



Manchester
Metropolitan
University

BA (Hons) Financial Services, Planning and Management

Full-time and Sandwich
2012 Entry



This degree has been developed to meet the demand from professional associations and employers for qualified graduates who understand the financial sector and have the high-level interpersonal skills to develop long-lasting professional relationships that are based on trust.

The financial services sector is very diverse and encompasses: banking; corporate and personal finance and investment (shares, bonds, pensions, property portfolios); wealth management; credit and risk management; financial planning; regulation and ethics; accounting; and economics.

By working in this sector you are involved in managing other people's money and assets. This can be in a direct way, for example, you could be working for the investment arm of one of the UK's high street banks or you may be advising individual clients about how to invest their money so that it will generate the return they need to finance their lifestyle

and meet their financial commitments. To build a successful career, you need to combine an expert knowledge of the sector and its specialist products with excellent inter-personal skills. Communication skills are particularly important because irrespective of which jobs you apply to, you will be spending a large proportion of your day working with people. For example, if you choose to become a financial advisor, you will have individual clients who will come to you for advice and guidance about where they should invest their capital. You need to listen to their needs, assess the level of risk they are prepared to take, explain what type of investments they can make and the implications of those

decisions using language and terms they can understand. This is also a sector where trust and professional reputations are very important. If you provide sound investment advice and keep your clients' best interests at heart, you will attract and retain high-value clients and be head-hunted by some of the biggest employers in the sector or be able to set up your own consultancy.

The BA (Hons) Financial Services, Planning and Management degree is designed to equip you with extensive knowledge of the sector and to develop the high-level skills required to become a successful and respected financial services professional.

Fact File

Full/Part-time:

Full-time

UCAS Codes and Duration:

N341 - 3 year full-time programme

N342 - 4 year sandwich programme

Institution Code:

M40

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Course Content and Structure

We are in the process of confirming the optional units and information will be posted to the University's eProspectus when it is ready, www.mmu.ac.uk/study

Year 1			
Financial Services, Regulation and Ethics	Information Analysis and Finance for Business	Economic and Quantitative Analysis	The Responsible Accountant
Year 2			
Financial Planning and Personal Taxation	Retirement Planning and Financial Protection	Investment Principles and Risk	Retail Banking
Placement (if you take the sandwich route)			
Final Year			
Integrated Financial Planning	Financial Markets Institutions and Instruments	Risk Management in Banking and Insurance	Optional Unit

We regularly check the content of our courses and adapt them to ensure they prepare our students for graduate careers. Consequently, the information provided here and throughout this brochure is indicative and may change.

Special Features

- This degree is accredited by the Financial Services Authority and the Institute of Financial Planning. On graduation you will have a sector-recognised qualification.
- For four years in a row our students have won the UK University Challenge set by 7 Investment Management and the Institute of Financial Planning. This is also the third consecutive year when a Business School student has won a Gold award in the Aviva Future Advisor Programme.
- The sandwich route provides the opportunity to work in the financial services sector. This enables you to test possible career paths, apply your knowledge and skills to real-life work situations and acquire up to 12 months' relevant work experience.
- Financial services, planning and management is a distinct teaching and research area within the Business School.

Sandwich Placements

A course with a sandwich route provides the opportunity to work for an organisation as part of your degree. This work experience is commonly referred to as a placement and you are usually paid a salary by your placement employer. The placement must be a minimum of 36 weeks but will usually last for 12 months and takes place after your second year of study.

If you choose the sandwich route, our Placement Office will help you find your placement. Our dedicated team has over 25 years' experience of matching students with employers and has been rated by students as one of the top four placement services in the UK (National Placement and Internship Awards 2010 and 2011). The services they provide include:

- Organising an annual placement and career development fair where you can meet employers who have placement opportunities and graduate vacancies.
- Advertising over 1,000 vacancies from local, national and international employers each year.
- Delivering CV workshops that provide advice and tips about what to include in a CV and how to present yourself to your best advantage.
- Providing one-to-one advice about writing cover letters, CVs and application forms for the jobs you are interested in.
- Conducting mock interviews so that you can practice your interview technique and receive feedback on your performance.

“This degree programme, plus the commitment that Manchester Metropolitan University has made to connecting with the profession, will ensure that students are given the best opportunity to obtain really good jobs in the Financial Planning profession.”

