



**STUDY WORLD**  
*Global College Malta*

# Bachelor of Arts in Management

## Course Rationale

The Global College Malta BA degree in Management is an internationally focused programme which will help you develop the necessary business acumen to pursue a successful career as an entrepreneur, or in a multinational organisation. The College provides a diverse, dynamic, well-connected environment where you will learn from industry experts as you prepare to launch a global career in business and management. You will learn about the building blocks of business and management alongside the specialist fields of marketing, accounting and finance, data analysis, economics and entrepreneurship. The course uses problem-based learning and innovative teaching methods, allowing you to experience the dynamics that define the world of business and management.

The programme will enable you to identify, release and apply your enterprise talent in practical and beneficial ways that will inspire you towards achieving your personal ambitions and future career success. The course is studied on a full-time basis over a period of three years.

### Mode of Delivery

Face-to-face

### Mode of Attendance

Full-time

### Language of Instruction

English

### Programme Duration

36 months/ 3 years

### Target Audience

19 - 65+

## Programme Specification

Status of  
Programme  
Accredited

Number of  
ECTS  
180

MQF/EQF  
Qualification  
Level  
6

Type of  
Qualification  
Bachelor  
Degree

## Entry Requirements

The entry criteria for the College's Bachelor of Arts in Management is designed to offer a number of entry routes, so that each applicant's previously certificated academic qualifications, prior learning experience and experiential skills can be taken fully into account when determining whether an offer of a place to study can be made.

Prior to entering the College's Bachelor of Arts in Management programme, applicants are normally expected to be able to demonstrate a minimum of a Maltese matriculation certificate (or equivalent qualifications), with two subjects at an advanced level, three other subjects at an intermediate level and Systems of Knowledge, and a pass at Grade 5 or better in the English Language Secondary Education Certificate. If the prospective student is not in possession of a secondary education certificate in English, they may be asked by the College to demonstrate their English Language competence. Alternatively, a prospective student can be admitted with three subjects at Advanced Level (MQF 4) (or equivalent qualifications), and a pass at Grade 5 or better in the English Language Secondary Education Certificate.

## Target Group

Students, managers or aspiring managers who are keen to progress in their chosen career and want to broaden their knowledge, improve their skills and increase their competence in Accounting and Finance disciplines and functions.

## Structure of Course

Two semesters per academic year.



## Course Learning Outcomes

Having regard to the competences expected of learners at MQF Levels 5 and 6, by the end of the Bachelor of Arts in Management programme the learner will be able to:

- Demonstrate understanding of the main aspects of key managerial concepts and skills;
- Through class room assignments, case study workshops, examinations and market report analyses, demonstrate written skills suitable for managerial level positions;
- Through workshop sessions, syndicate discussions, exercises, role plays and sensitivity training, demonstrate appropriate managerial communication skills; and,
- Write effectively and effectively communicate and sell ideas/recommendations.
- Demonstrate a confident understanding of themes in management scholarship, with the ability to identify and conceptualise the critical factors involved;
- Critically review existing evidence in order to support an interpretation.
- Work highly effectively in teams, demonstrating excellent interpersonal skills and ability to function sensitively and productively when working with others;
- Enhance lifelong learning skills such as time-management, group working, communication, planning and leadership.

## Course Teaching, Learning and Assessment

The programme includes various formal and informal teaching methods and learning. The Global College Malta Bachelor of Arts degree in Management programme suite uses a range of teaching methods to suit different learning styles. Typically, the programme of study is delivered through a combination of modern face-to-face lectures, webinars, seminars and discussion forums, tutorials, group work, case studies, guest speakers, organisational visits and independent study.

Students are expected to participate, contribute and have interactive sessions in lectures delivered through PowerPoint-presentations by the lecturer; case-study analysis; group and team workshops and discussions; business games and simulations.

In addition to utilising a rich and varied range of delivery techniques, assessment of the programme of study and its constituent modules is designed to be an integral part of the learning process for students in order to enhance and confirm their knowledge and practice. In addition to summative assessment, formative feedback is provided to students through a combination of tutor feedback, self- reflection and peer group feedback. Combined, formative and summative assessments provide a measure of the extent to which students have achieved the learning outcomes of the individual modules.

