J.E. Cairnes School of Business & Economics

Postgraduate Degrees 2020-2021
<table>
<thead>
<tr>
<th>Program</th>
<th>Open to Non-Business/ Economics Graduates</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CONVERSION</strong></td>
<td></td>
</tr>
<tr>
<td>Higher Diploma (Business Studies)</td>
<td>P8</td>
</tr>
<tr>
<td><strong>ACCOUNTING &amp; FINANCE</strong></td>
<td></td>
</tr>
<tr>
<td>Master of Accounting</td>
<td>P9</td>
</tr>
<tr>
<td>MSc (International Accounting &amp; Analytics)</td>
<td></td>
</tr>
<tr>
<td>MSc (Corporate Finance)</td>
<td>P11</td>
</tr>
<tr>
<td><strong>MANAGEMENT</strong></td>
<td></td>
</tr>
<tr>
<td>MSc (International Management)</td>
<td>P13</td>
</tr>
<tr>
<td>MSc (Strategy, Innovation &amp; People Management)</td>
<td></td>
</tr>
<tr>
<td>MSc (Human Resource Management)</td>
<td>P14</td>
</tr>
<tr>
<td>MSc (Technology Management)</td>
<td></td>
</tr>
<tr>
<td>Diploma (Technology Commercialisation)</td>
<td>P17</td>
</tr>
<tr>
<td>Diploma (Innovation Management)</td>
<td>P18</td>
</tr>
<tr>
<td><strong>ECONOMICS</strong></td>
<td></td>
</tr>
<tr>
<td>Higher Diploma (Economic Science)</td>
<td>P20</td>
</tr>
<tr>
<td>MEconSc (International Finance)</td>
<td></td>
</tr>
<tr>
<td>MSc (Global Environmental Economics)</td>
<td>P21</td>
</tr>
<tr>
<td>MSc (Health Economics)</td>
<td>P22</td>
</tr>
<tr>
<td>MSc (Ageing &amp; Policy)</td>
<td>P24</td>
</tr>
<tr>
<td><strong>BUSINESS INFORMATION SYSTEMS</strong></td>
<td></td>
</tr>
<tr>
<td>MSc (Information Systems Management)</td>
<td>P25</td>
</tr>
<tr>
<td>MSc (Business Analytics)</td>
<td>P26</td>
</tr>
<tr>
<td><strong>MARKETING</strong></td>
<td></td>
</tr>
<tr>
<td>MSc (Marketing Practice)</td>
<td></td>
</tr>
<tr>
<td>MSc (Marketing Management)</td>
<td>P27</td>
</tr>
<tr>
<td>MSc Marketing (International Marketing &amp; Entrepreneurship)</td>
<td>P28</td>
</tr>
<tr>
<td>MSc (Digital Marketing)</td>
<td>P29</td>
</tr>
<tr>
<td><strong>RESEARCH PROGRAMMES</strong></td>
<td></td>
</tr>
<tr>
<td>MSc (Business Information Systems)</td>
<td>P30</td>
</tr>
<tr>
<td>MSc (Cloud Computing Research)</td>
<td>P31</td>
</tr>
<tr>
<td>MSc (Marketing) by Research</td>
<td>P32</td>
</tr>
<tr>
<td>MComm</td>
<td>P33</td>
</tr>
<tr>
<td>MPhil/PhD</td>
<td>P34</td>
</tr>
<tr>
<td><strong>How To Apply</strong></td>
<td></td>
</tr>
<tr>
<td>* Non-business graduates may be required to complete a short online course prior to commencement of their studies, dependent on the extent to which they have previously studied the respective subject area.</td>
<td></td>
</tr>
</tbody>
</table>
Welcome from the Head of School

J.E. Cairnes School of Business & Economics provides a varied, dynamic portfolio of specialist and cross-disciplinary postgraduate programmes.

I hope to welcome you at The J.E. Cairnes School of Business & Economics for postgraduate study. Our postgraduate courses will prepare you for a rewarding career, provide you with practical learning opportunities, and upskill you for a constantly evolving workplace.

Dr. Tom Acton
Head of School

WHY STUDY AT J.E. CAIRNES SCHOOL OF BUSINESS & ECONOMICS?

The School now has over 2,000 undergraduate and postgraduate students spread across areas such as Accountancy and Finance, Economics and Public Policy, International Business, Management, Marketing, Business Law and Business Information Systems.

Our mission is to deliver a high-impact scholarly environment in which students become well-rounded and employable business graduates. This is achieved through high quality programmes and excellent, innovative teaching that respond to the changing needs of our students. The School has a well-deserved reputation for teaching and research excellence, and we offer a range of internationally recognised postgraduate programmes.

Our programmes are designed and constantly reviewed with the needs of our students in mind. We undertake regular reviews with students, alumni, employers and professional bodies to ensure that we continuously deliver the real learning required to enable you to make an impact on the world of business, and to realise your true potential.

LEARN FROM EXPERTS

Lecturers in the School are among the best in their fields. Our staff are closely linked with industry, locally, nationally and internationally, which allows us to ensure that our teaching is relevant to the fast-paced business world. The media often seek out expert advice from our lecturers on topical issues in the news. Lecturers are known for their approachable nature and are always willing to give students advice and guidance whenever they can.

INNOVATIVE TEACHING

Teaching methods at the School are innovative and forward thinking. Not only will you be taught through lectures and tutorials but you will also have access to the Blackboard e-learning system which will allow you to access lecture materials, submit coursework and take part in discussion groups with your classmates. Lecturers in the School also use their research capabilities to ensure that you receive a unique learning experience.

FACILITIES

Students of the School enjoy the latest facilities in a modern learning environment. You will enjoy state-of-the-art computer services, wireless internet throughout the campus and numerous spacious study areas. With over 116 societies and 46 clubs on campus there are plenty of extra-curricular activities. The School also houses Friars restaurant, which serves great meals and snacks and is an ideal place to catch up with friends in between lectures and study.
Learning from Experience at NUI Galway

At NUI Galway we are committed to providing our students with a learning experience that has relevance for the real world.

Teaching at NUI Galway is discovery-led and our lecturers are constantly inspiring creativity in our students and challenging boundaries. Our lecturers bring the latest teaching ideas into the lecture theatre and are known for their friendly, approachable style.

Innovative Programmes
We are constantly updating our courses and introducing new, innovative programmes to respond to your needs and the demands of the job market. A postgraduate degree from NUI Galway will open up a world of opportunities for you. Our graduates are highly sought-after by employers, with over 98% of graduates employed or enrolled in further study six months after graduating.

Unique student experience
Here you will benefit from a truly unique student experience that only NUI Galway can offer. We provide you with a wide range of opportunities to develop your personal and social skills, alongside your degree. We have 116 student societies and over 46 clubs, as well as the chance to study Irish alongside your degree, or to volunteer in the community, so there is something for everyone!

Your learning environment
At NUI Galway we provide real learning on our state-of-the-art campus which we are constantly developing to ensure you reach your full potential. We are currently completing a €400 million investment programme, the single largest capital development plan ever undertaken by the University. This includes our impressive Sports Centre which opened in September 2008, the stunning Cairnes Building which houses the J.E. Cairnes School of Business & Economics and a Student Cultural Centre incorporating the Bailey Allen Hall.

John Elliot Cairnes (1823-1875)
NUI Galway dates back to 1845 with the construction of the Quadrangle Building when it was founded as Queen’s College Galway. One of its earliest academics was John Elliot Cairnes.

John Elliot Cairnes (1823-75) is arguably the most distinguished economist Ireland has produced. During the 1860s, he was Professor of Jurisprudence and Political Economy at Queen’s College Galway. In the course of his academic career, he established a distinguished international reputation and at the time of his death, he was regarded as one of the outstanding political economists of his age.

Cairnes was the first full-time academic economist in Ireland or Britain and a champion of the emerging Irish universities. Cairnes made many very significant contributions to the development of economic theory and his works were highly regarded both by his peers and, at a later date, by historians of economic thought. He also wrote about many issues of economic policy, including the gold question, while his publications on the Irish land question examined the rights of private property and the status of contract.

The contribution of J.E. Cairnes to business and economics is recognised as being unique and very significant. Charles Darwin and Karl Marx both acknowledged being influenced by his work and it is the respect garnered from his peers, most notably John Stuart Mill, that is the best indication of the significance of Cairnes’ contributions.
Career Matters

After us, Where then?

The quality and intensity of the postgraduate programmes in Galway has produced top-class graduates over many decades who have gone on to pursue very successful careers in the private and public sectors, in consultancy and entrepreneurial ventures, in research institutes and development agencies worldwide.

You are encouraged throughout your programme at J.E. Cairnes School of Business & Economics to assess your interests, abilities and strengths to help define and achieve your personal career goals. You will be afforded the opportunity to interact with the School’s staff members who have common interests and specialisms. This will help create precious lifelong links which will prove invaluable throughout your career.

You may also avail of the assistance of a dedicated Career Development Centre tailored to meet the needs of all J.E. Cairnes students.

Services available to students include:

- Seminars and information on career areas.
- Career management courses.
- Free psychometric testing and 1:1 careers advisory sessions.
- Job search seminars and information (C.V. preparation, completing applications, creative job search techniques, and interview skills).
- Links with employers including on-campus employer presentations and an online job vacancy database.
- Free careers and recruitment fairs.

With your degree from NUI Galway you will find many doors opening for you as your career develops. Your classmates, with whom you build up strong bonds during the course of the programme, and other postgraduates from the School, will form an extensive network of contacts as you move forward.

The next time you meet a brand manager with Unilever, an IS Project Manager in Silicon Valley, a technology consultant with Deloitte, a manager in PricewaterhouseCoopers, a senior civil servant in the Department of Defence, a Human Resources executive with Telstra in Australia or an economist offering policy advice to the Irish government, ask them about their career paths since completing a postgraduate degree programme at NUI Galway.
Why Galway, Ireland?

Galway is a city, a county, and an experience to be savoured and remembered. The historic city of the tribes dances to a beat uniquely its own.