Nick Cann, CEO of the Institute of Financial Planning

It is your responsibility to be pro-active and apply for placement opportunities. The placement jobs market is competitive and we recommend that you start researching companies and opportunities during your first year and apply for positions from the start of your second year.

When you are on placement, one of our tutors will keep in contact with you and will liaise with your employer. The placement is not formally assessed but it must be satisfactorily completed.

Research indicates that students who undertake a sandwich year as part of their studies are more employable. In 2010, 93% of Business School graduates who had completed a placement and were in employment were in graduate occupations.

For more information about our Placement Office please see www.business.mmu.ac.uk/placements

Assessment

The programme is assessed by a balance of assignments and examinations. From the second year onwards, these marks go towards determining the final classification of your degree from Manchester Metropolitan University. The work placement year is not formally assessed but must be satisfactorily completed.

Financial Industry Perspective

“As the professional body for Financial Planning in the UK a huge priority is placed on career development and attracting new talented people to the profession. This degree programme, plus the commitment that Manchester Metropolitan University has made to connecting with the profession, will ensure that students are given the best opportunity to obtain really good jobs in the Financial Planning profession.”

Nick Cann, CEO of the Institute of Financial Planning

Student Experience

“I believe that the Financial Services degree course has had an immensely positive outcome on the direction and success of the career path that I have taken. The course enabled me to gain a thorough insight into a wide range of financial areas and gave me a really good platform upon which to build my career.”

Chris Nichols

Career Development Opportunities

Graduates from this programme can consider a variety of interesting employment and career development opportunities. You could work in a wide range of financial services sectors including financial planning, banking, retail finance, investment and wealth management.

If you are considering starting your own financial services business, you can use the Business School's graduate incubator, Innospace, to get you started. Visit www.innospace.co.uk for more information.

Tuition Fees and Financial Support 2012 Entry

We passionately believe that going to university is a real investment in your future. If you wish to follow a professional or vocational career and benefit from all the opportunities and rewards that this can offer, then going to university remains the best and most direct way of achieving this.

UK/EU students

Tuition fees have increased for 2012 entry because government funding for higher education has been cut. However, the existing system of loans and grants has also been extended and improved to assist students in going to university.

Your fees can be paid for by applying for a tuition fee loan and you will not have to pay any fees upfront. You do not have to start making repayments on student loans until the April after you graduate and only then if you are earning over £21,000.

The tuition fee for this programme for 2012 entry will be £8,000. If you are following the sandwich route, the cost of your placement year in 2014/15 is still to be determined. As a guide, the placement fee was £680 in 2012/13, and has historically increased by around 2.5% each year. This is subject to change, so please check out our website www.finance.mmu.ac.uk/students to determine the exact fee before you start your sandwich year.

Further information about fees, funding support and the University's £3,000 student support package for first year, full-time, first degree undergraduates whose household income is up to and including £25,000 is available from www.mmu.ac.uk/fees.

International students

The tuition fees for students who do not qualify for UK or European Union (EU) status is £10,000 (2012 entry).

There are a number of organisations that award scholarships to international students. Many of these scholarships are awarded a year in advance so you are advised to start your research at least 18 months before you plan to start your course. In addition, the University has a limited number of partial scholarships which are made through the Vice-Chancellor International Scholarships scheme. Please see www.mmu.ac.uk/international/scholarships for more information.

Typical Entry Requirements

UCAS tariff points

280 at A2 or an acceptable alternative such as BTEC National at Level 3.

Non tariffed qualifications

A relevant Access to HE Diploma will be considered for entry to this course.

International Baccalaureate

28 points

Specific subjects required

Level 2 (eg GCSE)

GCSE grade C, or acceptable alternatives, in English language and mathematics.

International students

Country-specific information about many international qualifications is available on our website at

www.mmu.ac.uk/international

English Language Requirements

International students must achieve IELTS 6.0 with a minimum score of 5.5 in each unit (or an equivalent standard in an acceptable alternative such as TOEFL).

How to Apply

Application for all of our full-time undergraduate programmes is through UCAS. Please submit your application online at www.ucas.com.

Please contact UCAS' applicant helpline on **0871 468 0 468** if you have any queries or problems using the online application system.

Further Information

For information about our staff and the £75 million Business School in which you will be studying, please see www.business.mmu.ac.uk

Additional course and study information is available on our eProspectus, www.mmu.ac.uk/study

Full contact details for our Course Enquiries team, including telephone numbers and email addresses, are available from www.mmu.ac.uk/study/undergraduate/contact