testing and analysis of variance
• Introduction to Design of Experiments
• Advanced Six Sigma Statistics
• Process capability indices
• Introduction to Reliability Theory
• Design of Experiments Fractional and factorial designs
• Taguchi methods, EVOP (evolutionary operation) experimentation.

M.PHIL. IN TOTAL QUALITY MANAGEMENT

Applications for admission to this Course will be considered from eligible graduates in Commerce.

Introduction
The programme is being introduced by the University as part of the initiative to establish a European Master degree programme in Total Quality Management. The EMTQM has recently been introduced in five countries (Denmark, Germany, Italy, Sweden and the UK) and will, it is hoped, soon be offered in all EU countries. The programme has 'home' and 'host' components whereby participants complete one-third of their lectures in the 'home' institution, one-third on specialised advanced topics in a 'host' institution abroad, and the remaining one-third in any of the participating institutions. The required thesis may be completed at any one of the institutions involved.

Objective
The development of highly skilled quality managers, quality professionals and educators is required to respond to the quality challenge posed by U.S. and Japanese competitors. The host component is essential in fostering the European dimension and will give Irish participants unique exposure to recognised quality teachers in other countries.

Entry requirements
Candidates for admission to the programme must have
(a) a First or Second Class Honours University degree or equivalent
(b) completed at least two years of University Mathematics or pass a special entry examination.

Programme Structure
Course to the value of 120 ECTS credits in total, as follows.

Year 1 (National University of Ireland, Galway).
(30 ECTS credits)

All of the following subects to be taken.

Code	Module
IE861	Quality Management
IE862	Statistical Quality Control
IE863	Quality Information Systems
IE864	Reliability Engineering
IE866	Measurement and Testing
IE858	Production Studies
IE307	Industrial Management
	Seminars and Reports in Quality

Only candidates who achieve Honours standard in the First Year examinations may be admitted to the Second Year. Candidates who pass but who do not achieve Honours standard in the First Year examinations will be eligible for consideration for the award of the Diploma in Quality Assurance.

Year 2
Semester 1
Specialised Modules in home or host institution (30 ECTS credits). In the National University of Ireland, Galway, *three* of the following subjects will be taken
Advanced Reliability Engineering
Quality & Services
Consumer Law and Product Safety
Experimental Design
Managing Organisational Change
EC Technical Legislation
Environmental Quality

Semester 2
Specialised Modules in host institution (30 ECTS credits). *Three* subjects chosen from the following:
Sheffied Hallam University (U.K.)
Quality Culture and Quality Motivation
Quality Strategy, Leadership and Human Resources Management
Quality by Experimental Design

Linköping University (Sweden)
Design of Experiments
Robust Design Methodology
TQM in Learning Organisations

EMTQM Seminars

Aarhus School of Business (Denmark)
Quality Control, Quality Management and Quality Economics
Quality Motivation
Quality Management Tools
Product Development Methods

Kaiserslautern Universität (Germany)
People Management and People Satisfaction
Customer Orientation and Customer Satisfaction
Impact on Society

Year 3 - Semester 1
Completion of Thesis at home or host institution (30 ECTS credits)

Note: Participants working in a quality-related area may substitute IE 881 Project for courses IE 858, IE 307 and IE 880 in First Year. Such candidates must achieve a Pass standard therein (in addition to the Honours requirement in the First Year examination as a whole) in order to be admitted to the Second Year.

POSTGRADUATE DIPLOMA IN TECHNOLOGY COMMERCIALISATION

Programme Objective

The Diploma in Technology Commercialisation is designed to assist managers, scientists and engineers in supporting technology commercialisation activities, realise the potential of innovation and gain a greater understanding of the commercialisation process. This course will provide information and guidance to potential entrepreneurs and give Irish industry the business planning skills and knowledge needed to commercialise new technologies, products and services, and to secure project finance.

Entry Requirements

An undergraduate Degree 1st or 2nd Class Honours in any discipline + 3 years of relevant industrial experience;
or) Ordinary or 3rd Class Honours Undergraduate Degree + 5 years of relevant industrial experience;
or) Recognised Professional Qualification + 5 years of relevant industrial experience

Candidates who do not meet the minimum entry criteria may be interviewed by the Programme Board to ascertain their suitability for the programme.

Programme Duration

The programme is a one-year, part-time, blended learning programme, running from September to June. The programme is delivered using a blended learning approach, that is, a combination of self instructional materials, online learning activities, face-to-face tutorials and seminars. A limited number of students may wish to take this programme on a modular basis over two year.

Target Audience & Industry

The course is targeted at mid to upper level managers responsible for technology commercialisation, research program management and business development in both private and public sector organisations. The diploma will be of interest to all industries with a keen interest in technology commercialisation and from those organisations directly involved in innovation, marketing and technology. The programme will support Irish companies in various sectors to specify and lead projects that will have commercial benefit. It will increase international competitiveness through both its module content and project modules.

Learning Outcomes

On completion of the course participants will be equipped with the knowledge and skills to enable them to: -
Develop an understanding of technology commercialisation.
Identify technology based business opportunities, with particular focus on how to assess their market potential and how to judge their appeal to the venture capital community.
Establish the importance of innovation in the exploitation of new technological developments and the transfer process for this technology to enable commercialisation.
Gain an understanding of the importance of intellectual property and patenting as a key element of commercialisation.

Programme Structure

Semester I	ECTS
MG620 Innovation and Technology Transfer	5
MK620 Marketing Technology Products	5
MG680 In Company Project	10

Semester II	
MG670 Technology Innovation and Entrepreneurship	5
AY620 Technology Finance and Capital	5

Assignments

Each module will be accompanied by an assignment and written examination with the exception of the project module which will be assessed by continuous assessment only. A selection of assignments will be group based and will be based on module content with support given from module tutors.

In addition to projects and module learning, participants will be encouraged to participate in the writing of a paper to an internationally recognised journal.

Module Descriptions

Innovation and Technology Transfer
To provide the student with the knowledge and skills necessary to forecast the future technological needs of their organisations, to evaluate the possible sources of new technology, and to manage the transfer of new products and processes, into or out of their organisations. Participants will develop the ability to identify new technology platforms of potential strategic importance and to successfully assimilate such platforms into their firms. The module will also address the different mechanisms through which firms can gain the maximum return from technologies that they have developed. These include patents, licensing, and trading in technical know-how.

Marketing Technology Products
To provide an understanding of the key marketing concepts in business generally and technology in particular. To be capable of analysing markets for technology products/services. To produce a marketing plan for a technology company (their own or another actual company). To provide the participant with an understanding of the selling process.

Technology Innovation and Entrepreneurship
Present a curriculum in the area of Technology Innovation & Entrepreneurship that reflects the needs of the user. Provide easy to access, state of the art reference material in the area of Technology Innovation & Entrepreneurship to help learners to understand the essential fundamental concepts involved in the discipline.
Equip participants with the values, best practices, skills and supporting tools necessary to effectively design, develop and deploy technical projects in their organisations and to empower users to autonomously apply these concepts and tools. To provide information on project managing an innovative idea

Technology Finance and Capital
To ensure that participants understand how investment decisions are made in large corporations and in SMEs. This is a key issue for executives seeking to persuade their superiors or Boards of Directors of the efficacy of particular investments in equipment and other assets. It is also a key issue for producers of equipment and other assets since these tools are generally used to guide investment (and hence purchasing) decisions. To ensure that participants understand how financial assets (debt and equity claims) are priced in order to build credible proposals for bank and venture capital investment. To develop an appreciation of the relation between new manufacturing technologies and cost structures. New manufacturing technologies result in a radical realignment of cost structures and hence impact upon many operational and strategic decisions.

Project
The project phase of the Diploma is an opportunity to pursue a relevant activity related to Technology Commercialisation. Each participant will be required to prepare a proposal; plan and manage the project; collect, analyse and use data where necessary; present their results; and write the project report.

POSTGRADUATE DIPLOMA IN INNOVATION MANAGEMENT

Programme Objective
The aim of the programme is to facilitate innovation management learning amongst the participants and in turn promote an awareness of business innovation. It will equip participants with state of the art reference material to support module topics such as innovation management, product design and development, enterprise modelling and simulation, as well as managing technology products. Participants will learn about innovation and change, and how it effects business operations. They will seek to identify new process technologies that are appropriate to their industry and will contribute to improving operational efficiency and competitiveness. The programme will also address how to manage new product innovation strategies and process technologies effectively, and identify appropriate business process improvements to facilitate the introduction of such technologies.

