



ETC International College

Programme Specification:

International Year 1 & 2

International Relations

July 2021

1. Course Details

Awarding & Teaching Institution:

ETC International College
Bournemouth, Dorset, UK

Award Titles:

International Year 1 International Relations (CertHE)
International Year 2 International Relations (DipHE)

Suggested Progression:

International Year 1 International Relations (level 4) at ETC to International Year 2 International Relations (level 5) at ETC allowing progression to a Level 6 Honours Degree at a university of choice.

Mode of Delivery:

Standard taught programme

Mode of attendance and duration:

Course approved for full-time study, Monday-Friday, morning, and afternoon classes. Normal period of study is one year for International Year 1 International Relations and one year for International Year 2 International Relations.

Subject Benchmark Statement:

QAA Subject Benchmark Statement: Politics and International Relations (December 2019)

Date of Programme Specification:

July 2021

Revisions:

2. Course Aims & Learning Outcomes

Course Aims:

The programme is intended to:

- Equip individuals with the knowledge, understanding and skills to be successful in employment in International Relations or related sectors.
- Enable progression to complete an undergraduate degree or further professional qualification in International Relations.
- Provide opportunities for specialist study relevant to individual vocations.
- Develop the individual's ability to make an immediate contribution to employment in the International Relations sector.
- Develop a range of skills and techniques, personal qualities, and attributes essential for successful performance in working life.
- Provide opportunities for learners to gain a nationally recognised vocationally specific qualification.
- Provide the opportunity for international students to develop general & technical English language skills related to their chosen career.

Course Learning Outcomes:

In addition to the specific Learning Outcomes for each unit of study (see Appendix 1), the programme provides opportunities for students to develop and demonstrate the following:

Level 4 Award

Knowledge and understanding	
LO No.	On successful completion of the award the student will be able to
LO1	State the basic theories and concepts of International Relations
LO2	Describe the factors that are relevant to applying International Relations knowledge to the workplace, whether in international business, international politics, or research in these areas
LO3	State the details of the industry frameworks that underpin contemporary International Relations
LO4	State the scientific principles and application of theory in International Relations
LO5	Explain basic facts about the International Relations scenario and describe the professional opportunities in International Relations (in business, politics, and research)

Cognitive and intellectual Skills

LO No.	On successful completion of the award the student will be able to
LO6	State how International Relations affect business (and political issues) and how management activities may be structured to benefit individuals and organizations in the international scenario
LO7	Describe how creative problem solving and leadership of people and processes is affected by the International Relations field
LO8	Explain the steps necessary to plan, carry out and report on a research project
LO9	Read and understand information and data from a variety of resources to develop research related to International Relations.

Skills and capabilities related to employability	
LO No.	On successful completion of the award the student will be able to:
LO10	State the different strategies used to adapt business and other organizations to the International Relations scenario
LO11	Identify situations that involve International Relations and be able to analyse and comment on how these situations developed
LO12	State the quantitative and qualitative skills required for effective problem solving and decision making in the International Relations scenario

Transferable/key skills	
LO No.	On successful completion of the award, students will be able to:
LO13	Demonstrate the ability to plan and manage their time with outside help
LO14	Communicate basic ideas and knowledge using information technology and other methods with regard to International Relations subject matter
LO15	Work in a team environment and have experience of leadership, team building, influencing and project management
LO16	State the importance of interpersonal skills
LO17	Read and use appropriate literature with a basic level of understanding
LO18	Think independently and take responsibility for their own learning with outside support

Level 5 Award

Knowledge and understanding	
LO No.	On successful completion of the award the student will be able to:
LO1	Explain the basic theories and concepts of International Relations

LO2	Evaluate the factors that are relevant to applying International Relations knowledge to the workplace, whether in international business, international politics, or research in these areas
LO3	Analyse the details of the industry frameworks that underpin contemporary International Relations
LO4	Apply the scientific principles and application of theory in International Relations
LO5	Analyse and evaluate basic facts about the International Relations scenario and describe the professional opportunities in International Relations (in business, politics, and research)

Cognitive and intellectual Skills	
LO No.	On successful completion of the award the student will be able to:
LO6	Describe how International Relations affect business (and political issues) and how management activities may be structured to benefit individuals and organizations in the international scenario
LO7	Evaluate and analyse how creative problem solving and leadership of people and processes affects the International Relations field
LO8	Successfully plan, carry out and report on a research project
LO9	Analyse information and data from a variety of resources to develop research related to the International Relations field