Galway City has a population just under 72,000 of which at least 1 in 4 are students. It is no surprise therefore that Galway has always had a reputation as a young and student-friendly city. There is certain chemistry and vibrancy to this friendly University City, which many delight in, and few forget.

Galway, with its medieval streets, waterways, extensive range of shopping facilities, wealth of music sessions and other cultural events, is a place to be treasured. The city is unique in Ireland because of the strength of its Irish language, music, song and dancing traditions. The city is well known as an Irish cultural hub, and has the Galway Gealtacht, or Irish-speaking area, right on its doorstep. The language is visible on the city streets, with bilingual signage on display on shops and road signs, and can be heard being spoken by locals around the city.

Often referred to as the “Capital of the West”, Galway is a cultural mecca of sorts, attracting thousands to its many festivals throughout the year. A few of the big events include:

- St. Patrick’s Day Parade (March)
- Galway Early Music Festival (May)
- Galway Traditional Irish Music Sessions (June)
- Galway Film Fleadh (July)
- Galway Arts Festival (July)
- Galway Races (August)
- Galway International Oyster Festival (September)
- Galway Comedy Festival (October)

Galway is also a thriving commercial location. The city has an international reputation in several niche industrial sectors. Strong clusters are evident in the fields of biomedical engineering, electronics, aquaculture, and software development. Galway’s growing population reflects the attractiveness of the city as a place to work and live.

In Galway you will enjoy the best of both worlds—the rich social and cultural life of a cosmopolitan, friendly city, but also one of Europe’s most beautiful and unspoilt landscapes on your doorstep, attracting tourists from all over the world.

The unique combination of a vibrant and growing city, with a thriving university and economy, means that Galway has something to offer everyone and caters to young people like few other places can. Students bring youth, excitement, curiosity and energy to the city, and this added dimension is what makes Galway the place to be.

Galway 2020 - European Capital of Culture

With so much to see and do, many of our graduates choose to stay in the city after they graduate.

“‘Ireland’s most charming city’
NEW YORK TIMES

VOTED “Friendliest City in the World”
US MAGAZINE TRAVEL & LEISURE RANKING

Selected as European Capital of Culture for 2020

Galway 2020 - European Capital of Culture

With so much to see and do, many of our graduates choose to stay in the city after they graduate.
Why choose NUI Galway for Postgraduate Study?

NUI Galway’s J.E. Cairnes School of Business & Economics was awarded ‘Best College of Business’ at the Education Awards 2019. The Education Awards were established to recognise, encourage and celebrate excellence in the third level education sector in Ireland.

The 2019 QS World University Rankings placed the University at number 259 out of the world’s top 1,000 universities. The University has climbed 25 places in the QS World University Ranking since 2014. NUI Galway now ranks 3rd in Ireland, the top Irish University outside Dublin and 112th in Europe.

NUI Galway was founded in 1845 and 2020 marks the 175th anniversary of the foundation of the University. The University has been a defining presence and recognisable landmark in Galway City for almost two centuries.

POSTGRADUATE COMMUNITY

At postgraduate level, you will experience smaller class sizes, giving you the chance to really get to know your classmates and lecturers; and participate fully in a postgraduate community.

50%+ of our PG student body are from outside Ireland.

We are the only Irish university to hold the prestigious accolade of 5 stars in the QS Stars 2019 Rating.
Higher Diploma in Business Studies

The Higher Diploma in Business Studies (DBS) provides graduates with a well-rounded understanding of business. Students are educated in the fundamental skills of business administration, enabling them to play an active role in the management and development of business enterprises. All courses assume no previous knowledge of the subject. The programme is designed to provide students with an orientation towards the commercial and industrial environments.

Core modules studied consist of Accounting and Financial Analysis, Economics, Management, Marketing, and Management Information Systems. A wide range of optional modules are also available to students, which include Business Law, Brand Management, Cybersecurity, Employment Relations, and Accounting for Management Decisions.

Entry Requirements
The programme is open to degree holders from a university or other recognised degree-awarding body. Applicants should hold an NFQ Level 8 qualification or equivalent; IELTS score of 6.5 or equivalent, if applicable.

Graduates have found employment in:
Recent graduates have found employment in Bank of Ireland, Aviva, Deloitte, KPMG, Central Bank of Ireland, Mazars, Boston Scientific, Health Service Executive (HSE), Hewlett Packard, Jameson and Bord na Mona.

Every year a number of graduates pursue further postgraduate study at master’s level, such as the MSc Marketing Practice, MSc Information Systems Management, MSc International Management and MSc HR Management.

The diploma is accredited by Engineers Ireland under their Continuing Professional Development (CPD) programme and earns the diploma holder the equivalent of 215 days of formal CPD training or 215 CPD credits. It also provides graduates with an opportunity for further study in Accounting, with exemptions provided from the Association of Chartered Certified Accountants (ACCA) exams.

Michelle Murray
Buying/Planner at Medtronic

“The DBS came at the perfect time as I wanted a career change from the education sector and business was something I really wanted to try my hand at. This course gave me the opportunity to completely change my path, challenge myself and excel in an area I hadn’t worked in before.”

Kevin Armstrong
IT Recruitment Consultant at Morgan McKinley

“I believe this course is invaluable preparation for working in any sector, not just Business. It would furnish any undergraduate degree to provide a well-rounded education, as well as opening doors to new areas.”

Course Instance: 1DB1
Closing Date
You are advised to apply early which may result in an early offer. See page 35 for details
Duration
1 Year, Full-Time
Fee
Please visit: www.nuigalway.ie/cairnes/fees
Programme Director
Breda Lally
T: +353 (0)91 493635
E: dbs@nuigalway.ie
The objective of the programme is to further develop the academic and professional knowledge and skills of honours accounting graduates who aspire to careers in accounting. The programme combines advanced study of accounting as a basis for a successful career with the development of the student’s professional and intellectual capabilities.

Programme content
The programme places significant emphasis on group work and the development of communication skills, both oral and written. The content of the programme has been developed with reference to the syllabus of Chartered Accountants Ireland (CAI).

Graduates of the MAcc are granted full exemption from CAI’s CAP2 examinations, provided that they have full exemption from CAI’s CAP1 examinations before embarking on the MAcc programme.

Entry Requirements
The minimum entry requirement is a H2.1 honours degree (NFQ Level 8) in Business or Commerce, with a significant specialisation in Accounting. Students are required to have full (or nearly full) exemptions from the CAI’s CAP1 examinations before taking the MAcc.

Graduates have found employment in:
Such professions as trainee accountants and tax consultants, and have been employed by: PricewaterhouseCoopers, KPMG, Deloitte, Ernst & Young and Mazars, among others.

Ciarán O’Donnell
(MAcc 2015, now Financial Analyst at Zenith Technologies and formerly of EY)

“I would certainly recommend studying the Master of Accounting degree at NUI Galway. My experience and time at Galway was without a doubt a positive and very enjoyable one. The facilities at the J.E Cairnes Business School are top class and are entirely conducive to an effective study environment. The programme lecturers are very much approachable, friendly, and hardworking. Furthermore the course offers a great platform for developing those skills necessary in progressing in the workplace and also with the professional exams. Lastly it needs to be mentioned that Galway City itself is a fantastic location to study in and the contacts you develop during the program are, in my opinion, invaluable. In my present role, I am responsible for provision of financial information and advice to support the financial planning and analysis function in assisting business decisions.”

Course Instance: 1AY1
Closing Date: You are advised to apply early which may result in an early offer. See page 35 for details
Duration: 1 Year, Full-Time
Fee: Please visit: www.nuigalway.ie/cairnes/fees
Programme Director: John Currie
T: +353 91 493 884
E: john.currie@nuigalway.ie
Course Level: Level 9
Indicative List of Modules:
- Advanced Financial Reporting
- Management Accounting
- Taxation
- Auditing
- Finance
- Decision Theory & Analysis or Strategic Management
- Summer School – Audit and Accounting Analytics (KPMG)
- Summer School – Management of Organisational Performance

Find out more: www.nuigalway.ie/courses/taught-postgraduate-courses/accounting.html
MSc (International Accounting & Analytics)

Programme Content
This MSc in International Accounting and Analytics at NUI Galway provides the opportunity to develop insights and technical knowledge of tools and techniques for driving organisational performance. This programme responds to the changing skills needed in business, in particular the need for more modules on data interrogation and analytics. In recognition of the growing importance of analytics in business, a specialisation in data analytics is a key element of this programme with two modules in semester two (Data Science and Big Data Analytics, and Business Intelligence with SAP) followed by a Big 4 practitioner-led ‘Analytics for Accountants’ Summer School. Graduates will be exempt from papers F1, F2, F3, F5, F7, F8 and F9 of the ACCA. For CAI, we have 3 CAP 1 exemptions - Finance, Management Accounting and Financial Accounting. Visit the website for more information about CPA and CAI Exemptions available.

Entry Requirements
A H1 or H2.1 undergraduate honours degree (NFQ Level 8) in Commerce/ Business (or equivalent qualification) will be required. IELTS score of 6.5 or equivalent, if applicable.

Graduates
As a graduate of the MSc in International Accounting and Analytics, you will have an understanding of cutting edge design and use of systems and processes to leverage best use of organisational data to facilitate performance management of organisations. Coupled with your technical accounting skills you will be well positioned to work within the accounting function and management team to lead and manage organisations to achieve their strategic objectives.

