

MARKS & STANDARDS

2009-10 EXAMINATIONS

OLLSCOIL NA hÉIREANN, GAILLIMH
NATIONAL UNIVERSITY OF IRELAND, GALWAY

MARKS AND STANDARDS – 2009-10

**COLLEGE OF BUSINESS,
PUBLIC POLICY AND LAW**

**THE J.E. CAIRNES SCHOOL OF
BUSINESS AND ECONOMICS**

THE J.E. CAIRNES SCHOOL OF BUSINESS AND ECONOMICS

BACHELOR OF COMMERCE

FIRST COMMERCE EXAMINATION

Marks Maxima: 100 marks for each subject. [The First Semester examination result will be considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

1. *Standards*

First Class Honours	70%
Second Class Honours, Grade 1	60%
Second Class Honours, Grade 2	50%
Pass	40%.
2. *Honours*

Honours shall be awarded in separate subjects.
3. *Compensation*

Compensation may be allowed in modules up to 20 ECTS at 35%, provided the candidate has excess marks above the pass standard in the other modules equivalent to double the deficiency. Compensation will be possible at the first sitting and the Autumn resit and thereafter only where exemptions have not been brought to the examination.
4. *Carry Forward of Marks*

Where a candidate has failed in the examination as a whole, but has obtained 40% in one or more modules, these marks may be carried forward to subsequent examinations within the two year time limit.
5. *Course Work*

Up to a maximum of 50% of the marks in any module may be allotted to course work.
6. *Minimum performance requirement in written examinations in the B.Comm*

A minimum of 35% is required in the final written examination in a module before marks for course work may be included in the determination of the overall mark for the module in question. Where the mark in the final written exam is lower than 35%, the grade for the module will be determined by the lower of (i) the mark in the final written exam out of 100%, and (ii) the weighted combination of the final written exam and coursework marks.
7. Honours may be awarded in separate subjects provided the examination is passed as a whole. Candidates who pass by compensation are not eligible for Honours. Honours are awarded at the Summer examination only. The award for the module MA114 Mathematics & Statistics for Business is pass only.

EXAMINATIONS OF THE SECOND AND B.COMM. DEGREE YEARS

Marks should be returned to the Examinations Office as a percentage. [All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

1. *Pass*
The pass standard for all subjects is 40%.
2. *Graduation*
To graduate with the B.Comm. Degree, the student must accumulate 60 ECTS credits in both Second and Third Years as follows:

Second Commerce: 60 ECTS: 50 obligatory credits plus 10 optional credits.
Third Commerce: 60 ECTS: 15 obligatory credits, 25 credits from a single stream and 20 further optional credits.

(Schedule of Courses is set out in the University Calendar).

3. *Honours*
 - (a) Honours are awarded on completion of the B.Comm. Degree, irrespective of the examination session, according to the following standards:

First Class Honours	about 70%
Second Class Honours, Grade I	about 60%
Second Class Honours, Grade II	about 50%
 - (b) *the computation of honours to be based on the combined results of the Second and Third Commerce years, the overall mark to be derived from adding together 50% of the Second Year marks and 50% of the Third Year aggregate marks.*
 - (c) *For those students repeating final year in 2009 - 2010, the computation of honours to be based on the results of Third Commerce or, if to the student's advantage, on the combined results of the Second and Third Commerce years in which case the overall mark to be derived from adding together 30% of the Second Year marks and 70% of the Third Year aggregate marks.*
4. *Concessionary Pass*
Students may be granted a concessionary pass in modules to a total of 10 ECTS credits in Second Year and 10 ECTS credits in Third Year; the concessionary pass shall be effective at a mark of 35% in the 10 ECTS credits in question regardless both of excess marks in other modules and whether or not other modules need to be repeated. [Students with up to 10 ECTS of compensation will not be permitted to repeat these modules.](#) If students have achieved marks of 35-39% in more than 10 ECTS, they must repeat the excess compensatables and will only be permitted to repeat any compensatables above 10 ECTS. The student must choose which module(s) to repeat.
5. *Time Limit*
Students must accumulate a total of 60 ECTS credits within two academic years of having passed the First Commerce Examination. The 60 credits must include the obligatory courses specified for the Second Year.
6. *Course Work*
Up to a maximum of 50% of the marks in any module may be allotted to course work. However, in the case of the following modules, all marks are allocated to course work: Web & Interactive Media Design, Research Project, Enterprise Planning Project and Skills for Work Life.
7. *Minimum performance requirement in written examinations in the B.Comm*

A minimum of 35% is required in the final written examination in a module before marks for course work may be included in the determination of the overall mark for the module in question. Where the mark in the final written exam is lower than 35%, the grade for the module will be determined by the lower of (i) the mark in the final written exam out of 100%, and (ii) the weighted combination of the final written exam and coursework marks.

8. *Student Exchange*

At any time after passing the obligatory courses of the Second Year, students may obtain up to 35 ECTS credits by taking courses and passing examinations in an institution outside the State. The courses to be taken and the weighting to be assigned to them must be approved in advance by the School, which must also be satisfied that students have the necessary competence in any foreign language. Where the institution has no course on offer during the period of attendance which is equivalent to an obligatory course which would normally be taken at that time, the School may accept alternative courses or projects up to a maximum of 25 ECTS credits.

Regarding the determination of the students overall category of result or Grade Point Average, the Board of Examiners shall have the discretion, having fully considered the subject marks obtained by the student at examination in the foreign university, to base the overall B.Comm. result solely on the marks obtained at NUI, Galway examinations, provided that the credits obtained abroad shall count towards the accumulation of the overall credit unit requirement for the year in question. This regulation does not apply to the B.Comm. International programmes.

THIRD YEAR

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

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

- (a) 15 ECTS obligatory for all students:
- | | | | |
|-------|-------------------------------------|--------|------------|
| EC*** | Comparative European Economy | 5 ECTS | Semester 1 |
| MG*** | Strategic Management | 5 ECTS | Semester 2 |
| FA*** | Innovation, Creativity & Enterprise | 5 ECTS | Semester 2 |
- (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
 - Economics
 - Marketing
 - Management of Human Resources
 - Management Information Systems.
- (c) Take 20 further ECTS credits from the available final year modules.

SUBJECT STREAMS (FINAL YEAR)

ACCOUNTING

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

Code	Title	Credits	Semester	Prerequisites
AY 305	Financial Accounting II	5 ECTS	Semester I	
AY 308	Taxation I	5 ECTS	Semester I	
AY 309	Financial Accounting III	5 ECTS	Semester II	Fin. Acc. II
AY 321	Management Accounting II	5 ECTS	Semester I	Management Acc. I
AY 322	Management Accounting III	5 ECTS	Semester II	Management Acc. II

ECONOMICS

The obligatory modules for this stream are:

EC349	Economic Theory	5 ECTS	Semester I
	And		
EC350	Research Project	5 ECTS	Semester 2
	Or		
EC363	Econometrics	5 ECTS	Semester 2

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

Students wishing to pursue postgraduate studies in Economics are advised to take EC363 (Econometrics).

MANAGEMENT INFORMATION SYSTEMS

MS302	Systems Analysis I	5 ECTS	Semester I
MS402	Management Decision Systems	5 ECTS	Semester I
MS2xx	Database Technologies	5 ECTS	Semester I
MS2xx	E-Business	5 ECTS	Semester II
MS412	Information Systems Innovation	5 ECTS	Semester II

MANAGEMENT OF HUMAN RESOURCES

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

MG328	Human Resource Management	5 ECTS	Semester I
MG327	Global Employment Relations	5 ECTS	Semester I
MG326	Employee Relations: Rights & Obligations	5 ECTS	Semester I
MG***	Cross Cultural Management	5 ECTS	Semester II
MG332	Work & Organisations	5 ECTS	Semester II

MARKETING

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

MK 301	Marketing Research	10 ECTS	Semester 1
MK 303	Global Marketing	5 ECTS	Semester 2
MK 312	Marketing Policy & Strategy	10 ECTS	Semester 2

B. COMM. INTERNATIONAL (FRENCH) (GERMAN) (SPANISH) (ITALIAN)

The Marks and Standards for the ordinary B.Comm. shall apply except for the following:

