



University
of Glasgow

Adam Smith
Business School

**WORLD
CHANGERS
WELCOME**

**TRANSFORM
YOUR FUTURE
GLASGOW
MBA**

glasgow.ac.uk/mba #GlasgowMBA



UNIVERSITY OF GLASGOW **ADAM SMITH BUSINESS SCHOOL**

Founded in 1451, the University of Glasgow is the fourth oldest university in the English-speaking world. Glasgow is a place that inspires ambitious people to succeed. A place where inquiring minds can develop their ideas. A place where people make discoveries that change the world.

The University of Glasgow includes among its alumni the father of economics Adam Smith, and the Adam Smith Business School is named in his honour. We aim to follow his legacy and create world changing graduates who make a positive impact on culture and society.

We help to transform organisations and careers. Our business is creating inspiring leaders, researchers and professionals whose research and relations with industry have real impact; influencing organisations as they develop and grow globally.

The School has the triple crown of accreditation and is accredited by the Association to Advance Collegiate Schools of Business (AACSB International), the European Quality Improvement System (EQUIS), and the Glasgow MBA is accredited by the Association of MBAs (AMBA).

GLASGOW **MBA**

For over 40 years, the Glasgow MBA has been preparing professionals to take the next step in their career. If you are thinking of changing careers, want to progress into senior management, or start your own business our MBA will help equip you with the skills and knowledge to do so.

The Glasgow MBA is an intensive one year programme focusing on decision making under uncertainty, business strategic management and developing managerial skills. As an AMBA accredited programme our MBA is internationally recognised to the highest standards. We are constantly adapting and refining our MBA in line with market trends to help you become a strategic business leader.



THE GLASGOW MBA HAS ALMOST
**2,000 ALUMNI
FROM 75 COUNTRIES
ACROSS THE WORLD**





OUR ONE-YEAR MBA PROGRAMME WILL HELP YOU **REALISE YOUR FULL POTENTIAL**

The Glasgow MBA prepares you to manage and thrive in today's business environment, whilst building on the University of Glasgow's almost 570 year legacy of ground breaking research and world-class teaching that is making a difference to people all over the world.

The programme will equip you for a challenging future characterised by uncertainty, where you will need to change, innovate, make well-rounded decisions based on data and trends, and think outside the box.

The Adam Smith Business School ensures its MBA programme has a relatively small, bespoke cohort of students. We ensure our students have a great diversity of professional backgrounds and nationalities to enrich their personal experiences and lateral learning.

In 2017, the Glasgow MBA celebrated 40 years of inspiring and fostering long lasting relationships and contributing towards graduates achieving personal goals and dreams. During these decades, our network of alumni around the world demonstrate why Glasgow is the best option for anyone looking for academic rigour balanced with practical approaches. It's a programme in which lectures, workshops, discussions, consultancy projects and simulations complement each other to develop the skills and knowledge required to grow in an ever changing business landscape.

We're constantly updating the curriculum to ensure learning is centred on students becoming effective leaders, managers, entrepreneurs and decision makers who are committed to develop sustainable business opportunities driven by triple-bottom line results.

Our one-year MBA programme will help you realise your full potential.

We create graduates who are eager to change the world and create wealth that benefits society at large; professionals who are aware of global, environmental and social issues and are committed to ethical behaviours; and individuals who realise that more value is generated by the synergies in a team and in a network approach.

The Glasgow MBA team is currently working to strengthen a career-focused curriculum that builds on academic excellence and corporate connections.