Entry Requirements
An undergraduate Degree 1st or 2nd Class Honours in any discipline + 3 years of relevant industrial experience;
or) Ordinary or 3rd Class Honours Undergraduate Degree + 5 years of relevant industrial experience;
or) Recognised Professional Qualification + 5 years of relevant industrial experience

Candidates who do not meet the minimum entry criteria may be interviewed by the Programme Board to ascertain their suitability for the programme.

Programme Duration
This programme is a one-year, part-time, blended learning programme running from September to June. The programme is delivered using a blended learning approach, that is, a combination of self-instructional materials, online learning activities, face-to-face tutorials and seminars.
A limited number of students may wish to take this programme on a modular basis over 2 years.

Target Audience & Industry
The Diploma in Innovation Management is designed to assist managers, scientists and engineers in supporting innovation management activities, realise the potential of innovation. The course is targeted at mid to upper level managers responsible for innovation in their organisations or to those who have an interest in introducing innovation into their organisation both in the private and public sector organisations. The Programme will also appeal to those who have experience or academic credentials such as degrees or diplomas in non-management areas and wish to gain the skills and knowledge to launch their own enterprises or introduce new products or services to the market.

Learning Outcomes
On completion of the course participants will be equipped with the knowledge and skills to enable them to: -
Identify, develop and understand the skills necessary to manage innovation at both operational and strategic levels in their organisation.
Familiarise themselves with business process improvement methods and simulation tools.
Present a professional innovative idea to their peers with the potential to improve business at their organisation.

Postgraduate Diploma in Innovation Management

Module		ECTS
MG662 Managing Innovation	5	
MG616 Improving Business Processes	5	
IE620 Managing Technology Projects	5	
MG690 In Company Project	10	
MG618 – User Centered Design	5	
Or		
IE651 Product Design and Development	5	

Assignments
Each module will be accompanied by a written examination and one piece of continuous assessment work, with the exception of the project module which will be assessed by continuous assessment only. A selection of assignments will be group based and will be based on module content with support given from module tutors.

In addition to projects and module learning, participants will be encouraged to participate in the writing of an article for an internationally recognised journal.

Module Descriptions

Managing Innovation and Change
To understand innovation as a management process and determine how innovation an be identified analyzed, monitored and implemented within organisations.
To develop critical understanding of the techniques for diagnosing the need for innovation and change.
To identify what is required to empower individuals in the area of innovation.

Managing Technology Projects
To gain an understanding of the systems approach to management and balance traditional problem solving with systemic thinking.
To understand project management through handling technology-related work as project work.
To apply the tools and techniques of project management to maximise the successful delivery of technology.

Improving Business Processes
To focus participants on business process reengineering and business process modelling. It will also introduce simulation as a modelling technique for business process improvement.
Provide a platform for participants to understand their organisations current goals, strategies and their business process environment. It will also provide information on how to establish business process improvements and what is required to support these improvements.
During the course of this module it is envisaged that participants would formulate an improvement proposal (CASE STUDY) which defines how their organisation can transition to a future business process improvement, and identify the tools, systems and processes required to implement change.

Product Design and Development
To provide participants with a comprehensive understanding of process and product development from concept to implementation or market introduction in the case of new products. This understanding should be based on knowledge of the various methodologies and tools used by product or process development teams. The methodologies and tools will be presented in the context of various models of the overall process and will be illustrated with industrial case studies.
To provide an overview of today's process and product development environment, including consideration of Extended Enterprise, Virtual Enterprise, Vendor-Customer co-design and co-makership issues. The nature and operation of shared design and manufacturing partnerships.

User Centered Design
This module cover why and how to put the human user of systems, services and products at the centre of the design process. It explores the user-centered design paradigm from a broad perspective, emphasizing how user research and prototype assessment can be integrated into different phases of the design process. Students learn to think like a user-centered designer and carry out activities that are key to user-centered design. Topics include: Introducing the User Centred Design process; Introducing the Basic Psychology of the User; Introducing Cognition - how we problem solve in completing tasks; Introducing Anthropometrics and ergonomics - how our bodies influence how we can interact with systems and devices; Case studies in User Centred Design of systems, services and products.

Project
The project phase of the Diploma is an opportunity to pursue a relevant activity related to Innovation Management. Each participant will be required to prepare a proposal; plan and manage the project; collect, analyse and use data where necessary; present their results; and write the project report. It is imperative that the participant receives support throughout the project, including guidance on how to write a professional report.

HIGHER DIPLOMA IN BUSINESS STUDIES

Entry and Duration
The course is open to graduates (level 8) other than holders of the B.Comm. degree (or equivalent). The numbers admitted in any one year may be limited. Applicants may be required to present for interview. The course is full-time and will be offered over one academic year i.e. two semesters. It consists of lecture courses extending over two semesters, case work, group presentations and computer workshops. Examinations will be held at the end of each of the semesters, and repeat examinations are held in the Autumn.

Programme Objective
The Diploma is designed to provide an orientation for graduates, other than graduates in Commerce, towards the commercial and industrial environment and a training in the fundamental skills of business administration that would enable the diplomates to play an active and fruitful role in the development and management of business enterprises.

Courses
In the First Semester, the following subjects are obligatory except that graduates with Economics to degree level are exempt from Economics I:

Code	Module	ECTS
AY871	Accounting	5
MG524	Management	5
EC871	Economics I	5
AY872	Financial Management I	5
MS873	Management Information Systems I	5
MK204	Marketing Principles	5

In the Second Semester, the following subject is obligatory:

Code	Module	ECTS
MG872	Communications in Organisations	5

In addition students will select, subject to approval of the School, courses totalling 25 ECTS credits from the following list:

Code	Module	ECTS
AY209	Int. Fin. Reporting 1	5
AY874	Accounting for Management Decisions	5
AY875	Financial Management II	5
EC2101	Macroeconomics and the Business Environment	5
MG2101	Entrepreneurial Venture Development	5
MG325	Employment Relations	5
MK203	Buyer Behaviour Analysis	5
MK303	Global Marketing	5
MK341	Brand Management	5
MS4101	Implementing Digital Innvoation	5
MS2100	Cybersecurity	5
MS4100	Advanced Research Topics in Information systems	5
LW190	Business Law I	5
LW428	European Union Law II	5

Candidates must accumulate a total of 60 ECTS credits to be eligible for the award of the Diploma (55 ECTS for candidates exempt in Economics 1).

Syllabii

Accounting
The objectives of this course are to develop in students the skills necessary to appreciate, prepare, interpret and use accounting and finanical information in a business context. Nature and objectives of accounting. Financial accounting statements: profit and loss account, balance sheet, cash flow statement. Interpretation of accounting information. Accounting principles. Introduction to management accounting.

Advanced Researc Topics in Information Systems.
This course provides the requisite background to important theoretical and applied issues in information systems. It aims to deepen the candidate's grasp of the theories, techniques and methods commonly employed in information systems research. Students are introduced to various topics and issues within the IS field that can be relevant focus areas in their Final Year Project.

Cybersecurity
The ability to secure information within a modern enterprise is a growing strategic importance. This course provides the foundation for understanding the key issues associated with protecting information assets. This module provides participants with a comprehensive understanding of the field of cyber security, and the knowhow to develop to policies to implement information security controls.

Financial Management I
The objectives of this course are to introduce students to some of the various aspects of managing corporate finance. Financing decisions. Sources of finance and financial institutions. Capital structure and valuation. Investment decisions. Capital investment appraisal techniques. Working capital management.

Economics I
This course introduces the essential elements of the microeconomic theory of consumer and firm behaviour in the market, leading to an appreciation of how public policy interventions can be rationalised in a coherent framework. Selected topics, such as the economic approach to understanding the organisational structures of enterprises, may receive particular emphasis.

Management
The course will provide an overview of the process and principles of management, mainly in business organisations. The primary focus of the course will be on the management functions of planning, decision-making, organising, leading and control. The course will also address the nature and scope of management, in addition to managerial roles and skills.

Marketing Principles
The functions of marketing; The nature of consumption; Consumer motivation; The marketing mix — product, price, promotion, distribution and service, market research; marketing management.