- 1) the year abroad will operate on a pass/fail basis and honours will be determined on the results of Fourth Year alone or on the combined results of the Second and Final years, in which case the overall mark to be derived by adding together 30% of the Second Year marks and 70% of the Final Year aggregate marks, whichever would be to the advantage of the student.
As from the academic year 2010/11 honours will be determined on the combination of Second Year (50%) and Fourth Year results (50%).
- 2) students must comply with the subject arrangement as set out in the University Calendar under Schedule of Courses;
- 3) the optional courses selected by final year students must include a minimum of 25 ECTS credits from the available final year modules, courses chosen from outside the list of electives must come from a single subject stream.
- 4) German, Italian and Spanish are available in the first year of the regular B.Comm. programme. A limited number of students may transfer to the second year of the B.Comm. International in either subject on the recommendation of the Discipline concerned and conditional on passing first Commerce and achieving a satisfactory performance in the language.
- 5) Students will be granted a concessionary pass in modules to a total of 10 ECTS credits in Second Year and 10 ECTS credits in Fourth Year; the concessionary pass shall be effective of a mark of 35%. **Students with up to 10 ECTS of compensation will not be permitted to repeat these modules.** If students have achieved marks of 35-39% in more than 10 ECTS, they must repeat the excess compensatables and will only be permitted to repeat any compensatables above 10 ECTS. The student must choose which module(s) to repeat.
- 6) **To progress to Third Year (Year Abroad) students must have accumulated 50 of the 60 ECTS credits specified for Second Commerce International, including at least 15 ECTS in the relevant language study modules. Students deficient in second year modules must pass all the requirements of second year before progressing to final year.**
- 7) The number and level of subjects to be taken at the host university must be determined in consultation with the Head of the J.E. Cairnes School of Business and Economics, NUI, Galway.
- 8) Students must take and pass a 5 ECTS semester course in economics. This course should be second year/intermediate level economics, but in exceptional circumstances a first year course at a higher level may suffice. If students fail the economics requirement abroad, the onus is on the Economics Discipline to set alternative work for those concerned.
- 9) For module IT341 Marketing Languages: Italian in Secondary Schools available to B.Comm. and Italian students (4BC5), there is an attendance requirement of at least 75%. Students who attend less than 75% of required lectures will be deemed to have failed the module.
- 10) To graduate with the B.Comm. International, students must accumulate a minimum total of 60 ECTS credits including 15 obligatory credits, 20 credits for the language which covers stream requirements and 25 other optional credits, courses chosen from outside the list of electives must come from a single subject stream.

BACHELOR OF COMMERCE (ACCOUNTING)

FIRST COMMERCE (ACCOUNTING) EXAMINATION

Marks Maxima: 100 marks for each subject. [The First Semester examination result is considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

- Standards*

First Class Honours	70%
Second Class Honours, Grade 1	60%
Second Class Honours, Grade 2	50%
Pass	40%.
- Honours*

Honours shall be awarded in separate subjects.
- Compensation*

Compensation may be allowed in modules up to 20 ECTS at 35%, provided the candidate has excess marks above the pass standard in the other modules equivalent to double the deficiency. Compensation will be possible at the first sitting and the Autumn resit and thereafter only where exemptions have not been brought to the examination.
- Carry Forward of Marks*

Where a candidate has failed in the examination as a whole, but has obtained 40% in one or more modules, these marks may be carried forward to subsequent examinations within the normal 2 year time limit.
- Course Work*

Up to a maximum of 50% of the marks in any module may be allotted to course work.
- Minimum performance requirement in written examinations in the B.Comm*

A minimum of 35% is required in the final written examination in a module before marks for course work may be included in the determination of the overall mark for the module in question. Where the mark in the final written exam is lower than 35%, the grade for the module will be determined by the lower of (i) the mark in the final written exam out of 100%, and (ii) the weighted combination of the final written exam and coursework marks.
- Honours may be awarded in separate subjects provided the examination is passed as a whole. Candidates who pass by compensation are not eligible for Honours. Honours are awarded at the Summer examination only. The award for the module MA114 Mathematics & Statistics for Business is pass only

EXAMINATIONS OF THE SECOND AND B.COMM. (ACCOUNTING) DEGREE YEARS

Marks should be returned to the Examinations Office as a percentage. [All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

- Pass*

The pass standard for all subjects is 40%.
- Graduation*

To graduate with the B.Comm. Degree, the student must accumulate 60 ECTS credits in both Second and Third Years as follows:

Second Commerce: 60 ECTS: 50 obligatory credits plus 10 optional credits.
Third Commerce: 60 ECTS: 55 obligatory credits plus 5 optional credits

(Schedule of Courses is set out in the University Calendar).

3. *Honours*

(a) Honours are awarded on completion of the B.Comm.(Accounting) Degree, irrespective of the examination session, according to the following standards:

First Class Honours	about 70%
Second Class Honours, Grade I	about 60%
Second Class Honours, Grade II	about 50%

(b) The computation of honours to be based on the results of the Second and Third Commerce years, the overall mark to be derived from adding together 50% of the Second Year marks and 50% of the Third Year aggregate marks.

4. *Concessionary Pass*

Students may be granted a concessionary pass in modules to a total of 10 ECTS credits in Second Year and 10 ECTS credits in Third Year; the concessionary pass shall be effective at a mark of 35% in the 10 ECTS credits in question regardless both of excess marks in other modules and whether or not other modules need to be repeated. **Students with up to 10 ECTS of compensation will not be permitted to repeat these modules.** If students have achieved marks of 35-39% in more than 10 ECTS, they must repeat the excess compensatables and will only be permitted to repeat any compensatables above 10 ECTS. The student must choose which module(s) to repeat.

5. *Time Limit*

Students must accumulate a total of 60 ECTS credits within two academic years of having passed the First Commerce Examination. The 60 credits must include the obligatory courses specified for the Second Year.

6. *Course Work*

Up to a maximum of 50% of the marks in any module may be allotted to course work. However, in the case of **Skills for Worklife**, all marks may be allocated to course work.

7. *Minimum performance requirement in written examinations in the B.Comm (Accounting)*

A minimum of 35% is required in the final written examination in a module before marks for course work may be included in the determination of the overall mark for the module in question. Where the mark in the final written exam is lower than 35%, the grade for the module will be determined by the lower of (i) the mark in the final written exam out of 100%, and (ii) the weighted combination of the final written exam and coursework marks.

FIRST YEAR BACHELOR OF SCIENCE (BUSINESS INFORMATION SYSTEMS)

Marks Maxima: 100 marks for each subject.

1. *Standards:*

First Class Honours	70%
Second Class Honours, Grade 1	60%
Second Class Honours, Grade 2	50%
Pass	40%.

2. *Honours:*

Honours shall be awarded in separate subjects.

3. *Compensation and Exemption:* Where it allows a student to pass the examination as a whole, compensation may be allowed in a maximum of two subjects at a mark of 35% or better, provided the candidate has excess marks above the pass standard in the other subjects at least equivalent to double the marks deficiency. Compensation is possible at the first examination sitting and at the following Autumn repeat examination, to which the Summer marks are carried forward.

4. *Carry forward of Marks:*

Candidates who do not pass the examination as a whole at the Autumn sitting are awarded exemptions in all subjects passed.

5. *Course Work:* Up to a maximum of 50% of the marks in any subject may be allotted to course work.

6. *Minimum performance requirement in written examinations in the B.Sc.*

A minimum of 35% is required in the final written examination in a module before marks for course work may be included in the determination of the overall mark for the module in question. Where the mark in the final written exam is lower than 35%, the grade for the module will be determined by the lower of (i) the mark in the final written exam out of 100%, and (ii) the weighted combination of the final written exam and coursework marks.

EXAMINATIONS OF THE SECOND, THIRD AND FOURTH YEARS

Marks should be returned to the Examinations Office as a percentage. [All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

1. *Pass*

The pass standard for all subjects is 40%.

2. *Graduation*

To graduate 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. *Standards*
 - (a) The pass mark in all modules is 40%.
 - (b) Honours are awarded on completion of the B.Sc. (Business Information Systems) Degree, irrespective of the examination session, according to the following standards:

First Class Honours	about 70%
Second Class Honours Grade I	about 60%
Second Class Honours Grade II	about 50%

(c) The computation of honours is based on the results of Fourth Year, or if to the student's advantage, on the combined results of Third Year and Fourth Year, in which case the overall mark is derived from adding together 30% of the Third Year average mark and 70% of the Fourth Year average mark.

- 4 *Compensation*
Students will be granted a concessionary pass in modules up to a total of 10 ECTS credits in Second, Third, and Fourth Years; the concessionary pass shall be effective at a mark of 35% in the 10 ECTS credits in question, regardless both of excess marks in other modules and whether or not other modules need to be repeated. **Students with up to 10 ECTS of compensation will not be permitted to repeat these modules.** If students have achieved marks of 35 – 39% in more than 10 ECTS, they must repeat the excess compensatables and will only be permitted to repeat any compensatables above 10 ECTS. The student must choose which module(s) to repeat.
- 5 *Course Work*
Up to a maximum of 50% of the marks in any module may be allotted to course work. The module Web and Interactive media design in Year 2 will be assessed by continuous assessment, there will be no written examination in this module.
- 6 *Minimum performance requirement in written examinations in the B.Comm.*
A minimum of 35% is required in the final written examination in a module before marks for course work may be included in the determination of the overall mark for the module in question. Where the mark in the final written exam is lower than 35%, the grade for the module will be determined by the lower of (i) the mark in the final written exam out of 100%, and (ii) the weighted combination of the final written exam and coursework marks..
- 7 *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.