Find out more: http://www.nuigalway.ie/accounting-analytics.html

Three Reasons to choose this course:

1. KPMG-led Summer School on Audit and Accounting Analytics

2. Exemptions from specific ACCA professional accounting examinations.

3. SAP Certification

Zhiwei Mao
Pathway A Graduate, Employed at Deloitte

“Studying the MSc International Accounting and Analytics in NUI Galway is one of the wisest career decisions I’ve ever made. I have gained professional knowledge from both intensive accounting modules and the practical summer schools which involve cooperation with KPMG and leading international academics. Through learning about big data and taking a SAP module, I have gained insights and critical skills for managing big data and data analytics. I have to say that the learning experience of the entire MSc International Accounting and Analytics programme in NUI Galway has played a significant role in landing job offers from the “Big Four” for me. I really enjoyed the programme and am so grateful for my time studying here!”
MSc (International Accounting & Analytics)

Programme Content
This MSc in International Accounting and Analytics at NUI Galway provides the opportunity to deepen your study of the application of management accounting techniques in different contexts and to develop understanding, insights and technical knowledge of the data analytics tools and techniques for driving organisational performance. This programme is designed to provide early and mid-career accountants with the skills and knowledge needed to engage with big data in a variety of roles in practice and industry.

Entry Requirements
Applicants are required to have completed all of the professional accounting examinations and to have been admitted as full members by a recognised professional accountancy body including the following: ACCA, CIPFA, CIMA, CPA, ICAEW, ICAI, ICAS or other IFAC member body assessed as equivalent by the academic programme director. IELTS score of 6.5 or equivalent, if applicable.

Graduates
Our MSc is the first programme of its kind in UK and Irish universities to offer practical hands-on modules in SAP and audit analytics tools for accountants. As a graduate of the MSc in International Accounting and Analytics you will have access to a wide range of employment opportunities in accounting, industry, management consultancy and financial services.

Neasa Kitchin
Pathway B, Qualified Accountant now employed as Project Accountant

“The MSc in International Accounting and Analytics is a unique course which provides a good revision of key accounting topics and introduces accountants to the phenomena of Big Data. Practical sessions have helped me understand how I as an accountant can leverage various tools to analyse the growing volume of data available to my organisation and gain invaluable insights to add value to the business. Obtaining, managing and presenting the data is key to being able to interpret it and this course provides a great basis to build on.”

Course Instance: 1MIA3 (Full-Time); 1MIA6 (Part-Time)

<table>
<thead>
<tr>
<th>Closing Date</th>
<th>You are advised to apply early which may result in an early offer. See page 35 for details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duration</td>
<td>1 Year, Full-Time 2 Years, Part-Time</td>
</tr>
<tr>
<td>Fee</td>
<td>Please visit: <a href="http://www.nuigalway.ie/cairnes/fees">www.nuigalway.ie/cairnes/fees</a></td>
</tr>
<tr>
<td>Programme Director</td>
<td>Andrea Crean  T: +353 91 49 2309 E: <a href="mailto:accounting@nuigalway.ie">accounting@nuigalway.ie</a></td>
</tr>
<tr>
<td>Course Level</td>
<td>Level 9</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Indicative List of Modules:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 1</td>
</tr>
<tr>
<td>Semester 2</td>
</tr>
</tbody>
</table>

| Note: | If course is undertaken on a part-time basis, modules will be completed from January-August in both Year 1 and Year 2. |

Three Reasons to choose this course:
(1) KPMG-led Summer School on Audit and Accounting Analytics
(2) SAP Certification
(3) 45 ECTS Exemption - Recognition of Prior Learning.
The MSc in Corporate Finance is a one-year programme that prepares graduates for a wide range of careers in the financial sector. This programme is designed to equip you with analytical and decision-making skills relevant for the finance industry. It combines specialist knowledge, practical insight and an advanced understanding of corporate finance theory and practice. In addition to the core academic modules, students will be exposed to a variety of learning technologies to develop their skills for practice in a global business environment, including SAP training and certification.

**Career Opportunities**

This programme is designed to equip students with a thorough theoretical grounding in the key subjects relevant to the finance industry, with an emphasis on the ability to maximise shareholder value through short-term and long-term planning and the implementation of appropriate financing and investment strategies. Potential careers include roles in investment banking, commercial banking, fund management, insurance, corporate finance services, and in finance divisions of firms in other industries and sectors.

**Minimum Entry Requirements**

A H2.1 undergraduate honours degree (NFQ Level 8 or international equivalent) in (a) Business/Commerce to include a number of quantitative subjects such as Economics or Finance; or (b) A quantitative based degree such as Engineering, Mathematics, Physics. Applicants should have demonstrated strong academic ability (a H1 or H2.1, or equivalent) in a number of quantitative modules in their degree, such as mathematics, statistics, or econometrics. IELTS score of 6.5, or equivalent, if applicable.

**Chartered Accountants Ireland - Professional Examination Exemptions**

CAI have granted CAP 1 exemptions in three CAP 1 papers*:
- Paper 1 – Finance
- Paper 2 – Management Accounting
- Paper 3 – Financial Accounting

*Subject to achieving a minimum overall degree award of a 2.2 (second class honours grade two) and minimum examination performance in specified subjects

Find out more: www.nuigalway.ie/courses/taught-postgraduate-courses/corporate-finance.html

---

**Indicative List of Modules:**

- Financial Statements Analysis
- Management Accounting
- Corporate Finance
- Intermediate Financial Reporting
- Business & Society (Ethics)
- Applied Portfolio Management
- Advanced Financial Reporting
- Advanced Corporate Finance
- — Asset & Equity Evaluation
- Skills for Analysis & Communication
- Accounting for Management Control
- Derivatives & Risk Management
- Global Economics
- Summer Schools A– 2
  - (1) Managing Organisational Performance; (2) Analytical and Communications Skills Development. OR 10-week Work Placement*

*We will secure internship opportunities, but it is at the discretion of employers as to whether they shortlist and offer a position to applicants. In case a student does not secure an internship, two summer schools must be completed.

---

**Three Reasons to choose this course:**

1. **CFA Affiliated Programme offering CFA scholarships.**
2. **Financial Data and Analytics Certification with SAP**
3. **Work Placement* opportunities are available on a competitive basis**

---

**NEW**
This award-winning MSc provides students with in-depth knowledge in the principles and application of international business and management. It provides a foundation for a career in international management in established multinational corporations or newly internationalising firms.

You will develop insights into key functional aspects of business including strategy, global marketing, international corporate finance and international Human Resources Management. Cultural awareness and sensitivity is promoted throughout the Programme and you will obtain work-ready skills, including creativity, leadership, data analytics and team-building skills along with critical and analytical skills. Theory and practice is combined through an international study tour, company site visits and working on real company case projects.

Entry Requirements
Candidates for the MSc in International Management will normally hold or expect to hold before the programme commences, an undergraduate degree, usually a Grade 1, or a H2.1 that can be in any discipline. IELTS score of 6.5 or equivalent, if applicable.

Graduates have found employment in:
Graduates have an excellent employment track record. Employment profiles of a sample of our recent graduates are as follows: Area Manager, Kumon, London; Business Marketing Specialist at Telefonica (O2), Dublin; Client Service Executive at IMS Health in Dublin; Investment Banker at Jeffries, London; as well as managerial appointments in Amazon, Google, McKinley Recruitment, Medtronic and Qualtrics.

Did you know?
We have a new Intel sponsored award for our highest academically performing student, valued at €1,000.

Sheila Kearney,
Opportunity Development Representative, Qualtrics

“The MSc in International Management programme was an ideal choice for me in pursuing a global career. The practical elements of the course gave me genuine exposure to the international business environment, and proved fundamental in securing employment with a US technology company in the early phases of its international expansion. The guidance provided by the faculty is superb.”
The long-established MSc in Strategy, Innovation and People Management equips graduates to work in a wide variety of industry settings. The programme provides students with a deep, analytical and applied understanding of strategic management, innovation and people management, a six-month work internship opportunity and global HRM accreditation.

**CIPD HRM Accreditation**

The MSc in Strategy, Innovation and People Management is approved by the Chartered Institute of Personnel Development (CIPD) at the advanced standards level. On successful completion of the programme, students are eligible for Associate Membership of CIPD. After graduation, as they build professional experience, they can progress through the professional stages of CIPD membership from Chartered Member to Chartered Fellow.

**Entry Requirements**

Normally a H2.1 undergraduate honours degree (NFQ Level 8), or a H2.1 in the Higher Diploma in Business Studies, is required. Practical experience providing exposure to the strategic, innovation and human resource issues confronting organisations would be an advantage. IELTS score of 6.5 or equivalent, if applicable.

Applicants must also submit a one-minute video outlining why you wish to study for an MSc SIPM, what your career plans are and why we should select you for the programme (See instructions online).

**Graduates have found employment in:**

A large range of professional and management positions, in a wide variety of industry settings and in leading, blue-chip, global organisations. Positions include graduate management trainee programmes, financial services and business analysis, management consultancy, retail management, human resource management, policy development and research, and academia. Employers of previous graduates of the programme include; Accenture, AIB Capital Markets, Aldi, Amazon, Bank of Ireland, Dalata, Diageo, Dell, Deloitte, Enterprise Ireland (New York), Google, IDA Ireland, Jumeirah Hotels (Dubai), Mazars, Mercer Consulting, Cambridge University (PhD), NUI Galway (PhD), Oracle, University of Limerick.
The MSc (Human Resource Management) provides the analytical and problem solving skills that one needs to succeed in the changing world of work as a HR profession in national and global organisations.

Our degree is recognised as one of the leading postgraduate programmes in the country delivered by some of the research leaders in the field of human resource management.

Our innovative syllabus offers up to date insights into the latest thinking about managing people at work in both private and public sector organisations. When you have successfully completed the degree programme you may join the CIPD, the professional body for human resource practitioners. During the course of the degree students will get the opportunity to participate in CIPD Western Region events providing network opportunities with HR professionals working in national and multinational organisations. An attractive feature of the degree is the voluntary involvement of our HRM alumni in mentoring students on job pathways and opportunities.

On completion of this degree we expect that students will have developed abilities in problem solving and the capacity to critically assess both theoretically and practically economic, social and political factors that influence the role of contemporary HR management.

**Entry Requirements**

Normally a H2.1 honours in business or related degree (NFQ Level 8), or a H2.1 in the Higher Diploma in Business Studies, is required (or equivalent international qualification). Experience is also considered. A personal statement must be included with all applications. In addition, an interview may form part of the selection process for the programme. IELTS score of 6.5 or equivalent, if applicable.