Management Information Systems I
The objective of this course is to provide students with an understanding of how information technology and information systems are used in business. Topics to be covered include information technology architecture, strategic information systems, computer hardware, computer software, systems development life cycles. Practical computer experience will be given in word processing, graphical presentation and spreadsheet software packages.

Communications in Organisations
The objectives of the course are to develop the student's knowledge and understanding of theories, models and practices of organisational communication. Topics covered will include defensive/supportive communication, report writing, meetings procedures, interpersonal communication, non-verbal communication, influence/power in communication, external communication processes involving public relations, media, marketing and advertising, interviewing skills and organisational conflict.

International Financial Reporting I
The objectives of this course are to complete the development of the accounting skills necessary to allow students to progress to more advanced study of Accounting, and to introduce students to the environment and practice of Financial Reporting. Topics covered will include: Review of conventional accounting measurement and reporting, the accounting process, and double entry systems; Preparation of Final Accounts from the Trial Balance; Adjustments; Accounts from incomplete records; Computer-based accounting systems. The regulatory Framework of Financial Reporting; Introduction to legislative and other requirements for company reporting; Preparation of final accounts for Companies.

Accounting for Management Decisions
The objectives of this course are to provide students with an understanding of the use of accounting information to assist with decision making. Cost classification. Cost-volume-profit analysis. Relevant costs and benefits. Accounting information for pricing decisions. Uncertainty and risk in decision making. Cost estimation and prediction. Short term operating decisions. Operations management.

Financial Management II
The objectives of this course are to introduce students to the more advanced aspects of managing corporate finance. Case studies reviewing the application of financial theory and financial analysis in the areas of financing decisions, working capital management, capital structure policy, dividend policy, and capital budgeting. The concept of cost of capital in the context of business risk and financial risk. Introduction to valuation under uncertainty — portfolio theory and the capital asset pricing model; investment decisions and uncertainty. Topics in international financial management.

Macroeconomics and the Business Environment
This is an intermediate macroeconomics module dealing with the theory and practice of macroeconomics. It builds upon the concepts and principles covered in first year macroeconomics. The objective of the module is to understand the core models in (short-run) macroeconomic theory and to learn how these theories can be applied to various short-run policy issues, both domestically (Ireland) and in an international (EU/eurozone) setting..

Business Law I
Introduction to Irish law. Sources of law. Classification of law. The Irish court system and court procedure. The legal structure of business, sole trader, partnership, companies, co-operatives. The legal concept of property. Freehold and leasehold interests in property. Statutory protection for business tenants. The law of Contract: formation of contracts, contract terms and their interpretation, exclusion and limitation of liability, contract defects and their consequence. Discharging the contract, breach of contract, remedies for breach of contract. Law of agency. Insurance law.
Legal problems in sales and marketing: sale of goods contracts. Hire purchase sales. Credit sales. Consumer protection. Product liability. Irish competition policy. Negotiable instruments. Employer liability: Tort, negligence, strict liability, occupier's liability. EC Law: primary and secondary sources of EC law, the institutional framework of the EC.

European Union Law II
The course deals with the substantive law of the European Union. Particular emphasis is given to the basic freedoms of Community law: the free movement of goods; the free movement of persons; the freedom of establishment; the freedom to provide services; the free movement of capital; and the free movement of payments. Consideration is also given to Union policies such as competition policy, the common agricultural policy, regional policy, industrial policy and social policy.

Management of Organisational Change
The objective of the course is to provide students with a broad introduction to the disciplines of Organisational Development and the management of change. Topics include: The diagnosis of organisational position in the environment; History of Organisational Development (O.D.); O.D. consulting process; The introduction, adoption and implementation of successful change in organisations.

Employment Relations
The objective of the course is to introduce students to (a) the system of Industrial Relations in Ireland, (b) International and Comparative Industrial Relations and (c) the functions of the Personnel/HR Department.
Topics include: the contexts of employee relations in late 20th century Ireland; the main participants in Irish I.R.; the principal alternative ideologies; the structures, rules and processes of the Irish system; International and comparative Industrial Relations; the roles and functions of Personnel/HR Management Department.

Buyer Behaviour Analysis
Determining Buyer decision processes; economic , cultural and demographic influences on consumption, the role of social stratification and reference groups; the nature of the problem recognition process, search behaviour and information sources; alternative evaluation of choice. The course will examine the role of marketing in influencing each stage of the decision process.

Brand Management
This course explores the concept of branding through critical examination of the techniques used to build and maintain strong brands. The topic addresses the routes available for brand development, and the strategic options for brand building, from the perspective of the marketing manager. It also examines the role of brand name, design and media in brand building, and examines how brands are managed over time.

Global Marketing
The objective of this course will be to provide students with an introduction to international marketing through study of the international marketing environment and the decisions which are required to develop international markets. The course will focus in particular on analysis of international markets and decision making in the international environment. International market analysis will include study of the data sources currently available on international markets, methods of screening export markets, and export marketing research. International marketing management-coverage will include product development and adaptation for exporting, international distribution, pricing and promotion strategy formulation and implementation. The course will include an analysis of Irish export marketing performance and will in general have an orientation towards the Irish exporter. The course will be taught mainly by non-lecture forms of instruction. Students will be expected to undertake projects and case studies which will form the major course activities.

Cloud Computing

The objectives of this course are to develop an understanding of cloud computing in the overall strategy of businesses, and to examine the impacts of cloud computing for individuals and society. Topics may include: salient issues in cloud computing; cloud-based collaboration; cloud management & governance; Software/Platform/Infrastructure as a service; cloud security and identity; data storage in the cloud; mobile cloud; virtualisation; app development for the cloud; transitioning business to the cloud; impacts of cloud computing; emerging topics in cloud computing.

Information Systems and Project Management
The objective of this course is to develop students' understanding of how to manage an IS function within an organisation to create business value for the business. That is - how IS are managed in organisations, the impact of IS within organisations, how to manage IS so that it contributes to business value, and how to manage the IS/IT capability. Topics covered may include topics such as: Alignment between IS and the rest of the organisation; IS Governance; how IS projects are managed

E-Business Strategy and Practice
The objective of this module is to explore the strategy and practice aspects of e-business contemporary, business and public sector environments.
Upon completion of this course you will be able to:
- Demonstrate a capacity for critical thinking with respect to eBusiness
- Demonstrate comprehension of the business models and frameworks that underpin e-Business
- Demonstrate a critical understanding of the role of e-business in shaping the macroeconomic environment
- Critically evaluate the innovative impact of e-business for business, education, government, society and the individual
- Discuss the importance on social media for collaborative business
- Evaluate opportunities for establishing e-business ventures
- Demonstrate a broad understanding of the core technologies underpinning current e-business activities
- Competently present, discuss and evaluate several case studies that illustrate aspects of e-Business strategy, implementation and practice

HIGHER DIPLOMA IN ECONOMIC SCIENCE

Introduction
The Higher Diploma in Economic Science is a nine-month taught programme with research papers. It is aimed at graduates who want to further their knowledge of modern economic analysis. The programme is designed to equip graduates with the professional and analytical skills necessary to pursue a career in economics or related disciplines in the public and private sectors. The programme also provides introductory training for students intending to undertake the Masters of Economics Science programme at the National University of Ireland Galway.

Aims & Objectives
The programme has three objectives as follows:

- To enhance and develop the analytical skills of students who have taken economics to pass level in their primary degree
- To provide an opportunity for graduates in related disciplines to undertake post-graduate study in economics
- To provide introductory training in economics for students intending to undertake the Masters of Economic Science programme at NUI Galway.

Minimum Entry Requirements
Admission is open to graduates (level 8) who have obtained a pass degree in Economics from a recognised third level institution. Admission is also open to honours graduates from related disciplines who have taken at least a principles course in Economics. Applications are also accepted from graduates with no previous training in economics but with an excellent academic record of achievement.

The number of places available in any year will be limited and not all applicants meeting the recommended entry requirement may be admitted. All students must write a letter of application to the Programme Board outlining their motivation and suitability for the programme. In certain circumstances an interview may also form part of the selection process.

Programme duration
Full-time programme, over two semesters, September to May.

Important Note
Students in the programme will be directed to one of two streams depending on whether they had previously taken economics to degree level or not.