B.Sc. IN RURAL DEVELOPMENT

1. Pass Standard

Level One: The pass standard in each module is 40%; students must obtain an average of 40% across all modules and pass modules comprising at least 45 ECTS, with not less than 30% in any module.

Level Two: The pass standard in each module is 40%; students must obtain an average of 40% across all modules and pass modules comprising at least 45 ECTS, with not less than 30% in any module.

Level Three: The pass standard in each module is 40%; students must obtain an average of 40% across all modules and pass modules comprising at least 45 ECTS, with not less than 30% in any module.

2. Course Work

Level One (Part A & B): All marks in any module may be allotted to course work.

Level Two (Part A & B): Up to 60% of the marks in any module may be allotted to course work.

Level Three (Part A & B): Up to 60% of the marks in any module may be allotted to course work, except in the case of EC 489 Research Project / Thesis. In the case of this module all marks are allotted to course work.

3. For the following modules at Level Two **2008/2009** (Level Two is first year of degree following successful completion of two year diploma course)

Mod 13 SME Development,
Mod 14 Co-operative theory and practice,
Mod 15 Project Planning and Development,
Mod 16 Information Technology.

For the following modules at Level Three **2007/2008**

Mod 23 Financial Analysis and Planning,
Mod 24 Food Business,
Mod 25 Socio-Economic Research.

The following to apply:-

* For 5 credit module assessment is now defined as continuous assessment including a 1.5 hour in class exam which will constitute 40 of the total module marks and Project/Essay work (60 of the module marks)

* For 10 credit modules assessment is now defined as continuous assessment including a 3 hour in class exam which will constitute 80 of the total module marks and Project/Essay work (120 of the module marks)

* There will be no End of Year Exams for these modules (i.e. Summer Examination)

* Supplementary Examinations as follows: Failed elements of continuous assessment must be repeated as prescribed by Head of Discipline. Marks in passed elements of continuous assessment are carried forward.

* Where work is submitted up to and including 7 days late, 5% of the total marks available shall be deducted from the mark achieved. Where work is submitted up to and including 14 days late, 10% of the total marks available shall be deducted from the mark achieved. Work submitted 15 days late or more shall not be accepted.

4. Progression

Students must achieve a pass at one level before progressing to the next.

5. Honours
 Honours shall be awarded at the end of Level One in respect of the Diploma in Rural Development, and at the end of Level Three in respect of the Degree.
 The computation of honours for the Diploma is based on the marks obtained in Level One.
 The computation of honours for the Degree is based on the combined results of Levels Two and Three.

6. Standards:

1st Class Honours	70 – 100%
2nd Class Honours (Grade I)	60 – 69%
2nd Class Honours (Grade 2)	50 – 59%
3 rd Class Honours	45 – 49%
Pass	40 – 44%
Pass by Compensation	30 – 39%

7. Graduation
 To graduate with a Diploma in Rural Development the student must accumulate a total of 60 ECTS over Level One.
 To graduate with a B.Sc. in Rural Development the student must accumulate 120 ECTS credits over Levels Two and Three.

8. Exemptions
 Students attaining a pass mark of 40% in a module are exempt from further examinations in that module for a period of five years.

9. Repeat Examinations
 In cases where more than 15 ECTS have been failed at 30% or above the student must choose which examination(s) to repeat. A maximum of four attempts at an examination will be allowed in any module.

10. Repeat Year
 For students wishing to relinquish exemptions and repeat the year in full, there are no restrictions on the marks awarded for modules at the Summer Examination.

PART-TIME BACHELOR OF COMMERCE & DIPLOMA IN MANAGEMENT

1. Programme structure

Modules with a weighting of 5 ECTS may be semesterised and examined at the end of the relevant semester. [Examination results will be considered at both the Summer and Autumn Examination Board Meetings.](#)

DIPLOMA PHASE					
FIRST YEAR			SECOND YEAR		
<i>Code</i>	<i>Module</i>	<i>ECTS</i>	<i>Code</i>	<i>Module</i>	<i>ECTS</i>
EC100.1	Economics	10	AY220.2	Management Accounting	5
A100.1	Accounting	10	AY221.2	Business Finance	5
MS100.1	Management Information Systems	10	EC252.2	Managerial Economics	5
MG100.1	Business Organisation and Management	10	EC253.2	Macroeconomics	5
CO100.1	Introduction to Learning	5	LW250.2	Business Law I	5
			MA252.2	Mathematics	5
			MK220.2	Marketing Principles	5
			MG221.2	Management Skills	5
			MG222.2	Organisational Behaviour	5

DEGREE PHASE					
THIRD YEAR			FOURTH YEAR		
<i>Code</i>	<i>Module</i>	<i>ECTS</i>	<i>Code</i>	<i>Module</i>	<i>ECTS</i>
LW300.3	Business Law II	5	AY400.4	Business Taxation	5
EC300.3	Health Economics & Policy	5	MS400.4	E-Commerce	5
MS330.3	Information & Operations Management	5	MK440.4	Marketing Management	10
MA351.3	Statistics	5	MG400.4	Strategic Management	10
MG360.3	Entrepreneurship		MG440.4	Management of Organisational Change	5
MG351.3	IR & HRM	5	AY440.4	Financial Reporting	5
MK320.3	Services Marketing	5	EC441.4	Quantitative Methods	5
MK330.3	Marketing Research	10	EC442.4	Economic Theory	5
			MS442.4	Information Systems Innovation	5
			MG441.4	Business Negotiations	5
			MK441.4	Marketing Communications	5

2. Introductory Module

Students who are exempt from the 'Introduction to Learning' are required to complete a short **compulsory** non-credit module during their first semester of study to develop skills for studying at a distance.

3. Course Work

Up to a maximum of 60% of the marks in any module may be allotted to year's work, except in the case of Introduction to Learning, Management Skills, and Business Negotiations. In the case of these subjects, all marks are allocated to year's work.

4. *Minimum performance requirement in written examinations*

A minimum of 35% is required in the final written examination in a module before marks for course work may be included in the determination of the overall mark for the module in question. Where the mark in the final written exam is lower than 35%, the grade for module will be determined by the lower of (i) the mark in the final written exam out of 100%, and (ii) the weighted combination of the final written exam and coursework marks

5. Repeat Examinations

Candidates who do not pass their examinations outright are exempt from further examination in those modules in which the pass mark of 40% has been attained.

6. Progression

In order to proceed from the Diploma to the Degree phase, students must accumulate the 90ECTS allocated to the Diploma by passing the examinations in the specified subjects.

7. Honours (Diploma & Degree Phases)

Standards

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

Honours for the Diploma will be awarded based on the average marks received for completing 90ECTS over the Diploma phase of the programme. Where a student is exempt from one or more Diploma-level modules, the final marks for the remaining modules will be used to calculate the aggregate on which Honours are awarded.

Honours for the Degree will be awarded based on the average of the marks received for completing 90 ECTS over the Degree phase of the programme. Where a student is exempt from one or more Degree-level modules, the final marks for the remaining modules will be used to calculate the aggregate on which Honours are awarded.

8. Graduation

a) Diploma in Management

To graduate with the Diploma in Management, the student must accumulate a minimum total of 90ECTS over the Diploma phase. Candidates granted exemptions from modules must register and present for examinations in subjects of a minimum total of 60ECTS in order to be eligible for the award of the Diploma in Management.

b) Bachelor of Commerce Degree

To graduate with the Bachelor of Commerce Degree, the student must accumulate a minimum total of 180ECTS. Candidates granted exemptions from modules must register and present for examinations in subjects to a minimum total of 60ECTS over the Degree phase. Transfers into the Degree phase of the programme will also be considered on a case-by-case basis by the Programme Academic Board for candidates presenting with recognised Level 7 awards (reference NQAI) or professional body awards.

9. Occasional Commerce

Students who do not wish to undertake the entire programme can choose among any of the modules offered in a given year if they have passed or have gained exemptions from the prerequisite modules.

MASTER OF ACCOUNTING / POSTGRADUATE DIPLOMA IN PROFESSIONAL ACCOUNTING

Assessments and Examinations are completed as follows:

Part I:

Semester One:

		ECTS Credits
MG533:	Strategic Management	6

Semester Two / Summer:

		ECTS Credits
AY 507:	Financial Accounting	12
AY 508:	Auditing	15
AY 509:	Taxation	12
AY 516:	Management Accounting and Finance	15
AY 517:	Accounting Research Methods (continuous assessment)	6
MS 509:	Management Information Systems	6

Part II: Autumn:

		ECTS Credits
AY 518:	Research Paper	24

The result for the module in Part I is considered at the Semester I examination Board.

The overall results, based on Parts I and II, are considered at the Autumn board on completion of the Research Paper (Part II).

