

COURSE SPECIFICATION

Awarding body:	<p>Norwich University of the Arts</p> <p>The University is a recognised body with taught degree awarding powers. The University is subject to regulation by the Office for Students (OfS).</p>
Course title:	BA (Hons) Marketing
Level of Study:	The level of study is aligned to Level 6 Descriptors of the Office for Students (OfS) Sector Recognised Standards (SRS) (May 2022).
Award:	Bachelor's degree with honours (BA (Hons))
Mode of Study:	Full-time
Duration of Course:	3 years
Language of Study:	English
Course Accreditation:	<p>Accredited by the Chartered Institute of Marketing (CIM)</p> <p>The Chartered Institute of Marketing (CIM), the world's leading professional body for marketing, has approved the BA (Hons) Marketing degree at Norwich University of the Arts for exemptions on CIM qualifications. In addition to graduating with a degree, students studying BA (Hons) Marketing can gain industry-recognised qualifications at an accelerated pace. The teaching content has been developed alongside CIM's learning outcomes to ensure alignment to industry requirements.</p>
Relevant QAA Subject Benchmarks:	<p>Business and Management (2023) For further information see: https://www.qaa.ac.uk/docs/qaa/sbs/sbs-business-and-management-23.pdf?sfvrsn=8370a881_10</p> <p>Art and Design (2019) For further information see: https://www.qaa.ac.uk/docs/qaa/subject-benchmark-statements/sbs-art-and-design-17.pdf?sfvrsn=71eef781_16</p> <p>Subject Benchmark Statements set out expectations about standards of degrees in a range of subject areas. They describe what gives a discipline its coherence and identity, and define what can be expected of a graduate in terms of the abilities and skills needed to develop understanding or competence in the subject.</p>
Tuition Fees:	For details of tuition fees see: Fees and Funding
Other Course Costs:	<p>The cost of materials for producing course work is not included in the tuition fee. Due to the choice and diversity it is not possible to generalise about the costs that you might incur. On average students of arts, design and media courses spend around £285 in their first year rising to £425 in their second year and £680 in their graduating year.</p> <p>The course may also offer an opportunity to attend one or more study visits. These visits are not compulsory and costs vary depending on the location and duration of the study visit.</p> <p>For details see: https://norwichuni.ac.uk/courses/course-costs/</p>

ADMISSION REQUIREMENTS

Entry Requirements / Interview / Portfolio:

Information on how to apply and how we make our decisions on your application is available on our website at: <https://norwichuni.ac.uk/study-at-norwich/undergraduate-apply/>

AIMS AND OUTCOMES OF UNDERGRADUATE STUDY

The Aims of Undergraduate Study are to:

- Provide students with an inclusive and stimulating curriculum for the specialist study of art, design, architecture and media.
- Maintain and nurture a commitment to intellectual and personal development as a basis for a lifetime of learning and professional practice.
- Provide students with opportunities for innovative, imaginative and intellectually rigorous opportunities for creative practice along with skills appropriate to the named award.
- To enable students to establish and develop key skills in areas of creative practice, research and professional practice as they apply to the subject.
- Provide students with the required practical and project management skills to realise ideas.
- Provide courses that prepare students for employment and professional practice and/or further study.
- Provide courses that enable graduates to make a useful contribution to the social, economic and cultural life of the region and beyond.
- Enrich curriculum content and ensure course currency through the professional practice, research and scholarship of staff.
- Emphasise the cultural, technical and vocational relevance of course provision.
- Develop effective collaborations with the creative and cultural industries, professional bodies, other HEIs and wider art, design, architecture and media communities.

GENERIC SKILLS

Holders of Undergraduate Awards will:

- Have developed the skills to embark on a professional career or further course of study in a related field.
- Demonstrate a professional approach and work towards achieving their full potential as a creative or technical practitioner.
- Possess the qualities and transferable skills necessary for employment and progression to other qualifications assuming personal responsibility and decision-making.
- Be digitally literate in relation to the skills essential for professional practice and its representations.
- Be able to locate their work within relevant professional, cultural and historical frameworks.
- Be able to practice professionally in an area appropriate to their subject skills and expertise.
- Have developed the capacity to critically examine the context within which their practice is based.
- Be able to analyse information and experience to formulate and present reasoned arguments.
- Have an understanding of the extent of their knowledge, and how this influences analysis and interpretation based on that knowledge in their area of practice.
- Be able to interpret and communicate their practice using spoken, written and visual language.
- Be able to work flexibly to manage change and uncertainty.
- Be able to work independently and collaboratively while having regard to the views and needs of other stakeholders.
- Have developed the ability to make effective use of processes and materials appropriate to the subject.
- Be able to work with due regard to Health and Safety, Ethics, Sustainability and Risk Assessment considerations as they apply in a range of professional contexts.