DR JAVIER YANEZ-ARENAS
MBA DIRECTOR AND SENIOR LECTURER



PROGRAMME STRUCTURE

2020/21

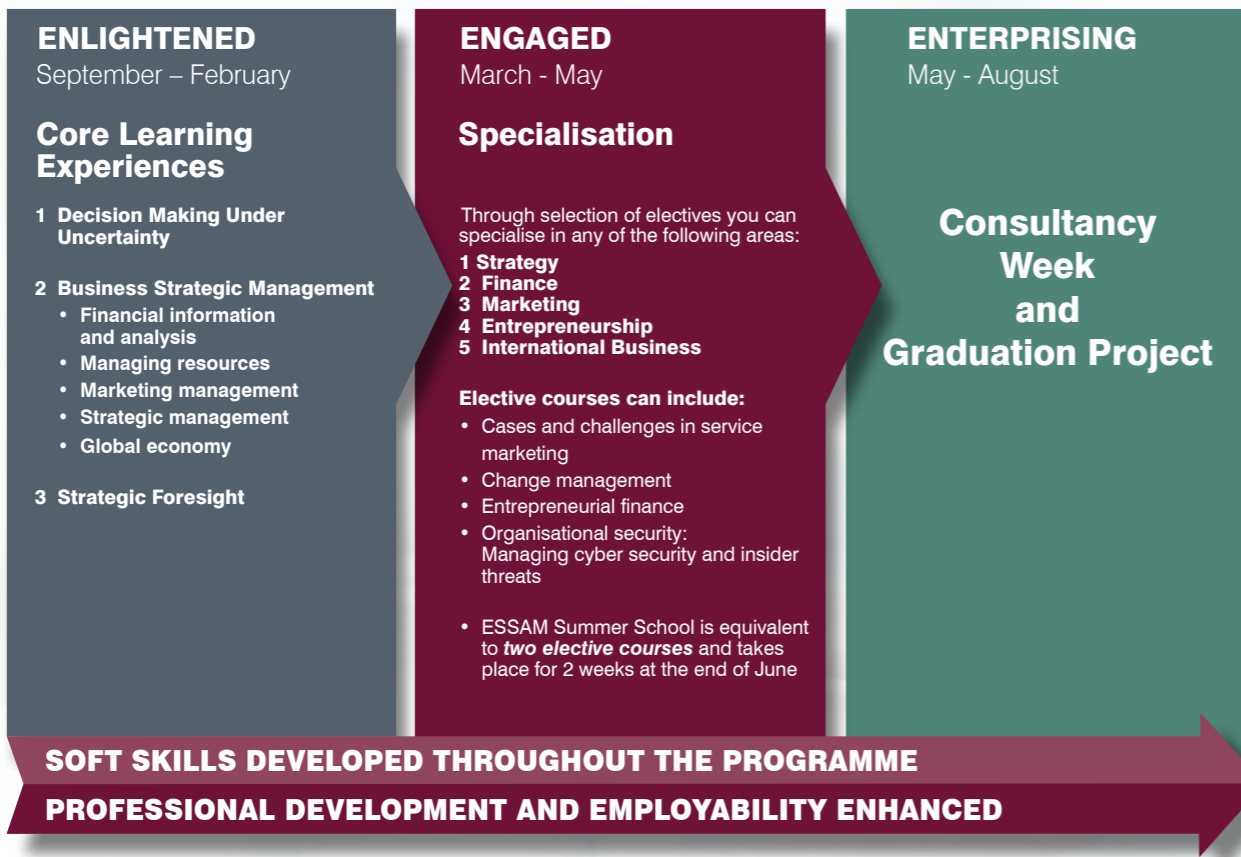
The Glasgow MBA is a full-time 12 month programme which runs from September to August. The course is divided into three elements enabling students to benefit from three distinctive learning experiences.

In the first module you will learn the foundations of management. To develop your strategic approach in making decisions, this work is underpinned with intellectual perspectives in which uncertainty is the norm.

From March to May you will choose elective courses and you can study a particular field in-depth. The final module, from May to August, is a capstone experience to demonstrate how the topics

covered in core and elective courses are integrated. You will undertake a detailed investigation of an issue that is applicable and relevant to business and/or management.

Leadership skills are developed throughout the year, and you will undertake different activities and experiences from the induction session through to the consultancy week and your dissertation.



REASONS TO BE PART OF THE GLASGOW MBA

People make Glasgow

We are a dynamic, vibrant, cultural city, close to Edinburgh and with access to Scotland's beautiful Highlands. What makes Glasgow special is the people. They are warm, welcoming and genuinely friendly.