Skills and capabilities related to employability	
LO No.	On successful completion of the award the student will be able to:
LO10	Analyse the different strategies used to adapt business and other organizations to International Relations scenario
LO11	Evaluate situations that involve International Relations and be able to analyse and comment on how these situations developed
LO12	Describe the quantitative and qualitative skills required for effective problem solving and decision making in the International Relations scenario

Transferable/key skills	
LO No.	On successful completion of the award, students will be able to:
LO13	Demonstrate the ability to plan and manage their time independently
LO14	Communicate complex knowledge using information technology and other methods with regard to International Relations subject matter

LO15	Work effectively in a team environment and have a broad experience of leadership, team building, influencing and project management
LO16	Evaluate and assess the importance of interpersonal skills and critically analyse their own ability to effectively listen, negotiate, persuade, and present information
LO17	Read and use appropriate literature with a full and critical understanding
LO18	Think independently and take responsibility for their own learning with minimal outside support

3. Course Structure, Delivery and Assessment

This course is delivered via a combination of weekly lectures, supported individual learning and self-study. The lecture format allows the staff to present complex information to the students, which they then have the opportunity to revisit in independent study. The individual learning also includes reading and research projects set by the lecturer, allowing the students to study specific areas of interest in more depth, while continuing to work towards the overall learning outcomes of the unit. Students are also actively encouraged to spend time in self-study, discovering and deepening their interest in more specialist areas of knowledge.

The material is assessed using a range of assignment types, including presentations, written work and class discussions. The variety of assessment methods means that all learning modes (audio, visual, kinaesthetic, etc) are supported not only by the range of teaching methods but also by the different types of assignment. The use of presentations and class discussion also supports the course aims of preparing the students for the workplace.

The students are also supported by a Personal Academic Tutor who acts as a liaison between ETC and the student in case of any particular needs and also helps the student prepare for the progression through the different award levels and on to a university programme. In addition, the students have access to an online learning system (Moodle) providing a single point of access for course and unit information, feedback, summative and formative assessment materials and more.

Individual learning and self-study are also reinforced by the ETC Student Services and Library Services, which allow the students to improve their skills and abilities regarding independent research, reading and data collection.

Contact Hours

In a typical week, each student is expected to attend a minimum of 15 hours of teaching. The precise number depends on the requirements of any supplemental units selected and the student's individual requirements for English lessons.

Independent self-study

In addition to the contact time, students are expected to undertake around 18 hours of self-study per week. Typically, this will involve independent reading, research, and preparation of assessments.

Teaching staff

Students are taught by a team of lecturers whose expertise and experience are closely matched to the content and units of the course. The team includes:

Chris Parker Head of HE/FE	Chris Murray Course leader
Leonardo Dutra Specialist Teacher	Njazi Zyberaj Specialist Teacher
James Pond Specialist Teacher	Nadia Ghwedar Admin Support Officer

Assessment

Assessment may be in the form of individual and team-based projects and presentations / seminars, tests, personal learning journals, exams, continuous assessment, portfolios, mind maps, organising events, all based on the ETC Fair Assessment Policy.

Throughout the year, students will be given the opportunity to test their knowledge and understanding informally through the completion of practice assignments (formative assignments). Each unit is then also assessed through a formal or “summative” assignment, which is graded and counts towards the overall unit grade.

All final unit grades will be agreed at formal Assessment and Award Boards held at regular intervals throughout the year at the College (ETC Fair Assessment Policy).

Programme Structure and Requirements**International Year 1 International Relations (FHEQ Level 4)****Year 1 Certificate – 120 credits at level 4**

Unit Title	Credits	Unit Type
Introduction to Politics	15	Mandatory
Introduction to Contemporary International Relations	15	Mandatory
Global Comparative Politics	15	Mandatory
Management Accounting	15	Mandatory
Global Business Issues	15	Mandatory
Human Resource Management	15	Mandatory
Entrepreneurship and Small Business Management	15	Mandatory

Business and the Business Environment	15	Mandatory
Total	120	

International Year 2 International Relations (FHEQ Level 5)

Year 2 Diploma – 240 credits (120 credits at level 5 + 120 credits at level 4)

Unit Title	Credits	Unit Type
Politics in Action	15	Mandatory
Political Analysis	15	Mandatory
Themes and Debates in Contemporary International Relations Theory	15	Mandatory
Research Issues and Analytics	15	Mandatory
Pitching and Negotiation Skills	15	Mandatory
Business Strategy	15	Mandatory
International Marketing and Globalisation	15	Mandatory
European Business Issues	15	Mandatory
Total	120	

QAA and professional academic standards and quality

International Years 1 and 2 International Relations awards are located at levels 4 and 5 of the FHEQ, respectively. The FHEQ qualification descriptors have been used to ensure that the subject matter and content at the course at year 1 (level 4) and year 2 (level 5) - as well as the units that make up the separate years - are set at the correct level and allows the students to progress smoothly towards a level 6 award at a university, should they choose to do so.