Programme for those without a Degree in Economics: (Stream A):

Semester 1
EC269 Intermediate Microeconomics
EC427 Ireland, Europe and the Global Economy
EC273 Mathematics for Economics
EC415 Research Paper 1

Plus,
EC207 Irish Economic History
 or
EC219 Comparative Economic Thought
or
EC382 International Economics

Semester 2
EC268 Intermediate Macroeconomics
EC275 Statistics for Economics
EC416 Research Paper 2

3 Options
EC362 Economics of Financial Markets
EC3104 Agricultural and Food Economics
EC386 Public Economics
EC429 Marine Economics

Research Paper 2 is worth 10 ECTS. Everything else is worth 5 ECTS.

Programme for those with a Degree in Economics (or its equivalent)
(Stream B):

Semester 1	Semester 2
EC3105 Econometrics	EC416 Research Paper 2
EC415 Research Paper 1	Plus 3 Options from Semester II (see below)
Plus Either EC207 Irish Economics History or EC219 Comparative Economic Thought	EC3102 Macroeconomics and Public Policy
EC3101Microeconomics and Public Policy	
Plus 2 Options from Semester 1(see below)	

Research Paper 2 is worth 10 ECTS. Everything else is worth 5 ECTS.

The optional modules would be chosen from the following list (All of these options may not be available every year):

Optional Courses:

Semester 1	Semester 2
EC345 Health Economics	EC362 Economics of Financial Markets
EC382 International Economics	EC386 Public Economics
EC369 Money and Banking	EC429 Marine Economic
EC427 Ireland, Europe, and the Global Economy	EC357 Development Economics
EC388 Environmental and Natural Resource Economics	EC3104 Agricultural and Food Economics

Course Descriptions

Agricultural and Food Economics
This course uses economic theory to analyse contemporary issues in the agricultural and food sector. It includes all parts of the agri-food industry from input supply, farm businesses, processing/manufacturing to retail and the consumer. Topics, such as agricultural markets and market failures, consumer behaviour, agricultural policy and international trade, technology adoption, sustainability and externalities of the agricultural sector are discussed.

Intermediate Microeconomics
This is an intermediate microeconomics course dealing with the theory and application of microeconomics. Topics covered include consumer behaviour, utility theory, applications of consumer theory, production and costs, market structure, theories of pricing, game theory, general equilibrium theory, externalities and public goods, economics of information and welfare economics. We review the neo-classical and non neo-classical theories of consumer behaviour and their implications for the government's policies. Students who have not studied microeconomics before **cannot** take this course.

Intermediate Macroeconomics
This is an intermediate macroeconomics course dealing with the theory and practice of macroeconomics. It builds on the concepts and principles covered in 1st Year Economics. The objective of the course is to understand, in more detail, the core principles of macroeconomic theory and to learn how these basic principles can be applied to various policy issues, both domestically and in an international setting. The topics covered include the following: National Income Accounting; Aggregate Demand and Supply; Equilibrium and disequilibrium; Saving-Investment relationship; Consumption function; the multiplier; The determinants of investment; Liquidity preference and theory of interest; International Macroeconomics; Growth Theory. Students who have not studied macroeconomics before should **not** take this course.

Mathematics for Economics
The purpose of this course is to provide students the necessary mathematical skills to pursue more advanced courses in economics. The course is devised to enhance the necessary technical skills in the areas of Algebra and Calculus, which are used in almost all the sub-disciplines of economics. The course emphasizes the need to enhance the computational skills along with the analytical skills that is required for solving economic problems posed in the language of mathematics.

Ireland, Europe and the Global Economy
This course draws upon economic theory and empirics to consider Ireland's evolving role in the global economy, insofar as this constitutes an essential part of the context within which government, enterprises and citizens operate, and their behaviour understood and evaluated. Central themes in the course are the nature and extent of the integration of product and factor markets, the operation of domestic and supra-national institutions in managing that integration and their conduct of economic policy. Particular themes may include a survey of contemporary developments in the Ireland and the global economy, the applied economics of economic growth and innovation, the economics of human capital and labour markets, fiscal policy institutions and strategies, capital mobility and the design of macroeconomic policy within the European Union. The course places particular emphasis on a comparative and historical situating of Ireland's economic experience within Europe, and within the European Union especially.

Comparative Economic Thought
The course examines differing schools of thought in modern economics through a comparative framework. The historical development of each of the schools is covered.

Statistics for Economics
The main uses of the statistical techniques studied on this course are to a) look at common ways of organising messy social and economic data, both in a visual way and using summary statistics that catch the main features of the data and b) to look at to what extent, and under what conditions, we can generalise from typical sample summary statistics to features of the population as a whole. Along the way we will look briefly at such issues as questionnaire design, random sampling, sampling theory, probability theory, different probability distributions, hypothesis testing using parametric and non-parametric tests, and examining relationships between variables.

Irish Economic History
This course examines the major economic and social developments in 19th century Ireland together with major developments in the post-independent Irish economy. The course will end with Ireland's entry into the European Community in 1973. Developments post-1973 are the subject of the Irish Economy course in the final year. The course covers issues of trade, industrialization, agriculture, planning, macroeconomic policy and social policy.

Development Economics
This course introduces the student to the major theories of economic development which have influenced the development of contemporary development economics. The central focus is the analysis of factors contributing to economic development in general, but in particular in low-income countries, primarily located in Africa, Asia and Latin America. The major theories examined include: the historicist (linear-stages) theories; structural change (inter-sectoral) theories; neoclassical dependency theories; neoclassical (new political economy) theories; new growth theory. In addition a number of current issues will be examined including: polulation, trade and development, foreign direct investment, globalization.

Economics of Financial Markets
This course introduces students to the key concepts and current issues in financial economics. To reflect the diversity of the financial services sector, this course covers all the important financial markets: stock; bond; foreign exchange; and derivatives. Particular emphasis is placed on linking the financial theory to the major global economic and business stories of recent years, for example, the rise and fall of world stock prices; the volatility of the euro-dollar exchange rate; and how billions of euro were lost in derivatives-related trading.

Health Economics
This course covers the following topics: health care as an economic commodity; agency in health care; the demand for health; economic evaluation of health care programmes; output measurement for resource allocation, hospitals, technology and the supply of health care; equity in health care; and the financing of health care. In addition, students must do an essay on a specific health economics problem.

International Economics
The course is a combination of theory, empirical tests of theories, the policy implications of theories and contemporary debates on the trade aspect of globalisation. The standard neo-classical theories of trade are examined and the textbook is supplemented with articles that examine some of the empirical issues relating to trade, its causes and effects. The implications of market distortions for the gains or otherwise from trade liberalisation are also considered. The actuality of current international trade policies are explored, with some emphasis on the reasons for its generally mercantilist orientation. The course also addresses the issue of factor mobility (in particular capital mobility and foreign direct investment) and its implications for the home and host countries. Finally the current debate over globalisation and development is examined with a critique of the arguments of both sides.

Environmental & Natural Resource Economics
This course looks at the relationship between economic activity and the natural environment. It deals with such topics as the exploitation of natural resources, environmental pollution and the natural environment as a source of enjoyment. It also discusses the notion of sustainable development. 'Development that meets the needs of the present without compromising the ability of future generations to meet their own needs'.

Econometrics
This introductory course aims to give students an understanding of the assumptions made and concepts used in classical linear regression analysis, the statistics underlying regression analysis and its application in practice. This will involve a mixture of interdependent theoretical and practical learning – including computer based sessions, practical assignments and lectures. The interdependency of the material and activities make it important to attend all sessions. A project is used to provide the student with hands on experience of the development, estimation and interpretation of an econometric model.

Money and Banking
This course sets out to develop your understanding of international banking and monetary institutions and the world's financial architecture. Using the basic economics of banking, the course explores a variety of current issues, including: the role of the new Irish Financial Services Regulatory Authority (IFSRA); how banking and currency crises have occurred around the world since the 1990s; the role of the International Monetary Fund (IMF); and why the European Central Bank (ECB) is considering a change in its monetary policy.

Public Economics
The aim of this module is to introduce students to the role that public sector plays in influencing resource allocation in a market economy. We will focus on the set of normative rules to guide public sector decision-making using tools of modern welfare economics. On the other hand, we will also show that public economies involve the positive study of how the activities of government (for example, taxation, transfers, expenditures) influence resource allocation, relative forces and welfare in the economy.

Marine Economics
This module will introduce students to economic analysis used to evaluate specific marine policies in the area of marine tourism and recreation, shipping, offshore energy production, aquaculture, fishing, coastal development, and marine ecosystem service provision.

