

Higher Diploma in Business Level 8, 60 ECTS

Programme Handbook



Foreword

Welcome to DBS where we will help you realise your ambition. We have an international reputation for delivering a high-quality student experience and our intention is to do everything we can do to support you during your time with us.

Dublin Business School (DBS) is Ireland's largest independently owned, third level institution. Our campus is in Dublin's city centre and comprises four buildings where nationalities from over 95 countries participate in a bustling and thriving student life.

We offer programmes across a range of disciplines from business to data science, cybersecurity to artificial intelligence, marketing to psychology, accounting and finance through law, film, and creative media. We are committed to enabling strong academic outcomes through employer-led programmes and continuing to deliver an out-standing student experience.

This year coming contains many significant challenges for higher education providers due to the COVID-19 pandemic. At DBS we will meet this challenge head-on and draw on our experience of delivering high-quality teaching and learning through hybrid and multi-modal learning. Our utmost priority is the protection of your health and safety and DBS actively commits to government guidelines and protocols in order to ensure this. We will also do everything we can to maximise the opportunities for you to be on campus as much as possible and this will mean that some of your learning will be on campus and some will be online. You will find the specific details in your online timetable as well as in your Module and Assessment Guides.

The information contained in this handbook is crucial to your learning. It provides important information on your programme, your assessments, and the key individuals you will meet. For these reasons we want you to constantly read and refer to this handbook and use it as a key information source during your time with us.

We are dedicated to ensuring that you have a rewarding and fulfilling experience while studying at DBS and intend that, through your programme of study, you begin to realise your ambitions and your career goals.

Good luck on your journey!

Kerry

Dr Kerry McCall Magan
Head of Academic Programmes



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Section 1 Programme Information

Welcome Message from Course Director

Hello and a very warm welcome to Dublin Business School. My name is Rita Day, and I am the Course Director for your business programme.

You have made the right choice on deciding to study at Dublin Business School. We are Ireland's largest independent third-level intuition, offering a range of undergraduate, postgraduate, and professional programmes in Business, Arts and Law. Your choice to study business will enhance your personal, academic, and professional development.

DBS has built on a reputation of "Excellence through Learning" and we pride ourselves on our ability to design and deliver programmes which are academically rigorous and innovative whilst ensuring they meet the demands of an ever-changing global business community. All faculty members are experienced tutors who are specialists in their chosen field. As well as being highly qualified academically, they also bring a wealth of industry experience to the classroom. Our tutors are actively engaged in consultancy and research and this feeds directly into your learning experience.

I look after the undergraduate programmes which include the BA (Hons) in Business and the postgraduate programmes, the MSc in Marketing, and the MSc in Management Practice. I work closely with your Programme Coordinator Aditya Shankar and your lecturers. Some examples of areas that I can assist with include:

- Academic planning and choices
- Navigating Moodle
- Assignments and Examinations
- Decisions around stream choices.

Your student portal is also a one stop shop for accessing your email, timetables and more. I would like to note the DBS email assigned to you. It is important that you correspond with DBS staff using this email only. We will send a number of important communications to this email during your studies. This information and more, is available in your Student Handbook, which can be accessed via students.dbs.ie/academic operations

It is appreciated that new students each have particular needs. This handbook is designed to provide you with much of the information you will require in the first few weeks of your programme of study. It will aid your study immensely if you familiarise yourself with the contents of this handbook and keep it somewhere safe. It is to be used in conjunction with the Module and Assessment Guides that you will also receive via Moodle. We hope you enjoy your time with us here in DBS and look forward to helping you during your learning journey. I am here to help you with the academic side of your programme from now until you graduate, and beyond.

Please do not hesitate to contact me on rita.day@dbs.ie if you have any questions.

Best wishes to you all for a great year!

Rita

Rita Day

Course Director for Marketing and Acting Course Director for Business & Law



1.1 Programme Administration

If you have any questions or concerns about any aspect of your course, or a problem relating to any aspect of your time here at DBS you should contact your Course Director or Programme Coordinator. If they cannot tackle the question or problem themselves, they can help you identify the person who can, and they will refer you on to them. Below is short description of the people you will meet on your programme:

Course Director

The Course Director has responsibility for ensuring academic quality and standards for learners (particularly in the areas of teaching, learning and assessment). They are the academic lead in the discipline area and are a key contact point for programme team liaison and co-operation. They work to ensure programmes contain high quality teaching and learning and are committed to enabling strong employer-aligned, academic outcomes.