The QAA has also published a Subject Benchmark Statement related to Politics and International Relations degree courses at level 6. The guidelines and information in the subject benchmark statement have therefore been used to inform the aims, learning outcomes and content of both the Level 4 and Level 5 awards, taking into account the fact that these courses are set at a lower level than an Honour's Degree and are more specifically focused only on International Relations.

4. Admissions

Admission to the programme is governed by the ETC Regulatory Framework and ETC Admissions Procedure.

Minimum Entry Requirements:

- **Qualifications:** Foundation course (level 3) or equivalent (A-levels / High School Diploma)
- **English:** IELTS 6 overall (minimum of 5.5 in any component), CEFR B2 or equivalent
- **Minimum Age:** 18 years

Entry Points: There is one entry point each year, in September. Students may be individually assessed for entry at other times of the year, depending on prior education, but the overall requirements for credits and guided learning must be preserved to achieve the overall award.

Recognition of Prior Learning

Further information on the recognition of prior learning can be found in the ETC Recognition of Prior Learning Policy.

5. Student progression and employability

ETC has formed links with several British and international colleges and universities.

Our team of academic counsellors will help students to choose the course and institution most suited to them and assist them in their application to these organizations.

Students' choice of university and degree course will be determined by their own academic record and by the different specializations offered by each university. (Certain universities are famous for particular subjects, and some courses are only offered by a small number of universities).

Former ETC students have entered a great number of colleges and universities, in the UK and overseas, including the following:

Cambridge University London School of Economics UCL (London) Warwick University University of Derby. Nottingham University Oxford Brookes University. University of Manchester University of Birmingham Birmingham City University University of Brighton	University of Buckingham Cardiff University Bournemouth University Bournemouth and Poole College The Arts University College, Bournemouth University of Waikato, New Zealand Middlesex University Winchester University University of Chichester University of Plymouth
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On completion of the course students will have the skills and knowledge required to gain employment in a number of sectors related to International Relations, including academia, research and think tanks as well as any internationally oriented business sector.

Appendix 1 - Unit Specifications**Year 1 Certificate Units**

Unit Code and title	Introduction to Politics
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	This unit will aim to provide students with Political knowledge relating to Key thinkers over history and it will also cover key concepts in Politics and the nature of politics and political analysis. The main topics cover politics and the state, political power and authority, democracy and political obligation, freedom and justice and traditional ideologies. Additional topics include challenges to the dominant ideologies, women's political representation, multiculturalism and religious fundamentalism
Intended Learning Outcomes	On completion of the unit, students should be able to: 1. Understand and examine the nature of politics and political analysis. 2. Understand and examine politics and the state, and political power, authority and the state. 3. Examine and analyse democracy and political obligation. 4. Examine and analyse freedom and justice, and traditional ideologies and challenges to the dominant ideologies.
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Garner, Robert, Peter Ferdinand, and Stephanie Lawson. <i>Introduction to politics</i> . Oxford University Press, USA, 2020.

	<p>Laski, Harold J. <i>An Introduction to Politics (Works of Harold J. Laski)</i>. Routledge, 2014.</p> <p>Krook, Mona Lena, and Fiona Mackay. "Introduction: Gender, politics, and institutions." <i>Gender, politics and institutions</i>. Palgrave Macmillan, London, 2011. 1-20.</p>
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Unit Code and title	Introduction to Contemporary International Relations
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	The purpose of this unit is to provide a general introduction to the discipline of International Relations. It will explore the history of International Relations theory and examine the different theories used to explain international affairs. It will proceed to contextualise International Relations in an era of globalisation and in turn examine the structures and processes in international politics.
Intended Learning Outcomes	On completion of the unit, students should be able to: <ol style="list-style-type: none"> 1. Explore the history of International Relations theory. 2. Examine the different theories of International Relations. 3. Contextualise International Relations in an era of globalisation. 4. Examine the structures and processes in international politics
Assessment Strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	<p>20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study.</p> <p>This unit of study will consist of 60 hours guided learning spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.</p>
Date of Approval	
Date and Record of Revisions	
Resource List	Baylis, John. <i>The globalization of world politics: An introduction to International Relations</i> . Oxford university press, USA, 2020.