The programme of study utilises a variety of modern assessment techniques including coursework and examinations. Coursework is typically in the form of essays, reports or case studies, while group or individual presentations may be required to assess other competencies. Examinations typically take the form of written elements or multiple-choice questions and maybe unseen or part-seen, where assessment material is released in advance.



## Hours of Total Learning

<b>TOTAL LEARNING HOURS</b>	<b>4500</b>
Total Contact Hours	780
Supervised Placement and Practice Hours	0
Self-Study Hours	3500
Assessment Hours	220

## EQF/MQF level of every module, total learning hours and module learning outcome

Module Code	Module Name	EQF/MQF Level	ECTS	Total Hours of Learning
BAM01	Principles of Business Management (1 <sup>st</sup> Year)	5	15	375
BAM02	Fundamentals of Management Accounting and Finance (1 <sup>st</sup> Year)	5	15	375
BAM03	Human Resources Management (1 <sup>st</sup> Year)	5	15	375
BAM04	Strategic Management (1 <sup>st</sup> Year)	5	15	375
BAM05	Logistics and Supply Chain Management (2 <sup>nd</sup> Year)	6	15	375
BAM06	Marketing Management (2 <sup>nd</sup> Year)	6	15	375
BAM07	Effective Leadership (2 <sup>nd</sup> Year)	6	15	375
BAM08	Research Methods (2 <sup>nd</sup> Year)	6	15	375
BAM09	Enterprise for Managers (3 <sup>rd</sup> Year)	6	15	375
BAM10	e-Business (3 <sup>rd</sup> Year)	6	15	375
BAM15	Management Research Project (3 <sup>rd</sup> Year)	6	30	500





## Modules Details

BAM01	Principles of Business Management	5	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Exercise management and supervision in the key functions of management, namely, planning, organising, controlling and leading people. Facilitate the process of managing stakeholders and corporate governance in a competitive environment;
- Study and influence culture and managing organisations through behavioural and situational models through motivational techniques;
- Address and apply intelligence in unpredictable change in organisations through teams and team work and demonstrate a level of power and reasoning to manage activities effectively and efficiently;
- Develop performance management systems of people and set measurement control systems; and,
- Demonstrate aptitude and capabilities to complete basic finance and budgetary control.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM02	Fundamentals of Management Accounting & Finance	5	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Exercise management and supervision in the key functions of accounting namely, measuring and reporting financial performance, making capital investment decisions, and doing budgets whilst reporting cash flows;
- Study and influence accounting and finance managerial decisions focusing on making capital investment decision and financing the business in the long and short-term; and,
- Address and apply intelligence in unpredictable change in organisations through teams and team work and demonstrate a level of power and reasoning to manage the finance of an organisation effectively and efficiently.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM03	Human Resources Management	5	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Be able to critically evaluate and apply theories to practice the main concepts and theories of human resources management;
- Be able to identify, assess and practice the key functions of the HR functions from a strategic and operational perspective;
- Be able to identify, determine and apply to practice the international human resources management perspective to issues, challenges and opportunities within the HR function of both public and private sector organisations;
- Apply human resource management within a restructuring context and general organisational context;



- Be able to evaluate and apply in practice the basics of human resources planning, recruitment and selection;
- Be able to identify, evaluate and apply the basic concept of performance and reward management;
- Be able to assess and critically evaluate the challenges, issues and opportunities for employee involvement, employee relations and human resources training and development needs for both public and private sector organisations;
- Be able to identify, evaluate and apply practice in employee welfare principles; and,
- Be able to apply HRM models, frameworks and HRM paradigms within organisational culture and diversity at the workplace.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM04	Strategic Management	5	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Identify the key components of a strategy and issues associated with organisational strategy;
- Appreciate the contributions of different academic disciplines and theoretical lenses to practice strategy analysis;
- Analyze macro- and micro-environments on organisational strategy and identify successful strategies for business organisations;
- Use various concepts and technique to recognize threats and opportunities in the marketplace;
- Identify and analyses how strategic capabilities can provide sustainable competitive advantage;