Legacy for a rewarding future

The Business School and the MBA builds on Adam Smith's legacy - understanding that wealth creation is for the benefit of society at large, that managers and entrepreneurs are ethically and socially responsible and accountable, and that businesses and organisations need to look for a sustainable future.

Personal experience

We purposefully recruit a small yet diverse cohort of students. This means you will receive dedicated 1-2-1 teaching and support. Our personal approach enables us to deliver a more tailored, bespoke experience.

Leadership that lasts

Our MBA will develop your soft skills and hard knowledge. It will provide you with the crucial skills, knowledge and networking opportunities to accelerate your career, or develop your own entrepreneurial ambition. Leadership and how to understand and respond to particular situations are developed through the MBA and complemented by participating in our Professional Development and Employability (PDE) award.

Within 3 months of graduation, our MBA graduates experienced...

An **18% salary uplift**

Average salary of £44,000

75% in full-time employment

Dedicated career support

Our dedicated MBA Careers Manager will support you throughout the year, helping you plan for the next stage of your career and equip you with the tools and strategies to compete effectively within the global job market.

People make the difference

Our friendly, professional and approachable team recruits the right mix of people from diverse career backgrounds and nationalities to create an enriched, supportive, lateral learning environment. We facilitate and encourage learning experiences, MBA lecturers share professional industry insights, top business leaders and senior executives ensure you gain real-life business exposure, and expert professionals help you develop your skills profile.

"I enjoyed the small class size, this made me feel like I had a new family with diverse nationalities. I also found the networking opportunities were really supported by the MBA Careers Manager."

Niken T Lestanti
MBA, class of 2018-19

THE GLASGOW MBA EXPERIENCE

Throughout the year we host a series of social, networking and guest speaker events to enhance your learning experience and help you get the most out of your MBA.

Our MBA speakers in 2018-19 include:

- **Andy Seaton**
Relationship Director, Bank of Scotland
- **Anastasia Sideri**
Communications Director, Coca-Cola
- **Don Leslie**
Adviser for Careers in Strategy and Management Consultancy
- **Colette Dennehy**
MBA Recruitment Manager, GSK
- **Abdulwahab Alessa**
CEO, Boutiqaat

You are welcome to attend all Adam Smith Business School practitioner speaker events, and the Glasgow Talks. Recent speakers include:

- **Annemarie O'Donnell**
Chief Executive, Glasgow City Council
- **Graeme Brown**
Director, Shelter Scotland
- **Karen Betts**
Chief Executive, Scotch Whisky Association
- **Rob Collie**
Director of Group Finance, Sky

As an MBA student you're also invited to the School's and careers' service events, and are guaranteed an invitation to the sell-out postgraduate balls in October and March, and the Spring ceilidh. In addition you will enjoy a series of exclusive social events:

- MBA welcome barbecue
- Teambuilding away day
- MBA Christmas lunch
- Professor Raymond Miquel Enterprise Initiative MBA lunch
- MBA end of year dinner.

CONNECTING YOU WITH INDUSTRY

The Adam Smith Business School works with partners in all sectors, helping them to achieve their business goals and giving our MBA students the opportunity to create innovative solutions to real business challenges

Consultancy week – gain real-life business exposure when you complete a live project for a business

At the end of Semester 2, the Consultancy Week gives you the opportunity to put the theories you've learned into action. Past projects titles have included:

- How can we become a more intelligent customer
- Routes to revenue
- Successful employee engagement during a scale-up phase
- Data driven revenue improvements

Our MBA students have completed consultancy projects for organisations including Edrington, Department for International Development and VELUX

Mentoring – Connect with one of our more senior alumni working in sectors that interest you to help you with the transition into your next job

We're proud of the relationship we have with our alumni, and we are delighted that previous MBA mentors include:

- Malcolm Roughead, Chief Executive, VisitScotland
- Pam Clements, Global Learning Advisor, Shell UK
- John Kinsler, Vice-President, BlackRock
- Roisin Donnelly, Portfolio Non-Executive Director, ex-Brand Director at Proctor & Gamble

Our mentoring programme aims to connect each MBA student who applies to a mentor, who will be able to help them achieve their career or professional development objectives.