	<p>Jackson, Richard, Georg Sørensen, and Jørgen Møller. <i>Introduction to International Relations: theories and approaches</i>. Oxford University Press, USA, 2019.</p> <p>Knutsen, Torbjørn L. <i>A history of International Relations theory</i>. Manchester University Press, 2020.</p>
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Unit Code and title	Global Comparative Politics
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	This aim of this unit is to discuss various political ideas from all over the world in more detail, as well as to examine political stability, political systems and institutions. As politics and law go hand in hand and impact each other, a reference to Brexit and the impact of a referendum on the UK is also discussed. This module is organised and structured so students will learn to analyse and examine democracies, society and the media and the influence on various different countries.
Intended Learning Outcomes	On completion of the unit, students should be able to: <ol style="list-style-type: none"> 1. Understand and examine institutions, political culture, and non-western ideas 2. Examine and analyse law, constitutions, federalism, and elections 3. Examine and analyse political parties, governance, civil society, and the media 4. Examine and analyse democracies, democratization, and authoritarian regimes in a globalising world
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	

Date and Record of Revisions	
Resource List	<p>Caramani, Daniele, ed. <i>Comparative politics</i>. Oxford University Press, 2017.</p> <p>Lichbach, Mark Irving, and Alan S. Zuckerman. <i>Comparative politics: rationality, culture, and structure</i>. Cambridge University Press, 2009.</p> <p>Lebow, Richard, and Mark Lichbach, eds. <i>Theory and evidence in comparative politics and International Relations</i>. Springer, 2007.</p> <p>Johari, Jagdish Chandra. <i>Comparative politics</i>. Sterling Publishers Pvt. Ltd, 1982.</p>

Unit Code and title	Business and the Business Environment
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	The aim of this unit is to provide students with background knowledge and understanding of business, the functions of an organisation and the wider business environments in which organisations operate. Students will examine the different types of organisations (including for profit and not for profit), their size and scope (for instance, micro, SME, transnational and global) and how they operate. Students will explore the relationships that organisations have with their various stakeholders and how the wider external environments influence and shape business decision-making
Intended Learning Outcomes	<p>On completion of the unit, students should be able to:</p> <ol style="list-style-type: none"> 1. Explain the different types, size and scope of organisations 2. Demonstrate the interrelationship of the various functions within an organisation and how they link to organisational structure 3. Use contemporary examples to demonstrate both the positive and negative influence/ Impact the macro environment has on business operations 4. Determine the internal strengths and weaknesses of specific businesses and explain their interrelationship with external macro factors
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study.

	This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	<p>BARON, P. (2012) <i>Business and its Environment</i>. 7th Ed. London: Prentice Hall.</p> <p>PALMER, A. and HARTLEY, B. (2011) <i>The Business Environment</i>. 7th Ed. Maidenhead: McGraw-Hill.</p> <p>WEATHERLEY, P. (Editor) and OTTER, D. (Editor) (2014) <i>The Business Environment: Themes and Issues in a Globalised World</i>. 3rd Ed. Oxford: Oxford University Press.</p> <p>WORTHINGTON, I. and BRITTON. C. (2014) <i>The Business Environment</i>. 7th Ed. Harlow Pearson.</p>

Unit Code and title	Global Business Issues
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	The aim of this unit is to explore the wider position some organisations have in the global environment. Students will appreciate the complexities of operating in a global environment, and this will enable them to offer greater breadth and depth to an organisation's current or aspirational global presence. On successful completion of this unit students will have developed an understanding of the wider global environment in which organisations operate. This will enable students to add value to an organisation as they will be able to apply their knowledge in such a way that they could advise senior managers (in either large or small organisations) on global matters which they may not have ordinarily considered
Intended Learning Outcomes	<p>On completion of the unit, students should be able to:</p> <ol style="list-style-type: none"> 1. Explain the key factors which drive globalisation. 2. Examine how to operate a business in a global environment. 3. Evaluate how operating in a global market influences an organisation's structure. 4. Evaluate the influence of globalisation on organisational decision making and strategy.
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the

	students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Czinkota, Michael R., Ilkka A. Ronkainen, and Suraksha Gupta. International business. Cambridge University Press, 2021. Peng, Mike W. Global business. Cengage learning, 2016. Shenkar, Oded, Yadong Luo, and Tailan Chi. International business. Routledge, 2014.