Economics and Philosopy
This module will explore the interface between economic analysis and moral philosophy. It will show how insights and analytical tools from economics can contribute to ethics, and demonstrate how an understanding of moral philosophy can improve economic analysis. Topics covered include: raionality and the preference axioms, welfare, efficiency and consequentialism, rights, theories of distibutive justice, social choice theory, game theory and decision theory.

Macroeconomics and Public Policy
Macroeconomics is concerned with the major economic issues such as unemployment, inflation, and the interrelation between income distribution and economic growth. Several theoretical models have been developed in the literature to study the fundamental causes of these issues. Many of these models serve as analytical frameworks in which applied economic policy analysis is conducted. Examples include the Keynesian structural macroeconometric models in the 1970s and the New Keynesian DSGE models in the current period. This module considers dominant economic policy regimes since the post-world war II period and examines the macroeconomic theoretic principles and the analytical framework that underpins these policy regimes.

Research Paper I
A number of skills will be developed during the course. These include the ability to understand economic reasoning, the ability to select a research topic and discover what has been written on this topic already, the ability to access economic data, and the ability to write and present a research project. Students have to write an essay for this course on a topic to be agreed with their supervisor.

Research Paper II
This course gives the student the opportunity to apply economic reasoning to a particular issue in Economics. The skills developed during the first semester will be further developed in this course. These include the ability to understand economic reasoning, the ability to select a research topic and discover what has been written on this topic already, the ability to access economic data, and the ability to write and present a research project. Students have to write a major essay for this course on a topic to be agreed with their supervisor.

SPECIALIST DIPLOMA IN CONTINUING PROFESSIONAL DEVELOPMENT
(Management Practice)

Programme Objectives
The Diploma in Management Practice (DMP) is designed to enhance the management practices, behaviours and leadership capabilities of senior managers (both people managers and technical managers). The purpose of the process is to provide high potential talent with an opportunity to develop their skills and place them in positions of future leadership.

Requirements for Award
Satisfactory completion of all 4 modules of the programme, including assignments, (20 credits under the Irish National Qualifications Framework -NQF) **plus** individual research project, involving preparation of substantial work-related assignment (10 credits).

Target Group
Senior executives in both people and technical areas all educated at minimum to degree level. It is expected that 10 to 20 students per year will attend.

Programme Format
The programme consists of 4 taught modules and a final project. Each module consists of 30 hours in total as well as pre-module reading assignments, project assignments, and case study preparation.

All taught modules involve a number of learning approaches and are all highly participative. They involve lectures, case studies, group exercises, individual assignments, video presentations, and pre-course reading assignments and projects. Each module in the programme will be practical and applied. The activities in the programme are designed to improve the participants management capability thus positively impacting bottom line business performance.

There will also be continual coaching during the process, psychometric assessment, and feedback. Assessment for the individual modules is primarily by means of continuous assessment. Each participant will complete a work based assignment for each module, this will provide each participant an opportunity to demonstrate their knowledge and understanding of course content.

The final project involves preparation and implementation of a substantial work-related assignment.

Administration of Programme
The programme will be organised in partnership with Evolve Training Consultants. Students will be registered through the Office of Adult and Continuing Education for a Specialist Diploma in Continuing Professional Development. These awards may be recognised at Level 8 of the Irish NQF, and credits may count towards further qualifications at Masters level 9. Dr Paul Ryan is the Academic Director of the programme.

MODULE DESCRIPTIONS

Management of Human Resources
Human resource planning; communication and participation; training and development; reward management - compensation and benefits, job analysis and job evaluation, performance appraisal; career planning and development, root cause identification, six sigma, team decision thinking, tools for business thinking; six thinking hats; work life balance; personal productivity; scenario planning, self assessment questionnaires and 360 feedback; benefits of coaching, analysing the coaching process, differentiating the different coaching focus areas, practice the principles of a coaching conversation, identify and discuss the role of values in a coaching engagement.

Organisational Behaviour
Perception; attribution; personality; communication; motivation; stress; individual development; leadership; power; group effectiveness; intergroup relations; organisational structure; contingency designs; work design; developing people and teams; performance management, team formation and development.

Management of Organisational Change and Innovation
The diagnosis of organisational position in the environment; the introduction, adoption and implementation of successful change in organisations; understanding the need for an innovation strategy, changing the work environment to promote innovation and creativity, how to change management processes to encourage ideas, how to best reward ideas.

Business Negotiations and Strategic Influencing
Negotiations in context; conflict, decision analysis and negotiations; process of negotiations; negotiation styles and tactics; principles of influence; effective influencing behaviours; preparation for influencing; relating to different personality types;

schools of decision making; stakeholder mapping; departmental drivers; personal wins/losses; individual decision making styles; action planning.

Final Project
Each participant will complete a significant work based project at the end of the four modules providing the opportunity to demonstrate their knowledge and synthesis of the course content as a link between the core programme modules and work.

Presentation of Project
Participants should prepare a 20 minute PowerPoint presentation of their projects to present to Programme staff. This will be followed by a 20 minute Q&A session.

Advanced Presentation Skills
Advanced Presentation Skills training will be provided on necessary components required to make a compelling, impactful and persuasive presentation to a group. It will cover audience examination, preparation, designing for memory, platform skills, and persuasion.

Assessment of the Project
The project will be assessed by programme staff for award of the diploma.

1. Introduction

These general regulations apply to all Structured PhD programmes in the University. Every PhD programme **must comply** with these regulations unless otherwise provided as per section 9 below. Students must also refer to the specific College PhD programme regulations and requirements and the University's Guidelines for Research Degree Programmes.

These regulations are approved by the University's Academic Council and are regulated and reviewed by the Academic Council's Standing Committee, following prior consideration by the Academic Regulations Committee. The Academic Regulations Committee is comprised of the Registrar and Deputy-President (Chair), Academic Secretary, Deans of College, another representative from each College, the Dean of Graduate Studies and the Director of Adult Education. Relevant administrative staff will be in attendance at the Committee's meetings. The Committee reports to Standing Committee of Academic Council.

2. PhD Programme Structure

PhD programmes are aligned with Level 10 of Ireland's National Framework of Qualifications. A fulltime PhD programme is normally of 4 years duration and a part-time PhD programme is normally of 6 years duration.

The University's awards and programmes are organized in accordance with the European Credit Transfer System (ECTS). The Structured PhD **Programme requires successful completion and examination of the research thesis and 30 ECTS of modules, approved by the student's Graduate Research Committee (GRC).** Each module is a unit of teaching and learning formally offered within the University* and carrying credit expressed as a number of credit points in accordance with the ECTS. The programme of modules should be discussed with the student's supervisor and agreed by her/his GRC. Fulltime students will normally take modules to a weighting of 30 ECTS over Years 1-3 of their PhD programme. In exceptional circumstances students may be allowed to take modules in Year 4, subject to the agreement of the student's GRC. In the case of part- time students, the GRC will specify an appropriate schedule for taking the modules of the programme.

In no case will a student be allowed present her/his thesis until her/his GRC has verified that she/he has successfully completed approved modules to a total of 30 ECTS.

*The University, through the relevant College, may approve courses at another University or Institute towards the 30 ECTS of modules.

3. Module Descriptions andWeightings

The modules will have prescribed **Learning Outcomes**, and carry credit expressed as a number of credit points in accordance with the European Credit Transfer System. **Module Descriptions** will be specified in the University's central Curriculum Management System and will be set-out in the **Programme Descriptions and Regulations.**

Individual modules will have an ECTS credit weighting of 5 ECTS, or may be expressed in whole multiples of 5 ECTS where good academic practice requires larger units of study.

4. Arrangements for Assessment and Formal Examination of Modules

Modules on PhD programmes are assessed on a **credit awarded/credit not awarded** basis. Credit will be awarded where the student achieves the minimum passing mark required for the module (normally 40%).

The University's standard examination periods are
• End of semester 1
• End of Semester 2
• Repeat (of Semester 1 and 2) Examinations (August).

Modules may be assessed in any combination of formal examinations, assignments, projects, essays, papers, reports, presentations & debates, locally-set exercises, laboratory or field- work, or other experiential learning.

Where different components of assessment (course work, laboratory work, continuous assessment, final assessment, etc.) within a module contribute to the final grade it shall **not normally** be a requirement that any one of these components be separately passed. Only an overall result for the module will be returned.