The pass mark in each module and for the Research Paper is 50%. Compensation is not permitted. Candidates are exempted from further examination in modules passed.

Honours are awarded based on weighted average marks, in accordance with the following standards:

First Class Honours:	About 70%
Second Class Honours:	About 60%

Normally, honours will not be awarded in cases where:

- (i) a module is passed at an examination session other than the normal examination session on completion of the course;
- (ii) the research paper is not submitted by the due date determined by [J.E. Cairnes School of Business & Economics](#).

Continuous Assessment:

The assessment in the module *Accounting Research Methods* is based entirely on course assignments.

In modules other than *Accounting Research Methods*, up to 30% of the marks may be allocated to course work. In such cases, a minimum of 45% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

The Management Accounting and Finance module (AY516) is examined using two separate examination papers. Candidates are required to achieve a mark of at least 45% in each of the two written papers, and an aggregate mark of at least 50% overall, to pass the module. Otherwise, candidates are obliged to repeat the paper(s) in which the mark of 45% has not been achieved.

Time Limit:

Candidates must complete all requirements for the programme within two years of commencement.

Postgraduate Diploma in Professional Accounting:

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**.

MASTER OF SCIENCE IN ACCOUNTING: PART-TIME

<u>Core- Year 1</u>	<u>Module Title</u>	<u>ECTS</u>
AY507	Financial Accounting	10
AY509	Taxation	10
<u>Core-Year 2</u>		
AY***	Management Accounting	10
AY***	Accounting Research Project	30
<u>Optional</u>		
AY508	Auditing	15
AY***	Finance	5
MS509	Management Information Systems	5
MS807	Information Systems Management	5
MS809	Enterprise Systems	5
MS808	Electronic Commerce Strategy	5
MS813	Information Systems Innovation	5
MS814	Decision Systems & Business Analytics	5
MG571	Strategic Management	5
EC568	Seminar in Financial Economics II	5
EC567	Financial Econometrics II	5
MK311	Services Marketing	5
LW364	International Trade Law	5
LW372	Insurance Law	5
LW377	Company Law I	5
LW382	International Business Law	5
LW333	Comparative Competition Law	5
LW356	Industrial & Intellectual Property Law	5
LW374	Banking Law	5
LW401	EC Competition Law	5

Students must take 45ECTS per year. The 45 ECTS must include the specified core modules for each year of the programme. Results for Semester 1 modules are considered at the Semester I examination Board and results for Semester II modules are considered at the Summer examination board meeting. The pass mark in each module is 50%. Compensation is not permitted. Candidates are exempted from further examination in modules passed.

Honours are awarded based on weighted average marks, in accordance with the following standards:

First Class Honours:	About 70%
Second Class Honours:	About 60%

Normally, honours will not be awarded in cases where:

- (iii) a module is passed at an examination session other than the normal examination session on completion of the course;

- (iv) the research project is not submitted by the due date determined by J.E. Cairnes School of Business & Economics.

Continuous Assessment:

The assessment in the module *Accounting Research Project* is based solely on continuous assessment.

In modules other than *Accounting Research Project*, up to 30% of the marks may be allocated to course work. In such cases, a minimum of 45% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

Time Limit:

Candidates must complete all requirements for the programme within the two year period.

M.COMM. DEGREE EXAMINATION (1MC121)

The M.Comm. is awarded only upon the presentation of a Dissertation.

Standards

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

M. PHIL

Obligatory

Code	Module	ECTS
EC556	Philosophy of Social Science	5
EC, AY,	Advanced research proposal	35

Additional

Students must take a total of 20 credits from the following list of courses, at least 10 of which must come from a Research Methods course (i.e. MG556, EC515.1, EC506, EC 374)

Research Methods Courses

Code	Module	ECTS
MG556	Qualitative Research Methods	10
EC515.1	Data Management & Survey Techniques	10
EC506	Econometrics	10
EC374	Advanced Econometrics	10

Economics Options

EC660	Research Seminar 1	5
EC661	Research Seminar 2	5

Management Options

MG660	Research Seminar 1	5
MG661	Research Seminar 2	5

Accountancy and Finance Options

AY660	Research Seminar 1	5
AY661	Research Seminar 2	5

MIS Options

MS660	Research Seminar 1	5
MS661	Research Seminar 2	5

Marketing Options

MK660	Research Seminar 1	5
MK661	Research Seminar 2	5

Courses may be assessed by examination, continuing assessment or a combination thereof as determined by the instructors.

The Advanced Research proposal will be assessed through the submission of written work and oral examination.

In the event of the student not being upgraded to the Ph. D register, they may proceed to register for the third semester of the M. Phil and complete a dissertation (max, 40,000 words.)

EC***, AY***, etc. Dissertation 60

Standards

Grades shall be given on the basis of the aggregate of marks weighted by ECTS.

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

M.ECON.SC. DEGREE EXAMINATION (1EE1) (Economic Policy Evaluation & Planning)

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 I and Semester 2 with repeat examinations in Autumn.

Standards

First Class Honours	70% on the aggregate
Second Class Honours, Grade 1	60% on the aggregate
Second Class Honours, Grade 2	50% on the aggregate
Pass	40% on the aggregate

Where the student has failed the examination overall, the mark in modules in which a pass mark has been obtained will be carried forward to all subsequent examinations. Students will not be permitted to retake modules previously passed.

Distribution of Credits

Students take five core courses and an obligatory minor dissertation:

Code	Subject	ECTS
EC501	Microeconomic Theory	10
EC502	Macroeconomic Theory	10
EC506	Econometrics	10
EC515	Data Management and Survey Techniques	10
EC516	Policy and Planning Analysis	10
EC505	Dissertation	10

Students must also take two options from the specialised courses available:

Code	Subject	ECTS
EC517	Cost Benefit Analysis and Evaluation	10
EC518	Environmental Economics	10
EC519	Local and Rural Development	10
EC520	Health and Social Care	10
EC524	Transition Economics	10
EC525	International Macroeconomics	10
EC526	Public Sector Economics	10
EC537	Economics of Innovation	10
EC374	Advanced Econometrics	10
EC552	Advanced Microeconomic Theory	10
EC553	Advanced Macroeconomic Theory	10
EC***	Economics of Education	10

M.ECON.SC. DEGREE PART-TIME EXAMINATION (1EE2)

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 I and Semester 2 with repeat examinations in Autumn.

Standards

First Class Honours	70% on the aggregate
Second Class Honours, Grade 1	60% on the aggregate
Second Class Honours, Grade 2	50% on the aggregate
Pass	40% on the aggregate

Students must obtain an overall average of 40% for the four courses taken in Year 1 in order to proceed to Year 2 of the programme. Where the student has failed the examination overall, the mark in the modules in which a pass mark has been obtained will be carried forward to all subsequent examinations. Students will not be permitted to retake modules previously passed. In terms of the breakdown of marks between the two years, the overall average is calculated by using 44.4 percent in 1st year and 55.6 percent in 2nd year.

Distribution of Credits

Students take five core courses and an obligatory minor dissertation:

Code	Subject	ECTS
EC501	Microeconomic Theory	10
EC502	Macroeconomic Theory	10
EC506	Econometrics	10
EC515	Data Management and Survey Techniques	10
EC516	Policy and Planning Analysis	10

Students must also take three options from the following specialised courses:

Optional Courses:

Code	Subject	ECTS
EC537	Economics of Innovation	10
EC518	Environmental Economics	10
EC519	Local and Rural Development	10
EC520	Health and Social Care	10
EC524	Transition Economics	10
EC525	International Macroeconomics	10
EC526	Public Sector Economics	10
EC517	Cost Benefit Analysis & Evaluation	10
EC374	Advanced Econometrics	10
EC552	Advanced Microeconomic Theory	10
EC553	Advanced Macroeconomic Theory	10
EC***	Economics of Education	10

Courses will be offered and examined in the semesters indicated below:

Year 1

Semester 1	ECTS
EC501 Microeconomic Theory	10
EC515 Data Management & Survey Techniques	10

Semester 2

EC516 Policy and Planning Analysis	10
EC Optional course	10

Year 2

Semester 1

EC502 Macroeconomic Theory	10
EC506 Econometrics	10

Semester 2

EC Two Optional courses	20
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Semesters 1&2 Year 2

EC505 Minor Dissertation	10
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The minor dissertation (EC505; 10 ECTS) is completed over both semesters of Year 2 of the programme and must be submitted by a date specified by the Programme Board.

M.ECON.SC. (Economic and Environmental Modelling) DEGREE EXAMINATION

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 I and Semester 2 with repeat examinations in autumn.

Standards

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	about 40%

Where the student has failed the examination overall, the mark in modules in which a pass mark has been obtained will be carried forward to all subsequent examinations. Students will not be permitted to retake modules previously passed.