Unit Code and title	Human Resource Management
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	The aim of this unit is to enable students to appreciate and apply principles of effective Human Resource Management (HRM). People are the lifeblood of any organisation and being able to attract, recruit and retain talented staff is at the core of all HRM activity. This unit will explore the tools and techniques used in HRM to maximise the employee contribution and how to use HR methods to gain competitive advantage. Students will explore the importance of training and development in building and extending the skills base of the organisation and ensuring it is relevant to the ever-changing business environment. Students will also consider the growing importance of becoming a flexible organisation with an equally flexible labour force, and become familiar with techniques of job design and with different reward systems. The unit investigates the importance of good employee relations and the ways in which employers engage with their staff and possibly with trade unions. Students will gain an understanding of the law governing HRM

	processes as well as the best practices which enable an employer to become an 'employer of choice' in their labour market.
Intended Learning Outcomes	On completion of the unit, students should be able to: <ol style="list-style-type: none"> 1. Explain the purpose and scope of Human Resource Management in terms of resourcing an organisation with talent and skills appropriate to fulfil business objectives. 2. Evaluate the effectiveness of the key elements of Human Resource Management in an organisation. 3. Analyse internal and external factors that affect Human Resource Management decision-making, including employment legislation. 4. Apply Human Resource Management practices in a work-related context
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	<p>Textbooks</p> <p>ARMSTRONG, M. and TAYLOR, S. (2014) <i>Armstrong's Handbook of Human Resource Management Practice</i>. 13th Ed. London: Kogan Page.</p> <p>BACH, S. and EDWARDS, M. (2013) <i>Managing Human Resources</i>. Oxford: Wiley.</p> <p>BRATTON, J. and GOLD, J. (2012) <i>Human Resource Management: Theory and Practice</i>. 5th Ed. Basingstoke: Palgrave.</p> <p>TORRINGTON, D, et al. (2011) <i>Human Resource Management</i>. 8th Ed. London: Prentice Hall.</p> <p>CIPD (Chartered Institute of Personnel and Development) available at www.cipd.co.uk.</p>

Unit Code and title	Management Accounting
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes

Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	The overall aim of this unit is to introduce the fundamentals of management accounting which apply to the wider environment and the organisations which operate within that environment. Students will explore how management accounting uses financial data to aid planning decisions, and the monitoring and control of finance within organisations. On successful completion of this unit students will be in a position to present financial statements in a workplace context and be able to assist senior colleagues with financial business planning. In addition, students will have the fundamental knowledge and skills to progress onto a higher level of study.
Intended Learning Outcomes	On completion of the unit, students should be able to: 1. Demonstrate an understanding of management accounting systems. 2. Apply a range of management accounting techniques. 3. Explain the use of planning tools used in management accounting. 4. Compare ways in which organisations could use management accounting to respond to financial problems
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Textbooks DRURY, C. (2015) <i>Management and Cost Accounting</i> . 9th Ed. Cengage Learning. EDMONDS, T. and OLDS, P. (2013) <i>Fundamental Managerial Accounting Concepts</i> . 7th Ed. Maidenhead: McGraw-Hill. HORNGREN, C., SUNDEN, G., STRATTON, W., BURGSTALLER, D. and SCHATZBERG, J. (2013) <i>Introduction to Management Accounting</i> . Global Ed. Harlow: Pearson. SEAL, W. et al (2014) <i>Management Accounting</i> . 5th Ed. Maidenhead: McGraw-Hill.

Unit Code and title	Entrepreneurship and Small Business Management
Unit Level	Level 4 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 1 International Relations
Short Unit Descriptor	This unit provides students with an understanding of the definition and scope of entrepreneurship and an understanding of the enablers and barriers to business start-up. Students will learn about the influence of national culture and economy on entrepreneurship and will explore the personal characteristics of entrepreneurs and the impact of personal situational factors, including education and background. Students will also learn about the role and importance of small firms to the economy, and about social enterprise and the social economy. Students will also be expected to understand the balance of risk and reward in starting a new venture and they will investigate and reflect on their own entrepreneurial and enterprising characteristics. Examples of entrepreneurs and start-up organisations will be discussed, and students will be expected to draw on local, personal and general knowledge together with their learning to be able to identify the characteristics of entrepreneurial ventures
Intended Learning Outcomes	On completion of the unit, students should be able to: <ol style="list-style-type: none"> 1. Explore and illustrate the range of venture types that might be considered entrepreneurial. 2. Assess the impact of small businesses on the economy. 3. Determine and assess the key aspects of an entrepreneurial mindset. 4. Examine the different environments that foster or hinder entrepreneurship.
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Textbooks