Applicants must also submit a one-minute video outlining why you wish to study for an MSc HRM, what your career plans are and why we should select you for the programme (See instructions online).

**Graduates have found employment in:**

HR generalist and other specialist HR positions in Beckman Coulter, Boston Scientific, CPL Recruitment, Google, HSE, IBEC, INTEL, Civil Service, The Irish Times and Medtronic. A number of graduates have successfully continued their education to PhD level and are lecturing and researching in worldwide universities from Ireland, the UK, to South America and Asia.

**Internships Now Available**

Six-month work internship opportunity: The University will secure internship opportunities; it is at the discretion of employers whether they shortlist and offer a position to applicants.

---

**Ananya Shivanand, Staffing Associate, Microsoft**

“After working for a couple of years in the recruitment industry for a well known company in India, I thought international exposure through a well-rounded HR programme would add value to my career. I applied to the course at NUI Galway as this was a CIPD accredited programme and covered a variety of modules that I wanted to study. I would highly recommend this course to anyone who is as passionate and as interested about HR as I am.”
MSc (Technology Management) (Part-Time)

This blended learning MSc is designed for managers, technical specialists, engineers, or those responsible for managing technologies within their organisations. Delivered on a part-time basis over four semesters via blended learning, the programme will include ten taught modules and one year-long research (thesis) module in Year 2 of the programme.

The programme content explores topics such as innovation and entrepreneurship, new product development, strategies for technology management, and the use of new and emerging technologies in a variety of sectors. The programme will assist managers or aspiring managers to develop their knowledge and understanding of the increasingly important area of technology strategy, and to build their management and leadership capabilities for new or current roles. Students will be enabled to become powerful change agents and effectively apply this new knowledge to various work situations.

The programme is delivered by blended learning (online, distance and face to face workshops on Saturday), ensuring minimum disruption and maximum flexibility.

Entry Requirements
Applicants are expected to hold a primary honours degree (minimum H2.2), or equivalent and have at least five years of relevant industrial experience. Candidates who do not meet the minimum entry criteria may apply for the PDip (Innovation Management) or the PDip (Technology Commercialisation). On successful completion of either of these programmes with an average grade of 2:1 honours, students may apply for entry to the MSc Technology Management with exemptions.

Graduates have found employment in:
Areas such as research and development, production and operations management, information systems and management consultancy. The programme is suited to a variety of industry sectors including services, medtech, biotechnology, manufacturing, healthcare, and the public sector.

David Ronan, Graduate

“All technology management positions are different and require specialist skills to deliver success. Learning the right attitude to managing innovation as well as gaining the skills to be able to interpret the metrics used to manage complex technical resources was vital to me. This course gave me the knowledge to approach medical device R&D management with fresh insight and up-to-date tools which had practical applications in the workplace. The content was well presented, carefully compiled workplace as I was covering the material, testing the practical aspects of the knowledge as I learned it. The blended learning approach meant that the course work never overwhelmed me and I could plan for assignments and exams well in advance. The support from the lecturers and course administrators was constant and the online portion ensured my focus was maintained throughout the course. The knowledge I gained is used every day, it has allowed me to make real advances in my career.”
Diploma (Technology Commercialisation) (Part-Time)

The Diploma in Technology Commercialisation seeks to improve Ireland’s expertise in Technology Commercialisation and to up-skill the next generation of entrepreneurs focused on new and emerging technologies. It provides information and guidance to potential entrepreneurs in business planning, securing project finance and the knowledge needed to commercialise new technologies, products and services.

Entry Requirements
Applicants are expected to hold an undergraduate degree, 1st or 2nd class honours in any discipline, along with three years of relevant industrial experience; or an Ordinary or 3rd class honours undergraduate Degree, along with five years of relevant industrial experience; or a recognised professional qualification and five years of relevant industrial experience.

Transfer options: candidates who have third level education but do not meet the minimum entry criteria for the Diploma programme may be interviewed by the Programme Board to ascertain their suitability for entry. On successful completion of the Diploma (Technology Commercialisation) with a 2.1 grade or higher, students may apply for entry to the MSc (Technology Management) with credit for related modules.

Graduates have found employment in:
Both private and public sector organisations, particularly those directly involved in innovation and marketing activities and also new/emerging technologies.

Closing Date Visit https://www.nuigalway.ie/courses/adult-and-continuing-education-courses/technology-commercialisation.html
Duration 1 Year, Part-Time
Fee Please visit: www.nuigalway.ie/cairnes/fees
Programme Director Dr. Niamh Nolan
T: +353 91 493 746
E: niamh.nolan@nuigalway.ie
Course Level Level 9

List of Modules:
- Innovation and Technology Transfer
- Marketing Technology Products
- Technology Innovation and Entrepreneurship
- Technology Finance and Capital
- Company Project
Diploma (Innovation Management) (Part-Time)

Students of this diploma will learn about innovation and change and the effects on business operations. They will gain knowledge of new process technologies that contribute to improving operational efficiency and competitiveness in their organisations. The programme will address the effective management of innovation strategies and identify appropriate business process improvements to facilitate the introduction of such change.

The programme content includes core modules and a project which provides students with an opportunity to apply the module theories and concepts in a practical setting.

The programme is delivered via blended learning and is targeted towards those responsible for innovation in their organisations. The programme insures that students are innovation focused and assists them in the development of an entrepreneurial culture within their organisation. It will also appeal to those who have experience in a non-management area but wish to increase their skills and knowledge to launch their own enterprises or introduce new products or services to the market.

The course is delivered in association with the University of Limerick and University College Cork, with the location of Saturday workshops (approximately monthly) alternating between the different universities.

Entry Requirements
Applicants are expected to hold an undergraduate degree, 1st or 2nd class honours in any discipline, along with three years of relevant industrial experience; or an Ordinary or 3rd class honours undergraduate Degree, along with five years of relevant industrial experience; or a recognised professional qualification and five years of relevant industrial experience. Candidates who have third level education but do not meet the minimum entry requirements for the Diploma programme may be interviewed by the Programme Board to ascertain their suitability.

On successful completion of the Diploma (Innovation Management) with a 2.1 grade or higher, students may apply for entry to the MSc (Technology Management) with exemptions.

Graduates have found employment in:
Areas such as research and development, production and operations management, and across a broad range of industry and service sectors.
Graduates have found employment in:

MBA graduates from NUI Galway are employed by leading organisations in both the private and public sector in a variety of different industries. Employers include: Aerogen, Alkermes, AIB, Atlantic Aviation Group, BMR, Department of Education and Skills, Glanbia, Hollister, HSE, Ingersoll Rand, Medtronic, The City Bin Co. and Transitions Optical.

Entry Requirements

Entry to the MBA is open to graduates who have at least three years relevant experience. Individuals who have professional qualifications recognised by the Programme Director as being equivalent to a primary degree may also be considered for admission.

The NUI Galway MBA Difference

We define the mission of our MBA as: ‘Developing globally talented leaders of vision, with regional edge.’ Our distinctiveness is embedded in, and emanates from, combining global perspective with regional edge.

We define our MBA regional edge as: ‘The unique synergy of NUI Galway expertise, delivery and focus combined with exceptional regional business enterprise and talent.’ The foundational components of our distinctiveness is underpinned by the School’s strategic focus domains of:

• Strategy, Leadership & Change
• Business & Society
• Innovation
• Entrepreneurship & Regional Development
• Public Sector Management

Driven by experienced, passionate and dedicated faculty, the NUI Galway MBA integrates an academically rigorous and challenging real-world business education with industry engagement and global learning.

Key Features of the MBA

Features such as a bespoke MBA career and professional development programme, research-led teaching by key faculty with real-world business experience and international research reputations, a dedicated MBA Masterclass series, an individual mentoring programme with top business leaders and an international study trip to one of the leading international business schools give the NUI Galway MBA a distinctive competitive advantage.

International Leadership Gateway: Fordham

Organisations now operate in a global environment and it is important to understand different perspectives and experiences in an international context. Combining tuition and experiential learning in a global business context the International Leadership Gateway Experience is an intensive tailored programme currently delivered in collaboration with our academic partner Fordham University, NY. The programme pivots around your personal leadership development.

Graduates have found employment in:

MBA graduates from NUI Galway are employed by leading organisations in both the private and public sector in a variety of different industries. Employers include: Aerogen, Alkermes, AIB, Atlantic Aviation Group, BMR, Department of Education and Skills, Glanbia, Hollister, HSE, Ingersoll Rand, Medtronic, The City Bin Co. and Transitions Optical.

Entry Requirements

Entry to the MBA is open to graduates who have at least three years relevant experience. Individuals who have professional qualifications recognised by the Programme Director as being equivalent to a primary degree may also be considered for admission.

We will be announcing exciting new scholarship opportunities on our webpage. Learn More - www.nuigalway.ie/mba/scholarships

Connor Flanagan, CEO, Atlantic Aviation Group

“Changing career direction after 20 years in the engineering services industry would have been a daunting decision before I completed my MBA at NUI Galway. The MBA gave me the confidence to take on this challenge and step into the complexity of the Aviation industry. The interactive and team-based approach to learning promotes an environment for leadership skills to emerge”
Higher Diploma (Economic Science)

Have you studied some economics, but wish to do more, and perhaps go on to a masters degree? Or, if you haven’t studied economics but have a degree, would you like to begin? The Higher Diploma in Economic Science may be the programme for you.

The Higher Diploma (Economic Science) is an intensive two semester programme, comprising mainly taught courses, with a research paper component. It provides a good basis for those who have studied economics at pass level in their primary degree to further their knowledge, and in other disciplines to embark on that path. The programme is designed to equip graduates with the professional and analytical skills necessary to pursue a career in economics or related disciplines in the public and private sectors. It also provides an excellent route for entry into a masters in economics programme.

Entry Requirements
NQAI Level 8 degree or equivalent. IELTS score of 6.5 or equivalent if applicable.