COURSE DIAGRAM

BSP1a - Introduction to Studying Marketing	BSP1b – Research Methods in Marketing	BSP1c – Concepts, Theories and Practice in Marketing
40 Credits	40 Credits	40 Credits
10 Weeks	10 Weeks	10 Weeks

BSP2a – Models, Methods and Practice in Marketing	BSP2b – Global Citizenships and Perspectives in Marketing	BSP2c – Collaborative Approaches to Marketing
40 Credits	40 Credits	40 Credits
10 Weeks	10 Weeks	10 Weeks

BSP3a – Professional Development in Marketing	BSP3b – Advanced Research and Project Design in Marketing	BSP3c – Major Project in Marketing
40 Credits	40 Credits	40 Credits
10 Weeks	10 Weeks	10 Weeks

COURSE OVERVIEW

The BA (Hons) Marketing course at Norwich University of the Arts is designed to develop practical skills and knowledge in marketing, underpinned by business and digital know-how

You will master multi-channel marketing strategies and campaigns whilst gaining demonstratable industry and digital experience, allowing you to develop creative outcomes, compelling stories and solve problems in an innovative way

Creative marketing is all about breaking the mold and discovering fresh ways to engage your audience. By embracing unconventional thinking, exploring new content formats, personalising your messaging with data, and keeping up with emerging trends, you will learn to design campaigns that go beyond just capturing attention—they will inspire, resonate, and forge deeper connections with your audience.

Marketing at Norwich:

- Offers you the opportunity to study a marketing degree in the inspiring creative surroundings of an independent specialist arts institution, allowing you to focus on exploration and experimentation that pushes your creative boundaries, think outside the box, and develop original ideas
- Enables you will stay one step ahead of the competition by applying your new marketing skills and knowledge of emerging digital technology to practical work-based projects and live briefs to create effective and successful cross-channel campaigns, strategies and assets
- Collaborative projects facilitate you partnering with influencers, artists, or even other brands in creative ways can help expand your reach and bring fresh ideas to your marketing
- Is developed in collaboration with leading marketing professionals, ensuring your learning experience and projects are aligned with industry trends, as well as supporting you to develop your professional network before graduating

In Year 1 you will explore fundamental marketing techniques, theories and principles, the contemporary marketing environment and be introduced to how to utilise market data analysis. You will begin to consider consumers, your target audience and how to best reach them through integrated marketing communications.

In Year 2 you will dig deeper into consumers, content and delivering creative communication solutions. You will explore emerging digital innovation and technologies to concept strategic international marketing plans that address global, ethical, sustainability and diversity challenges. Before culminating in working collaboratively to deliver effective marketing campaigns and events.

In Year 3 you will investigate advanced marketing research strategies, pitch innovative marketing concepts and deliver a final major project that embraces creative critical thinking.

We are committed to creating a learning environment where you are safe to learn through individual exploration and collaboration with others. You are encouraged to question and examine your approach, push your strategic ideas and develop innovative new marketing concepts.

You will be introduced to new theories and knowledge through lectures, taught workshops and live industry briefs, allowing you to effectively explore new concepts and deepen your industry understanding and skills.

Small group seminars, individual tutorials and presentations will provide you with opportunity to share, gain feedback on and progress your work. Additionally, you will be expected to enhance your studies through independent learning in conjunction with your scheduled sessions.

Peer sharing, debate and discussion and tutor feedback provide you with the opportunity to give and receive constructive criticism. We are committed to creating an inclusive learning environment that emphasises equality, and champions diversity through all aspects of the course.

The course team consists of academic and industry professionals who bring extensive knowledge and expertise from various disciplines within the marketing sector. Together with the academic staff, you will form a creative community that fosters creative exchange, collaboration, and emerging learning.

Dedicated employability workshops covering networking, personal brand building CV, Cover Letter writing and professional pitching will assist you in seeking out appropriate opportunities within the industry. Through engagement with Industry guests, the Business and Employability team and bespoke workshops graduates will go on to be the marketing directors and innovative strategic leaders of the future.

At Norwich University of the Arts, you have the opportunity to boost your professional skills and improve your chances of employability with our Level 5 Diplomas (Creative professional Development and Creative Computing). These optional programmes give you the chance to take an extra year between your second and third years of study. During this year, you'll get hands-on experience, apply what you've learned in the classroom, collaborate with professionals, and build practical skills. These diplomas are designed to help you grow in confidence, problem-solving, and adaptability, so you're ready to succeed in your future career.

The course is open to students from diverse backgrounds and experiences, and it aims to support everyone's learning journey. The course team will collaborate with you to foster and develop your unique knowledge and skill set as you advance through your studies.