	<p>BURNS, P (2011) <i>Entrepreneurship and Small Business</i>. 3rd Ed. Basingstoke: Palgrave MacMillan.</p> <p>DOWN, S. (2010) <i>Enterprise, Entrepreneurship and Small Business</i>. London: Sage.</p> <p>CARTER, S. and JONES-EVANS, D. (2012) <i>Enterprise and Small Business: Principles, Practice and Policy</i>. London: Pearson.</p> <p>GRIFFITHS, A. and WALL, S. (2011) <i>Economics for Business and Management</i>. 3rd Ed. Harlow: Pearson.</p> <p>Journals</p> <p><i>Journal of Small Business Management</i>. Oxford: Wiley-Blackwell. (http://onlinelibrary.wiley.com/journal/10.1111/(ISSN)1540-627X)</p>
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Year 2 Diploma Units

Unit Code and title	Politics in Action
Unit Level	Level 5 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	<p>The changes and continuities of the current global social and political status rely on the action of the citizens of different societies around the world. Aiming to enhance the engagement of young people in politics and public policy, this unit focuses upon the growth of political actions that result in changes in our status quo. On successful completion of this unit, the students will gain knowledge and skills to understand historical and current political issues. Also, the syllabus provides the students with the opportunity to participate in projects organized in collaboration with ETC International College and other organizations. The unit focuses upon the creation of strategies for the students not only to understand social issues and trends but also to help the individuals to engage in the designing and leading on projects of their choice.</p> <p>The goal is to link these projects with the UN Sustainable Development Goals and develop the students' team working and project management skills. The main idea is to provide the student not only with a theoretical understanding of social and political issues, but with the ability to act in a way that promotes a better world for future generations</p>
Intended Learning Outcomes	<p>On completion of the unit, students should be able to:</p> <ol style="list-style-type: none"> 1. Understand the meaning and consequences of Political Moments and Political Movements

	<p>2. Evaluate a range of historical problems in society, current political issues, and trends in political action.</p> <p>3. Analyse the current organizations' structures that sustain the social status quo and the ones that demand political action.</p> <p>4. Apply the knowledge and skills regarding Political Actions in a hands-on project in the communities that the students are involved.</p>
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	<p>20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study.</p> <p>This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.</p>
Date of Approval	
Date and Record of Revisions	
Resource List	<p>Hersh, Eitan. Politics is for power: How to move beyond political hobbyism, take action, and make real change. Simon and Schuster, 2020.</p> <p>Idowu, Samuel O., Rene Schmidpeter, and Liangrong Zu. The Future of the UN Sustainable Development Goals. Springer International Publishing, 2020.</p> <p>Walzer, Michael. Political Action: A Practical Guide to Movement Politics. New York Review of Books, 2019.</p> <p>Serafini, Paula. Performance action: The politics of art activism. Routledge, 2018.</p> <p>Moaddel, Mansoor, and Michele J. Gelfand, eds. Values, Political Action, and Change in the Middle East and the Arab Spring. Oxford University Press, 2017.</p>

Unit Code and title	Business Strategy
Unit Level	Level 5 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	The aim of this unit is to develop students' awareness of the different kinds of strategy which could be used in an operational, tactical or strategic role for an organisation. This will be underpinned by a thorough knowledge and

	<p>understanding of the theories, models and concepts which could significantly support an organisation's strategic choice and direction.</p> <p>On successful completion of this unit students will have developed sufficient knowledge and understanding of strategy to make a positive, efficient and effective contribution to the development of business plans and operational direction. This could be in the role of a junior manager responsible for having a specific input into an organisation's decision-making and planning</p>
Intended Learning Outcomes	<p>On completion of the unit, students should be able to:</p> <ol style="list-style-type: none"> 1. Analyse the impact and influence which the macro environment has on an organisation and its business strategies. 2. Assess an organisation's internal environment and capabilities. 3. Evaluate and apply the outcomes of an analysis using Porter's Five Forces model to a given market sector. 4. Apply models, theories and concepts to assist with the understanding and interpretation of strategic directions available to an organisation
Assessment strategy	<p>Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.</p>
Learning and teaching strategy and methods	<p>20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study.</p> <p>This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.</p>
Date of Approval	
Date and Record of Revisions	
Resource List	<p>Textbooks</p> <p>JOHNSON, G. et al (2014) <i>Exploring Strategy Text and Cases</i>. Harlow: Pearson.</p> <p>JOHNSON G. et al (2011) <i>Fundamentals of Strategy</i>. 2nd Ed. Financial Times/Prentice Hall.</p> <p>KIM, W. C. and MAUBORGNE, R. (2015) <i>Blue Ocean Strategy</i>. Expanded Ed. Boston: Harvard Business Review Press.</p> <p>ROTHAERMEL, F. (2014) <i>Strategic Management</i>. 2nd Ed. Maidenhead: McGraw-Hill.</p>