A mark of 'Incomplete' must be returned to the Examinations Office where there is a requirement that an element(s) of a module be passed and that element(s) is not passed. A student is required to retake all elements of an incomplete module unless the relevant College provides by regulation that students be exempt from retaking specific components.

College level provisions should be the same across all programmes and modules in a College.

Marks for components of a module (i.e. sub-module assessment elements) from previousattempt(s) do not carry forward from one assessment to the next unless the relevant College has made provision to exempt student from retaking specific components for academic reasons.

Where modules are examined by means of a **formal examination** paper administered by the University's Examinations Office and time-tabled centrally, the examination will be of standard **two hours duration**. Where a module weighting is greater than 5 ECTS, the formal examination may be broken into a number of 2 hour papers or one 2 hour paper and alternate assessment methods (e.g. a 10 credit year-long module might attract two 2 hour examinations).

No compensation provision applies in the case of modules taken as part of a structured PhD programme.

Application for permission to defer taking a module or modules to a subsequent examination session must be made in accordance with the Deferral Application Procedures of the University.

5. Progression

The PhD Progression Board is the formal progression authority for each College. Chaired by the Dean, the Board is made-up of academic staff members of the College and extern examiners from the relevant disciplines, or from the Colleges responsible for multi-College programmes. Only those decisions approved by the Progression Board will be formally recognized by the University. The Progression Board of each College will meet in July of each year and will consider the recommendations of relevant Graduate Research Committees.

Progression will be based upon the recommendation of the GRC to the Progression Board. The Progression Board will determine, in respect of each student, whether he/she should:
• Continue with PhD (i.e. progress to the following year)
• Transfer to another Programme *(Indicate which Programme, e.g. a Masters degree)*
• Leave PhD programme
• Note that student has discontinued studies
• Note that PhD degree has been awarded.

6. Examination of PhD Thesis

Arrangements in respect of the examination of the PhD Thesis are set out in the University'sGuidelines for Research Degree Programmes
http://www.nuigalway.ie/graduatestudies/Current_Students_2/guidelines.html

7. Award of Degree

Standing Committee of Academic Council, having considered the report of the Examiners, takes one of the following decisions in relation to the Ph D thesis:
• Award PhD
• Award PhD, but insist on typographical corrections (1 month)
• Award PhD, but insist on corrections in content (1 month)
• Award PhD, but insist on corrections in content (3 months)
• Refer; permit submission of a revised thesis with second *viva* required (1 year)
• Award a Master's degree
• Award a Master's degree, subject to typographical corrections
• Award a Master's degree, subject to corrections in content
• Reject, with no recommendation as to resubmission.

Honours are not awarded in connection with the award of a PhD or in respect of the modules taken, individually or collectively.

8. PhD Transcripts

Transcripts will show
• PhD awarded

• List of modules taken and for which credit was awarded as part of the programme – ECTS credits awarded per module and total awarded for modules
• The title of the thesis for which the PhD was awarded (subject to systems development. .)
• The date on which the award was approved by Standing Committee of
Academic Council (subject to systems development).

9 Dealing with Exceptions or Deviations
Only in exceptional circumstances will deviations be permitted from these regulations. A **structural deviation** is a significant and permanent change to these regulations which might be authorized for one or more programmes. Where a **structural deviation** is required for sound academic purposes, application must be made to the Academic Regulations Committee of Academic Council's Standing Committee, which shall recommend to Academic Council Standing Committee in the matter of applications received. A **concession** is the granting of explicit permission by the Standing Committee, following consideration and recommendation by the Academic Regulations Committee, to permit the deviation of a programme of study from these prescribed regulations. A **concession** may be required in occasional circumstances and will be a matter for Academic Council Standing Committee, following consideration and recommendation by the Academic Regulations Committee.

STRUCTURED PhD
COLLEGE OF BUSINESS, PUBLIC POLICY AND LAW

Overview
The goal of doctoral education is to cultivate a research mindset, to nurture flexibility of thought and intellectual autonomy through an original, concrete research project. It is the practice of research that creates this mindset. The core component of the structured PhD programme is the advancement of knowledge through original research.

The purpose of structuring the doctoral programme is to provide the support and skills that students needs to help achieve their academic and professional goals. The structured PhD is a formalized, integrated programme of education, training, research, personal and professional development activities. It enables the development of discipline-specific knowledge and research skills as well as generic transferable skills.

Supervision is by a principal supervisor who is responsible for providing guidance on the research carried out by the student and manages the student's training. The student and supervisor are supported by a Graduate Research Committee (GRC). The GRC formally monitors student progress through an annual review process in line with national and international best practice. (Students whose progress towards a PhD is unsatisfactory may be recommended to submit an MPhil.)

The Structured PhD is available as a 4-year Full Time programme or a 6 –year Part Time programme(360 ECTS).

Students who first register for a PhD prior to the academic year 2015/2016:
Each student must obtain a minimum of **30 ECTS** through structured modules having a taught or skills component, and a maximum of 45 ECTS, over the course of the PhD.

Students who first register for a PhD from or after the academic year 2015/2016:
Each student must obtain a total of **30 ECTS** through structured modules having a taught or skills component, over the course of the PhD and the remaining 330 ECTS are awarded for the Dissertation.

The thesis remains central to the award of the PhD. The remaining ECTS are derived from the research component.

Part Time: The traditional research only PhD also remains available for those wishing to complete on a part time basis.

Induction and Orientation
Induction is organized by the College of Business Public Policy & Law through its constituent Schools (the School of Business and Economics and the School of Law), and is mandatory for all first year research students. Research process, regulations and ethics, research finances, information/library resources and other general information on the University will be provided to students at Induction. **Orientation** is a separate event, also mandatory for all research students, which is organized by Graduate Studies and normally takes place prior to induction.

Governance
The student's Graduate Research Committee is responsible for confirming that modules have been taken and assessed.[2] Module assessment is the responsibility of the student's supervisor or the lecturer delivering the module, as appropriate. The student should provide the GRC, in advance of the annual review, with details of modules taken, results achieved and copies of their assessment as part of their annual progress review. This should include a signed declaration to the effect that the student has not taken these modules previously, either as part of the structured PhD or as part of a master's degree in this or any other institution. The GRC, once satisfied that modules have been taken and assessed, will sign off on the modules in the annual GRC report. This information is passed to the College office where it is recorded on the student's Yearly Progress Report. The Dean and the College office have responsibility for oversight of this process.

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[2] See University Guidelines for Research Degree Programmes, section 4.2 and section 5.8
http://www.nuigalway.ie/media/graduatestudies/files/university_guidelines_for_research_degree_programmes.pdf

SCHOLARSHIPS AND PRIZES

THE CAMPBELL BEWLEY MEDAL

The Campbell Bewley Medal shall be awarded to the highest placed candidate at the B.Comm. Degree examination from among those who joined Third Commerce under the joint National University of Ireland, Galway/Shannon College of Hotel Management programme, provided the candidate obtains at least Second Class Honours overall in the degree.

THE CIMA PRIZE IN MANAGEMENT ACCOUNTING

The CIMA prize in Management Accounting shall be awarded on the recommendation of the J.E. Cairnes Graduate School of Business & Economics to the student in the Bachelor of Commerce/Bachelor of Commerce International programmes for the best performance in Management Accounting 1 (AY207), provided the student passes the examinations of the year as a whole. The prize consists of a voucher and a parchment.

FOUNDATION PRIZE IN TAXATION AND FINANCIAL ACCOUNTING

This prize is sponsored by Deloitte, and will be awarded annually on the recommendation of the J.E.Cairnes School of Business and Economics, to the student who attains the highest aggregate mark in the modules Taxation I, Taxation II, International Financial Reporting II and International Financial Reporting III in his/her Final Commerce year, providing the student achieves at least a Second Class Honours, Grade 1 overall in the Bachelor of Commerce degree. In the event of a tie, the prize will be divided equally.

Students on the BComm Accounting programme are not eligible for this award.

FOUNDATION PRIZES (SECOND COMMERCE YEAR)

These Prizes will be awarded annually, on the recommendation of the J.E. Cairnes School of Business and Economics, to the students who, attain the highest levels of performance in the Examinations of the Second Commerce Year, provided they have taken the subject International Financial Reporting I in the Second Semester and have passed the examinations of the year as a whole.

In the event of a tie, the Prize(s) will be divided equally.

Students on the BComm Accounting programme are not eligible for this award.