Year 1 Unit: BSP1a

Unit Title:	Introduction to Studying Marketing
Reference:	BSP1a
Year:	1
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

This unit will introduce you to the University's resources and campus and help you to understand the guiding principles of studying on a degree course. Within the unit you will learn basic skills relevant to your subject and have opportunities to discuss different concepts and views. You will be introduced to cultural, sustainable and ethical concepts that influence, and are influenced by, disciplinary practice.

You will be looking at methods for gathering information and investigate the ways in which that information can be interpreted. You will gain awareness of key theories and develop critical thinking skills. Building skills in reflective learning, you will consider how best to communicate your ideas through the presentation of your work.

The unit will help you to develop skills towards becoming an independent learner, i.e. someone with the ability to use initiative to advance their skills, knowledge and understanding and take responsibility for their own education.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Developing a basic understanding of the discipline	Gathering and interpreting reliable information	Preparing to learn: navigating university life and building connections and positive support systems
Gaining awareness of key theories	Developing critical thinking skills	Building skills in reflective learning
Introducing academic skills and techniques	Understanding how to research and why it is important.	Building working practices in organisation, presentation and communication

In this unit we aim to support you in:

- Gaining basic skills in your discipline
- Tackling different types of problems
- Understanding techniques for reflecting on your learning to help you progress with your studies
- Understanding the skills you need to develop professional working practices for your future career

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Knowledge and Skills	Show that you have DEVELOPED SKILLS and KNOWLEDGE that are key to your studies
Experimentation and Iteration	Use PROBLEM-SOLVING techniques to address basic challenges in your discipline
Reflection and Evaluation	Show that you have used REFLECTION on your learning to advance your knowledge and understanding
Professional Practice	Show that you have developed an understanding of basic CAREER and EMPLOYABILITY SKILLS

Assessment Requirements

You are required to submit all the following for assessment:

- **Portfolio of project outcomes**
- **Supporting documentation**
- **Reflective Learning Summary**

Year 1 Unit: BSP1b

Unit Title:	Research Methods in Marketing
Reference:	BSP1b
Year:	1
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

Understanding the importance of research and how evidence can be used to formulate an argument and give weight to your ideas is central to your degree course. This unit will give you the building blocks to help you use research effectively throughout your studies. We will explain how to gather and document relevant information and analyse your findings. You will learn about the different research methods used in your discipline and start to practice techniques and processes to help solve different types of problems.

Presenting a coherent argument is an essential skill and the unit will help you to learn how to structure your writing and communicate effectively. We will discuss different types of communication and how diagrams, charts and images can be used to simplify and reinforce your points. We will also look at what makes a convincing argument and how to structure your communication in ways that will help your reader to follow the points you are making.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Developing discipline-specific knowledge and insights	Understanding quantitative and qualitative research methodologies	Gaining awareness of professional skills for employability
Understanding the historical and cultural contexts of the discipline	Exploring the relationship between theory and practice	Developing the resilience and confidence needed for effective study.
Gaining basic skills in the discipline	Applying the principles of academic writing to essays and reports.	Building organisation, project planning and communication skills

In this unit we aim to support you in:

- Understanding how to research and the research methods used in your discipline
- Learning techniques and processes to explore and experiment in your discipline
- Understanding how and when to use different research techniques to solve different types of problems
- Developing skills in presenting information and communicating your findings effectively

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Research	Identify and apply RESEARCH skills appropriate to your subject
Experimentation and Iteration	Show an EXPLORATION of the fundamental techniques and processes related to your subject
Reflection and Evaluation	EVALUATE relevant methods and approaches to solving problems in your discipline
Communication	COMMUNICATE your findings accurately in an organised, structured and consistent way

Assessment Requirements

You are required to submit all the following for assessment:

- **Portfolio of research tasks**
- **Supporting documentation**
- **Reflective Learning Summary**

Year 1 Unit: BSP1c

Unit Title:	Concepts, Theories and Practice in Marketing
Reference:	BSP1c
Year:	1
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

In this unit you will explore some of the key contemporary concepts within your discipline. You will gain an understanding of the subject's development and histories and start to see where current challenges lie. There will be a focus on awareness of ethical and responsible ways of thinking and working which will become embedded in your practice as you progress through the course.

You will explore and develop specific knowledge and insights and develop your understanding of the key concepts and challenges that exist for your subject. The research skills you learnt in the last unit will now be applied in a variety of contexts and you'll continue to practice selecting and using appropriate research methods to gather and interpret data. Similarly, this unit supports you to gain further experience of effective communication and how to use words, diagrams and data to present a coherent argument.