Distribution of Credits

Students take seven core courses, one optional course and an obligatory minor dissertation:

Core Courses

Code	Subject	ECTS
EC501	Microeconomic Theory	10
EC506	Econometrics	10
EC515	Data Management and Survey Techniques	10
EC517	Cost Benefit Analysis and Evaluation	10
EC518	Environmental Economics	10
EC561	Economic Modelling	10
EC562	Urban and Rural Resource Governance	10
EC505	Dissertation	10

Students must also take one option from the specialised courses available:

Code	Subject	ECTS
EC519	Local and Rural Development	10
EC526	Public Sector Economics	10
EC374	Advanced Econometrics	10

M.ECON.SC. (International Finance) DEGREE EXAMINATION

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 I and Semester 2 with repeat examinations in Autumn.

Standards

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	about 40%

Where the student has failed the examination overall, the mark in modules in which a pass mark has been obtained will be carried forward to all subsequent examinations. Students will not be permitted to retake modules previously passed.

Distribution of Credits

Students take seven core courses, one optional course and an obligatory minor dissertation:

Code	Subject	ECTS
EC502	Macroeconomic Theory	10
EC563	International Finance	10
EC564	Financial Econometrics I	10
EC565	Seminar in Financial Economics I	10
EC***	International Monetary Economics	10
EC567	Financial Econometrics II	10
EC568	Seminar in Financial Economics II	10
EC505	Dissertation	10

Students must also take one option from the specialised courses available:

Code	Subject	ECTS
EC566	Quantitative Methods in Finance	10
Or		
EC553	Advanced Macroeconomic Theory	10

M.B.A. DEGREE

FIRST YEAR (1AD1)

The subjects for the first year of the part-time MBA programme and their credit weightings are as follows:

<i>Code</i>	<i>Subject</i>	<i>ECTS</i>
<i>Semester One</i>		
AY519	Accounting and Finance	10
EC510	Economics	10
MG539	Management and Organisation	10
<i>Semester Two</i>		
IE574	Operations and Supply Chain Management	10
MK509	Marketing Principles	10
MS880	Business Information Systems	10

The 10 ECTS courses are semester long courses, examined at the end of each semester.

The Accounting and Finance subject is examined with two papers. Candidates are required to achieve a minimum grade of 35% in each of the two written papers for Accounting and Finance for the candidate to pass the module. Otherwise, the candidates are obliged to repeat the paper in which the minimum of 35% has not been achieved.

[All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

Repeat examinations are held in the Autumn. Students must accumulate the 60 ECTS credits for the first year courses within two academic years. All requirements for the first year must be passed before progressing to the second year of the programme.

SECOND YEAR (2AD1)

The second year of the EMBA programme is organised on a semester basis, and subjects are examined at the end of each semester. The Interdisciplinary Project must be completed by June 1st. Students must accumulate the 60 ECTS credits for the second year to be eligible for the award of the EMBA degree.

[All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

Core Courses:

Candidates must complete all of the following core courses:

<i>Code</i>	<i>Subject</i>	<i>ECTS</i>
MG528	Strategic Management	10
MG553	Interdisciplinary Project	20

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:

MG528	Strategic Management	10
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Elective Courses:

Candidates are required to select three electives from those being offered from the following list:

<i>Code</i>	<i>Subject</i>	<i>ECTS</i>
AY523	Corporate Finance	5
MG551	Business Negotiations	5
EC547	Economics of Innovation	5
MG552	Innovation and Technology Management	5
MK551	Services Marketing	5
MS521	E-Business Strategy	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:

Electives Courses:

Candidates are required to select three electives from those being offered from the following list:

<i>Code</i>	<i>Subject</i>	<i>ECTS</i>
AY524	Management Control Systems	5
MG550	Management of Human Resources	5
MG554	Entrepreneurship	5
IE580	Strategic Operations and Regulatory Affairs	5
EC548	Irish Economic Policy	5
MK552	Global Marketing	5
MK553	Marketing Strategy	5
MS 522	Decision Support and Knowledge Management	5
LW505	Law and Policy Relating to Business Enterprise	5
FA***	Creative Difference and Innovation I	5

The electives offered in any semester will depend on the interests of students, and on the availability of teaching staff.

Candidates obtain credit for any subjects passed at an examination sitting.

A minimum pass mark of 40% is required in each subject for the award of credit. The *Interdisciplinary Project* is assessed solely on the basis of continuous assessment.

The *Interdisciplinary Project* is assessed by way of preparatory work assignments, the project report, and an oral examination.

Up to a maximum of 50% of marks may be allocated to course work in other subjects.

A minimum of 35% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

Honours are awarded in the MBA degree examination according to the following standards:

Standards

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

POSTGRADUATE DIPLOMA IN MANAGEMENT

The subjects for the part-time programme for the [Postgraduate](#) Diploma in Management are as follows:

Semester One

<i>Code</i>	<i>Subject</i>	<i>ECTS</i>
AY519	Accounting and Finance	10
MG539	Management and Organisation	10
EC510	Economics	10

Semester Two

IE 574	Operations and Supply Chain Management	10
MK509	Marketing Principles	10
MS880	Business Information Systems	10

The 10 ECTS courses are semester long courses, examined at the end of each semester.

The Accounting and Finance subject is examined with two papers. Candidates are required to achieve a minimum grade of 35% in each of the two written papers for Accounting and Finance for the candidate to pass the module. Otherwise, the candidates are obliged to repeat the paper in which the minimum of 35% has not been achieved.

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting. Repeat examinations are held in the Autumn. Students must accumulate the 60 ECTS credits for the programme within two academic years to be eligible for the award of the Postgraduate Diploma.

Candidates obtain credit for any subjects passed at an examination sitting.

A minimum pass mark of 40% is required in each subject for the award of credit. Up to a maximum of 50% of marks may be allocated to course work.

A minimum of 35% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

The Postgraduate Diploma in Management is awarded without distinction as to grade and is confined to first year EMBA candidates who, having passed first year EMBA, decide not to proceed to second year EMBA.

MASTER OF SCIENCE IN BUSINESS INFORMATION SYSTEMS (full-time)

Programme Structure

Code	Module	ECTS
MS***	Research Methods I	5
MS***	Research Methods II	5
MS562	Seminar in Business Information Systems	10
MS563	Research Dissertation	<u>70</u>

Total ECTS Credits: 90

The subjects Research Methods I & II and Seminar in Business Information Systems are assessed solely on the basis of continuous assessment. All results will be considered at the Winter Examination Board Meeting in the year following registration. Students may transfer from the full-time mode to the part-time mode with the permission of the programme director.

Standards:

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

MASTER OF SCIENCE IN BUSINESS INFORMATION SYSTEMS (part-time)

Programme Structure

Year 1

MS***	Research Methods I	5
MS***	Research Methods II	5
MS562	Seminar in Business Information Systems	10

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.

Standards

First Class Honours	70%
Second Class Honours, Grade 1	60%
Second Class Honours, Grade 2	50%
Pass	40%

Where the student has failed the examination overall, the mark in modules in which a pass mark has been obtained will be carried forward to all subsequent examinations. Students will not be permitted to retake modules previously passed.

Distribution of Credits

Students take eight core courses and an obligatory minor dissertation:

Core Courses

Code	Subject	ECTS
EC520	Health and Social Care	10
EC506	Econometrics	10
EC515	Data Management and Survey Techniques	10
EC517	Cost Benefit Analysis and Evaluation	10
EC526	Public Sector Economics	10
EC---	Health Systems and Policy Analysis	10
EC---	Decision Modelling	10
EC---	Health Technology Assessment	10
EC505	Dissertation	10

MASTER OF SCIENCE IN INDUSTRIAL RELATIONS & HUMAN RESOURCE MANAGEMENT (Mode 'B')

The School's marks and standards regulations apply.

Research Methods and HR Consultancy are assessed solely on the basis of continuous assessment. Up to a maximum of 50% of marks may be allocated to course work in other subjects.

A minimum of 35% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting. The thesis is considered at the Winter Examination Board Meeting.

Standards:

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%

Second Class Honours, Grade 2 about 50%
 Pass 40%

MASTER OF SCIENCE IN CORPORATE STRATEGY AND PEOPLE MANAGEMENT (Mode ‘B’)

The School’s marks and standards regulations apply. Research Methods and HR Consultancy and Change Management are assessed solely on the basis of continuous assessment. Up to a maximum of 50% of marks may be allocated to course work in other subjects.

A minimum of 35% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting. The thesis is considered at the Winter Examination Board Meeting.

Standards:

First Class Honours about 70%
 Second Class Honours, Grade 1 about 60%
 Second Class Honours, Grade 2 about 50%
 Pass 40%

MASTER OF SCIENCE IN INFORMATION SYSTEMS MANAGEMENT (Full-Time)

The M.Sc. in Information Systems Management is offered on a full-time basis over one year.