Site visits – Through Adam Smith Business School's close connection with industry, we are able to invite MBA students on exclusive site visits.

MBA site visits have included:

- Edrington – visiting Glenturret Distillery and their Glasgow Head Office
- NHS – visiting Queen Elizabeth University Hospital

“I think the guest speakers were the most valuable element in the program followed by the trips and networking events. Speakers that were part of the Strategic Foresight subject gave excellent insights into the business world as well as offered varied perspectives of the individual speaker”

Paritosh Gajjar,
MBA, class of 2018-19

“My Glasgow MBA highlight is the Consultancy Project. It was both challenging and rewarding. It was definitely worth it as everyone gained a lot from this experience”

Sharon (Gaiye) Yang,
MBA, class of 2018-19

CREATING BUSINESS LEADERS

‘ **Don’t be put off if you don’t have a business degree – your experience will talk volumes when you start.** ’

Sharon, from the west coast of Scotland, started her MBA the same year her eldest son began his undergraduate studies; an exciting time for both.

What were you doing before you joined the MBA?

I began my career as a nurse, and for the last ten years have worked as an Operations Director for a dental practice. My responsibilities included managing all areas of business from HR to finance to customer service and marketing.

Why did you choose the Glasgow MBA?

I had initially considered studying for an MBA through distance learning to help juggle my busy family and working life. However, when I looked into it further, I realised the importance of going to a triple accredited Business School and learning in a classroom environment to gain from the experience of others.

After visiting the Adam Smith Business School, I was impressed with both the facilities and level of engagement from the MBA team. The programme appealed to me as it had the right mix of theory and case studies to enhance my learning. My main reason for pursuing an MBA was to learn more about different theories to complement my working experience. The time felt right to take a year out. During the past ten years I have seen significant growth in my business - I now feel I should make time to develop my own professional needs.

What are you enjoying so far? What skills/knowledge have you gained?

The main thing I have gained is confidence in my approach; it's affirmed that I have been tackling my own business needs in the right way. I think this will provide me with more confidence moving forward. I have also identified skills that I never recognised were my strengths, such as my ability to look at the wider picture when thinking strategically. What's more, I have been introduced to areas of business I hadn't had much experience in, such as supply chain management. It's got me thinking about ways to relate this back to the healthcare sector.

The benefit of studying in a small class is that you are not just a number. You are treated as an individual. The professors and lecturers know you by name. At this stage in your career it's important to feel recognised and valued.

What's your advice for someone who comes from a similar background to you?

You have to go for it! It's hard work but worth it. Don't be put off if you don't have a business degree – your experience will speak volumes when you start.

SHARON MORROW
MBA STUDENT 2017-18



THE CLASS HAS A COMBINED 302 YEARS' EXPERIENCE



THE STUDENTS HAVE EXPERIENCE ACROSS 21 INDUSTRIES



18 NATIONALITIES



FEMALE 17

MALE 11



*2018/19 FIGURES

GLASGOW MBA ALUMNI DESTINATIONS

CAMILO GÓMEZ PINTO, DIRECTOR, ONCE UPON A WHISKY
MBA GRADUATE 2016

What is your role now?

I'm the Founder and Director of Once Upon a Whisky (OUW), a whisky tour company based in Scotland, the entrepreneurial project I started after I finished the Glasgow MBA. My role embraces the areas an organisation needs to be successful in an always changing environment; from the strategy, mission and vision through to marketing, sales, operations and finance. I'm managing OUW with an emphasis on digital marketing to promote tours, tell the brand's story and reach customers in different countries. I'm also responsible for offline activities like developing strategic alliances with hotels, restaurants and whisky companies.

How has the Glasgow MBA helped your career development?

Before the MBA I was working in marketing at a multinational corporation, but never felt completely fulfilled working for someone else. The MBA helped me develop a strategic way of thinking, leadership and entrepreneurial skills. I saw the opportunity to start my own company thanks to the support of the University and David, the MBA Career Advisor.