You will get chance to extend your skills as an independent learner as we support you to start to make decisions about your particular areas of interest and career possibilities. We will support you in developing practical skills in planning, time management and in particular: planning, organisation and working as part of a team.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Gaining awareness of contemporary challenges in the discipline	Identifying and utilising appropriate research methods	Building skills in planning, time-management and independent learning
Gaining knowledge of the past and current debates within the discipline	Understanding ethics and responsible practice	Presenting an argument and communicating effectively
Applying practical skills in the discipline	Analysing and interpreting data	Working as part of a team

In this unit we aim to support you in:

- Gaining knowledge of the key concepts of your discipline
- Developing research skills to help you investigate a variety of topics and interpret your findings
- Find areas of interest and start to learn about them independently
- Developing and presenting coherent arguments

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Knowledge and Skills	Show SPECIALIST KNOWLEDGE of your discipline and issues of ETHICAL and RESPONSIBLE practice that relate to it
Research	Use appropriate RESEARCH skills to INTERPRET your findings
Reflection and Evaluation	Show how you have used INDEPENDENT LEARNING to identify and address areas for personal development
Communication	Use appropriate COMMUNICATION techniques to present a COHERENT ARGUMENT for your findings

Assessment Requirements

You are required to submit all the following for assessment:

- **Portfolio of project outcomes**
- **Supporting documentation**
- **Reflective Learning Summary**

Year 2 Unit: BSP2a

Unit Title:	Models, Methods and Practice in Marketing
Reference:	BSP2a
Year:	2
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

This unit provides a comprehensive exploration of more advanced principles and concepts within your discipline. You will engage with contemporary debates, critically evaluating current research to gain a deeper understanding of key theories and principles.

Through a reflective and evidence-based approach, you will advance your decision-making abilities. The unit encourages the development of core skills and methods necessary for idea generation, critical analysis, and effective problem-solving. You will learn to identify and adopt appropriate research sources, methods, theories, and concepts relevant to your subject.

You will be supported to articulate their ideas clearly and persuasively in both written and oral formats. We aim to equip you with the skills to debate ideas and present research findings effectively, fostering a professional standard of communication.

Overall, this unit is designed to develop critical thinking, research capabilities, and practical skills, preparing you for advanced study and professional practice in your chosen field. Through a blend of theoretical knowledge and practical application, you will be well-equipped to navigate and contribute to contemporary debates within their discipline.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Applying fundamental principles and concepts	Engaging with the contemporary debates within and around the subject	Enhancing skills in wellbeing, positive habits for work and building confidence
Gaining understanding of key principles and theories in the discipline	Critically evaluating relevant research in the context of your subject	Using a reflective and evidence-based approach to advance your decision making
Developing idea generation and advance core skills and methods	Identifying and adopting appropriate research sources, methods, theories, and concepts	Building effective techniques for presentation and communication

In this unit we aim to support you in:

- identify and use appropriate research sources, methods, theories, and concepts
- techniques for idea generation, critical analysis, and effective problem-solving
- Engaging with contemporary debate and critically evaluating current research
- Identifying career opportunities and training requirements

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Research	Identify and apply RESEARCH methods appropriate to the area of investigation
Experimentation and Iteration	Facilitate PROBLEM SOLVING through the design of appropriate experiments and/or approaches
Reflection and Evaluation	Show CRITICAL EVALUATION of data, information, methods and research findings
Professional Practice	Use CAREERS and EMPLOYABILITY SKILLS to identify the potential careers and roles that match your interests and abilities

Assessment Requirements

You are required to submit all the following for assessment:

- **Portfolio of Project outcomes**
- **Supporting documentation**
- **Reflective Learning Summary**

Year 2 Unit: BSP2b

Unit Title:	Global Citizenship and Perspectives in Marketing
Reference:	BSP2b
Year:	2
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

The Global Citizenship and Perspectives unit will equip you with a comprehensive understanding of key social, ethical, and global challenges relevant to their discipline. Through exploring contemporary social, cultural, and ethical issues, you will develop a critical perspective on the complexities of citizenship and community. The unit emphasises the importance of historical, geographical, and cultural contexts, fostering an awareness of how these factors influence current global dynamics.

You will enhance your ability to construct persuasive arguments and engage in critical debates, which are essential skills to support your research findings. Collaborative work and conflict management are integral components, preparing you to navigate and resolve disagreements effectively. The unit encourages the development of creative, responsible, and ethical practices, ensuring that your work adheres to professional standards.