Programme Coordinators

Programme Coordinators provide administrative support on programmes and ensure all learners are provided with full details of their programme of study. They are the first point of contact for learners on a range of issues such as programme queries, deferrals, personal mitigating circumstances (PMCs) that may affect their learning.

• Module Leader

The Module Leader is the Lecturer responsible for the module. Their primary function is to lecture and assess learners on subjects or modules according to the programme document. Their duties and responsibilities relate to teaching, assessment, and completion of the module. Module leaders work hard to ensure a high-quality teaching and learning experience for all students.

1.2 Main Points of Contact for the programme

	Name	E-mail
Programme Coordinator	Aditya Shankar	aditya.shankar@dbs.ie
Course Director	Rita Day	rita.day@dbs.ie



1.3 Programme Team

In DBS, email addresses for lecturing staff are as follows: firstname@dbs.ie. This is an indicative list and is subject to change.

Semester one

Module	Module Leader
Marketing	Dr Chantal Ladias
Business ICT	Bernie Lydon
Legal Issues for Business	Mike Venn
Professional Skills for Personal Development	Ray Whelan
Economics	Dermot Gallagher
Management and Organisational Behaviour	Darina Reilly

Semester Two

Module	Module Leader
Human Capital Management	David Wallace
Strategic Marketing	Dr Chantal Ladias
Business Finance	Michael Ellis
Innovation and Entrepreneurship	David Duff
Business Strategy (Capstone)	Rita Day

There are also other valuable points of contact and support in DBS such as <u>Student Services</u>, the Student Engagement and Success Unit, <u>Student Welfare and Support</u>, <u>IT Helpdesk</u> and the award winning <u>DBS Library</u>. Your DBS Handbook and the <u>DBS website</u> will contain more information on these and other great DBS services and supports.

This year coming contains many significant challenges for higher education providers due to the COVID pandemic. At DBS we will meet this challenge head-on and draw on our experience of delivering high-quality teaching and learning through hybrid and multi-modal learning. Our utmost priority is the protection of your health and safety and DBS actively commits to government guidelines and protocols in order to ensure this. We will also do everything we can to maximise the opportunities for you to be on campus as much as possible and this will mean that some of your learning will be on campus and some will be online. You will find the specific details in your online timetable as well as in your Module and Assessment Guides.



Section 2 Programme Details

2.1 Aims of the Programme

The Higher Diploma is a one year full-time (two semesters) or eighteen months part-time programme (three semesters), which aims to provide learners with the fundamental skills of business administration and create, in the learner, a diversity of cross-enterprise skills necessary in today's competitive and evolving market. The programme aims to provide an integrated, balanced, and dynamic business education to enable the learner to develop the theoretical knowledge and practical skills to critically analyse, evaluate, and implement strategic solutions to business opportunities and challenges and generate valuable business insights. The programme is designed as a conversion course for graduates who wish to convert their previous learning and experience and enter the business world maximising opportunities and progression therein.

The programme is designed to provide the learner with a wide range of modules such as Management and Organisational Behaviour, Marketing, Business ICT, Legal Issues for Business, Economics, Human Capital Management, Strategic Marketing, Innovation and Entrepreneurship, Business Finance, Professional skills for Personal Development and Business Strategy (Capstone module). The range of modules reflects the needs of the market and the core business functions. The modules are a true reflection of the requirements of an interdisciplinary workplace and are developed and updated in line with the requirements set out in Horizon 2020 and Ireland's National Skills Strategy 2025 as well as industry and student feedback (See Section 3).

Learners who complete the Higher Diploma in Business will develop business acumen through formative and summative assessments, which capture the resilience and agility required of graduates in contemporary and diverse business environments. The need and relevance of agility for an organisation is bedded in each module delivery and assessment, and the learner will see how and why an organisation must function to ensure profitability, sustainability, relevance, and growth. The programme is rooted in creating a well-rounded business graduate whose insights will inform strategic business decisions, from financial to people management, designed to increase productivity, profitability and an organisation's value and market share. The programme enables the learner to commence their career in business as well as underpinning further business postgraduate studies.