Unit Code and title	Research Issues and Analytics
Unit Level	Level 5 15 credits

Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	The aim of this unit is to offer students the opportunity to engage in sustained research in a specific field of study. The unit enables students to demonstrate the capacity and ability to identify a research theme, to develop research aims, objectives and outcomes, and to present the outcomes of such research in both written and verbal formats. The unit also encourages students to reflect on their engagement in the research process during which recommendations for future, personal development are key learning points.
Intended Learning Outcomes	On completion of the unit, students should be able to: <ol style="list-style-type: none"> 1. Examine appropriate research methodologies and approaches as part of the research process. 2. Conduct and analyse research relevant to a research project in the field of International Relations 3. Communicate the outcomes of a research project to identified stakeholders 4. Reflect on the application of research methodologies and concept
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Thomas, Gary. How to do your research project: A guide for students. Sage, 2017. Verschuren, Piet, Hans Doorewaard, and Michelle Mellion. Designing a research project. Vol. 2. The Hague: Eleven International Publishing, 2010.

Unit Code and title	International Marketing and Globalization
Unit Level	Level 5

	15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	The aim of this unit is to for students to have confidence in demonstrating how international marketing can contribute to a business or organisation. The students will evaluate the various challenges that organisations face and evaluate the international markets to understand the success factors. Environmental issues and social issues will also be evaluated, and the impact of a marketing plan will be assessed. The key factors that play a role in globalisation will form part of the assignment where students investigate multinational companies and integrate the international marketing with globalisation.
Intended Learning Outcomes	On completion of the unit, students should be able to: <ol style="list-style-type: none"> 1. Demonstrate an understanding of how marketing contributes to business strategies in an international context. 2. Evaluate entry to a selection of international markets and define the key success factors. 3. Investigate how elements of the marketing plan can be adapted or standardised across international markets. 4. Demonstrate an understanding of how to organise and evaluate international marketing and globalisation efforts (multinational, global, transnational, meta-national, etc.).
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Textbooks ALBAUM, G and DUERR, E (2011) <i>International Marketing and Export Management</i> . 7th Ed. Harlow: Pearson. BRADLEY, F (2005) <i>International Marketing Strategy</i> . 5th Ed. Harlow: Pearson. KEEGAN, W (2013) <i>Global Marketing Management: International Edition</i> . 8th Ed. Harlow: Pearson.

	Journals <i>Emerald Insight</i> <i>International Marketing Review</i>
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Unit Code and title	Pitching and Negotiation Skills
Unit Level	Level 5 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	This unit gives students a comprehensive overview of the essential pitching and negotiation skills required to win new contracts on agreeable terms. These skills are essential for the managing and running of a small business or being part of a dynamic and innovative workforce. Good pitching skills for a new product or service will generate sales and networking opportunities, while negotiating with different people and in different business transactions will secure more favourable deals. This unit aims to provide students with the knowledge base and tools that will help them to develop these skills
Intended Learning Outcomes	On completion of the unit, students should be able to: LO1. 1 Evaluate the context of a negotiation and identify the information required to prepare for a negotiation. LO2. Manage documentation relevant to tenders and contracts. LO3. Develop a pitch to achieve a sustainable competitive edge. LO4. Assess the outcome of a pitch and negotiation
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 3 hours of independent study. This unit of study will consist of 40 guided learning hours in total, spread across 2 terms (24 weeks). In addition, 60 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Dinnar, Samuel, and Lawrence Susskind. Entrepreneurial negotiation: Understanding and managing the relationships that determine your entrepreneurial success. Springer, 2018.