Module Name	Module Code	ECTS	First Sitting
Web Design & Development	MSxxx	5	Semester I
Interactive Systems Design	MSxxx	5	Semester I
Business Data Communications	MSxxx	5	Semester I
Systems Development & Project Management	MSxxx	5	Semester I
Database Systems	MSxxx	5	Semester I
Business Applications Programming	MSxxx	5	Semester I
Information Systems Management	MSxxx	5	Semester II
Electronic Commerce Strategy	MSxxx	5	Semester II
Enterprise Systems	MSxxx	5	Semester II
Information Systems Security & Ethics	MSxxx	5	Semester II
Applied Systems Analysis	MSxxx	5	Semester II
Project	MSxxx	30	Autumn
<i>Elective modules (choose one)</i>			
Information Systems Innovation	MSxxx	5	Semester II
Decision Systems & Business Analytics	MSxxx	5	Semester II
Advanced Applications Programming	MSxxx	5	Semester II

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

A maximum of 70% of the total marks in each module may be allotted for year's work, with the exception of the Project which is examined entirely by continuous assessment.

A minimum mark of 35% is required in the written examination in a module before marks for year's work/continuous assessment may be included in the determination of the overall mark for that module, unless the mark for year's work falls below the mark attained in the written examination. In the case of repeat candidates, the decision whether or not to include year's work in the computation of the overall mark will be informed by Discipline and/or School guidelines as appropriate.

The overall degree result is based on the average of examination results in the individual modules, weighted by ECTS credits. To pass overall, a pass or compensatable mark must be attained in all courses.

Where a student attains a grade in one or more modules that is below the pass mark but is at least 35%, the student may be permitted to compensate in those module(s), up to a maximum of 10 ECTS. No compensation is allowed for the Project.

Standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall
Pass	40% overall

The pass mark in each module is 40%.

The degree must normally be completed within a period of two years from initial registration. In exceptional circumstances, students may be permitted to continue beyond two years at the discretion of the Head of School. Students may transfer from the full-time mode to the part-time mode with the permission of the programme director.

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 without distinction as to overall grade (i.e. Pass/Fail basis).

MASTER OF SCIENCE IN INFORMATION SYSTEMS MANAGEMENT (Part-Time)

The M.Sc. in Information Systems Management is offered on a part-time basis over two years.

Year 1	Module Code	ECTS	First Sitting
Systems Development & Project Management	MSxxx	5	Semester I
Database Systems	MSxxx	5	Semester I
Business Applications Programming	MSxxx	5	Semester I
Information Systems Security & Ethics	MSxxx	5	Semester II
Applied Systems Analysis	MSxxx	5	Semester II
<i>Elective modules (choose one)</i>			
Information Systems Innovation	MSxxx	5	Semester II
Decision Systems & Business Analytics	MSxxx	5	Semester II
Advanced Applications Programming	MSxxx	5	Semester II

Year 2	Module Code	ECTS	First Sitting
Web Design & Development	MSxxx	5	Semester I
Interactive Systems Design	MSxxx	5	Semester I
Business Data Communications	MSxxx	5	Semester I

Information Systems Management	MSxxx	5	Semester II
Electronic Commerce Strategy	MSxxx	5	Semester II
Enterprise Systems	MSxxx	5	Semester II
Project	MSxxx	30	Autumn

A maximum of 70% of the total marks in each module may be allotted for year's work, with the exception of the Project which is examined entirely by continuous assessment.

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

A minimum mark of 35% is required in the written examination in a module before marks for year's work/continuous assessment may be included in the determination of the overall mark for that module, unless the mark for year's work falls below the mark attained in the written examination. In the case of repeat candidates, the decision whether or not to include year's work in the computation of the overall mark will be informed by Discipline and/or School guidelines as appropriate.

The overall degree result is based on the average of examination results in the individual modules of both first and second year, weighted by ECTS credits. To pass overall, a pass or compensatable mark must be attained in all courses.

Where a student attains a grade in one or more modules that is below the pass mark but is at least 35%, the student may be permitted to compensate in those module(s), up to a maximum of 10 ECTS across the entire programme. No compensation is allowed for the Project.

Standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall
Pass	40% overall

The pass mark in each module is 40%.

The degree must normally be completed within a period of four years from initial registration. In exceptional circumstances, students may be permitted to continue beyond four years at the discretion of the Head of School. Students may transfer from the part-time mode to the full-time mode with the permission of the programme director.

In order to be allowed to progress from the first year to the second year of the part-time M.Sc. in Information Systems Management, students must successfully pass modules from the first year to a minimum total of 20 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 without distinction as to overall grade (i.e. Pass/Fail basis).

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 without distinction as to overall grade (i.e. Pass/Fail basis).

MASTER OF SCIENCE IN INTERNATIONAL MANAGEMENT

The School's marks and standards regulations apply. Research Methods, Research Skills, Strategic Modelling and International Management Project are assessed solely on the basis of continuous assessment. Up to a maximum of 50% of marks may be allocated to course work in other subjects.

A minimum of 35% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting. The thesis is considered at the Winter Examination Board Meeting.

Standards:

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

MASTER OF SCIENCE IN MARKETING

The Master of Science in Marketing is conducted over one academic year. Students are required to take six obligatory subjects, eight elective subjects and complete a research paper. All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

Programme Content

Semester 1 Courses:

Obligatory Subjects

Code	Subject	ECTS
MK	Strategic Marketing Policy	5
MK	Applied Marketing Research	5
MK	Advanced Consumer Behaviour	5

Elective Subjects

MK	Services Marketing Theory	5
MK	Selling & Sales Management	5
MK	E-Business Marketing	5
MK	New Product Development & Innovation	5
MK	Special Topics in Marketing	5

Semester 2 Courses:

Obligatory Subjects

Code	Subject	ECTS
MK	Cases in Strategic Marketing	5
MK	Research Methods	5
MK	Strategic Brand Management	5

Elective Subjects

MK	Managing Services	5
MK	Marketing Modelling & Metrics	5
MK	Customer Service & Relationship Management	5
MK	Global Marketing	5
MK	Social Marketing	5
MK	Research Project	20

With the exception of courses examined exclusively by course work, a maximum of 60% of the total marks in each subject may be allocated to year's work, in which case a minimum mark of 35% must be achieved in the relevant written examination, unless the percentage mark for course work falls below the percentage mark for the final written examination.

Standards:

First Class Honours Grade 1:	About 70% overall
Second Class Honours Grade 1:	About 60% overall
Second Class Honours Grade 2:	About 50% overall
Pass:	40% overall

No compensation is allowed. Exemptions may be granted for subjects and the research paper where a pass mark has been achieved.

Candidates, who without School permission, present the research paper after the closing date as specified, shall be confined to a maximum mark of 40% in the research paper.

MBS: ELECTRONIC COMMERCE

The MBS in Electronic Commerce is offered on a full-time basis over two years.

1st Year	Course Code	ECTS	First Sitting
Web Design & Development	MSxxx	5	Semester I
Interactive Systems Design	MSxxx	5	Semester I
Business Policy	MG534	10	Summer
Systems Development & Project Management	MSxxx	5	Semester I
Database Systems	MSxxx	5	Semester I
Business Applications Programming	MSxxx	5	Semester I
Decision Systems & Business Analytics	MSxxx	5	Semester II
Electronic Commerce Strategy	MSxxx	5	Semester II
Information Systems Innovation	MSxxx	5	Semester II
Information Systems Security & Ethics	MSxxx	5	Semester II
Applied Systems Analysis	MSxxx	5	Semester II

The 10 ECTS course is a year-long course and is examined in Summer. The 5 ECTS courses in Year 1 are semester long courses, and are examined at the end of the semester. All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

A maximum of 60% of the total marks in each module in the first year may be allotted for year's work. All first year examination results are considered at the summer examination board meeting. The first year overall result is indicated as a pass/fail. Repeat examinations are held in the Autumn. Students must accumulate the 60 ECTS credits for the first year courses within two academic years. All requirements for the first year must be passed before progressing to the second year of the programme.

2nd Year	Course Code	ECTS	First Sitting
Research Methods I	MS5xx	5	Summer
Research Methods II	MS5yy	5	Summer
Professional Experience	MS526	20	Summer
Dissertation	MSxxx	30	Autumn

The second year of the MBS (Electronic Commerce) programme will involve either a work placement – under the university's professional experience programme - or a project to be completed in the university. Such work placements and projects are to be completed by March. The professional experience will operate on a pass/fail basis. Research Methods I & II are examined by continuous assessment.

The dissertation must be submitted by the last Friday in June unless permission is obtained from the School of Business and Economics to extend this time period. Candidates who, without School permission, present the dissertation after the closing date as specified, or who are re-presenting 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.

A minimum mark of 35% is required in the written examination in a module before marks for year's work/continuous assessment may be included in the determination of the overall mark for that module,

unless the mark for year's work falls below the mark attained in the written examination. In the case of repeat candidates, the decision whether or not to include year's work in the computation of the overall mark will be informed by Discipline and/or School guidelines as appropriate.