FOUNDATION PRIZES FOR STUDENTS ON SECOND YEAR B.COMM (ACCOUNTING)

These prizes will be awarded annually, on the recommendation of the J.E.Cairnes School of Business and Economics, based on the results of the examinations of the second year of the B. Comm (Accounting) degree, to those students who obtain first, second and third place in the aggregate mark of all examinations taken. In the event of a tie, the prize or prizes will be divided equally.

Only students on the B. Comm (Accounting) Programme are eligible for these Prizes.

HPE (HEWLETT PACKARD ENTERPRISE) AWARD – BSC (BUSINESS INFORMATION SYSTEMS)

The Hewlett Packard Award for the Best Student in Business Information Systems is a prestigious annual award which seeks to recognise and reward excellence in the pursuit of studies relating to the application of information systems in business. It is awarded to the highest performing final year student in the BSc in Business Informations Systems at NUI, Galway.

KPMG PRIZES SECOND YEAR B. COMM.

These prizes will be awarded annually, on the recommendation of the J.E. Cairnes School of Business and Economics based on the results of the examinations of the Second Commerce year, to those students who obtain first, second and third place in the aggregate in the subjects Management Accounting I, Business Finance I and International Financial Reporting

I, provided they pass the examinations of the year as a whole. In the event of a tie, the prize or prizes will be divided equally.

KPMG PRIZES THIRD YEAR B.COMM. (ACCOUNTING)

These prizes will be awarded annually, on the recommendation of the J.E.Cairnes School of Business and Economics, based on the results of the examinations of the third year of the B. Comm (Accounting) degree, to those students who obtain first, second and third place in the aggregate mark of all examinations taken. In the event of a tie, the prize or prizes will be divided equally.

Only students on the B. Comm (Accounting) Programme are eligible for these Prizes.

THE MAZARS PRIZE IN BUSINESS FINANCE IN MEMORY OF MARK NEVIN

This prize is sponsored by MAZARS, Galway, and will be awarded annually on the recommendation of the J.E. Cairnes School of Business and Economics, to the student who attains the highest mark in the module Business Finance I in his/her Second Commerce year, providing the student received 60 ECTS credits from his/her first sitting of the examinations of that year. In the event of a tie, the prize will be divided equally.

THE LABHRÁS O NUALLÁIN PRIZE

The Labhrás O Nualláin Prize is awarded to the student who achieves the highest mark in Development Economics, which is a final year course offered to B.A. and B. Comm students. The award was bequeathed by Professor Labhrás O Nualláin who lectured in Economics in this University from 1953 until 1970, and was Professor of Economics from 1970 to 1982. He was an acknowledged specialist in Economic Development, both national and international.

PWC MEDAL AND PRIZE FOR STUDENT ON 1ST YEAR B. COMM DEGREE: ACCOUNTING MODULE

The Price Waterhouse Coopers Medal and Prize shall be awarded on the recommendation of the J.E. Cairnes School of Business & Economics to the student in the Bachelor of Commerce degree programmes who obtains the highest marks in the first-year Accounting module, provided a pass is achieved in the first year examinations overall. In the event of a tie, the prize will be divided equally.

This prize is not available to B. Comm (Accounting) students.

PWC PRIZES FOR STUDENT ON 1ST YEAR B. COMM (ACCOUNTING) DEGREE

These prizes will be awarded annually, on the recommendation of the J.E. Cairnes School of Business and Economics, based on the results of the examinations of the first year of the B. Comm (Accounting) degree, to those students who obtain first, second and third place in the aggregate mark of all examinations taken. In the event of a tie, the prize or prizes will be divided equally. This prize is not available to students on the B. Comm. programmes

PRICE WATERHOUSE COOPERS PRIZE IN TAXATION

This prize is sponsored by Price Waterhouse Coopers, and will be awarded annually on the recommendation of the J.E. Cairnes School of Business and Economics, to the student who attains the highest aggregate mark in the module Taxation I and Taxation II in his/her Final Commerce year, providing the student achieves at least a Second Class Honours, Grade 1 overall in the Bachelor of Commerce degree.

THE SALVATORE SFERRA MEMORIAL PRIZE

Dott. Antonio Castelli, formerly a member of Romance Languages (1963-1966), originally endowed this prize in memory of his uncle, Salvatore Sferra (Naples). The purpose of the prize is to encourage competence in Italian and is awarded each year to that student, who, in the judgement of the staff of the Italian Studies, is deemed to have made the most significant progress.

BEARING POINT AWARDS FOR BEST FINAL YEAR PROJECT B.Sc (BUSINESS INFORMATION SYSTEMS)

These awards, sponsored by Bearing Point, are for outstanding achievement in the Final Year Project in the Fourth Year of the B.Sc (Business Information Systems)."

THE HPE (Hewlett Packard Enterprise) PRIZE IN SYSTEMS ANALYSIS M.Sc. (Information Systems Management)

From 2009-10 onwards, the Hewlett Packard Prize in Systems Analysis will be awarded to the student in the M.Sc. in Information Systems Management Programme (full-time and part-time) who attains the highest aggregate score across modules MS804 (Systems Development and Project Management), MS805 (Database Systems) and MS821 (Applied Systems Analysis). To be eligible for this prize, the student must pass all three modules at the first attempt and within one academic year of entering the programme. Students who are exempted from taking these modules are not eligible for this prize.

IRISH TAXATION INSTITUTE PRIZE IN TAXATION

This prize is sponsored by the Irish Taxation Institute, and will be awarded annually on the recommendation of the J.E. Cairnes Graduate School of Business and Economics, to the student who attains the highest mark in the Taxation module of the Master of Accounting programme, providing the student achieves at least a Second Class Honours overall in the Master of Accounting degree. In the event of a tie, the prize will be divided equally.

MARTIN A. WHYTE MEMORIAL MEDAL

A medal will be awarded annually within Digital Marketing (MK 5101) in the MSc Marketing Programme to the student who receives the highest overall mark in this module.

MEDTRONIC AVE

This prize, will be awarded annually on the recommendation of the Professor of Management, to the student achieving first place in the MSc in Human Resource Management programme, provided an overall result of Second Class Honours, Grade 1 has been achieved.

THE MARINE INSTITUTE AWARD

This prize is sponsored by the Irish Marine Institute and will be awarded annually on the recommendation of the J.E. Cairnes School of Business and Economics, to the final year student who attains the highest mark in the module Marine Economics, provided a pass is achieved in the final year examinations overall. In the event of a tie, the prize will be divided equally.

THE RUSSELL BRENNAN KEANE PRIZE (FINAL YEAR COMMERCE)

This prize, sponsored by Russell Brennan Keane, will be awarded annually on the recommendation of the J.E Cairnes School of Business and Economics, to the student who attains the highest aggregate mark in the modules International Financial Reporting III and Management Accounting III in his/her Final commerce year, provided the student achieves at least a second class honours Grade 1 overall in the Bachelor Of Commerce degree. In the event of tie the prize will be divided equally.

INTEL PRIZE FOR MSC INTERNATIONAL MANAGEMENT

This prize shall be awarded annually. The prize shall be awarded to the student who receives the highest overall aggregate mark in the examinations for MSc International Management programme. In the event of a tie, the prize will be divided equally.

NELIPAK PRIZE FOR MSC STRATEGY, INNOVATION AND PEOPLE MANAGEMENT.

This prize will be awarded annually. The prize will be awarded to the student who receives the highest overall aggregate mark in the examination if the MSc in Strategy, Innovation and People Management programme. In the event of a tie the prize will be divided equally.

INTEL PRIZE FOR MSC INTERNATIONAL MANAGEMENT

This prize shall be awarded annually. The prize will be awarded to the student who receives the highest overall aggregate mark in the examinations for MSc International Management programme. In the event of a tie, the prize will be divided equally.

MEDTRONIC PRIZE FOR MSc HUMAN RESOURCE MANAGEMENT.

This prize will be awarded annually. The prize will be awarded to the student who receives the highest overall aggregate mark in the examinations of the MSc in Human Resource Management programme. In the event of a tie the prize will be divided equally.

CAREERWISE RECRUITMENT

CareerWise Recruitment's award will be presented annually to the MSc Student [on a CIPD accredited programme] on the basis of their Research Project (Dissertation) mark and nominated on the recommendation of the Head of Discipline.
A commemorative plaque and it will be presented at the CIPD Gala Event in November for this year's inaugural awardee.

