

WHTC University application subject guides

Management

This guide has been written to help support you in your application to university. It contains the following information relevant to your subject to help you decide where to apply and put together the best application that you possibly can:

1. Links to the top courses for this subject in the UK
2. Entrance requirements
3. Recommended A-levels
4. Admissions tests
5. Recommended reading
6. Interesting MOOCs
7. Useful additional resources
8. Related courses
9. Oxbridge example interview questions

What is Management?

Management programmes explore how organisations and businesses function and how their disparate activities contribute to success. Typical courses will combine elements of Finance, Accounting, Economics, Social Science, Psychology and Law, and examine how these impact organisations. Due to the variety of topics covered, all courses are different and you should spend a lot of time researching the modules and options available at each university. For more information about management courses and careers click [here](#).

1. Course links

Below are links to the top courses for this subject in the UK (according to [The Complete University Guide](#)). Click on the links to find information about what the course is like, what you'll learn, and loads of information about things such as fees and accommodation. However, remember that there are loads of other great universities out there, so check out The Complete University Guide or just google studying your subject at university.

1. [University of St Andrews](#)
 2. [Kings College London](#)
 3. [University of Bath](#)
 4. [UCL](#)
 5. [Loughborough University](#) – note this is a four year course with a placement year
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2. Entrance requirements

Here are the grades that the university suggests you need to get in to that course, and the likely offer that they will give you.

1. University of St Andrews: AAB or A*AB
 2. Kings College: A*AA
 3. Bath: AAA or A*AB
 4. UCL: AAA
 5. Loughborough: AAB or ABB
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3. Recommended A-levels

Different universities may differ as to what A-levels they ask you for. Some might list one subject as 'essential', while another might list the same subject as just 'helpful', so make sure to check out the course page (under Section 1 of this document, or on the university website) to be sure what your chosen university expects!

1. St Andres: Does not specify however you will need at least a Grade 5 in English literature at GCSE
 2. Kings College: At least one humanities or social science subject
 3. Bath: Ideally you will have at least one of the following A Levels: Business, Economics, Mathematics, Psychology, English Literature, Sociology or Religious Studies
 4. UCL: Does not specify, however a Mathematics or Economics A Level would be desirable
 5. Loughborough: No subject specific requirements
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4. Admissions Tests

There are no admissions tests for management.

5. Recommended reading

Reading some relevant books or articles is a really great way to demonstrate your passion for your chosen subject in your personal statement, and show how you've gone beyond the curriculum. Plus, if you really want to spend three years or more studying this subject at university, it should be enjoyable! Try taking notes and jotting down your thoughts as you're reading so that you can share some of this in your personal statement

The 21 Irrefutable Laws of Leadership – John C Maxwell

This book outlines the essential characteristics of a leader. Leadership and organisational culture is often a core topic on Management courses. You can watch a summary of the book [here](#)

Playing to Win: How Strategy Really Works A.G. Lafley, Roger L. Martin

The former CEO of Procter & Gamble and strategic adviser Roger Martin, doubled P&G's sales, quadrupled its profits, and increased its market value by more than \$100 billion in just ten years. The book has many case studies which investigate the importance of strategy in success.

City university of London recommends reading the following books:

Introduction to Management

- Buchanan, D. A. and Huczynski, A. A. (2017). *Organizational Behaviour*, 9th edition. London: Pearson Publishing

Fundamentals of Marketing

- Solomon, M. R., Marshall G. W., and Stuart E. W. (2018). *Marketing: Real People, Real Decisions*. 9th edition Harlow: Financial Times, Prentice Hall

Business Economics

- Mankiw N (2014) *Principles of Economics* 7th Edition, Boston: Cengage [Note – we recommend this, which is the US version of the text. There is a more recent edition but the differences are very slight and this edition is still available and considerably cheaper than the latest one.]

Quantitative Methods and Analytics

- Albright, S. and Winston, W. (2014), *Business Analytics: Data Analysis and Decision Making*. Stamford CT: South-Western College Publishing

Operations and Supply Chain Management

- Hill, T. and Hill, A. (2011). *Essential operations management*. Basingstoke. Palgrave Macmillan [Note – this is recommended but not required for the module.]

Management Lab and Business Skills

- Boddy D (2017): *Management: an introduction*. 7th edition. Harlow, Pearson

6. Interesting MOOCs

Another great way of learning more about your chosen subject and demonstrating your interest is to take a MOOC, or Massive Open Online Course. These are free courses delivered by universities that you can take online. If the ones below don't take your fancy, try looking at [Class Central](#) - they have a huge list of different courses for every subject imaginable, and they're all free!

Future Learn also has a host of excellent courses including:

[Introduction to business management](#)

Kings College London: Learn how to use and apply useful business concepts, tools and terminology whilst exploring four key aspects of business management: managing money, managing people, managing information, and - most importantly – managing and understanding yourself.