The overall degree result is based on the average of examination results in the individual modules, weighted by ECTS credits (excluding professional experience). The first year results are worth 60% of the overall mark and the second year results are worth 40% of the overall mark for the programme. To pass overall, a pass mark must be attained in all courses.

Standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall
Pass	40% overall

The pass mark in each module is 40%. Where a student attains a grade in one or more modules that is below the pass mark but is at least 35%, the student may be permitted to compensate in those module(s), up to a maximum of 10 ECTS across the entire programme. No compensation is allowed for the Dissertation or Placement.

The overall degree result is calculated using a weighted average of the student's results from first year and the student's second year results in research skills and the dissertation.

The degree must normally be completed within a period of three years from initial registration. In exceptional circumstances, students may be permitted to continue beyond three years at the discretion of the Head of School.

A candidate who has passed all of the modules in year one but fails to complete all of the required modules in year two within a period of three years from commencement of the programme, shall be eligible for the award of a Postgraduate Diploma in Electronic Commerce.

M.SC. in TECHNOLOGY MANAGEMENT (1TC1, 2TC1) - Distance Learning

Candidates obtain credit for any subjects passed at an examination sitting.

A minimum pass mark of 40% is required in each module for the award of credit.

Up to a maximum of 50% of marks may be allocated to course work in each module.

A minimum of 35% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

Honours are awarded in the Masters in Technology Management examination according to the following standards:

First Class Honours	Overall average of 70% or better
Second Class Honours	Overall average of 60% - 69%
Pass	Overall average of 40% - 59%

There will be no award for those students who do not complete the two years of the programme.

In order to progress from Year 1 to Year 2 the student will have achieved an average pass mark for Year 1. Progression from Year 1 to Year 2 will allow the student to progress to the thesis element of the programme. Students will be allowed to compensate for failing grades above 35% in 2 modules, or to repeat failed examinations.

Compensation is allowed in 2 modules per academic year, provided a minimum mark of 35% has been achieved in that module.

M.SC. in TECHNOLOGY MANAGEMENT (1TC2, 2TC2) - Distance Learning

Candidates obtain credit for any subjects passed at an examination sitting.

A minimum pass mark of 40% is required in each module for the award of credit.

No compensation allowed.

Up to a maximum of 50% of marks may be allocated to course work in each module.

A minimum of 35% is required in both assessment elements ie. continuous assessment and written examination to pass the module overall.

Honours are awarded in the Masters in Technology Management examination according to the following standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall
Pass	40% overall

There will be no award for those students who do not complete the two years of the programme.

The final award will be calculated on the average results of Years 1 and 2, ie. 44.4% of Year 1 and 55.5% of Year 2.

In order to progress from Year 1 to Year 2 the student will have achieved an average pass mark for Year 1.

Progression from Year 1 to Year 2 will allow the student to progress to the thesis element of the programme.

Where a candidate has failed in the first year examination as a whole, but has obtained 40% in one or more modules, these marks may be carried forward to subsequent examinations.

Transfer exemptions may be allowed to a maximum of 20 ECTS for students of the postgraduate Diploma in Innovation Management, Diploma in Technology Commercialisation or for equivalent programmes previously taken at postgraduate level. In such cases, the final aggregate will be calculated across the modules completed on the programme.

HIGHER DIPLOMA IN BUSINESS STUDIES

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

First Semester Examination (1DB151)

<u>Code</u>	<u>Subject</u>	<u>ECTS Credits</u>
AY871	Accounting	5
MG524	Management	5
EC871	Economics 1 (See Note)	5
AY872	Financial Management I	5
MS873	Management Information Systems I	5
MK204	Marketing Principles	5

Note: Graduates with Economics to degree level are exempt from Economics I; this will not disqualify the candidate from honours which shall be calculated on the basis of the subjects presented.

Second Semester Examination (1DB161)

In the Second Semester, the following subject is obligatory:

<u>Code</u>	<u>Subject</u>	<u>ECTS</u>
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.

<u>Code</u>	<u>Subject</u>	<u>ECTS</u>
AY206	Financial Accounting I	5
AY874	Accounting for Management Decisions	5
AY875	Financial Management II	5
EC213	Macroeconomics	5
MS308	Electronic Commerce	5
MS311	Programme Design & Development	5
MK203	Buyer Behaviour Analysis	5
MK303	Global Marketing	5
MK877	Marketing Research	10
MK341	Brand Management	5
MG206	Management of Organisational Change	5
MG325	Employee Relations	5
LW160.DB	Business Law	5
LW223	European Community Law II	5

Note: Repeat examinations are held in the Autumn.

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).

Pass: 40% in each subject and project work.

Compensation: None.

Exemption: Awarded on pass mark.

Honours: First Class Honours about 70%
Second Class Honours, Grade 1 about 60%

Course Work: Second Class Honours, Grade 2 about 50%
 A maximum of 50% of the marks available for each course may be devoted to course work. A minimum of 35% is required in the final written examination in a subject before marks for course work may be included in the determination of the overall mark for the subject in question, unless the percentage mark for course work falls below the percentage mark for the final written examination.

Marks should be returned to the Examinations Office as a percentage.

HIGHER DIPLOMA IN ECONOMIC SCIENCE

Assessment

Each module, with the exception of Research Paper I and II, 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 I and Semester 2 with repeat examinations in Autumn. [All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#)

Standards

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

Where the student has failed the examination overall, the mark in modules in which at least a pass mark has been obtained will be carried forward to all subsequent examinations. Students will not be permitted to retake modules previously passed.

Students will be assigned to one of two streams by the Programme Director. Students who have not taken economics to degree level must take Stream A. Students who have taken economics to degree level must take stream B.

Distribution of Credits (Stream A)

Courses	ECTS
<i>Semester 1</i>	
EC215 Microeconomics	5
EC229 Quantitative Methods in Economics	5
EC409 Irish Economy	5
EC393 Methodology of Economics	5
EC415 Research Paper I	5
EC225 Economics of the Welfare State	5
or	
EC207 Irish Economic History	5
<i>Semester 2</i>	
EC386 Public Economics	5
EC217 Macroeconomics	5
EC363 Econometrics	5
EC416 Research Paper II	10
1 Option	5
Total	60

Distribution of Credits (Stream B)

Courses	ECTS
<i>Semester 1</i>	
EC349 Economic Theory	5
EC382 International Economics	5
EC393 Methodology of Economics	5
EC415 Research Paper I	5
Option 1	5
Option 2	5
<i>Semester 2</i>	
EC386 Public Economics	5
EC385 Advanced Economic Theory	5
EC363 Econometrics	5
EC416 Research Paper II	10
1 Option	5
Total	60

HIGHER DIPLOMA IN SYSTEMS ANALYSIS (Full-Time)

The Higher Diploma in Systems Analysis is offered on a full-time basis over one year.

Module Name	Module Code	ECTS	First Sitting
Web Design & Development	MSxxx	5	Semester I
Interactive Systems Design	MSxxx	5	Semester I
Business Data Communications	MSxxx	5	Semester I
Systems Development & Project Management	MSxxx	5	Semester I
Database Systems	MSxxx	5	Semester I
Business Applications Programming	MSxxx	5	Semester I
Information Systems Management	MSxxx	5	Semester II
Electronic Commerce Strategy	MSxxx	5	Semester II
Enterprise Systems	MSxxx	5	Semester II
Information Systems Security & Ethics	MSxxx	5	Semester II
Applied Systems Analysis	MSxxx	5	Semester II
Project	MSxxx	30	Autumn
<i>Elective modules (choose one)</i>			
Information Systems Innovation	MSxxx	5	Semester II
Decision Systems & Business Analytics	MSxxx	5	Semester II
Advanced Applications Programming	MSxxx	5	Semester II

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

A maximum of 70% of the total marks in each module may be allotted for year's work.

A minimum mark of 35% is required in the written examination in a module before marks for year's work/continuous assessment may be included in the determination of the overall mark for that module, unless the mark for year's work falls below the mark attained in the written examination. In the case of repeat candidates, the decision whether or not to include year's work in the computation of the overall mark will be informed by Discipline and/or School guidelines as appropriate.

The overall degree result is based on the average of examination results in the individual modules, weighted by ECTS credits. To pass overall, a pass or compensatable mark must be attained in all courses.

Where a student attains a grade in one or more modules that is below the pass mark but is at least 35%, the student may be permitted to compensate in those module(s), up to a maximum of 10 ECTS.

Standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall
Pass	40% overall

The pass mark in each module is 40%.

The programme must normally be completed within a period of two years from initial registration. In exceptional circumstances, students may be permitted to continue beyond two years at the discretion of the Head of School. Students may transfer from the full-time mode to the part-time mode with the permission of the programme director.