The specific programme objectives are to:

- 1. Equip learners with an understanding of the theory and principles underlying business function(s) and administration.
- 2. Advance in learners an appropriate expertise in the major aspects of business, and an awareness of core disciplines.
- 3. Develop a range of key interpersonal skills, characteristics, and attitudes to learners to work professionally, individually and in a team.



- 4. Cultivate in learners a range of key skills, personal qualities, and attitudes essential to support progression to a career in business or to further academic study.
- 5. Develop learner capacity to organise diverse information, arguments, and conclusions and present them in a clear coherent way.
- 6. Relate business principles, concepts and theories and frameworks to a wide range of business and industry settings.
- 7. Understand the various functions of business and demonstrate this awareness by producing a multi-faceted and innovative business strategy.
- 8. Enable learners to apply their learning through in their professional lives reflecting their professional and personal development.

Overall, the programme aims to create in learners a critical understanding of core business functions as well as strategic business management, while also enhancing the innovative capability, practical, transversal, and vocational skills of the learners to ensure the success of graduates in the business environment.

2.2 Programme Learning Outcomes

Upon successful completion of the programme, learners will be able to:

MIPLO 1	Demonstrate strong business knowledge across the theory and principles in the major aspects of business, and core disciplines.	
MIPLO 2	Critically analyse academic theories and business concepts within the global environment.	
MIPLO 3	Apply appropriate frameworks and models to a range of business scenarios.	
MIPLO 4	Implement innovative, rational, and methodical approaches to solving complex business problems in a practical business situation.	
MIPLO 5	Appraise strategic solutions to business challenges, generating valuable business insights in groups or individually.	
MIPLO 6	Demonstrate an ability for personal and professional development, advancing transferable skills in variable and non-familiar contexts.	
MIPLO 7	Proceed in an independent, professional, and ethical manner to further studies and/or employment.	



2.3 Programme Structure

Semester one lays the groundwork for the programme and encompasses foundational modules on Management and Organisational Behaviour, Marketing, Business ICT, Legal Issues for Business, Economics and Professional skills for Personal Development which build a thorough understanding of the relevant concepts of Marketing and Management a proficiency in the use of ICT and the interpretation of Legal Issues for Business. Semester two builds on this by covering Human Capital Management, Strategic Marketing, Business Finance, Innovation and Entrepreneurship, and capstone module: Business Strategy which give the learner a more strategic and critical approach to business and business administration.

Therefore, graduates will have the skills necessary to move into a management role within a variety of business functions such as marketing, people management or management of a department such as ICT within an organisation. They will have the business expertise to take a strategic view of business opportunities and challenges, and graduates will effectively integrate cutting edge analytics into decision-making in their company. In this way, the Higher Diploma in Business offers a consolidated and emphasised focus on strategic business decision-making fully integrated with personal and professional skills development as an effective means to improve business performance, productivity, and efficiency.

Stage label	Module title	ECTS	Module synopsis
Award	Management and Organisational Behaviour	5	The module aims to provide learners with the key concepts of organisational behaviour and management with a focus on the academic management theories and models and their interpretation. The module underpins how to manage individuals and groups leading to an increase of human capital in an organisation and enhanced organisational performance.
Award	Marketing	5	The module is an introduction to the various theories of Marketing. Learners will reflect on the various concepts and theories of Marketing dominating the field of Marketing. Learners will be encouraged, through a case study-based approach to develop a rounded view of marketing within the context of an organisation.
Award	Business ICT	5	The module focuses on the role information systems (IS) play in the modern business environment. Learners will gain insight into how information systems play a key part in enabling different types of innovation and in gaining competitive advantage. It is imperative that learners gain an appreciation of IS security, privacy and ethical aspects



			when managing in the digital world and in this module they will apply their skills throughout to a design project.
Award	Legal Issues for Business	5	The module aims to provide learners with an underpinning as to how the Irish legal system operates and a foundation in the fundamental principles of law as they are pertinent to the business world. The module considers the key aspects of business law including contract, tort, consumer, employment, and commercial law and demonstrates to learners both the legal constraints and obligations impacting commercial enterprise. The module underpins the appropriate and relevant academic legal theories and principles enabling the learner to appraise, interpret and apply such theories and principles to a range of business opportunities and challenges.