[The Future of Business: Understanding Blockchain and Distributed Ledger Technology \(DLT\)](#)

UCL: With global spending on blockchain expected to grow from 1.5 billion in 2018 to 15.9 billion by 2023, organisations in every business sector are racing

to understand the benefits and applications of blockchain technology. This course will take you from blockchain's bitcoin beginnings to an exploration of how DLT is changing business models with smart contracts and data coordination.

The Digital Economy: Finance for Business Growth

The Open University: This course considers traditional and alternative finance options; evaluates the type of funding suitable for different businesses; and demonstrates how to develop a financial statement and funding strategy, to make the right decision.

Entrepreneurship: From Business Idea to Action

Kings College: On this course, you'll enhance your understanding of business and improve your skills in entrepreneurship for university study and work. You'll develop yourself as an entrepreneur by learning how to approach key stages of entrepreneurship, from coming up with a business idea to writing a business plan. Using case studies of local businesses and entrepreneurship in the MENA region, you'll learn how to apply business concepts and ideas to different contexts. You'll also practice pitching your business ideas and learn about developing your enterprise within an entrepreneurship ecosystem.

Digital Skills: Web Analytics

Accenture: Running a successful online business often requires a good working knowledge of web analytics. On this course, you will explore the basics of analytics, different types of analytics and why they are important for business. You will discover concepts including segmentation and benchmarking and explore five steps to creating a measurement plan. You will also learn the processes involved in creating a successful online business, including measuring objectives, outcomes and continually improving. And finally, you will learn how to apply analytics, looking particularly at Google Analytics.

Innovation Management: Winning in the Age of Disruption

The University of Leeds: This course will show you how to manage innovation through real-life examples from IBM. You'll identify challenges to innovation management and develop an innovation strategy. You'll see how the world's most successful businesses use systematic processes to manage disruptive innovation. Through practical insights you'll learn how to continuously innovate in your core business. Exploring the latest design thinking and open innovation frameworks will help you drive innovation effectively within an established organisation or growing venture.

Leading and Managing People-Centred Change

The University of Durham: Many leaders and managers struggle when it comes to managing change, especially if it affects people. This course looks at how we can manage people-centred change effectively. You will learn the importance of bringing people with you through change, and consider the

moments where change can go wrong and how to avoid them. Change does not need to be overwhelming, if it is managed well - find out what those of us with leadership or management responsibilities can do to keep things on track with this course.

Business Ethics: Exploring Big Data and Tax Avoidance

The University of Leeds: Ethical behaviour brings significant benefits to businesses such as attracting employees, customers and investors. But failure to manage it properly can create huge challenges. On this course, you'll discover big data and tax avoidance. You'll examine the benefits and ethical challenges inherent to big data, including the issues of privacy and data security. You'll learn what tax avoidance is and discover how globalisation is increasing the likelihood of its occurrence. You'll also hear from experts on key ethical arguments for and against tax avoidance as you work through prominent case studies.

7. Useful additional resources

There are loads of other great things out there that you might want to look at to develop your interest and strengthen your application, from videos to podcasts, to websites. Here are a few suggestions:

The best thing a management student can do is make sure that they have a good understanding of current affairs. Keep up to date on political changes, economic changes and the factors which are moving markets in order to have an understanding of the wider influences on organisations.

Business insider: Keep up to date with all of the latest business and financial news by reading the free articles on this site.

Bloomberg: This financial news site will help you to understand the important global markets and how they behave.

The Economist: A leading news magazine covering politics, economics and much more. Useful for following the latest economic developments globally and in different regions. Also check out the 'Finance & economics' section. You can read a few articles for free each month.

Podcasts

Masters of scale: Hosted by Reid Hoffman, Co-Founder of LinkedIn, "Masters of Scale" analyzes how companies grow. Hoffman, who is also a partner at a venture capital firm, talks to executives at Netflix, Facebook, Airbnb, Minted and more.

a16z Podcast: From cryptocurrency to bioscience, a16z covers a wide range of businesses with a focus on the evolving software and the power of tech, a must if you are interested in digital technologies.

Marketing Companion: Explores how traditional marketing is being turned on its head by modern marketing techniques such as social media, SEO, ecommerce and discusses how businesses adapt to survive.

Ted Talks: are another great, free way to keep up to date on the latest thinking in business.

KPMG podcast: Experts discuss current changes in politics and economics and the impact on businesses.

The Economist on YouTube: Excellent analysis of current news affairs.

[HSBC Podcast:](#) A review from experts at HSBC of how global events are affecting UK companies.

Work Experience

While studying for your A Levels you should try to gain work experience in a local firm. It is really easy to do, you can send an email or just walk into the office and ask if they allow job shadowing or work experience.

