



BUSINESS SCHOOL COURSE PROGRESSION

YEAR 1

INTER'L MGM'T TRACK	MARKETING TRACK	INFORMATION TECHNOLOGY TRACK	FINANCE TRACK	HUMAN RESOURCE MANAGEMENT TRACK	E-COMMERCE TRACK
1ST TERM					
• English for Business	• English for Business	• English for Business	• English for Business	• English for Business	• English for Business
• Business Math I	• Business Math I	• Business Math I	• Business Math I	• Business Math I	• Business Math
• Research Methods	• Research Methods	• Research Methods	• Research Methods	• Research Methods	• Research Methods
• MS Office I	• MS Office I	• MS Office I	• MS Office I	• MS Office I	• MS Office I
• Marketing, Unit 1 (Edexcel) H1	• Marketing, Unit 1 (Edexcel) H1	• Marketing, Unit 1 (Edexcel) H1	• Marketing, Unit 1 (Edexcel) H1	• Marketing, Unit 1 (Edexcel) H1	• Marketing, Unit 1 (Edexcel) H1
2ND. TERM					
• Common Law, Unit 5 H1	• Common Law, Unit 5 H1	• Common Law, Unit 5 H1	• Common Law, Unit 5 H1	• Common Law, Unit 5 H1	• Common Law, Unit 5 H1
• Managing Financial Resources Unit 2 H1	• Managing Financial Resources Unit 2 H1	Managing Financial Resources Unit 2 H1	• Managing Financial Resources Unit 2 H1	• Managing Financial Resources Unit 2 H1	Managing Financial Resources Unit 2 H1
• Organizations and Behavior Unit 3 H1	• Organizations and Behavior Unit 3 H1	• Organizations and Behavior Unit 3 H1	Organizations and Behavior Unit 3 H1	• Organizations and Behavior Unit 3 H1	• Organizations and Behavior Unit 3 H1
• Investment (Edexcel) Unit 51 H2	• Investment (Edexcel) Unit 51 H2	• Investment (Edexcel) Unit 51 H2	• Investment (Edexcel) Unit 51 H2	• Investment (Edexcel) Unit 51 H2	• Investment (Edexcel) Unit 51 H2

3RD. TERM					
• Business Decision Making Unit 6 H2	• Business Decision Making Unit 6 H2	• Business Decision Making Unit 6 H2	• Business Decision Making Unit 6 H2	• Business Decision Making Unit 6 H2	• Business Decision Making Unit 6 H2
• Business Strategy Unit 7 H2	• Business Strategy Unit 7 H2	Business Strategy Unit 7 H2	• Business Strategy Unit 7 H2	• Business Strategy Unit 7 H2	• Business Strategy Unit 7 H2
• Business Environment Unit 4 H1	• Business Environment Unit 4 H1	• Business Environment Unit 4 H1	• Business Environment Unit 4 H1	• Business Environment Unit 4 H1	• Business Environment Unit 4 H1
• Research Project Unit 8 H2	• Research Project Unit 8 H2	• Research Project Unit 8 H2	• Research Project Unit 8 H2	• Research Project Unit 8 H2	• Research Project Unit 8 H2

YEAR 2

INTER'L MGM'T	MARKETING	INFORMATION TECHNOLOGY	FINANCE	HUMAN RESOURCE MANAGEMENT	E-COMMERCE
1ST. TERM					
• Managing Activities to Achieve Results SU Unit 15 H2					
• Managing Communication Knowledge and Information SU Unit 16 H1	• Managing Communication Knowledge and Information Unit 16 H1		• Managing Communication Knowledge and Information Unit 16 H1	▪ Managing Communication Knowledge and Information Unit 16 H1	
• Human Resource Management Unit 21 H1				▪ Human Resource Management SU Unit 21 H1	
• Managing Professional Development SU Unit 13 H2					
	• Advertising and Promotions SU Unit 18 H2				

