

Programme Information		
Programme Title	Programme Code	HECoS Code
Strategic Marketing	N501T	For Registry Use Only

Award	Length of Study	Mode of Study	Entry Point(s)	Total Credits	
				ECTS	CATS
MSc	1 Calendar Year	Full-time	Annually in September	90	180

Ownership			
Awarding Institution	Imperial College London	Faculty	Imperial College Business School
Teaching Institution	Imperial College London	Department	Imperial College Business School
Associateship	N/A	Main Location(s) of Study	South Kensington Campus
External Reference			
Relevant QAA Benchmark Statement(s) and/or other external reference points		Master's Awards in Business and Management	
FHEQ Level		Level 7 – Master's	
EHEA Level		2 nd Cycle	
External Accreditor(s) (if applicable)			
External Accreditor 1:	AMBA		
Accreditation received:	1987	Accreditation renewal:	2023 (expected)
External Accreditor 2:	EQUIS		
Accreditation received:	2006	Accreditation renewal:	2025 (expected)
External Accreditor 3:	AACSB		
Accreditation received:	2012	Accreditation renewal:	2023 (expected)
Collaborative Provision			
Collaborative partner	Collaboration type	Agreement effective date	Agreement expiry date
N/A	N/A	N/A	N/A
Specification Details			

Programme Lead	Dr Omar Merlo
Student cohorts covered by specification	2022-23 entry
Date of introduction of programme	October 11
Date of programme specification/revision	July 22

Programme Overview

The MSc in Strategic Marketing is offered over 12 months. The MSc Strategic Marketing programme is a one-year full-time programme that transforms recent graduates into responsible business leaders with a deep understanding of **marketing from a strategic perspective**. Drawing on our world-class faculty and thought-leaders, our programme provides a uniquely “Imperial College view” of marketing, i.e., one where marketing fundamentals intersect with the **latest thinking and tools in strategy, technology and innovation**, and where marketing science is blended with managerial insights, ethical thinking and **data-driven decision making**. The **programme** equips students with the strategies, cutting edge thought leadership, and tools to develop solutions to real-world business challenges through online lectures, live sessions, workshops, practical activities, interaction with students around the world, and expert talks.

The programme comprises 10 compulsory modules which are taught across three terms. Students also choose three electives from a range of topics offered across the Spring and Summer terms with a minimum of one elective in each term. The electives offered are delivered either online or face-to-face.

In the summer period, students can choose to undertake either a Strategic Marketing Consulting Project, a Case Study or a Work Placement, along with the Applied Strategic Marketing Report (ASMR). The ASMR is supported by workshops from the Library, the Global Skills team and the Contemporary Marketing Practice (CMP) lecture series. Alternatively, students wishing to move on to doctoral work may take a conventional MSc project (Individual Research Report) in lieu of the Strategic Marketing Consulting Project/Work Placement/Case Study and ASMR.

Before they start the programme, students are given access to on-line interactive primers in Maths, Data Analysis, Accounting, Study Skills and Marketing Fundamentals to prepare them for their compulsory module content. Students also take the Career Development Module throughout the year. These modules are non-assessed but students are strongly encouraged to complete them.

All MSc students in the Business School are required to complete the Plagiarism Awareness primer as part of their programme.

Learning Outcomes

Educational aims/objectives of the programme

The aim of the programme is to produce socially responsible MSc graduates who have acquired the knowledge and developed crucial skills needed for the mastery of strategic marketing in order to pursue professional positions in various types of organisations, such as established businesses, technology ventures, public sector, NGOs or proceed to subsequent postgraduate studies.

Programme Learning Outcomes

Students who complete the programme successfully will be able to:

- Use marketing as a strategic tool in an ethical and responsible manner to influence key organisational outcomes.
- Critically appraise a customer-centric process of strategy development, taking into account environmental factors and the need to deliver superior value to customers and society at large.
- Use analytical skills to provide actionable insights for enhancing marketing strategy.
- Think innovatively to create and capture opportunities in constantly changing business environments.
- Synthesise knowledge of strategic marketing to utilise the full range of tools available in achieving competitive advantage in a sustainable way.

The Imperial Graduate Attributes are a set of core competencies which we expect students to achieve through completion of any Imperial College degree programme. The Graduate Attributes are available at: www.imperial.ac.uk/students/academic-support/graduate-attributes