Research skills are a focal point, with an emphasis on using appropriate sources and methods to gather and analyse data. You will learn to present your findings professionally, enhancing your ability to communicate complex information clearly and effectively. By the end of the unit, you will be well-equipped to address global challenges thoughtfully and ethically, contributing positively to your communities and disciplines.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Understand key social, ethical, and global challenges in relation to the discipline	Developing critical understanding of contemporary social, cultural and ethical issues	Understanding citizenship and community
Awareness of historical, geographical and cultural perspectives and influences	Developing persuasive arguments and engage in critical debate to support your research findings	Working with others and managing conflict
Developing creative, responsible and ethical practices within your work	Conducting research using appropriate research sources and methods	Presenting data and reports professionally

In this unit we aim to support you in:

- Advancing your knowledge of ethical debates in your subject and your understanding of responsible practice
- Designing and conducting research projects
- Gaining understanding of global issues and how your discipline impacts and is impacted by them
- Effectively communicating your findings

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Knowledge and Skills	Use SPECIALIST KNOWLEDGE and skills relevant to your discipline, showing how you have applied ETHICAL and RESPONSIBLE approaches to the production of your work
Research	Identify and use appropriate methods to conduct effective RESEARCH and ANALYSIS related to your subject
Reflection and Evaluation	Show CRITICAL UNDERSTANDING of global perspectives in your discipline
Communication	Use a variety of formats to COMMUNICATE information and arguments

Assessment Requirements

You are required to submit all the following for assessment:

- Portfolio of project outcomes
- Supporting documentation
- A Reflective Learning Summary

Year 2 Unit: BSP2c

Unit Title:	Collaborative Approaches to Marketing
Reference:	BSP2c
Year:	2
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

This unit focuses on the importance and value of collaboration with your colleagues, other students and wider members of the discipline community. You will engage in projects that focus on helping you to gain an understanding of the methods and techniques utilised in different fields, which will enhance your ability to approach problems from diverse perspectives, fostering innovative solutions.

The unit emphasises professional roles and responsibilities, particularly in relation to risk management and health and safety issues. You will learn to navigate these considerations while participating in collaborative projects, ensuring your work adheres to professional standards and practices.

A key component of the unit is understanding the value of cross-disciplinary collaborations. You will engage in critical debates on contemporary challenges both within and beyond their discipline, enhancing your ability to think critically and creatively. Effective communication is crucial, and you will develop skills in conveying ideas through words, images, diagrams, and data.

You will design and deliver a collaborative project, learning to structure and write comprehensive research proposals. The unit will also focus on teamwork and making connections, enabling you to collaborate effectively and contribute meaningfully to group projects. By the end of the unit, you will be well-prepared to engage in and lead collaborative initiatives in your future professional endeavours.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Engaging in projects with other disciplines, contexts and audiences	Gaining awareness of the methods and techniques used in other disciplines	Gaining awareness of professional roles and responsibilities considering any risk management or health and safety issues
Understanding the value of cross-disciplinary collaborations	Engaging in critical debate related to the contemporary challenges within and beyond the discipline	Communicating effectively with words, images, diagrams and data
Designing and delivering a collaborative project	Structuring and writing a research proposal	Collaborating, working in teams and making connections

In this unit we aim to support you in:

- Contextualising your understanding of the discipline in relation to other fields of study
- Advancing your skills in independent learning and using reflection to identify areas for development
- Developing persuasive arguments to communicate your ideas and findings
- Understanding how to work successfully as part of a team and collaborate with others

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Knowledge and Skills	Show how working with others has assisted in your REFLECTION on the extent of your SPECIALIST KNOWLEDGE
Reflection and Evaluation	Show that you have used the processes of INDEPENDENT LEARNING and REFLECTION effectively
Communication	COMMUNICATE your ideas effectively to different specialist and non-specialist audiences and/or markets
Professional Practice	Use COLLABORATION to extend your work into other contexts and assume the RESPONSIBILITIES of working in teams with external and/or internal partner

Assessment Requirements

You are required to submit all the following for assessment:

- **Collaborative Practice Report**
- **Supporting documentation**
- **Reflective Learning Summary**

Year 3 Unit: BSP3a

Unit Title:	Professional Development in Marketing
Reference:	BSP3a
Year:	3
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

This is the first of three units that make up your final year of undergraduate study. The purpose of this unit is to develop your understanding of the specificity, nuance, and diversity of career and progression options available to you within and beyond your chosen subject area. You will be supported to engage in work-related learning activities to enhance your understanding and experience of professional opportunities at graduate level.

You are expected to identify the skills, knowledge, methods, processes and aptitudes needed to advance your learning, and with the support of your tutors, develop your awareness of the many ways in which your learning can be contextualised and applied post-graduation.

Within this unit you will research, debate, analyse and evidence contemporary practice within the sector, exploring innovative ways your subject can evolve, or propagate into new territories; both nationally and internationally. You will participate in a range of activities to investigate the workplace, contemporary working practice, and expectations within the sector. You will reflect on the transferable or “soft” skills you have developed so far and consider your further training needs in relation to your onward career.