Did You Know?
A combined fee arrangement applies to those who complete this programme and subsequently are admitted to one of the three masters in economics at NUI Galway i.e. M EconSc (International Finance), MSc, (Global Environmental Economics), MSc (Health Economics).

In these cases, the higher diploma is treated as the first year of a two-year programme, with the second, (masters) year involving a lower fee (in 2020/21, this is expected to be €3,000 for EU students).

Contact the programme director for details.

Graduates have found employment in
Such companies as: Sustainable Energy Ireland; KPMG, AIB and PayPal and in government departments and agencies.
The Master of Economic Science (International Finance) is specifically tailored with dedicated courses aimed at providing students with cutting-edge knowledge of international finance. The programme is designed to equip students with a rigorous understanding of global macroeconomics and the technical skills needed to produce sophisticated analysis of issues in international finance.

Special emphasis is given to current issues in international economic policy and to recent developments in cross-border investment, exchange rates, risk management and asset pricing. Graduates with these skills are highly valued by banks and other financial institutions, by public institutions such as central banks and by multinational corporations.

Why choose international finance at NUI Galway?

Develop a career path
The programme is your passport to the exciting and rewarding world of financial services. This postgraduate qualification opens up a wide variety of career opportunities in the financial services industry, both in Ireland and abroad. From Galway to Singapore, from New York to London, financial services businesses such as banks, insurance companies, stockbrokers and investment funds, as well as government agencies, central banks and multinational corporations all put enormous value on the skills taught in this programme.

Prepare for a PhD
The programme provides necessary transferrable skills to pursue PhD in Finance, Economics, and other cognate disciplines. Several graduates from this programme have successfully completed their PhD, both at NUI Galway and other leading Irish/International Universities.

Education to the highest international standards
The programme aims to deepen students’ understanding of the forces driving the global economy and the operations of international financial markets. The programme is designed to provide students with a rigorous analysis of the theory of international finance and the essential technical skills for using frontier methods of applied financial analysis. The programme offers students’ hands-on training of computer-based simulation models for both business analytics and the analysis of financial data.

Entry Requirements
Students admitted to the programme will normally hold a primary degree with Second Class Honours, Grade 1 or equivalent, which will have included the study of economics to intermediate level.
Students who hold a Diploma in Economics with Second Class Honours, Grade 1, or equivalent may also apply. IELTS score of 6.5 or equivalent, if applicable.

Graduates have found employment in

Indicative List of Modules:
- Macroeconomic Theory
- International Finance
- Financial Econometrics I (Time Series Analysis)
- Seminar in Financial Economics I (Portfolio Theory)
- Quantitative Methods in Finance
- International Monetary Economics
- Applied Portfolio Management
- Seminar in Financial Economics II (Derivatives and Risk Management)

Anthony Patrick Saoud,
3M Data Analyst, Canada

“The MEconSc (International Finance) at NUI Galway equipped me with advanced quantitative tools and techniques, which allowed me to stand out and work in a competitive Fortune 500 company.

The program exposed me to several fields in finance and quantitative research that enabled me to think outside the box and adapt to a variety of sectors.”
The MSc (Global Environmental Economics) is an innovative programme for students interested in contributing to environmental policy and to sustainable long-term management of rural and urban resources. It aims to equip graduates with quantitative modelling skills to meet the diverse challenges of global climate change, sustainable development and environmental governance.

Many of the greatest challenges facing societies around the world today relate to environmental concerns—from climate change to food and energy security, the need to achieve sustainable and resilient forms of economic development, sustainable use of natural resources, pollution or biodiversity loss.

The discipline of environmental economics is central to our understanding of these challenges and to the framing and evaluation of appropriate policy responses. This course will equip students with the skills to address these challenges through a unique combination of theoretical and applied subjects. These are delivered through small group teaching by academics as well as industry and policy experts. This guarantees a practical focus that is further strengthened through work placements in related companies or research institutes in Ireland or abroad.

Learn from Experts

Academics from this programme collaborate with researchers from the Rural Economy Research Centre, Teagasc, the Irish Marine Institute, the Economic and Social Research Institute, the Sustainable Energy Authority of Ireland and the European Commission.

The combination of theory and industry involvement equips students with important skills for future employment.

Career Opportunities

Graduates have found employment in international development and aid agencies, the European Commission, utility companies, government departments, investment banks, corporate environmental investment funds, United Nations organisations, consultancy firms and local authorities, and many of our graduates have gone on to undertake PhDs.

Entry Requirements

Students with a H2.1 undergraduate honours degree (NFQ Level 8) or equivalent, which will have included the study of Economics can apply. Students who hold a H2.1 in the Higher Diploma in Economics or equivalent may also apply. Students without an economic background are also encouraged to apply and will be accepted subject to successful completion of an online preparatory Economics course. These students are advised to get in touch with the course coordinator as early as possible for more details. IELTS score of 6.5 or equivalent, if applicable.

Nalumu Elizabeth Eleiton
(from Uganda)

“This course is an excellent choice for students with an interest in environmental economics. The course was very practical and included a field trip aboard the RV Celtic Voyager aimed at enhancing knowledge and appreciation of marine science that is also incorporated into marine policy formulation.”

WORK PLACEMENT

The three month internships that form part of the 12 month programme also allows students to apply the skills learned during the course in a real-world environment.
The MSc (Health Economics) introduces the student to the principles underlying the economic analysis of health care decision making within an evolving context of technological development, population ageing and changing patient expectations.

The programme is designed for people interested in pursuing a career in the government, the health service, the pharmaceutical and medical device industries, or in research and consultancy agencies. The programme examines the challenges of scarcity for health care provision, analyses alternative systems of finance and delivery and provides an introduction to the techniques of evaluation used in health care.

The programme is designed to:

- Develop a thorough knowledge and applied competence in the fundamentals of health economics and health economics methodologies including health technology assessment, economic evaluation, statistics and econometrics.
- Develop an ability to critically appraise alternative systems of health care finance and delivery in terms of equity and efficiency.
- Expose the student to policy debates regarding access to care including new and expensive technologies.

Entry Requirements

Normally applicants require a H2.1 honours degree (NFQ Level 8) which includes the study of economics to intermediate level. Students who hold a Higher Diploma in Economics with H2.1 or equivalent may also apply. Applications from people with experience in the pharmaceutical or medical device industry sectors, or the health service or public health agencies, are also welcome. Applicants without a background in economics will be offered an opportunity to take a bridging course in economics before starting the programme. IELTS score of 6.5 or equivalent if applicable.

Applications from people with experience in the pharmaceutical industry or the health care system are welcome. Non-economics graduates may be required to complete a short online preparatory course prior to commencement of their studies. Working professionals can complete the program on a part time basis over a two year period.

Graduates are employed in the government, pharmaceutical industry, the health service, research and academia. Companies who have hired graduates include Novartis, Janssen and MSD. Several graduates have gone on to study for their PhDs.

WORK PLACEMENT

Students have the opportunity to apply for paid work placements in the pharmaceutical or medical device industry sectors, health policy agencies, or health research units in Ireland or internationally. Many of our students are retained upon completion of their placement.

Indicative List of Modules:

- Economics of Health and Healthcare
- Economic Evaluation in Healthcare
- Health Systems and Policy Analysis
- Applied Health Technology Assessment and Decision Modelling
- Econometrics
- Statistics, Data Management and Survey Techniques
- Cost Benefit Analysis and Evaluation
- Applied Econometrics
- Dynamics of Ageing and Public Policy
- Public Sector Economics
- Economics of Medical Devices
- Introduction to Systematic Reviews

Dr Aine Varley
Intern at the National Centre for Pharmacoeconomics.

“I chose NUI Galway because of the strong links to research, particularly with local clinicians and health services. The students on the programme come from a range of academic and professional backgrounds. The highlight of the programme was the 12-week internship which forms the basis of your dissertation. The support and teaching provided was second-to-none. The MSc in Health Economics has opened up opportunities that would never have been possible.”
MSc (Ageing and Public Policy)

Course Instances: MEP1
Closing Date: You are advised to apply early which may result in an early offer. See page 35 for details.
Duration: 1 Year, Full-Time
Fee: Please visit: www.nuigalway.ie/cairnes/fees
Programme Director: Prof. Kieran Walsh
Irish Centre for Social Gerontology
T: +353-91-495460
E: kieran.walsh@nuigalway.ie
Course Level: Level 9

Driven by a commitment to research-informed interdisciplinary education, the MSc examines demographic ageing from a public policy perspective, critically assessing existing approaches and future directions to secure an effective and fair means of engaging older people in ageing societies.

Indicative List of Modules:
- Introduction to Ageing Studies and Policy
- Public Policy and Economics of Ageing
- Ageing, Social Exclusion and Inequalities
- Data Management and Survey Techniques
- Law and Policy on Independent Living
- Econometrics
- Health Systems and Policy Analysis
- International Policy and Ageing
- Work, Pensions and Retirement
- Diversity, Ageing and the Life Course
- Environmental Gerontology and Ageing in Place Policy
- Legal Capacity Law and Policy
- Applied Project (Policy Brief and Seminar)

Norah Keating
Director, Global Social Issues on Ageing, International Association of Gerontology and Geriatrics.

“...To reap the dividends of population ageing we must reduce social exclusion of older persons. This master’s programme in Ageing and Public Policy will build much-needed capacity in policy development and analysis toward leaving no one behind.”

Students will: analyze critical policy challenges relevant to diverse older populations; assess the role of public policy in the fair and effective allocation of opportunities across the life course; evaluate the readiness of existing policy structures; and assess to what degree the application of policy levers are supporting older people and addressing system sustainability issues.

Hosted at the internationally recognised Irish Centre for Social Gerontology, the course comprises of an applied project, and taught modules in the areas of: public policy and the economics of ageing; social exclusion and inequality; international policy; health systems and policy analysis; work, pensions and retirement; and diversity, ageing and the life course.