- Understand and undertake stakeholder analysis and corporate responsibilities performance models;
- Analyse the influence of organisational culture on strategy;
- Identify and assess generic business strategies and internationalization and their benefits in a competitive environment;
- Determine the appropriate choices between mergers and acquisition and alliances; and,
- Assess the value of strategic change.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM05	Logistics and Supply Chain Management	6	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Exercise management and supervision in the key functions of supply chain management and understand the role and structure of supply chains;
- Recognise the importance of supply chains in organisations and how information technology systems are shaping global and regional supply chains;
- Study the influence and effects of supply chains on financial performance and why it is essential to have a strategic approach towards supply chain management;
- Address and apply intelligence in unpredictable change in organisations through supply chain, operations and logistics teams and team work and demonstrate a level of power and reasoning to manage a supply chain within an organisational culture context;



- Demonstrate competences and skills in cost and service trade-offs within supply chains and how they can influence strategic direction and value creation through supply chain activities, especially within a global business and competitive context; and,
- Demonstrate competence in understanding the functions of procurement, inventory management, warehousing, distribution and customer service in a supply chain.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM06	Marketing Management	6	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Exercise management and supervision in the key functions of Marketing Management and understand the role and structure of the marketing function;
- Recognise the importance of marketing in organisations and assess the role and importance of scanning internal and external environment factors and their impact on the marketing function;
- Study and appreciate the importance and contribution of marketing as a business strategy that interfaces between the organisation and its customers;
- Address and apply intelligence in the decision-making process that consumers go through as they make a purchase and understand the factors that affect the decision-making process including environmental, psychological or sociocultural factors and their impacts on marketing strategies;
- Demonstrate competences and skills in analysing the difference, nature and structure of B2B and consumer buying and its link with the marketing strategy;

- Demonstrate competence in understanding the marketing mix of pursuing specific segments and understand the benefits and risks of segmentation;
- Outline the sources of market research and appreciate ethical concerns surrounding marketing research; and,
- Address and apply intelligence in gaining insight into the nature and usage of the three main elements of new media: email marketing; wireless marketing and interacting television marketing and the use of digital marketing.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM07	Effective Leadership	6	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Understand and effectively apply appropriate leadership behaviours in different organisational circumstances;
- Effectively collaborate with colleagues to ensure the development of complementary and appropriate leadership approaches across the organisation; and,
- Monitor leadership behaviours across an organisation through a formal and continuing research process.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.



BAM08	Research Methods	6	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Recognise the importance and be able to explain the nature and purpose of research and classify different types of research;
- Study and demonstrate the main stages in a research process and identify the characteristics of a good research project;
- Address and apply intelligence in understanding the general standards for research at different levels for effective career progression and self-development;
- Demonstrate competences and skills in identifying research constraints such as funding, time and resources and determine the knowledge, skills and personal qualities researchers need to produce meaningful research outputs;
- Demonstrate competence in using different techniques for generating research topics;
- Address and apply intelligence to negotiate access to data and to consider relevant ethical issues as part of the research project; and,
- Apply intelligence and competences in planning the management of a research process

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM09	Enterprise for Managers	6	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Develop appropriate competencies to allow the learner to have competency in negotiating a loan or other form of funding for a proposed business start-up;
- Appraise a proposed business start-up to establish whether it is a sound business proposition; and,
- Be competent in being able to sell business products or services to discretionary purchasers.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.

BAM10	e-Business	6	15	375
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Critically analyse the internal e-business capacity of an organisation;
- Create a detailed e-business plan for a chosen organisation;
- Present soundly researched proposals underpinning an e-business plan to the most senior decision-making team of the organisation, with staged investment options; and,
- Produce a detailed monitoring report on the progress of the agreed organisational strategic plan.

This unit will be assessed as follows:

A range of modern assessment methods appropriate to the subject material being taught including, by means of example, written examinations, assignments, individual and group project work, and assessed presentations.