2.4 Teaching and Learning Strategy for a multi-modal environment

The teaching and learning (T&L) strategy refers to the teaching modes, approaches, and activities that the lecturer will use to help you work toward achieving the learning outcomes for the module.

Examples of T&L modes include:

Mode	Description		
In-class	Where the lecturer and all the students are in the class		
Live Online	Where the lecturer and all of the students are online at the same time		
Hybrid	Where some of the students are online and some are in the class and the lecturer		
	is either in-class or online		
Pre-Recorded	Where the lecturer pre-records a session		
On Demand	Where the lecturer has prepared teaching content or activities and made it available to you online for you to engage with at your own convenience		

Examples of T&L approaches include:

Approach	Description		
Lecture	Where the lecturer presents or talks about concepts, ideas, topics, or theories		
Tutorial	Where the lecturer and students engage in a discussion		
Workshop	Where the lecturer and students engage in activities either collectively or in		
	groups		
Lab Demonstrations	Where the lecturer or students demonstrate processes usually on a computer		

Examples of T&L Activities include

Activity	Description	
Case Study	Students review real-world examples of what they are learning about	



Guest Speaker	A practitioner talks about real-world examples of what students are learning about		
Group work	Students are divided into groups to work on a particular activity		
Peer Review	Students review and comment on other students' work		
Peer discussion	Students engage in a discussion about a topic which the lecturer observes and can contribute to		
Quizzes	Students work through a series of short questions		
Practical Exercises	Students carry out an individual task during the class		
Peer Presentations	Students present either individually or as a group to their fellow students		
Controlled Debate	Students are divided into groups and argue the merits of a specific stance on a topic usually determined by the lecturer		
Reading	Students engage in a reading activity and either write or report back on what they have read		
Watching Videos	Students analyse videos and have peer discussions on what they have seen		
Peer Pairing	Students are split into pairs. Individually they carry out a task and then swap their work for the other student to review.		
Role Play	Students act out a scenario from the real world for the whole group		

Typically, a timetabled class will take place in one mode or another, for example through online, inclass, recorded or hybrid mode. Although the on-demand mode can be used on its own or with any of the other modes.

Usually, the lecturer will adopt the same approach for the length of each timetabled class, so your class will be a lecture or a tutorial or a workshop or a demonstration. However, the lecturer may mix approaches during a class. So, for example, the timetabled class may start with a lecture before moving into workshop and then finishing with a tutorial approach.

Lecturers can also draw on any of the activities above, and others not mentioned above, during a class whether it is online, hybrid or in-class. However, some activities and approaches are better suited to some modes.

You will find the specific details of which mode applies to which module in your online timetable as well as in your Module and Assessment Guides.

Should you have any queries, please do not hesitate to contact your Programme Coordinator or Module Leader.



Section 3 Assessment

3.1 Introduction to Assessment

The purpose of assessment is to ensure that you achieve the learning outcomes of each module. Learning outcomes are statements that specify what you will know or be able to do as a result of a learning activity.

It is important that you familiarise yourself with the format and number of assessments, assessment weighting, and due dates. These are published in the Module Guide which is available on Moodle. An Assessment Brief is also published for each individual piece of continuous assessment. This will give details on the format, weighting, and due date, as well as set out what task you are required to complete in the assignment. It also gives the marking scheme for each assignment, and you should use this to guide your completion of the assignment.

All assessments are marked and graded by your lecturer and are reviewed by an internal moderator and an external examiner. This is to ensure fairness, consistency of marking and the correct standard across all assessment. Results are always provisional until they are approved by the External Examiner and are processed through the programme Exam Board. The purpose of an Exam Board is to formally ratify results and determine award classification (for more information please refer to the *Quality Assurance Handbook*).