Career Opportunities
Graduates will possess in-depth analytical skill sets which will enhance employability in ageing specific and general public policy sectors. This includes: capacity for critical thinking; knowledge of and ability to evaluate policies; capacity to apply data analysis techniques. Students are likely to be employed as: policy analysts and managers in public bodies; policy and strategic planners in civil society organisations; senior staff within private ageing-related organisations. This course will also serve as an excellent grounding to pursue a PhD programme.

Entry Requirements
Normally a H2.1 undergraduate degree is required in a related social science discipline (e.g. economics; sociology; management; social work; policy orientated degrees) or a cognate field of study (e.g. health sciences; public health). IELTS score of 6.5 or equivalent if applicable. Applications from people with commensurate experience in ageing-related policy and practice will also be considered.

Three Reasons to choose this course:

1. This is the only course available at a Masters level that examines ageing and public policy in Ireland, and one of only a small number internationally.

2. The course draws together contributions from national and international policy experts working at the forefront of policy development, and advocacy.

3. The programme is distinctive in its positioning within a research informed learning environment that is linked directly to state-of-the-art research programmes, led by international experts on ageing and policy.
This MSc is designed as a specialist course which assists students in blending their existing talents with the technological skills and business knowledge needed to design, develop, use and manage information systems within modern organisations.

Indicative List of Modules:
- Web Design and Development
- Interactive Systems Design
- Business Data Communications
- Systems Development and Project Management
- Database Systems
- Business Applications Programming
- Information Systems Management
- Applied Systems Analysis
- Information Systems Security and Ethics
- Information Systems Strategy and Innovation
- Business Modelling & Analytics
- Advanced Applications Programming Project

Entry Requirements
Normally a H2 undergraduate honours degree (NFQ Level 8) is required, but preferably applicants should hold a H2.1 or H1 (or equivalent international qualification). Successful applicants will come from a variety of academic and professional backgrounds, ideally but not necessarily with some prior exposure to information technology and/or business. The personal statement made on application is important to express your conviction that the programme is right for you and to explain how it fits into your career plans. An IELTS score of 6.5 or equivalent, if applicable, is required.

Graduates have found employment in Extensive career opportunities exist for graduates of the MSc in Information Systems Management with companies in a variety of sectors, in Ireland and abroad. Employers in Ireland of recent graduates include Accenture, SAP, Google, Hewlett Packard, Version1, Ernst & Young, Bearing Point Consulting, Information Mosaic, Ericsson, Medtronic, Avaya, Metalogic, Paddy Power, Xilinx and Dell Computers.

Danielle Aherne, Customer Success Manager - SAP Innovative Business Solutions

Undertaking the MSc in Information System Management was a great experience. It involved not only theory-based learning from a broad spectrum of modules, but also practical learning. I got the opportunity to engage in a major project with a local business over the course of 10 months. This gave me an insight into all aspects of system creation; from design and development, to implementation and testing. I found the lecturers were very understanding and helpful when I had difficulties. Many of the modules involved active learning which encouraged me to problem solve and design solutions in class, this made the subjects engaging and interesting to learn. This course has strengthened many of my skills and expertise; from innovative thinking, to critiquing and analysing, as well as developing my soft skills which are extremely useful to have in the workplace.
Upon completion of the MSc Business Analytics, students will have acquired industry-standard skills and in-depth knowledge to:

1. Understand and be able to use specific IT which is used in developing business analytics.
2. Analyse and solve business problems using applied data analytics tools and techniques.
3. Understand and apply techniques for managing Information Technology in organisations.
4. Identify, analyse and solve applied problems in individual and team-based settings.
5. Apply effective decision-making to global business problems.

Entry Requirements
Applicants should normally hold a qualification from a university or other internationally recognised academic institution or authority, corresponding to Level 8 of the Irish National Framework of Qualifications (NFQ), to a minimum standard of Second Class Honours (or equivalent). IELTS score of 6.5 or equivalent, if applicable. The qualification must include an element of quantitative techniques, for example, graduates of Business Studies, Engineering, Computer Science, other Sciences, Mathematics or other courses that have some quantitative content.

Career Opportunities
The Expert Group on Future Skills Needs in Ireland, expect that in the next 7 years approximately 17,000 additional jobs in Business Analytics will be created in Ireland. This programme has been designed to meet the growing demand for graduates with Business Analytics capabilities identified by the Expert Group on Future Skills Needs in Ireland.

Graduates have found employment in
Aviva, Amundi, Anam Technologies, Eir Ireland, Equifax, Fidelity Investments, Permanent TSB, EY Ireland, Reprographic Systems Ltd, SAP, Mylan, Microsoft, Nostra, RSA Insurance, Bank of Ireland, Scotiabank Ireland, Tata Consultancy, MSD and Microsoft.

Salary Range
(Class of 2017/18)
- 15%: 25-30k
- 53%: 30-40k
- 19%: 40-50k
- 13%: 50-70k
This unique action-based learning programme has successfully helped young graduates kick start their career in Marketing for nearly forty years. A 37-week paid professional Marketing work placement, six taught modules, an applied project and on-site visits to companies recognised as world leaders in the practice of Marketing, is the winning combination of this award-winning programme. In the work placement students can seek to focus on a specific area of marketing including digital marketing, brand management, marketing analytics and inside sales, or can seek a general marketing role in a company.

Students learn how to (i) keep up-to-date with the ever-changing world of Marketing, (ii) immerse themselves in learning what they need to solve applied Marketing problems in their workplace and (iii) gain internationally recognised certification and accreditation as they proceed. Students are exposed to the latest trends in the practice of Marketing, learning directly from inspiring industry experts who share their expertise and experience in the classroom and in the workplace.

Topics covered include everything from marketing analytics, search engine marketing, the integration of marketing and sales, Artificial Intelligence (AI), chatbots, virtual reality, user generated content, voice search, multi-channel marketing, account-based marketing, content marketing, inbound marketing, marketing attribution and so much more. The possibilities and opportunities for learning are endless!

Student well-being is a fundamental tenet of this unique award-winning programme, where students are encouraged to eat well, exercise and explore ways to mindfully build the emotional intelligence, self-awareness and resilience needed for a successful and sustainable career in Marketing.

Recruiting graduates of the programme most recently are Google, Hubspot, SAP, IBM, Salesforce, Oracle, LinkedIn, Facebook, Yahoo, L’Oreal, Glanbia, Tesco, IKEA, AIB, Glazo Smith Kline, Wayfair, Pathfinder, Smyths Toys and Bord Bia. Many less-well-known but equally dynamic and progressive organisations of all sizes also recruit graduates! Many start in graduate positions and quickly progress within these organisations.

Minimum Entry Requirements
Normally a Bachelor of Commerce or equivalent business degree (NFQ Level 8), with a high Second Class Honours Grade 2 (minimum grade of 55% average in final degree) and a significant specialisation in marketing. Applications also welcome from graduates fluent in German, French, Spanish, Italian, Finnish and Nordic languages with an interest in a career in professional sales-consulting roles in multinational companies based in Ireland.

Career Opportunities
Graduates of this programme are highly sought after as the reputation of the programme among industry leaders strengthens year on year. Graduates build successful marketing careers regionally, nationally and globally in organisations across all sectors imaginable.

Student well-being is a fundamental tenet of this unique award-winning programme, where students are encouraged to eat well, exercise and explore ways to mindfully build the emotional intelligence, self-awareness and resilience needed for a successful and sustainable career in Marketing.

Recruiting graduates of the programme most recently are Google, Hubspot, SAP, IBM, Salesforce, Oracle, LinkedIn, Facebook, Yahoo, L’Oreal, Glanbia, Tesco, IKEA, AIB, Glazo Smith Kline, Wayfair, Pathfinder, Smyths Toys and Bord Bia. Many less-well-known but equally dynamic and progressive organisations of all sizes also recruit graduates! Many start in graduate positions and quickly progress within these organisations.

Topics covered include everything from marketing analytics, search engine marketing, the integration of marketing and sales, Artificial Intelligence (AI), chatbots, virtual reality, user generated content, voice search, multi-channel marketing, account-based marketing, content marketing, inbound marketing, marketing attribution and so much more. The possibilities and opportunities for learning are endless!

This unique action-based learning programme has successfully helped young graduates kick start their career in Marketing for nearly forty years. A 37-week paid professional Marketing work placement, six taught modules, an applied project and on-site visits to companies recognised as world leaders in the practice of Marketing, is the winning combination of this award-winning programme. In the work placement students can seek to focus on a specific area of marketing including digital marketing, brand management, marketing analytics and inside sales, or can seek a general marketing role in a company.

Student well-being is a fundamental tenet of this unique award-winning programme, where students are encouraged to eat well, exercise and explore ways to mindfully build the emotional intelligence, self-awareness and resilience needed for a successful and sustainable career in Marketing.

Recruiting graduates of the programme most recently are Google, Hubspot, SAP, IBM, Salesforce, Oracle, LinkedIn, Facebook, Yahoo, L’Oreal, Glanbia, Tesco, IKEA, AIB, Glazo Smith Kline, Wayfair, Pathfinder, Smyths Toys and Bord Bia. Many less-well-known but equally dynamic and progressive organisations of all sizes also recruit graduates! Many start in graduate positions and quickly progress within these organisations.

Minimum Entry Requirements
Normally a Bachelor of Commerce or equivalent business degree (NFQ Level 8), with a high Second Class Honours Grade 2 (minimum grade of 55% average in final degree) and a significant specialisation in marketing. Applications also welcome from graduates fluent in German, French, Spanish, Italian, Finnish and Nordic languages with an interest in a career in professional sales-consulting roles in multinational companies based in Ireland.
# MSc (Marketing Management) (Full-Time/Part-Time)

## Course Instances:
- **1MMM1** (Full-Time)
- **1MMM2** (Part-Time)

### Indicative List of Modules:
- **Semester 1**
  - Strategic Marketing
  - Research Methods
  - Marketing Innovation & Entrepreneurship
  - Digital Marketing
  - Services Marketing
  - Marketing Performance & Productivity
  - Digital Sales Management
- **Semester 2**
  - Cases in Marketing Management & Strategy
  - Strategic Brand Management
  - Marketing Analytics (delivered online)
  - Social Marketing & Sustainability
  - Global Business To Business (B2B) Marketing
  - Summer School & Applied Marketing Project

### Three Reasons to choose this course:
1. Become an all-round marketing professional with advanced strategic marketing knowledge and skills.
2. Work with real companies on applied consultancy based projects.
3. Be industry ready with analytical and research-led skills.