Entry Requirements	
Academic Requirement	<p>Normally a UK Honours Degree at 2:1 or equivalent in any non-business management discipline (or a comparable qualification recognised by the College).</p> <p>The Business School does not award credit for Prior Learning (Recognition of Prior Certified Learning (RPCL) or Recognition of Prior Experiential Learning (RPEL)).</p>
Non-academic Requirements	Two references are also required.
English Language Requirement	Higher requirement IELTS score of 7.0 overall (minimum 6.5 in all elements).
Admissions Test/Interview	N/A
<p>The programme's competency standards documents can be requested from the Business School's Education Quality Office.</p>	
Learning & Teaching Approach	
<p>Scheduled Learning and Teaching Delivery Methods</p> <ul style="list-style-type: none"> • Lectures • Practical classes • Seminars • Workshops • Case studies • Group work exercises • Formal presentations <p>E-Learning & Blended Learning Methods</p> <ul style="list-style-type: none"> • Pre-programme on-line modules • On-line discussion forums • On-line lecture materials • Interactive content including video and module quizzes <p>Project and Placement Learning Methods</p> <ul style="list-style-type: none"> • Strategic Marketing Consulting Project • Work Placement Opportunity <p>Overall Workload</p> <p>Your overall workload consists of face-to-face sessions and independent learning. While your actual contact hours may vary according to the optional modules you choose to study, the following gives an indication of how much time you will need to allocate to different activities at each level of the programme. At Imperial, each ECTS credit taken equates to an expected total study time of 25 hours. Therefore, the expected total study time is 2250 hours per year.</p> <p>Depending on the elective and core choice modules selected, you may spend approximately 20% of your total study hours on lectures, seminars and similar, and around 80% of your time on independent study.</p>	
Assessment Strategy	
Assessment Methods	
<p>Modules will be assessed by one or more of the following types of assessment methods:</p> <ul style="list-style-type: none"> • Essays • Continuous assessments • Written Examinations/Tests • Multiple Choice Tests • Formal Presentations 	

- Reports
- Case Studies
- Class Participation

Assessed modules comprise coursework that is designed to help you master key elements of the subject and, in part, to help prepare you for the final assessment, which is typically a report or examination. Examinations are scheduled throughout the year, generally at the end of the term the module is taught or at the start of the subsequent term. Exact timings are detailed in the programme overview section above. The format of examinations may be written, computer-based or timed remote assessment.

Coursework weighting varies among modules. The various assessments allow you to demonstrate that you have met the intended learning outcomes for each module and these collectively contribute towards your achievement of the programme's learning outcomes, detailed above.

Assessments are designed to ensure that you have acquired the core knowledge and skills expected of a Business School graduate and that you are able to apply these in your career aspirations upon completion of the programme

Feedback can take many forms. You will receive written feedback on all coursework along with other forms of feedback such as verbal feedback on presentations

Academic Feedback Policy

The School aims to provide feedback to students on coursework within two weeks and to provide provisional examination marks six weeks from the examination date. With each returned coursework assignment, a written evaluation will be provided. General feedback to the cohort is provided on examination performance. Students will be provided with a percentage mark. All percentage marks received during the year are deemed provisional until confirmed by the External Exam Board.

The College's Policy on Academic Feedback and guidance on issuing provisional marks to students is available at:

www.imperial.ac.uk/about/governance/academic-governance/academic-policy/exams-and-assessment/

Re-sit Policy

The College's Policy on Re-sits is available at: www.imperial.ac.uk/student-records-and-data/for-current-students/undergraduate-and-taught-postgraduate/exams-assessments-and-regulations/

Mitigating Circumstances Policy

The College's Policy on Mitigating Circumstances is available at: www.imperial.ac.uk/student-records-and-data/for-current-students/undergraduate-and-taught-postgraduate/exams-assessments-and-regulations/

Additional Programme Costs

This section should outline any additional costs relevant to this programme which are not included in students' tuition fees.

Description	Mandatory/Optional	Approximate cost
Costs related to on-campus elective choices	Optional	Varies – accommodation /subsistence in London

Year 1 - Level 7
Students study all compulsory modules. Students select 3 electives from Group A AND either 2 electives from Group B or 1 doubly weighted elective from Group C.

Code	Module Title	Core/ Compulsory/ Elective	Group	Term	Credits
BUSI70070	Plagiarism Awareness	Required		Sept	0
BUSI70278	Marketing Analytics	Compulsory		Autumn	5
BUSI70279	Strategic Market Management	Compulsory		Autumn	5
BUSI70280	Finance and Pricing Strategy	Compulsory		Autumn	5
BUSI70281	Market Research	Compulsory		Autumn	5
BUSI70282	Consumer Behaviour	Compulsory		Autumn	5
BUSI70283	Applied Strategic Marketing	Compulsory		Spring	5
BUSI70284	Services and Customer Relationship Management	Compulsory		Spring	5
BUSI70285	Strategic Brand Management	Compulsory		Spring	5
BUSI70286	Digital Marketing	Compulsory		Spring	5
BUSI70287	Entrepreneurial Strategy	Compulsory		Summer	10
BUSI70184	Customer Analytics and Engagement	Elective	A	Summer	5
BUSI70290	Effective Crisis Management	Elective	A	Summer	5
BUSI70036	Emerging Technologies in Marketing	Elective	A	Spring	5
BUSI70052	International Business	Elective	A	Spring and Summer	5
BUSI70334	Leadership	Elective	A	Spring and Summer	5
BUSI70289	Machine Learning Applications in Marketing	Elective	A	Summer	5
BUSI70288	Marketing Decision Making	Elective	A	Spring and Summer	5
BUSI70065	Marketing in an Age of Disruption	Elective	A	Spring	5
BUSI70082	Strategic Marketing Innovation	Elective	A	Spring and Summer	5
BUSI70086	Sustainable Marketing	Elective	A	Spring	5
BUSI70294	Applied Strategic Marketing Report	Elective	B	Summer	10
BUSI70293	Case Study	Elective	B	Summer	10
BUSI70292	Strategic Marketing Consulting Project	Elective	B	Summer	10