	<p>Wheeler, Michael, and Michael A. Wheeler. The art of negotiation: How to improvise agreement in a chaotic world. Simon and Schuster, 2013.</p> <p>Lempereur, Alain, and Aurélien Colson. The first move: A negotiator's companion. John Wiley & Sons, 2010.</p>
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Unit Code and title	European Business Issues
Unit Level	Level 5 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	<p>The dynamic nature of the European Union brings advantages and challenges to business on the old continent. On successful completion of this unit, students will have a broad view of the patterns and trends in European business that enhance and restrain the development of organizations.</p> <p>The unit focuses upon the growth strategies and the regulatory frameworks that empower and at the same time jeopardize growth. The unit also explores the patterns and differences in reality and the regulatory frameworks of the UK, EU, and selected European countries in recent years.</p> <p>The student will analyse the theoretical concepts such as contestable markets, market failure, and information asymmetry. Integration in Europe and intra-EU bloc activity will be discussed in parallel with the impacts of the EU market and policies on globalization opportunities. A solid understanding of issues such as competition, trade, and monetary policies will result from these analyses.</p> <p>The knowledge and skillset gained in this unit will help students to not only understand the complexities of European Business but also will help the student to approach their own strategies for future studies and business opportunities.</p>
Intended Learning Outcomes	<p>On completion of the unit, students should be able to:</p> <p>LO1. Understand the National, Regional and Global Dimensions of European Business</p> <p>LO2. Evaluate European Market Integration, the tactics, and implications for the organizations related to the EU.</p> <p>LO3. Analyse European Business Issues and their implications, such as the Euro performance, Environment Policy, Labour Markets, Migrants and Transport</p> <p>LO4. Apply the knowledge and skills regarding European Business in a scientific and work-related scenario</p>
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded

	by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Johnson, D. Turner, C. (2016). European Business. 3rd Ed. London: Routledge. Stiglitz, J. (2016) The Euro – How a Common Currency Threatens the Future of Europe. London: W. W. Norton & Company. Johnson, D. Turner, C. (2010). International Business: Themes and issues in the modern global economy. 2nd Ed. London: Routledge. Harris, P. McDonald, F. (2004) European Business and Marketing; 2nd Ed. London: Sage Publications.

Unit Code and title	Themes and Debates in Contemporary International Relations
Unit Level	Level 5 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	The purpose of this unit is to build on the learning outcomes of the unit Introduction to Contemporary International Relations: to consider the purpose of theory in International Relations and examine the development of contemporary International Relations theory. It will proceed to analyse International Relations in an era of globalisation and in turn evaluate contemporary issues in international politics.
Intended Learning Outcomes	On completion of the unit, students should be able to: LO1. Consider the purpose of theory in International Relations. LO2. Examine the development of contemporary International Relations theory. LO3. Analyse International Relations in an era of globalisation. LO4. Evaluate contemporary issues in international politics
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the

	students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Baylis, John. The globalization of world politics: An introduction to International Relations. Oxford university press, USA, 2020. Jackson, Richard, Georg Sørensen, and Jørgen Møller. Introduction to International Relations: theories and approaches. Oxford University Press, USA, 2019. Bickerton, Christopher, Philip Cunliffe, and Alexander Gourevitch, eds. Politics without sovereignty: A critique of contemporary international relations. Routledge, 2006.

Unit Code and title	Political Analysis
Unit Level	Level 5 15 credits
Mode of delivery	Scheduled weekly classes
Unit status in relation to courses	Mandatory for International Year 2 International Relations
Short Unit Descriptor	The purpose of this unit to afford students an opportunity to apply their research skills in practice, providing them with the transferable skills necessary for their employment prospects. It will cover the social research methods that have shaped political analysis in International Relations.
Intended Learning Outcomes	On completion of the unit, students should be able to: LO1. Examine social research methodologies to inform political analysis in International Relations. LO2. Design a research question and reflect on the social-scientific significance of the research question. LO3. Conduct social research relevant to political analysis and complete an appropriate literature review and analysis of the literature on a chosen topic in International Relations.

	LO4. Compose and communicate the outcomes of the social research and political analysis in International Relations.
Assessment strategy	Students taking this unit may be assessed in the form of written work, case studies and/or presentations. Each summative assessment is to be preceded by one or more formative assessments (if the timetable allows) so both the students and teachers are able to give and provide feedback on the assignment.
Learning and teaching strategy and methods	20 weeks of 3 hours of guided learning per week plus 4.5 hours of independent study. This unit of study will consist of 60 hours of guided learning hours in total, spread across 2 terms (24 weeks). In addition, 90 hours recommended personal study time and all necessary invigilated assessments will be expected to take place outside of normal lessons.
Date of Approval	
Date and Record of Revisions	
Resource List	Hay, Colin. Political analysis. Basingstoke: Palgrave, 2002. Goodin, Robert Edward, Robert E. Goodin, and Charles Tilly, eds. The Oxford handbook of contextual political analysis. Vol. 5. Oxford Handbooks of Political, 2006. Norval, David R. Howarth Aletta J., Yannis Stavrakakis, and Avril Ehrlich. Discourse theory and political analysis: Identities, hegemonies and social change. Manchester University Press, 2000.