### Entry Requirements

- Normally a Second Class Honours undergraduate degree H2.1, or a H2.1 in the Higher Diploma in Business Studies, is required (or equivalent international qualification). Applicants who hold a very high H2.2 and who have achieved a H2.1 average within a significant Marketing specialism in a business degree may be considered. The programme is open to graduates of all disciplines. Applicants from a Non-Business/Marketing degree background, applying as a conversion programme, are required to successfully complete an online Principles of Marketing test, as specified by the Marketing Discipline, prior to commencement of studies. IELTS score of 6.5 or equivalent, if applicable.

### Graduates have found employment in

A wide variety of industry sectors with companies such as Johnson & Johnson, Accenture, Genesys, Electric Ireland, The Irish Times, Allied Irish Bank, Ernst & Young and Big Spaceship.

### Annual day long team building off-site trip in Delphi Adventure Centre.

---

## Follow us on Twitter @MarketingNUIG and keep up to date with #NUIGMarketing

---

### The MSc in Marketing will enable graduates to develop an interdisciplinary, theoretically informed and practical understanding of marketing to become effective and successful leaders in a complex and dynamic global marketplace.

---

### John Concannon,

Vice President (Development), NUI Galway; former Director of General Global Ireland at The Department of Foreign Affairs and Trade, former Director of Marketing, Fáilte Ireland

“A masters degree in Marketing at NUI Galway gave me an incredible advantage as I headed out into the competitive world of work. I had confidence in the depth of my knowledge and its application in a way that reflects the excellent teaching.”
This MSc (International Marketing & Entrepreneurship) is a specialised and innovative full-time postgraduate programme that has been purposely developed to meet the needs of graduates who aspire to a senior level career at the forefront of International Marketing and Entrepreneurship.

This programme will assist students to become knowledgeable about a range of International Marketing & Entrepreneurship subjects to an advanced level. The programme recognises the importance of international marketing skills required to compete in an increasingly global marketplace. Students will develop specialised knowledge in International Marketing Strategy, International Entrepreneurship and Global Business-To-Business Marketing, as well as general marketing knowledge in subjects such as Marketing Innovation & Entrepreneurship, Digital Marketing and Marketing Analytics.

**Entry Requirements**

Normally a Second Class Honours undergraduate degree H2.1, or a H2.1 in the Higher Diploma in Business Studies, is required (or equivalent international qualification). Applicants who hold a very high H2.2 and who have achieved a H2.1 average within a significant Marketing specialism in a business degree may be considered. The programme is open to graduates of all disciplines. Applicants from a Non-Business/Marketing degree background, applying as a conversion programme, are required to successfully complete an online Principles of Marketing test, as specified by the Marketing Discipline, prior to commencement of studies. IELTS score of 6.5 or equivalent, if applicable.

**Graduates have found employment in**

Such companies as GlaxoSmithKline; Kerry Group, ExOrdo, Sales Force, Failte Ireland, SAP, Tourism Ireland & Smyths Toys.

**Indicative List of Modules:**

<table>
<thead>
<tr>
<th>Semester 1</th>
<th>Semester 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research Methods</td>
<td>Cases in Marketing Management &amp; Strategy</td>
</tr>
<tr>
<td>Marketing Innovation &amp; Entrepreneurship</td>
<td>Strategic Brand Management</td>
</tr>
<tr>
<td>Digital Marketing</td>
<td>Marketing Analytics (delivered online)</td>
</tr>
<tr>
<td>Services Marketing</td>
<td>Social Marketing &amp; Sustainability</td>
</tr>
<tr>
<td>Marketing Performance &amp; Productivity (delivered online)</td>
<td>Global Business To Business (B2B) Marketing</td>
</tr>
<tr>
<td>International Marketing Strategy</td>
<td>Negotiations</td>
</tr>
<tr>
<td>Social Marketing</td>
<td>Summer School &amp; Applied Marketing Project</td>
</tr>
</tbody>
</table>

**Sarah Dolan,**

Senior Marketing & Communications Manager for Global Events, SAP

“The MSc in Marketing allowed me the opportunity to reach my full potential, helping me build the skills and knowledge necessary to become part of one of the largest software companies in the world. The masters gave me a distinct advantage over other candidates as a result of the scope of topics and projects we covered. I would recommend it to anyone who is passionate about marketing and would like to build a successful career in this field.”

**Three Reasons to choose this course:**

(1) Work with international companies on applied consultancy based projects.

(2) Boost your employability skills with an executive training Summer School.

(3) Build your networks with industry speakers from international organisations.

**Course Instance: 1MII1**

<table>
<thead>
<tr>
<th>Closing Date</th>
<th>You are advised to apply early which may result in an early offer. See page 35 for details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duration</td>
<td>1 Year, Full-Time</td>
</tr>
<tr>
<td>Fee</td>
<td>Please visit: <a href="http://www.nuigalway.ie/cairnes/fees">www.nuigalway.ie/cairnes/fees</a></td>
</tr>
<tr>
<td>Programme Director</td>
<td>Dr. Gabriela Gliga</td>
</tr>
<tr>
<td>T: +353 91 493617</td>
<td>E: <a href="mailto:mscmarketings@nuigalway.ie">mscmarketings@nuigalway.ie</a></td>
</tr>
<tr>
<td>Course Level</td>
<td>Level 9</td>
</tr>
</tbody>
</table>

Follow us on Twitter @MarketingNUIG and keep up to date with #NUIGMarketing

Annual day long team building off-site trip in Delphi Adventure Centre.
This MSc (Digital Marketing) is a specialised and innovative full-time postgraduate programme that has been purposely created to meet the needs of recently qualified graduates who aspire to pursue challenging senior career opportunities in the marketing profession particularly in the area of digital marketing.

Digital marketing is an established, and increasingly important, subfield of marketing brought about by advancements in digital media technologies and digital media environments. Digital marketing extends beyond internet marketing, making use of mobile telephony, digital display advertising, and other forms of digital media. However, Marketing in the digital age does not exist in a silo, independent of other marketing principles (e.g. pricing, distribution or customer service) and therefore digital marketing should be considered more widely.

Our full-time, one year programme is designed to include students with little or no business and marketing and will provide them with a highly advanced qualification, both theoretical and practical, that will boost their career prospects. It thus provides an excellent opportunity for graduates in all subject areas to achieve a qualification and skills that are universally sought after by employers.

Digital marketing and other aspects of marketing will be taught by our full-time faculty, who are experienced marketing practitioners and researchers with tertiary qualifications. The programme concludes with a Web 3.0 Digital Summer School and an Applied Digital Marketing Campaign.

**Entry Requirements**

Normally a Second Class Honours undergraduate degree H2.1, or a H2.1 in the Higher Diploma in Business Studies, is required (or equivalent international qualification). Applicants who hold a very high H2.2 and who have achieved a H2.1 average within a significant Marketing specialism in a business degree may be considered. The programme is open to graduates of all disciplines. Applicants from a Non-Business/Marketing degree background, applying as a conversion programme, are required to successfully complete an online Principles of Marketing test, as specified by the Marketing Discipline, prior to commencement of studies. IELTS score of 6.5 or equivalent, if applicable.

Graduates have found employment in a wide variety of industry sectors with companies such as Microsoft, LinkedIn, Google, AnswerLab, Aviva, Hubspot, Rentokil Initial, VHI Healthcare and InStat.

**Three Reasons to choose this course:**

1. Build your tech stack with Hubspot and Google Academy certifications.
2. Keep ahead of the digital curve with “Web 3.0” training with leading experts.

Students develop specialized knowledge in Digital Marketing, Digital Sales Management, Digital Marketing Strategy and Inbound Marketing as well as general marketing knowledge in subjects such as Branding, Social Marketing & Sustainability and Marketing Analytics. The programme concludes with a Web 3.0 Digital Summer School and an Applied Digital Marketing Campaign.

**John Heavey**

Global Accounts Analyst, LinkedIn

“The masters programme provided me with a strong theoretical understanding of marketing, which I have been able to apply to practical situations in the workplace. In my current role I support a Global Account Manager from a marketing, business operations and analytical perspective. I believe the masters gave me the knowledge and skills to do this.”

Follow us on Twitter @MarketingNUIG and keep up to date with #NUIGMarketing
The Master of Science (Business Information Systems) is a research degree completed over one year full-time. The programme includes a short structured component focusing on research skills, and students submit a major research dissertation.

Potential dissertation topics should align with one of the following themes: Information Systems Innovation, Information and Decision Systems, or Information Systems Development. Further details on these themes and their sub-topics are available from the Programme Director. The programme is particularly suited to those interested in a career in consultancy, in a specialist technologies field or in higher education. Career opportunities exist across all sectors, including technology companies, banking and financial institutions, insurance organisations, and in universities and research institutions.

Before applying online, students should make initial contact with the Programme Director, enquiring about application procedures, programme content, workload and timetable, job prospects, fees, scholarships, and other general information. At this point, students might have some idea of a research topic, but very often are “feeling the water”. The Director will assist and advise.

**Entry Requirements**
Minimum requirements are a Second Class Honours, Grade 2, NQAI Level 8 honours business degree, or a pass degree with Second Class Honours, Grade 1 in a suitable postgraduate diploma. IELTS score of 6.5 or equivalent if applicable.