The assessment schedule is below and Moodle syncs with the Student Dashboard to provide a calendar of deadlines. The schedule lists the due dates for all your assessments due over the academic year. The schedule ensures that the workload is balanced across the academic year. Any extension requests need to be considered in light of this schedule, as changes might risk clashing deadlines, so it is very important to be aware of the potential impact of changes to assessment dates. The exam timetable is published on the exam page in the DBS current student area and is usually available about four weeks in advance of the exam period.

Your goal is to achieve the highest mark possible in your assessment. In order to do this, it is expected that learners:

- Complete ALL assessment components.
- Submit all assessment on time as indicated on the assessment specification.
- Complete all parts of each assessment.
- NEVER copy/plagiarise or submit content that is not yours by ensuring that you apply the
 correct referencing standard. DBS uses the Harvard Referencing style. A guide to this can be
 found here.
- Always ask your lecturer if you are not sure about any requirements, not your fellow students.
- Always complete the required number of questions in an exam.



- Practice writing out answers for end -of term exams by doing <u>previous papers</u>, in particular hand writing answers to ensure that your writing is legible.
- Always write/type your ID number on any assessment or exam script.
- If you require support for exams/assessment, ensure that you have completed the appropriate paperwork and submitted it to the <u>Learner Supports Service</u> well in advance of any assessment or exam dates

3.2 Assessment Schedule

The table below highlights the breakdown of formative and summative assessment for this programme.

Stage	Module	ECTS	Assessment
1	Management and Organisational Behaviour	5	Continuous Assessment: 50% Case study or real-life project Whole class feedback Exam: 50%
1	Marketing	5	Continuous Assessment: 50% Research Paper: academic research essay based on a literature review Whole class feedback Exam: 50%:
1	Business ICT	5	Continuous Assessment: 50% Project, small scale systems development project Feedback on progress throughout Exam: 50% Laboratory (practical) individual exam
1	Legal Issues for Business	5	Continuous Assessment: 50% Case study-based problem-solving exercise involving a variety of different business law issues with a group briefing document



		ı	
			group presentation
			Exam: 50%
1	Economics	5	Continuous Assessment:30%
			Individual in class MCQ's Multiple-Choice Questions
			Exam: 70%
			Exam with one seen question applying theoretical
			frameworks
1	Professional Skills for Personal Development	5	Continuous Assessment: 100%
			Assessment 1 20%
			Preplanning for a Leadership event
			Assessment 2 70%
			Organising and execution of a Leadership event
			Assessment 3 10%
			Post event written reflection
2	Human Can'tal	-	
2	Human Capital Management	5	Continuous Assessment: 100%
			Assessment 1 100%
			Interview with a Human Resource manager
2	Strategic Marketing	5	Continuous Assessment: 50%
			Group Presentation of a case study 25%
			Whole class feedback
			Individual written case study 25 %
			Individual feedback
			Exam: 50%
2	Business Finance	5	Continuous Assessment: 40%
_	245255 1 11141160		Group Assessment 40%
			Group Assessifient 40%



			Whole class feedback Exam: 60%
2	Innovation and Entrepreneurship	5	Continuous Assessment: 100% Group Assignment Proposal 30% Group Assignment Report 60% Individual Reflection 10%
2	Business Strategy	10	Continuous Assessment: 100% Case study: 80% Group Presentation: 20%

All assessment in this programme conforms to the DBS assessment regulations informed by *QQI* Assessment and Standards, Revised 2013. Special regulations are defined on the course schedule. Where a learner is found to require additional learning supports, the Learner Support Coordinator Jane Buggle will identify appropriate support or an alternative assessment instrument. This will be agreed with the Registrar's Office and will be in accordance with the DBS Assessment Regulations. Please refer to DBS Quality Assurance Handbook (QAH) for further details.

3.3 Reassessment

Reassessment must assess the same learning outcomes as the prescribed assessment, and therefore all reassessments will conform in structure and subject matter to the original assessment, with the scope of group assessments being reduced as appropriate for individual assessment.