You might also want to apply to some of the work experience programmes available at well-known firms in the UK. These larger firms have excellent work experience programmes which will introduce you to a wide range of corporate roles.

[Ernst & Young](#)

[JP Morgan](#)

[Morgan Stanley](#)

[PWC insights week](#). To apply you must be on track to achieve at least BCC at A Level.

[KPMG](#) – To apply you must send your CV and a cover letter.

Work experience will help you to decide if you actually want a career in a management field going forward. Remember, even if you do decide that it is the career for you, **you can study any degree at university** and still successfully start a corporate career.



8. Related courses

At university, there are loads of different combinations of subjects that you can do so make sure to have a good look around!

Degree Apprenticeships

You might also consider applying for a degree apprenticeship.

Degree apprenticeships are a new type of programme offered by some universities. Students can achieve a full bachelor's or master's degree as part of their apprenticeship.

These programmes are being developed by employers, universities, and professional bodies working in partnership.

Degree apprenticeships combine working with studying part-time at a university. Apprentices are employed throughout the programme, and spend part of their time at university and the rest with their employer. This can be on a day-to-day basis or in blocks of time, depending on the programme and requirements of the employer.

They can take between three to six years to complete, depending on the course level.

Follow the link bellow for more information:

<https://www.ucas.com/alternatives/apprenticeships/apprenticeships-england/what-apprenticeships-are-available/degree-apprenticeships>

The “Big 4” (the 4 largest professional services companies globally) all offer degree apprenticeships which are extremely competitive to secure. Use the links below to research the different types of degree apprenticeships available.

Ernst & Young

https://www.ey.com/en_uk/careers/students/programmes/schools

PWC

<https://www.pwc.co.uk/careers/school-jobs/jobs/flying-start-degrees.html>

Deloitte

<https://www2.deloitte.com/uk/en/pages/careers/articles/brightstart-business-apprenticeship-scheme.html>

KPMG

<https://www.kpmgcareers.co.uk/apprentice>

Joint Honour Degrees

You may want to combine your study of finance with another course. There are two ways to do this:

“And” degrees

It is possible to combine two subjects at Honours level, typically 50% in each subject, such as Management and Computer Science.

“With” degrees

You can take some Honours degrees with a major, for example: Management with Computer Science. “With” degrees allow the majority of modules to be taken in one specialist subject (major) alongside another minor subject in the final two years.

Some common joint honour degrees are:

1. Management with MFL
2. Management with computer science
3. Management and economics
4. Management and geography
5. Management and psychology
6. Management with engineering
7. Management with accounting and finance
8. Management with mathematics

Again, different universities offer different combinations of joint honour degrees so you should spend plenty of time researching them.

9. Oxbridge Example Interview Questions

- Are large or small companies more successful? (Oxbridge Applications)



- Why do Rolls-Royce build cars by hand, and Toyota by machine? (Oxbridge Applications)
- What is the basis of performance-related pay? (Oxbridge Applications)
- How would you make a hypothetical sandwich stall more profitable? (Oxford Interview Questions)
- Why do firms exist? (Oxford Interview Questions)
- Should a Wal-Mart store be opened in the middle of Oxford? (Oxford Interview Questions)
- What would you do if you were the CEO of a company making losses?
- What makes a good leader? (submitted by Oxford applicant)
- Q: Do Bankers deserve the pay they receive? And should government do something to limit how much they get?
 - Tutor: This is a very topical question in light of the recent financial crisis. A simple answer might be that since banks are generally private firms and workers are free to work where they wish, then the pay they receive is just the outcome of a competitive labour market. In this story, bankers earn a lot because they are very skilled and have rare talents. It is hard to see a reason for government intervention in this case – though on equity grounds one may want to have a progressive income tax system that redistributes some of this income. A good candidate would wonder why it is that seemingly equivalently talented people can get paid so much more in banking than in other occupations. Do we really believe that bankers are so much better than other workers in terms of skill? An alternative story is that the banking industry is not competitive and generates profits above what a competitive market would produce. This would then allow workers in that industry to share some of those profits and so earn much more. In this case, there is a role for government intervention – making the market more competitive. The key point about this question is trying to get candidates to think about the economics of pay rather than just whether they think it is fair or not.
- Article/pre-read given in advance on gender pay gap. Following questions asked based on article:
 - What are some of the key reasons outlined in the text as to why women are paid less than men?
 - (They then gave me a table with new data) Which of your stated reasons is portrayed most closely in this table?
 - Which solutions to the problem does the article suggest?

- How likely to overcome the pay gap problem would introducing better childcare be? (in the text it had arguments against this, with an example from Denmark).
- They then read me a few statistics from other texts which I had not seen and asked me to comment on them with respect to the given text.