By the end of the unit you will have developed a Career Development Portfolio and should feel confident and well prepared to launch your career as a graduate of Norwich.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Gaining knowledge of the professional roles within and around the discipline	Building a repository of evidence	Understanding the workplace, planning your career and preparing a digital profile for industry
Understanding emerging concepts and challenges within and beyond your discipline	Applying contemporary research and industry insights	Finding your way of working: setting goals, balancing priorities, and strategies for self-care
Using case studies and contemporary approaches in the disciplinary professions	Identifying and developing case studies	Exploring opportunities for postgraduate study, freelancing and enterprise

In this unit we aim to support you in:

- Gaining knowledge and skills of analysis to inform opportunities for your career and further study
- Evaluating different forms of professional practice
- Developing skills for effective communication to different audiences
- Identifying and developing the transferable skills needed for employment or further study

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Knowledge and Skills	Show SPECIALIST KNOWLEDGE of the professional opportunities and requirements of your discipline
Reflection and Evaluation	REFLECT on your learning and use EVALUATION to improve to your understanding of professional practice
Communication	COMMUNICATE effectively and appropriately using methods appropriate for a professional audience in your discipline
Professional Practice	Identify and develop your CAREERS and EMPLOYABILITY SKILLS and the knowledge required to enter your chosen career or further study opportunity.

Assessment Requirements

You are required to submit all the following for assessment:

- Career development portfolio
- Supporting documentation
- Reflective Learning Summary

Year 3 Unit: BSP3b

Unit Title:	Advanced research and project design in Marketing
Reference:	BSP3b
Year:	3
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

This is the second of three units that make up your final year of undergraduate study. This unit will provide challenge through the interrogation of the methods and models used within your field of study and assist you to identify an area of investigation to pursue through this unit and the next. You will explore historic and contemporary research methodologies through lectures, seminars, and tutorials.

The unit is designed to establish academic rigour within your process and sourcing of information and data and will be used to inform your major project work in the next unit. You will be supported in identifying relevant areas for investigation and establishing suitable research questions. Adopting or creating effective research methods will guide your investigation and ensure thoroughness when applied to future endeavours. Your identified model of working will be supported by a portfolio of research which you will be expected to analyse and articulate its value and relevance to your aspirations moving forward.

As part of the unit you will prepare a Major Project Proposal that outlines your intentions for work to be undertaken in BSP3c. The proposal will consider a range of professional and academic contexts, informed by your experience on the course.

By the end of the unit you should feel well prepared to research independently and have developed a clear direction of investigation for the final unit.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Understanding the ethical challenges of the discipline	Critically analysing and applying appropriate methods and models	Gaining strategies for building confidence, clear communication, and self-promotion
Developing a critical approach which draws on contemporary theories and concepts	Identifying and interpreting credible contemporary research sources	Identifying the key intellectual, transferable and practical skills gained
Designing and developing research projects considering any ethical, risk management or health and safety issues	Preparing for an independent research project	Writing effective research proposals

In this unit we aim to support you in:

- understanding a variety of models and methodologies in using research to inform your decision-making
- applying critical reflection and analysis of source texts, market research, empirical data
- identify and interpret quantitative and qualitative data
- understanding ethical debate and approval processes via ethics committees
- estimating workload, project management, and working external parties
- proposal writing and scoping work
- articulating analysis through report writing

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Research	RESEARCH effectively by gathering information from a broad range of appropriate primary and secondary sources, making a detailed and thorough ANALYSIS of these.
Experimentation and Iteration	INITIATE projects relevant to your subject using appropriate resources to manage your time effectively within the context of INDEPENDENT LEARNING.
Reflection and Evaluation	Use the skills of CRITICAL REFLECTION in different contexts and apply EVALUATION as a key transferable skill
Professional Practice	Show that you have developed and applied the relevant specific and transferable CAREERS and EMPLOYABILITY SKILLS to enable you to embark on your future career.

Assessment Requirements

You are required to submit all the following for assessment:

- Major Project Proposal
- Research Development Portfolio
- Reflective Learning Summary

Year 3 Unit: BSP3c

Unit Title:	Major Project in Marketing
Reference:	BSP3c
Year:	3
Credit Points:	40
Duration:	10 Weeks
Study Time:	400 Hours

Description

This is the third and final unit which completes your final year of undergraduate study. The unit is a culmination of your study at degree level and builds on everything you've learnt so far. Engaging with this unit will enable you to advance your practice to a professional level and sharpen your career preparations to ensure you are well on your way to getting your first job, starting your business or enrolling in post-graduate study.

The Major Project Proposal, developed and submitted for unit BSP3b will form a basis for navigating this unit. While it is natural for some ideas to change as your project develops, there should be a clear rationale for any changes you propose to make, and these will be articulated through your Project Evaluation Document submitted at the end of the unit. Throughout your course there has been an emphasis on reflective practice and this should now be embedded in your working methods. You will demonstrate reflections on your learning in this unit through submission of a Project Evaluation Document.