BUSI70291	Work Placement	Elective	B	Summer	10
BUSI70295	Individual Research Report	Elective	C	Summer	20
Credit Total					90

* 'Group' refers to module grouping (e.g. a group of electives from which one/two module(s) must be chosen).

Progression and Classification

Award of a Postgraduate Degree (excluding MRes)

To qualify for the award of a postgraduate degree a student must have:

1. accumulated credit to the value of no fewer than 90 credits at level 7 or above of which no more than 15 credits may be from credit level 6;
2. and no more than 15 credits as a Compensated Fail;
3. met any specific requirements for an award as outlined in the approved programme specification for that award.

Award of a Degree of Master of Research (MRes)

To qualify for the award of Master of Research a student must have:

1. passed modules to the value of no fewer than 90 credits at credit level 6 or above of which no more than 15 credits may be from credit level 6.
2. no compensation may be included in the award.
3. met specific requirements for an award as outlined in the approved programme specification for that award.

Classification of Postgraduate Taught Awards

The College sets the class of Degree that may be awarded as follows:

1. Distinction: The student has achieved an overall weighted average of 70% or above across the programme.
2. Merit: The student has achieved an overall weighted average of above 60% but less than 70%.
3. Pass: The student has achieved an overall weighted average of 50% but less than 60%.
 - a. For a Masters, students must normally achieve a distinction (70%) mark in the dissertation or designated final major project (as designated in the programme specification) in order to be awarded a distinction.
 - b. For a Masters, students must normally achieve a minimum of a merit (60%) mark in the dissertation or designated final major project (as designated in the programme specification) in order to be awarded a merit
 - c. Modules taken at level 6 as part of the programme specification for a named postgraduate award will contribute to the determination of pass, merit or distinction for any taught postgraduate award and are included in the calculation of the overall weighted average.

Programme Specific Regulations

All modules are equally weighted, with the exception of the Entrepreneurial Strategy, Consulting Project, Case Study and Applied Strategic Marketing Report which are doubly weighted and the Individual Research Report which is quadruply weighted. The Work Placement is zero weighted.

There are three module groups:

- Compulsory modules
- Elective modules
- Integrative modules

Pass

- An aggregate mark of 50% or greater across the programme as a whole
- An average of 50% or above in each module group- Compulsory, Elective & Integrative

Merit

- An aggregate mark of 60% or greater across the programme as a whole
- An average of 60% or above in each module group- Compulsory, Elective & Integrative

Distinction

- An aggregate mark of 70% or greater across the programme as a whole
- An average of 70% or above in each module group- Compulsory, Elective & Integrative

Supporting Information

The Programme Handbook is available at: www.imperial.ac.uk/business-school/programmes/programme-information/

The Module Handbook is made available to students via the Hub once the module commences. Module descriptions are available in the Programme Handbook (link above).

The College's entry requirements for postgraduate programmes can be found at: www.imperial.ac.uk/study/pg/apply/requirements

The College's Quality & Enhancement Framework is available at: www.imperial.ac.uk/registry/proceduresandregulations/qualityassurance

The College's Academic and Examination Regulations can be found at: www.imperial.ac.uk/about/governance/academic-governance/regulations

Imperial College is an independent corporation whose legal status derives from a Royal Charter granted under Letters Patent in 1907. In 2007 a Supplemental Charter and Statutes was granted by HM Queen Elizabeth II. This Supplemental Charter, which came into force on the date of the College's Centenary, 8th July 2007, established the College as a University with the name and style of "The Imperial College of Science, Technology and Medicine".
www.imperial.ac.uk/admin-services/secretariat/college-governance/charters/

Imperial College London is regulated by the Office for Students (OfS)
www.officeforstudents.org.uk/advice-and-guidance/the-register/

This document provides a definitive record of the main features of the programme and the learning outcomes that a typical student may reasonably be expected to achieve and demonstrate if s/he takes full advantage of the learning opportunities provided. This programme specification is primarily intended as a reference point for prospective and current students, academic and support staff involved in delivering the programme and enabling student development and achievement, for its assessment by internal and external examiners, and in subsequent monitoring and review.

Modifications

Description	Approved	Date	Paper Reference
Curriculum Review	Programmes Committee	29/03/2022	PC.2021.92