	<ul style="list-style-type: none"> Marketing Planning SU Unit 19 H2 				
	<ul style="list-style-type: none"> Sales Planning and Operations SU Unit 20 H2 				
	<ul style="list-style-type: none"> Internet Marketing Unit 30 H2 				<ul style="list-style-type: none"> Internet Marketing SU Unit 30 H2
		<ul style="list-style-type: none"> Networking Concepts SU Unit 34 H1 			
		<ul style="list-style-type: none"> Multimedia Design and Authoring SU Unit 35 H1 			<ul style="list-style-type: none"> Multimedia Design and Authoring Unit 35 H1
	<ul style="list-style-type: none"> Website Design SU Unit 36 H1 	<ul style="list-style-type: none"> Website Design SU Unit 36 H1 		Website Design SU Unit 36 H1	<ul style="list-style-type: none"> Website Design Unit 36 H1
		<ul style="list-style-type: none"> Systems Analysis Unit 39 H2 			
			<ul style="list-style-type: none"> Management Accounting: Costing & Budgeting SU Unit 9 H1 		
			<ul style="list-style-type: none"> Financial Reporting SU Unit 10 H2 		
			<ul style="list-style-type: none"> Financial Systems and Auditing SU Unit 11 H2 		
			<ul style="list-style-type: none"> Taxation SU Unit 12 H2 		
				<ul style="list-style-type: none"> Managing Human Resource SU Unit 22 H2 	
				<ul style="list-style-type: none"> Human Resource Development SU Unit 23 H2 	

2ND. TERM					
		<ul style="list-style-type: none"> MS Office Solution Development Unit 38 H2 			<ul style="list-style-type: none"> MS Office Solution Development Unit 38 H2
				<ul style="list-style-type: none"> Employee Relations 	<ul style="list-style-type: none"> E-Business Operations

				SU Unit 34 H2	SU Unit 31 H2
<ul style="list-style-type: none"> Working With and Leading People SU Unit 14 H2 				<ul style="list-style-type: none"> Working with and Leading People Unit 14 H2 	
	<ul style="list-style-type: none"> Marketing Intelligence SU Unit 17 H1 				
<ul style="list-style-type: none"> Business Psychology Unit 58 H2 					
		<ul style="list-style-type: none"> Information Systems SU Unit 33 H2 	<ul style="list-style-type: none"> Information Systems Unit 33 H2 		
		<ul style="list-style-type: none"> Networking Technology Unit 37 H2 			
<ul style="list-style-type: none"> Introduction to Internet and E-Business SU Unit 29 H1 			Introduction to Internet and E-Business SU Unit 29 H1		<ul style="list-style-type: none"> Introduction to Internet and E-Business SU Unit 29 H1
					<ul style="list-style-type: none"> E-Business Planning and Implementation SU Unit 32 H2
3RD. TERM					
<ul style="list-style-type: none"> Internship 	<ul style="list-style-type: none"> Internship 	<ul style="list-style-type: none"> Internship 	<ul style="list-style-type: none"> Internship 	<ul style="list-style-type: none"> Internship 	<ul style="list-style-type: none"> Internship

SUNDERLAND COURSE PROGRESSION

SUNDERLAND COURSE PROGRESSION					
INTER'L MGM'T	MARKETING	INFORMATION TECHNOLOGY	FINANCE	HUMAN RESOURCE MANAGEMENT	E-COMMERCE
YEAR 3 SUBJECTS					
1ST. TERM					
<ul style="list-style-type: none"> • Contemporary Development • Marketing Strategy 	<ul style="list-style-type: none"> • Contemporary Development • Marketing Strategy 	<ul style="list-style-type: none"> • Contemporary Development • Marketing Strategy 	<ul style="list-style-type: none"> • Contemporary Development • Marketing Strategy 	<ul style="list-style-type: none"> • Contemporary Development • Marketing Strategy 	<ul style="list-style-type: none"> • Contemporary Development • Marketing Strategy
2ND. TERM					
<ul style="list-style-type: none"> • Strategic Management • Financial Management 	<ul style="list-style-type: none"> • Strategic Management • Financial Management 	<ul style="list-style-type: none"> • Strategic Management • Financial Management 	<ul style="list-style-type: none"> • Strategic Management • Financial Management 	<ul style="list-style-type: none"> • Strategic Management • Financial Management 	<ul style="list-style-type: none"> • Strategic Management • Financial Management
3RD. TERM					
<ul style="list-style-type: none"> • Strategic Management of Human Resources • Managing Projects 	<ul style="list-style-type: none"> • Strategic Management of Human Resources • Managing Projects 	<ul style="list-style-type: none"> • Strategic Management of Human Resources • Managing Projects 	<ul style="list-style-type: none"> • Strategic Management of Human Resources • Managing Projects 	<ul style="list-style-type: none"> • Strategic Management of Human Resources • Managing Projects 	<ul style="list-style-type: none"> • Strategic Management of Human Resources • Managing Projects