

*Presentation pattern: May to October
November to April*

Qualification description

The MBA qualification (F61) is for practising middle and senior managers who want to develop their careers. It focuses on strategic analysis, interdisciplinary skills, intellectual stimulation and independent judgement and covers core themes such as critical engagement, embedding theory in practice and global impact awareness. Among the core disciplines included are organisational studies and behaviour, accounting and finance, marketing, operations and business intelligence. The programme is modular, flexible and designed to enable managers to critically assess multiple perspectives and start applying their new understanding of management as reflective practitioners.

Module description

B874 Finance for strategic decision making is a 15-credit compulsory module within the new MBA qualification. The module's purpose is to enable learners to use a host of decision-making techniques in a range of finance-related management situations. It therefore represents a departure from BB831, the previous MBA finance module, in that it seeks to introduce finance skills of use to a wider range of business managers and aims to ensure certain practical skills, such as the use of Excel and problem solving, to help students progress in the workplace. Emphasis is given to help students develop the ability to manipulate data and other information to support sensible decision-making, with examples situated in marketing, operations and HR as well as conventional financial situations.

The module covers three main areas: decision making, financial markets, strategic interactions and data analysis.

The first unit on decision-making covers areas such as basic macro-economics, forecasting, decision-making techniques, including contribution analysis, SMART frameworks and decision trees, as well as investment appraisal techniques.

The second unit covers key securities, shares, bonds and derivatives, as well as the institutions and players concerned with financial markets.

The final unit covers behavioural issues and the fact that decisions are not made by managers in isolation from other players. Game theory is introduced in the first part of this unit, a management topic not hitherto taught by FBL. The second half of this unit is a basic introduction to data analysis, primarily using Excel.

Students will be encouraged to use simple Excel models when submitting TMA answers.

Person specification

The person specification for this module should be read in conjunction with the [generic person specification](#) for an associate lecturer at The Open University.

As well as meeting all the requirements set out in the generic person specification, you should have:

- a relevant postgraduate degree in a finance-related subject or relevant professional qualification and experience in finance
- knowledge of current and recent developments and experience of issues in the area of financial management, including international financial issues and the practice of financial management in internationally diverse settings

- recent (ideally in the past three years) experience in a middle or senior management role in corporate finance, probably in the private sector, or in the financial markets, or of teaching finance
- a demonstrable understanding of working across sectors (e.g. public, private and not-for-profit) and business functions
- experience of applying financial concepts to real situations
- knowledge and practice of financial modelling and analysis using Excel
- recent evidence (in the last three years) of effective presentation and facilitation skills at postgraduate level in both an online (synchronous and asynchronous) and face-to-face teaching and learning environment
- an ability to support students in multimedia online learning using tools such as internet and library searches, podcasts, open source software applications and collaborative online group discussions
- evidence in supporting students to achieve learning outcomes involving knowledge and understanding and the development of cognitive, practical and professional skills
- an ability to give both verbal and written feedback appropriate to students studying at postgraduate level and who are also practicing managers
- an ability to help students relate theory to their own practices and help them develop reflective learning, and a tolerance for ambiguity alongside critical thinking skills and approaches
- current or recent evidence (in the last three years) of working with people from different cultural contexts, demonstrating an understanding of different perspectives on work, learning etc.
- experience of developing managers or students where English is not first language.

It would be an advantage to have:

- an MBA
- experience of teaching using Adobe Connect, BlackBoard Collaborate or other HEI bespoke equivalents
- experience, recent or current, of coaching managers.

Additional information

Tuition for this module is a blended approach with 7 one-hour online tutorials and 1 seven-hour day school.

You will be expected to:

- run the face to face day school and online tutorials using Adobe Connect
- facilitate online forums
- mark the assignments including the End of Module Assessment (EMA)

Module related details - a full explanation can be found on the website

Credits awarded to the student for the successful completion of a module:	15
Number of assignments submitted by the student:	2
Method of submission for assignments:	eTMA only
Level of ICT requirements:	3

Number of students likely to be in a standard group:	20
Salary band:	5
Estimated number of hours per teaching week:	7

The teaching and assessment strategy for this module has not yet been approved and therefore the information is subject to change.