3.4 General Submission Requirements

- 1. All relevant provisions of the Assessment Regulations (*QAH* Part B Section 5) must be complied with, in addition to the requirements set out in the Assessment Brief:
 - Students are <u>required</u> to refer to the assessment regulations in their <u>Student</u>
 Handbooks and in <u>Part B Section 5 of the Quality Assurance Handbook</u>.
- 2. Assignments should be submitted through the appropriate link on the module Moodle page (unless explicitly excepted by the lecturer). Assignments not submitted through Moodle may not be graded.
- 3. Online assignments must be submitted **no later** than the stated deadline:



- Late submissions (up to 14 days) will receive the Late Submission penalty (see QAH Section B Part 5.4);
- After 14 days, late submissions will be awarded **0%**.
- 4. Extensions to assignment submission deadlines will be not be granted, other than in exceptional circumstances:
 - To apply for an extension please go to https://students.dbs.ie/registrar-office/dbs-faq and download the Assignment Extension Request Form, to complete and return, with supporting documentation, to your Programme Coordinator;
 - Ongoing exceptional circumstances can be considered for deferrals. To apply for a
 deferral, submit the completed *Personal Mitigating Circumstances Form*, with
 supporting documentation, to your Programme Coordinator
- 5. Students are required to retain a copy of each assignment submitted.
- 6. Dublin Business School penalises students who engage in Academic Impropriety (i.e. plagiarism, collusion, copying, essay mills, etc.):
 - Refer to the <u>QAH Part B Section 3.3</u> for further information on Academic Impropriety and the potential penalties;
 - Refer to the Library for information on correct referencing, and support classes.

3.5 Awarding Body and NFQ Level

This programme has been validated and approved by the Irish state agency, QQI (Quality and Qualifications Ireland), responsible for validating all third level programmes in Ireland. The programme is positioned at Level 8 on the National Framework of Qualifications (NFQ), a framework for the development, recognition, and award of qualifications in Ireland.

3.6 Useful links and tips

Door codes for Bow Lane and Balfe Street are available at Reception desks.

Once registered, a learner should use the calendar in their student email account for personalised timetables.

Timetables can be sync'd with mobile devices, see https://www.dbs.ie/about-dbs/news-and-events/2018/05/17/dublin-business-school-moodle-app for more information.

- . www.dbs.ie
- . https://elearning.dbs.ie/ (Moodle)
- . www.mydbs.ie (student email)
- . tts.dbs.ie for generic timetables



- . https://library.dbs.ie/
- . Lorls.dbs.ie (to access your reading list online)
- . esource.dbs.ie (repository of student and faculty research)
- . servicedesk.dbs.ie (to log support queries or issues
- . Moodle App available for download (Play Store and iTunes): https://elearning.dbs.ie/

If you have any problems with your timetable or require technical support, please log a ticket at servicedesk.dbs.ie.



Section 4 Academic Calendar

The academic calendars can be found on the DBS website: https://students.dbs.ie/academicoperations/academic-calendars

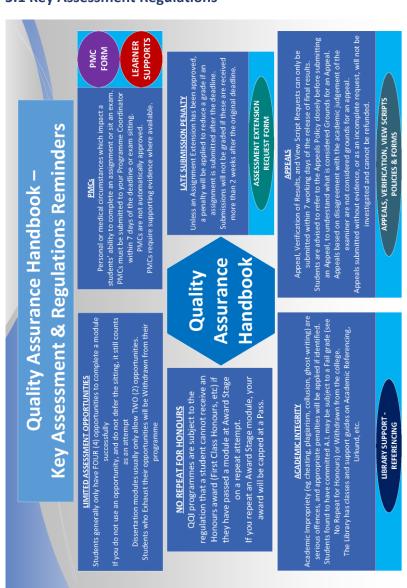
It shows the term dates, as well as reading weeks, the Christmas break, and the exam session, including the repeat exams.



Section 5 Quality Assurance Handbook

All programmes delivered by DBS are delivered within a robust and established quality assurance infrastructure encapsulated by a Quality Assurance Handbook. This is available on the DBS website: https://students.dbs.ie/registrar-office/qah.

5.1 Key Assessment Regulations





Section 6 Conclusion

We hope you have found the programme handbook helpful. If you have any queries, please contact your Programme Coordinator. Their contact details can be found in Section 1 of this handbook.

Enjoy your time at DBS!