*Graduates have found employment in:* Such companies as: Hewlett Packard, Microsoft, SAP Research and Deloitte.
The Master of Science in Cloud Computing Research is a programme of advanced research, designed to develop participants’ research skills in a business-focused area of cloud computing and services. Identified by the Government, Forfás and the IDA as one of the best potential high-value growth areas for Ireland, and a vehicle for future jobs, cloud computing is set to provide a new generation of infrastructure, services and solutions for businesses. Designed together with Hewlett-Packard Galway’s Cloud Services Innovation Centre, this MSc degree seeks to produce high calibre and much sought-after internationally viable graduates in the cloud space.

The MSc degree seeks to produce high calibre and much sought-after internationally viable graduates in the cloud space. Cognisant of a shortage of skills in this area, we expect employment opportunities to be excellent.

Applicants who do not hold a Level 8 educational qualification but who hold professional qualifications and/or have relevant practical experience are eligible to apply for the programme in accordance with the University’s guidelines on the Recognition of Prior Learning (RPL). Such candidates will be required to provide evidence of their previous knowledge and may be required to attend for interview. It is expected that prospective entrants may include persons currently working in industries which have a particular need for cloud computing, cloud services, applications or platforms.

**Entry Requirements**

**Route A:** Persons with an undergraduate degree and/or postgraduate degree containing information systems, technology management or equivalent.

Applicants should normally hold a qualification from a university or other internationally recognised institution, corresponding to Level 8 of the Irish National Framework of Qualifications (NFQ), to a minimum standard of Second Class Honours (or equivalent). To be eligible for admission, the candidate should have (i) a degree which includes significant coverage of information systems or related areas with at least a 2.1 honours degree award, or at least a 2.2 honours degree award together with at least three years of relevant professional experience; or (ii) a degree in any discipline, together with at least a 2.1 honours award in a postgraduate programme containing substantial exposure to information systems subjects.

**Route B:** Persons already working in the ICT sector or within a technology-related role in other sectors with a qualifying degree or related experience.

---

**Course Instance**

1MCC1 (Full-Time)
1MCC2 (Part-Time)

**Closing Date**
You are advised to apply early which may result in an early offer. See page 35 for details

**Duration**
1 Year Full Time by Research
2 Year Part Time by Research

**Fee**
Please visit: www.nuigalway.ie/cairnes/fees

**Programme Director**
Dr. Murray Scott
T: +353 91 495 286
E: bis@nuigalway.ie

---

Shortlisted for the I.T. & BUSINESS National Postgraduate Course of the Year Award 2014
MSc Cloud Computing (by research)
**MComm**  
**The Master of Commerce programme** provides students with the opportunity to obtain a masters degree through research. Participants will have an interest in a specific subject area that matches the research interests of their supervisor.

The programme may involve some taught components. The programme provides participants with the opportunity to develop advanced research and analysis skills. In addition, the participants develop in-depth expertise in their research topic. The topic of the thesis is agreed between the student and their supervisor(s) and typically links to the research interests of the supervisor. Acceptance on the programme is subject to finding a suitable supervisor. Check the Cairnes School website for more information about areas of research expertise within the Cairnes School.

**Entry Requirements**
- Second Class Honours Bachelor of Commerce degree, Grade 2 or higher.
- Other similar level of academic achievement in an equivalent business degree.
- IELTS score of 6.5 or equivalent, if applicable.

**Course Instance**
- 1MC1 (Full-Time)
- 1MC2 (Part-Time)

<table>
<thead>
<tr>
<th>Duration</th>
<th>1-2 Years Full-Time by Research</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fee</td>
<td>Please visit: <a href="http://www.nuigalway.ie/cairnes/fees">www.nuigalway.ie/cairnes/fees</a></td>
</tr>
</tbody>
</table>
| Contact           | T: +353 91 492 612  
                      E: business@nuigalway.ie |

---

**MSc (Marketing) by Research (Part-Time)**  
**The MSc (Marketing) by Research** is a programme of advanced study and research, completed two years part-time. It is designed for students who have achieved an honours Bachelor of Commerce or an equivalent business degree and who have demonstrated an aptitude for further study and research in Marketing.

**Programme Description**
The aim of the programme is to develop the necessary skills and knowledge needed to effectively perform in a modern marketing environment. Participants pursue a programme of studies specified by the research supervisor and may be required to successfully complete a series of assignments related to those studies, as well as the submission of a research thesis. Acceptance on the programme is subject to finding a suitable supervisor.

**Entry Requirements**
- Normally a Bachelor of Commerce or equivalent business degree, with a high Second Class Honours Grade 1, NQAI Level 8, and a significant specialisation in Marketing.
- First Class honours in a suitable postgraduate diploma. Applicants may be interviewed to determine suitability for the research programme.
- IELTS score of 6.5 if applicable.

**To submit an application please select the How To Apply button on the course page:**
www.nuigalway.ie/courses/research-postgraduate-programmes/phd-and-masters/marketing.html

**Duration**
- 2 Years, Part-Time by Research

**Fee**
- Please visit: www.nuigalway.ie/cairnes/fees

**Programme Director**
- Mary Greaney  
  T: +353 91 492 546  
  E: mary.greaney@nuigalway.ie
The strong and expanding doctoral programme at J.E. Cairnes School of Business and Economics offers participants a combination of advanced independent research, backed by structured training, which is delivered mainly in the first year. The central work involves the planning, execution, and defence of a major thesis, satisfying internal and external examiners that the thesis is a work of serious scholarship.

The topic of the thesis is agreed between the student and their supervisor(s) and typically links to the research interests of the supervisor. Acceptance on the programme is subject to finding a suitable supervisor. Check the Cairnes School web site for more information about areas of research expertise within the Cairnes School.

If you are interested in undertaking a PhD, contact the J.E. Cairnes School of Business & Economics who will deal with your enquiry and put you in contact with potential research supervisors in your area of interest.

**Entry Requirements**
High honours degree. Other evidence that signifies suitability for the programme. IELTS score of 6.5 or equivalent, if applicable.

---

**Course Instance:**

<table>
<thead>
<tr>
<th>Course Instance:</th>
<th>Duration</th>
<th>Fee</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>1PC1 (PhD Full-Time)</td>
<td>4 Years, Full-Time by Research</td>
<td>Please visit: <a href="http://www.nuigalway.ie/cairnes/fees">www.nuigalway.ie/cairnes/fees</a></td>
<td>T: +353 91 492 612</td>
</tr>
<tr>
<td>1MPL1 (MPhil Commerce)</td>
<td>1 Year, Full-Time by Research</td>
<td>E: <a href="mailto:business@nuigalway.ie">business@nuigalway.ie</a></td>
<td></td>
</tr>
</tbody>
</table>
How To Apply
Applying to Postgraduate Programmes at NUI Galway

The link to apply is available on each individual course page.

Supporting Documents
When making an online application, most programmes require additional documentation to supplement your application, such as a personal statement, a CV, etc. To see what supporting documents, if any, may be required for your programme, please visit: www.nuigalway.ie/postgradadmissions

When Should I Apply?
Offers will be issued on a continuous basis, unless specified otherwise on the course page. We will endeavour to provide you with a decision in relation to your taught programme application within 10 working days of submitting your completed application. Candidates who do not have their final degree marks available may be made a conditional (provisional) offer. Applications will continue to be reviewed in the summer months if there are still programme places available.

Recommendations
We recommend that you apply in early October for programmes that start in the autumn (September), particularly if you are applying from outside of the European Union (EU) as you may need to apply for a student visa. You should also allow sufficient time to make any financial, travel and accommodation arrangements when you are offered a place.

Deposit Required for Taught Programmes
If you are successful in obtaining a taught programme place, you will be obliged to pay a non-refundable deposit (€500 generally; €1,000 for some programmes) to secure your place. This deposit is then deducted from the full course fee.

English Language Requirement
Applicants from outside of Ireland whose first language is not English must provide evidence that their English-language ability meets the required standard for admission. The required standard is that of an acceptable English-language proficiency test (an overall minimum IELTS score of 6.5 or equivalent for all programmes undertaken no more than two years prior to the commencement of your programme at the University). For information on testing centres and dates of English-language proficiency tests, see www.ets.org/toefl and www.ielts.org. Note: the NUI Galway TOEFL institution code is 8861.

Further Information and FAQs
For more detailed information on making an application, please visit www.nuigalway.ie/courses/how-to-apply.

Accommodation
For more information on Accommodation please visit www.nuigalway.ie/student-life/accommodation

Postgraduate Tuition Fees
Fees can be subject to change from year to year. Please check www.nuigalway.ie/fees for exact individual course fees. Fees quoted are all per annum fees. An EU student is defined as an EU national (i.e. holding an EU passport/or birth certificate) who has been ordinarily resident in an EU member state for at least three of the five years immediately preceding their entry to the third-level course. This excludes residency for educational purposes. For more information see www.nuigalway.ie/fees.

Scholarships
EU Student Scholarships
At NUI Galway, we are keen to ensure that the brightest and most committed students progress to postgraduate study. Our generous Postgraduate Scholarships (valued at €1,500 per student) are designed to reward excellent students who have performed exceptionally well in their undergraduate studies. Details of the Taught Master’s Scholarship Scheme, and all other course-specific scholarships and bursaries available, are online at www.nuigalway.ie/postgraduate_scholarships

Non-EU Student Scholarships
NUI Galway is committed to attracting high-calibre students from around the world. The University offers a number of partial international scholarships on a competitive basis to high-calibre international students. For more information about eligibility criteria and how to apply, please see www.nuigalway.ie/international

The contents of the prospectus are for information purposes only and shall not be deemed to constitute a contract between NUI Galway and an applicant or any other third party. Whilst every effort is made to ensure the accuracy of the information in this publication, the University reserves the right to amend, change or delete any courses, syllabuses, examinations fees, regulations, rules or orders at any time without notice.
Find out more about the postgraduate programmes at the J.E. Cairnes School of Business & Economics, National University of Ireland, Galway at:

T: +353 91 492 612
E: businesspostgrad@nuigalway.ie
www.nuigalway.ie/cairnes

www.facebook.com/JECairnes
www.youtube.com/cairnesnuigalway
www.twitter.com/NUIGCairnes
www.instagram.com/jecnuigalway