HIGHER DIPLOMA IN SYSTEMS ANALYSIS (Part-Time)

The Higher Diploma in Systems Analysis is offered on a part-time basis over two years.

Year 1	Module Code	ECTS	First Sitting
Business Data Communications	MSxxx	5	Semester I
Database Systems	MSxxx	5	Semester I
Business Applications Programming	MSxxx	5	Semester I
Information Systems Security & Ethics	MSxxx	5	Semester II
Enterprise Systems	MSxxx	5	Semester II
Advanced Applications Programming	MSxxx	5	Semester II

Year 2	Module Code	ECTS	First Sitting
Web Design & Development	MSxxx	5	Semester I
Interactive Systems Design	MSxxx	5	Semester I
Systems Development & Project Management	MSxxx	5	Semester I
Information Systems Management	MSxxx	5	Semester II
Electronic Commerce Strategy	MSxxx	5	Semester II
Applied Systems Analysis	MSxxx	5	Semester II

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting. The thesis is considered at the Winter Examination Board Meeting.

A maximum of 70% of the total marks in each module may be allotted for year's work.

A minimum mark of 35% is required in the written examination in a module before marks for year's work/continuous assessment may be included in the determination of the overall mark for that module, unless the mark for year's work falls below the mark attained in the written examination. In the case of repeat candidates, the decision whether or not to include year's work in the computation of the overall mark will be informed by Discipline and/or School guidelines as appropriate.

The overall degree result is based on the average of examination results in the individual modules of both first and second year, weighted by ECTS credits. To pass overall, a pass or compensatable mark must be attained in all courses.

Where a student attains a grade in one or more modules that is below the pass mark but is at least 35%, the student may be permitted to compensate in those module(s), up to a maximum of 10 ECTS across the entire programme.

Standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall
Pass	40% overall

The pass mark in each module is 40%.

The programme must normally be completed within a period of four years from initial registration. In exceptional circumstances, students may be permitted to continue beyond four years at the discretion of the Head of School. Students may transfer from the part-time mode to the full-time mode with the permission of the programme director.

In order to be allowed to progress from the first year to the second year of the part-time Higher Diploma in Systems Analysis, students must successfully pass modules from the first year to a minimum total of 20 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 Systems Analysis without distinction as to overall grade (i.e. Pass/Fail basis).

POSTGRADUATE DIPLOMA IN MARKETING PRACTICE (1MK122)

Candidates will be assessed on a continuous basis throughout the Programme.

MK860 Overall assessment 60 ECTS

Standards:

First Class Honours	about 70%
Second Class Honours, Grade 1	about 60%
Second Class Honours, Grade 2	about 50%
Pass	40%

The overall assessment will be on the basis of performance in the host company, on projects and presentations undertaken, and on participation and attendance at workshops.

DIPLOMA IN SOCIAL GERONTOLOGY – Part-time

Assessment

Each module will be examined by an end of semester/year written examination and appropriate course-work. 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. Module pass mark is 40%. Students must achieve the pass mark of 40% in each subject and compensation across subjects is not allowed. [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 obtained.](#)

Timing of Examinations

Modules will be examined at the end of each semester in Year 1 and Year 2 with repeat examinations in Autumn. [All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.](#) 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. The results are considered at the Summer Exam Board meeting.

Standards

First Class Honours	70%
Second Class Honours Grade1 (H21)	60%
Second Class Honours Grade2 (H22)	50%
Pass	40%

Honours will be awarded on the basis of the final mark for each module.

The Diploma award will be based on the calculation of the overall percentage mark for year one and year two on a 50:50 basis (ie. 50% of the overall result from year one added to 50% of the overall result from year two).

Distribution of Credits

Modules	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

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.

CERTIFICATE IN MANAGEMENT PRACTICE (CMP)

The Certificate in Management Practice is awarded on successful completion of all six modules (30ECTs) including the Research Project. Assessment for the majority of modules is by means of continuous assessment, other than for the financial management module where there is a written terminal examination. Individual modules and the research project are assessed on a Pass/Fail basis. A maximum of two attempts is allowed for each assessment/examination.

POSTGRADUATE DIPLOMA IN INNOVATION MANAGEMENT & POSTGRADUATE DIPLOMA IN TECHNOLOGY COMMERCIALISATION

The Postgraduate Diploma in Innovation Management and the Postgraduate Diploma in Technology Commercialisation are awarded on successful completion of all four modules plus one significant project (30 ECTS – 5 ECTS per module and 10 ECTS for the project).

Standards

H1	70%
H21	60%
H22	50%
Pass	40%

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.

Postgraduate Diploma in Innovation Management

<i>Module</i>	<i>ECTS</i>
Managing Innovation	5
Enterprise Modelling and Simulation	5
Managing Technology Projects	5
Product Design and Development	5
In Company Project	10
Total	30

Postgraduate Diploma in Technology Commercialisation

<i>Module</i>	<i>ECTS</i>
Innovation & Technology Transfer	5
Marketing Technology Products	5
Technology Innovation & Entrepreneurship	5
Technology Finance & Capital	5
In Company Project	10
Total	30

SPECIALIST DIPLOMAS IN CONTINUING PROFESSIONAL DEVELOPMENT

The Specialist Diplomas in Continuing Professional Development are awarded on successful completion of all four modules plus individual research project (30 ECTS – 5 per module and 10 for the research project)

Standards

H1	70%
H21	60%
H22	50%
Pass	40%

Specialist Diploma in Continuing Professional Development (Management Practice)

<i>Module</i>	<i>ECTS</i>
Management of Human Resources	5
Organisational Behaviour	5
Management of Organisational Change & Innovation	5
Business Negotiations & Strategic Influencing	5
Research Project	10
Total	30

Specialist Diploma in Continuing Professional Development (Strategic Marketing)

<i>Module</i>	<i>ECTS</i>
Analysis for Strategic Marketing Decision	5
Strategic Marketing Planning	5
Brand Management Strategy	5
Effective Media Management	5
Research Project	10
Total	30

POSTGRADUATE DIPLOMA IN ENTERPRISE MANAGEMENT

The Postgraduate Diploma in Enterprise Management is offered on a part-time basis over two years.

For modules involving a written examination, a maximum of 70% of the total marks in each module may be allotted for year's work. For modules involving a written examination, a minimum mark of 35% is required in the written examination in a module before marks for year's work/continuous assessment may be included in the determination of the overall mark for that module, unless the mark for year's work falls below the mark attained in the written examination. In the case of repeat candidates, the decision whether or not to include year's work in the computation of the overall mark will be informed by Discipline and/or School guidelines as appropriate.

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

The overall diploma result is based on the average of examination results in the individual modules of both first and second year, weighted by ECTS credits. To pass overall, a minimum pass mark must be attained in all courses.

The pass mark in each module is 40%.

Standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall
Pass	40% overall

It is expected that students will complete the programme within two years of commencement.

In order to be allowed to progress from the first year to the second year of the postgraduate diploma, students must successfully complete Year 1.

A candidate who has either a) passed all of the modules of the first year of the programme, or b) attained at least 30 ECTS within a period of two years from commencement of the programme, and who chooses not to continue with the programme, shall upon permanent exit from the programme be eligible for the award of a Postgraduate Certificate in Enterprise Management without distinction as to overall grade (i.e. Pass/Fail basis).

POSTGRADUATE DIPLOMA IN INTERNATIONAL BUSINESS

The Postgraduate Diploma in International Business is offered on a part-time basis over two years.

For modules involving a written examination, a maximum of 70% of the total marks in each module may be allotted for year's work. For modules involving a written examination, a minimum mark of 35% is required in the written examination in a module before marks for year's work/continuous assessment may be included in the determination of the overall mark for that module, unless the mark for year's work falls below the mark attained in the written examination. In the case of repeat candidates, the decision whether or not to include year's work in the computation of the overall mark will be informed by Discipline and/or School guidelines as appropriate.

All First Semester examination results are considered at the First Semester Examination Board Meeting and Second Semester examination results are considered at the Summer Examination Board Meeting.

The overall diploma result is based on the average of examination results in the individual modules of both first and second year, weighted by ECTS credits. To pass overall, a minimum pass mark must be attained in all courses.

The pass mark in each module is 40%.

Standards:

First Class Honours	about 70% overall
Second Class Honours Grade I	about 60% overall
Second Class Honours Grade II	about 50% overall

Pass

40% overall

It is expected that students will complete the programme within two years of commencement.

In order to be allowed to progress from the first year to the second year of the postgraduate diploma, students must successfully complete Year 1.

A candidate who has either a) passed all of the modules of the first year of the programme, or b) attained at least 30 ECTS within a period of two years from commencement of the programme, and who chooses not to continue with the programme, shall upon permanent exit from the programme be eligible for the award of a Postgraduate Certificate in Enterprise Management without distinction as to overall grade (i.e. Pass/Fail basis).