AWARDS DAY 2017
LÁ NA nGRADAM 2017

Saturday February 11th, 2017

***The J.E. Cairnes School of
Business and Economics /
Scoil Ghnó agus
Eacnamaíochta J.E. Cairnes***

*Undergraduate Prizes/Scholarships
(other than Excellence/University
Scholarships)/
Duaiseanna/Scoláireachtaí
Fochéime (seachas Scoláireachtaí
Sármhaitheasa/ Ollscoile)*

CAMPBELL BEWLEY MEDAL

2016 - 2017
Honours Bachelor of Commerce (3BC1)
Laura Olimpia Misoka

THE Ó CEARBHAILL PRIZE IN ECONOMICS

2016 – 2017 (Joint Winners)
Peter Clarke (1BC1)
Daniel Cusack (1BC1)

HP AWARD – HONOURS BACHELOR OF SCIENCE (BSC) BUSINESS INFORMATION SYSTEMS)

2016 -2017
Martin Cosgrove (4BF1)

IRISH TAXATION INSTITUTE PRIZE IN TAXATION

2016-17 – (Joint Winners)

Master of Accountancy (1AY1)
Damien Kiniry
Emer Ní Chonghaile

DUAIS LABHRÁS Ó NUALLÁIN PRIZE

2016 - 2017

Honours Bachelor of Cmmerce (International Experience – 4BC6)
Brian Kenny

THE CIMA PRIZE IN MANAGEMENT ACCOUNTING

2016 -2017
Second Commerce (Spanish) (2BC4)
Caoimhe McHugh

THE FOUNDATION PRIZE IN TAXATION AND FINANCIAL ACCOUNTING

2016 – 2017

Honours Bachelor of Commerce (French(4BC2)
Rory Gormally

**THE FOUNDATION PRIZES (SECOND COMMERCE YEAR)
FIRST PLACE**

2016 – 2017
David Scully – 2BC2

THE FOUNDATION PRIZES (SECOND COMMERCE YEAR) SECOND PLACE

2016 – 2017
Orla Conneally (2BC4)

**THE FOUNDATION PRIZES (SECOND COMMERCE YEAR)
THIRD PLACE**

2016 – 2017
Caoimhe McHugh (2BC4)

**THE FOUNDATION PRIZES FOR STUDENTS ON SECOND YEAR OF THE HONOURS BACHELOR
OF COMMERCE (ACCOUNTING) DEGREE – FIRST PLACE**

2016 – 2017
Diarmuid McDonnell (2BCA1)

THE FOUNDATION PRIZES FOR STUDENTS ON SECOND YEAR OF THE HONOURS BACHELOR OF COMMERCE (ACCOUNTING) DEGREE – SECOND PLACE

2016 – 2017
Anshu Puri (2BCA1)

THE FOUNDATION PRIZES FOR STUDENTS ON SECOND YEAR OF THE HONOURS BACHELOR OF COMMERCE (ACCOUNTING) DEGREE – THIRD PLACE

2016 - 2017
Eoin Breheny (2BCA1)

HP AWARD - HONOURS BACHELOR OF SCIENCE (BSC) (BUSINESS INFORMATION SYSTEMS)

2016 – 2017
Martin Cosgrove (4BF1)

THE MARINE INSTITUTE AWARD

2016-2017
Erasmus (1EM1)
Julian Soelderer

THE RAYMOND HEERAN MEMORIAL MEDAL

2016 -2017
Honours Bachelor of Commerce (3BC1)
Leon McFadden

THE RUSSELL BRENNAN KEANE AWARD

2016 -2017
Honours Bachelor of Commerce (International Experience) (4BC6)
Paul Griffin
Honours Bachelor of Commerce (3BC1)
Jason Daly

MARTIN A WHYTE MEMORIAL MEDAL

2017 – 2018
Master of Science (Digital Marketing) (1MDG1)
Yvonne Harris

INTEL PRIZE FOR MSC INTERNATIONAL MANAGEMENT

2016 -2017
Master of Science (International Management) (1MIM1)
Clare Silke

**The J.E. Cairnes School of
Business and Economics /
Scoil Ghnó agus
Eacnamaíochta J.E. Cairnes**
University Scholars/
**Scoláirí Ollscoile 2013/14
Honours Bachelor of Commerce**

Year 1(1BC1)
Becky Uyiosa Agbonayinma
Grace Canning
Grainne Clarke
Peter Clarke
Emma Costello
Niall Cox
Daniel Cusack
Enda Cusack
Céin D'Arcy
Gary Duffy
Michael Earley
Corrina Goode
Wu Hanbo
Ryan Heron
Chloe Kearns
Aisling Kelly
Michaela Kelly
Daragh Lavelle
Michelle Lynch
Oisin Lyons
Daragh Mc Cullough
Emma O Beirne
Zoe O Brien
James O Donnell
Ruaraidh O Flaherty
Aurna O Grady-Corcoran

Emma O'Toole
Phillip Redmond
Amy Rossiter Nolan

Year 2 (2BC1)
Darren Breen
Anton Brennan
Josiah Burke
Eric Callanan
Laura Carroll
Peter Carroll
Neil Conlon
Kathleen Conway
Brian Daly
Darrah Doyle
Katie Duffy
Shane Fox
Lucretia Hadarau-Rauca
Aaron Hardiman
Saoirse Heaney
Alanna Henry
Saoirse Higgins
Ronan Kelly
Ailbhe Mc Manus
Sarah Mc Namara
Caitriona Mc Tiernan
Tomas Mitkus
Ciara Moloney
Emma Moran
Rebecca Mulreany
Orla O Roarke
Stephen Painter
Liam Pingree
Lucy Slevin
John Stewart
Clarice Tighe
Conor Ward

Honours Bachelor of Commerce (Accounting)

Year 1 (1BCA1)
Darren Carroll
Piotr Czuba
Rachael Flaherty
Brian Fox
Stephen Gallen
Martyna Gut
Jack Kennedy
Brian Martyn
Orla Mc Donagh
James Moran
Niall O Connor
Barry O Gorman
Bryan O Sullivan
Caimin Rooney

Year 2 (2BCA1)
Denise Bennett
Connor Brady
Eoin Breheny

Emma Burke
Sean Burke
Ciara Crawford
Sean Cunningham
Aaron Enright
Peter Finn
Diarmuid Forkan
Jamie Franks
Eoin Holohan
Lauren Keeney
Diarmaid McDonnell
Luke Morrison
Aine O Donoghue
Anshu Puri
Rosalyn Rutherford
Christopher Scally

Honours Bachelor of Commerce (French)

Year 1 (1BC2)
Sarah Burke
Michael Doolan
Ruth Fallon
Aisling Sealy Phelan
Rachel Ward

Year 2 (2BC2)
Erik Higgins
David Mannion
Ciara Mc Ghee
Damien Roche
David Scully
Liam Sheehan

Honours Bachelor of Commerce (German)

Year 1 (1BC3)
Caoimhe Brassil
Paul Crampton
David Dillon
Paul O Sullivan

Year 2 (2BC3)
Ian Fox
Seosamh Gorham

Bachelor of Commerce (Global Experience)

Year 1 (1BC8)
Eile Bradley
Caitlin Brennan
Denis Bryg
Cherie Hua Cai
Robert Clifford
Anna Conway
Katie Dore
Alannah Finnegan
Alana Gallagher
Shane Kelly
Aimee Kilduff

James Mc Nally
Lorcan Moore
Sean O Donnell
Ellen Roycroft
Sinead Treacy

Honours Bachelor of Commerce (Spanish)

Year 1 (1BC4)
Sarah Fahy
Grainne Kelly
Honora Pamplin
Mairead Staunton
Aoife Walsh

Year 2 (2BC4)
Simone Butler
Orla Conneally
Sean Crowley
Orna Cunningham
Orna Dowd
Caoimhe Mc Hugh
Ciara Murphy
Sarah O Mahony

Honours Bachelor of Science (Business Information Systems)

Year 1 (1BF1)
Megan Fitzgerald
Olivia Joyce
Simon Treacy
Daryn Tully

Year 2 (2BF1)
Karl Benson
Brenda Carr
Danielle Cleary
Eoghan Corey
Rebecca Dooley
Thomas Jones
Andrea Manning
Richard Mc Walter
Aisling O Donnell
Marianne Yorke