BAM15	Management Research Project	6	15	500
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Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- Manage and transform a research proposal into a research study that has the potential to add value to the area being explored;
- Manage the planning of a research project, taking into account potentially complex and unpredictable situations, and including research milestones;
- Undertake an analytical literature review in the chosen discipline area and, from this review, prepare an appropriate bibliography;
- Understand and explain the relevance of differing philosophical perspectives and understand the main research paradigms which are significant for a business research project;
- Understand the importance of research ethics at each stage of a research project, having regard to, for example, the principles of data protection and data management;
- Review and apply knowledge to determine appropriate sampling techniques for a variety of differing research scenarios and be able to justify their selection;
- Manage complex techniques to gather secondary and primary data and apply the knowledge, skills and understanding gained to an actual research project; and,
- Make a contribution to professional knowledge and practice through the output of the major project.

This unit will be assessed as follows:

The Dissertation Module requires students to undertake an extensive programme of reading and research; demonstrate intellectual independence and originality by specialising in a management study and defining its nature and scope; engage in sustained analysis, interpretation and comparison of a substantial body of data; and, present the results of their research in a clearly written, academically cogently argued, logically structured and properly referenced form.

- The final year major project is assessed via the production of a dissertation which is normally some 12,000 to 15,000 words in length.
- Where necessary, a viva voce will be conducted in those instances where the provisional mark is considered to be a marginal pass.

Student Pass  
Rate at Global  
College Malta

Excellent

## Module Teaching and Assessment for all modules except Dissertation

The module will be delivered through a flexible combination of modern face-to-face lectures, webinars, seminars and discussion forums, tutorials, group work, case studies, guest speakers, organisational visits and independent study. Delivery of the module has close regard to the needs of learners. Accordingly, much of the learning is either delivered at times to suit those learners who may have day time employment or child care commitments or made available in a supported teaching format. At all times, the views and needs of students are taken into account. By means of example, theoretical concepts might typically be delivered to students in modern face-to-face lecture formats which may then be further developed through subsequent interactions based around small group seminars, group case study analysis and digital discussions. Modern face-to-face and interactive learning sessions encourage students to critically examine key elements of business and management. In addition to attendance at formal learning sessions, students are expected to undertake independent self-study in order to support their individual learning journeys.

The assessment strategy for the module is designed to provide students with the opportunity to demonstrate both the theoretical and practical skills they have developed in the module. Thus, the summative assessments for this module consist of:

- An in-semester test and a final examination.
- The in-semester test (25% of the final module mark) lasts for 90 minutes and is a mix of multiple-choice and open-ended questions.

The final two-hour examination (75% of final mark) consists of four multi-part questions, two of which should be answered. It is designed to reflect the learning outcomes.

## Module Teaching and Assessment for Dissertation

Each student will be allocated a supervisor who will help them with the development of their project proposal, oversee progress with the project, comment as appropriate on draft materials produced by the student and be available to assist the student with the project, as appropriate.

The final year major project is assessed via the production of a dissertation which is normally some 12,000 to 15,000 words in length.

Where necessary, a viva voce will be conducted in those instances where the provisional mark is considered to be a marginal pass.

The major project has to include theoretical and critical discussion and is processed through Turnitin Software for Similarity. Students will be provided knowledge and understanding of how Academic Integrity is applied and how the Turnitin Similarity Report will be interpreted by Assessors. Additionally, all assignments must be referenced with appropriate citations using the Harvard Referencing Style Guidelines. Both Academic Integrity and Referencing Style practice will be explained in a 2-hour session provided by the College to all students in the student induction phase prior to the commencement of the programme.

To successfully complete the module an overall pass mark of 40% must be achieved.

All assessments will be submitted via the internationally recognised plagiarism software Turnitin.



## Study Material

All students will have access to EBSCO, an online library, Moodle for class notes and Turnitin for the upload of assignments.

## Grading System

A	>70%
B	60% - 69%
C	50% - 59%
D	40% - 49%
Minimum Pass	40%



## Course

### EU Students:

Year 1: €3500

Year 2: €3500

Year 3: €3750

International Students: €4500/ year

Administration Fee: €250 | Registration Fee: €250 | Application Fee: €250

Fees include:

- Assessment fee
- Overall qualification certificate
- Course material tutorial support notes
- Access to online course resources

## Contact Us

### LOCATION

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