By the submission date you are expected to have completed a research project that clearly addresses a relevant research question using appropriate methods for gathering information and analysing data. The project should be appropriate to your subject and professionally presented. We will support you to achieve this through group sessions and tutorials.

By the end of the unit you should feel well equipped to apply your learning in a professional context and have a clear trajectory towards launching your professional career as a graduate of Norwich.

Topics covered in this unit

Disciplinary Practice	Research Practice and Critical Thinking	Careers and Personal Development
Evidencing expertise in your subject area	Structuring and communicating research through an extensive project	Preparing for life after university
Evidencing a critical understanding of the ethical challenges of the discipline	Using critical thinking to evaluate evidence and develop a research-based argument	Building networks and identifying ways to keep abreast of opportunities and developments in the discipline
Working independently to produce an original piece of research	Developing and executing a sustained research project	Communicating and presenting your findings professionally to appropriate audiences and/or markets

In this unit we aim to support you in:

- Managing and executing a substantial project
- Advancing your specialist skills and knowledge
- Using professional and appropriate communication methods for different audiences
- Presenting your work professionally and understanding the needs of different audiences

Learning Outcomes

Upon successful completion of this unit, you will be able to:

Knowledge and Skills	Use SPECIALIST KNOWLEDGE and expertise of research at the forefront of your discipline.
Research	Design and execute a research project using the skills of RESEARCH and ANALYSIS to SOLVE PROBLEMS associated with your area of study
Reflection and Evaluation	MANAGE a research project using appropriate resources and planning your time effectively to demonstrate your understanding of INDEPENDENT LEARNING as a key transferable and lifelong skill.
Communication	Present work professionally and use appropriate strategies for COMMUNICATION for the range of audiences most relevant to your future career.

Assessment Requirements

You are required to submit all the following for assessment:

- **Major Project Report**
- **Supporting documentation**
- **Project Evaluation Document**

LEARNING AND TEACHING

Learning and teaching at Norwich is underpinned by the University's [Creative Learning Strategy](#). We use a project-centred approach in which practice and theory are integrated within increasingly open-ended briefs; allowing you to develop your individual interests and approach to independent learning within and beyond the discipline you are studying. We emphasise learning and discovery through practice, critical reflection and experimentation with ideas, processes and materials.

At Norwich, we value collaboration and working across disciplines and there are many opportunities to engage with colleagues, and with ideas and concepts from other areas. Collaborative engagement is embedded within the design of our courses and opportunities are also made available through activities such as external speakers, cross-university projects and times when you are able to join projects and workshops from beyond your course area.

Course Delivery

Except where explicitly indicated in a Course Specification, no optional units will be available within each year of delivery.

Undergraduate courses are campus-based. Delivery includes some live-streamed and pre-recorded digital sessions which you can use on-demand. Our approach enables you to benefit from the studios, labs and workshops on campus while learning how the creative industries work and helping to prepare you for your future careers.

Short courses at undergraduate level are delivered online, and are mainly asynchronous, offering flexibility and enabling you to manage competing demands on your time.

At postgraduate level, courses are campus-based, except where specified as delivered predominantly or fully online. Delivery of campus-based courses includes some live-streamed and pre-recorded digital sessions which you can use on-demand. Delivery of predominantly or fully online courses can provide flexibility for you and help you to manage competing demands on your time. All courses include regular access to tutors through live sessions and/or forums and messaging facilities.

Teaching is delivered by staff who are often experienced practitioners as well as educators. Many engage with teaching alongside their practice, offering relevant expertise and currency across associated professions and industries. Teaching on courses is led by a Course Leader (or equivalent) supported by a core group of lecturers and expert technical staff, as well as a range of guest and visiting experts.

Assessment

At the start of each unit the tutors will explain what you will learn and how we will test your learning through assessment. This information will also be provided on the Virtual Learning Environment (VLE). As the unit progresses, you will be given formal and informal opportunities to receive feedback on your progress. These opportunities may include:

- Group reviews or critiques (crits)
- Self-evaluation and peer evaluation
- Group and individual tutorials

At the end of the unit you will submit work for assessment and receive written feedback and a grade to help you understand what you've done well and what areas to work on for the next assignment. Assessment may include portfolios, essays, reports, and evaluations. Sometimes you may be assessed on group or individual presentations, and/or performances, depending on your course.

You will be assessed against the approved unit learning outcomes and assessment requirements, as outlined in the Unit Handbooks for your course. Unit handbooks guide you through the specific areas of work in which you will be engaged in order to produce the work required for assessment and successfully achieve the unit learning outcomes.