If it were not for the MBA I probably wouldn't be telling this story. The Glasgow MBA gave me managerial skills to develop a successful business. The programme can help people in different ways. It gives you the big picture of how businesses work and provides you with a spectrum of possibilities. It's up to the students to find their right career path. I decided to be an entrepreneur and couldn't be prouder of all I've achieved so far.

What were the stand out moments from your time on the Glasgow MBA?

The opportunity to focus on one area of marketing, finance or strategy. This was one of the reasons I chose to study at Glasgow. And of course, the distillery field trip was inspiring!

What did you enjoy most about your time at the University of Glasgow?

Meeting people from different nationalities, backgrounds and cultures. Also the beauty of the University and its gardens highly contributed to a wonderful experience.

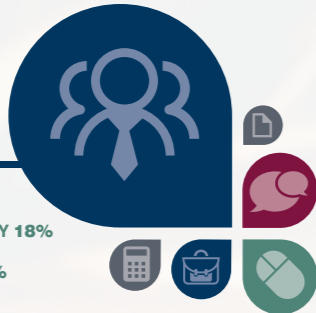
What you would say to someone who is considering studying for the Glasgow MBA?

It is a life changing experience. Gaining an MBA is definitely the right way to become a leader in the future, whether it's through setting up your own business or progressing your career and achieving a good position in any company.

Employment distribution of MBA graduates (class 2017-18)

BY FUNCTION

MANAGEMENT 27%
CONSULTING 18%
INFORMATION TECHNOLOGY 18%
MARKETING/SALES 14%
OPERATIONS/LOGISTICS 9%
FINANCE/ACCOUNTING 5%
OTHER 9%



BY SECTOR

MANUFACTURING 23%
HEALTHCARE 23%
CONSULTING 14%
TECHNOLOGY 9%
TRANSPORTATION & LOGISTICS SERVICES 9%
FINANCIAL SERVICES 9%
LOGISTICS 9%
OTHER 9%
RETAIL 5%



2020/2021 ADMISSIONS REQUIREMENTS

You should be a highly motivated individual with significant working experience, including a minimum of three years managerial experience. In addition you must have a 2.1 Honours degree or non-UK equivalent - in any subject.

For applicants whose first language is not English, the University sets a minimum English Language proficiency level. This is currently an IELTS overall score of 6.5, and no less than a 6.5 in both writing and speaking subtests, or equivalent scores in another recognised qualification.

Please note: recent changes to UK immigration policy now allows graduates to stay for **up to 2 years** after graduation on a post-study work visa.

To apply, you will need to provide a personal statement and a detailed CV describing your career so far with specific emphasis on your managerial roles and responsibilities.

Application process

1. Check eligibility at glasgow.ac.uk/business/postgraduate/mba
2. Apply online at glasgow.ac.uk/business/postgraduate/mba
3. If eligible you will be invited for interview either via Skype or in person
4. Accept offer and pay deposit
5. Apply for Scholarship

Scholarship opportunities

The Glasgow MBA Scholarship aims to attract exceptional candidates with strong qualifications, work experience and/or strong leadership skills. Scholarships are awarded on a competitive basis and limited in number. You may only apply once you have received an unconditional offer or a conditional one subject only to IELTS results. MBA Scholarship applications are assessed and awarded as a value of up to £10K and will be used towards tuition fees. Terms and conditions apply, please check glasgow.ac.uk/business/postgraduate/mba for more details.

Arrange a one-to-one visit

If you're interested in studying the Glasgow MBA we encourage you to arrange a personalised visit to the University of Glasgow Adam Smith Business School, at a time that suits you.

One-to-one visits will give you the opportunity to meet with Dr Javier Yanez-Arenas, MBA Programme Director, speak to current and former MBA students and take a guided tour of the historic campus.

To find out more and book your visit please email business-mba-enquiries@glasgow.ac.uk or call +44(0)141 330 3993.

We're looking for people who plan the aims, objectives and priorities of their work area, communicate this to their team and colleagues, and have a team of three people or more reporting to them.



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