Engagement

To fully benefit from the course, you are expected to attend all the taught sessions that are included on the timetable. Timetables are made available at the start of term. For undergraduate students, the balance between taught study and independent learning changes as you progress through the course. In the Integrated Foundation Year (Year 0) you may expect to spend around one third of your time in taught study. As you progress time undertaken in independent study will increase and by the final year of undergraduate study you can expect to spend around a quarter of your time in taught study. Postgraduate taught students studying mainly on campus can expect to attend taught sessions for approximately a fifth of their study time.

Independent learning

Each unit has an indicative number of 'study hours' which refers to both your timetabled teaching (such as lectures, seminars, tutorials, workshops etc), and your independent learning. By independent learning we mean activities that help you to learn outside of taught sessions, such as reading, research, practice and preparation of work for assessment. It also includes other activities such as collaborative work and skills development sessions that may run through the assessment period.

Support

You will have access to a wide range of staff, all of them committed to supporting learning. As well as your course tutors, these include staff in technical workshops, the Library, Business and Employability Service, and Student Support.

Work-related learning

All our courses include opportunities to develop your understanding, knowledge and experience of business, industry and professional practice. This includes guest lectures and/or workshops led by visiting professionals; live and simulated projects for external clients; mentoring by professional practitioners; and regular workshops provided by the Business and Employability team to help you get to grips with entrepreneurship, freelancing and enterprise. You will also be introduced to [Profile](#), our unique tool for recording skills and experience and tracking your progress so that when you are applying for jobs you will have a record of your development and understand your key strengths and areas for development.

Diploma Years, for students who select the Diploma in Creative Professional Development as part of their course, will include periods of work-based learning.

REQUIREMENTS FOR PROGRESSION ON THE COURSE

The general requirements for progression are as follows:

Progression from Year 1 to Year 2 (Honours degree):

you must pass all Year 1 units and be awarded 120 credits (Level 4 of the Sector Recognised Standards)

Progression from Year 2 to Year 3: (Honours degree):

you must pass all Year 2 units and be awarded 120 credits (Level 5 of the Sector Recognised Standards)

If you do not pass a unit at first attempt you will normally be offered at least one further attempt to pass the unit through resubmission. If you do not pass the unit after a resubmission attempt you will not be allowed to progress to the next stage of study and may have your course terminated. Please see the University's [Student Regulations and Procedures](#) for further information.

If you fail all 120 credits in a year of study you will not normally be offered resubmission opportunity and may have your course terminated, or be required to repeat the year, depending on your circumstances.

REQUIREMENTS FOR THE AWARD OF A QUALIFICATION

To qualify for the award of Bachelor of Arts with Honours [BA (Hons)] you must have achieved a pass in all units and be awarded 360 credits.

If you do not complete your course for any reason, you may qualify for an exit award (subject to the University's [Student Regulations and Procedures, Section H](#)) as follows:

- Completion of Year 1 – Certificate of Higher Education
- Completion of Year 2 – Diploma of Higher Education
- Partial completion of Year 3 – BA Degree (Unclassified)

CIRCUMSTANCES THAT MAY RESULT IN COURSE TERMINATION

There are a number of circumstances which may lead us to review your place at the University, including the following:

- because you haven't registered for your course when we asked you to;
- because your engagement with the University is not satisfactory;
- for academic reasons – in other words, because you haven't successfully completed and passed one or more units on your course;
- for disciplinary reasons, including where we have received information which may have led us to make a different decision about your place at the University, or because you have been convicted of a criminal offence involving a court hearing;
- because we believe your health or behaviour is presenting an exceptional level of concern to us, or is disrupting the day-to-day work of the University community;
- because you have taken a formal break from your studies, which we call intermission, but you don't meet the conditions we have set for your return or you don't reply to us when we ask you if you want to return; or
- because you haven't paid your tuition fees or rent for a place in our accommodation.

QUALITY ASSURANCE

The University was established as an independent higher education institution under Section 121 of the Education Reform Act 1988 and is a recognised body with taught degree awarding powers. The University is regulated by the Office for Students (OfS). Information about the University's status can be found on the [OfS Register](#) and on the [list of recognised bodies](#) published on the UK Government (GOV.UK) website. The OfS regulatory framework came fully into force from 1 August 2019. As part of its registration with the OfS the University is required to satisfy a number of conditions that relate to quality and standards. Prior to 2016, the University was quality assured by the QAA.

Quality in the University is assured by a number of systems and procedures. Many of these, notably those which contribute to annual monitoring, work to an annual cycle. Others, such as the Periodic Review of courses, operate over longer timescales. The objectives of the QME systems and procedures are:

1. To enhance the quality of courses and university professional services;
2. To attract a high-quality student application and intake;
3. To ensure that the University is a reflective community committed to continuous enhancement; and
4. To retain the confidence of key stakeholders, including external accreditors and funding bodies.