

MBA Course Purchase Form

(Post September 2019 programme structure)

Please complete all sections of the form and send it to ebs.enquiries@hw.ac.uk.

Please ensure that you include a phone number where we can reach you during our UK office hours of 8.30am-5pm and we will contact you to take payment for your order. Alternatively you may wish to phone us directly on +44 131 451 3008 (please ensure you have emailed your form to us before getting in touch).

If you wish to receive a hard-copy printed text for each of your courses please tick the hard-copy format box below. A £35 delivery charge PER course will apply.

The courses which are core to the MBA are **bold** and underlined.

	Electronic Format Price	Select Course ✓	Hard-copy Required** ✓
Alliances and Partnerships*	£600		
Competitive Strategy*	£600		
Consumer Behaviour	£600		
Corporate Governance	£600		
Credit Risk Management	£600		
Derivatives	£600		
<u>Delivering Successful Projects</u> (replaces Project Management)	£600		Not Available
<u>Developing & Executing Strategy</u> – available early 2020 (replaces Strategic Planning)	£600		Not Available
Developing Effective Managers and Leaders*	£600		
<u>Economics for Business</u> (replaces Economics)	£600		Not Available
Employee Relations*	£600		
Employee Resourcing*	£600		
<u>Financial Decision Making</u> (replaces Accounting OR Finance)	£600		Not Available
Finance for the Oil & Gas Industry	£600		
Financial Risk Management	£600		
Human Resource Development*	£600		
Human Resource Management	£600		
Influence	£600		
International Marketing	£600		
<u>Leadership Theory & Practice</u> (available mid October)	£600		Not Available
Making Strategies Work	£600		
Managing People in Changing Contexts	£600		
Managing People in Global Markets*	£600		
Managing Personal Competencies	£600		

	Electronic Format Price*	Select Course ✓	Hard-copy Required** ✓
Marketing Channels*	£600		
Marketing Communications	£600		
Marketing Insights	£600		
Mergers and Acquisitions	£600		
Negotiation	£600		
<u>People Work & Organisations</u> (replaces Organisational Behaviour)	£600		Not Available
Performance Management*	£600		
Practical History of Financial Markets	£600		
Principles of Retailing*	£600		
Project Management for the Oil & Gas Industry	£600		
Quantitative Methods	£600		
Research Methods for Business and Management	£600		
Sales Force Management	£600		
Services Marketing*	£600		
<u>Strategic Marketing</u> (replaces Marketing)	£600		Not Available
Strategic Negotiation*	£600		
Strategic Negotiation for the Oil & Gas Industry	£600		
Strategic Planning for the Oil & Gas Industry	£600		
Strategic Risk Management	£600		
	Subtotal (£)		
	Delivery (£)		
	Total (£)		

*This course is available for purchase until the 31st July 2021 and will be scheduled for examination until June 2023 only.

**There is a standard delivery charge of £35 per course. This applies only if you wish to receive hard-copy course texts.

Please note that all charges exclude local taxes and import duties which may apply and which are payable locally by you. For new students, you will normally receive your username, password and electronic course access within 24 hours. Your text will be dispatched within 7 working days. Course fees do not include examination fees, which are payable separately.

Personal Details

SID Number (existing students)	
Title	
Given Name/s	
Family Name/Surname	
Date of Birth	
Address Line 1	
Address Line 2	
Address Line 3	
City	
Zip/Postcode	
Country	
Home/Mobile/Work Telephone Number	
Email Address	

Terms and Conditions

I have read and understand Edinburgh Business School's [Terms and Conditions](#) and agree to them. Please tick:*

Privacy Notice

We could not exercise our responsibilities and fulfil our education, training and support obligations to you without collecting, holding and using your personal information. Our privacy notice explains what we do with your personal information and why.

I have read and understand Edinburgh Business School's [Privacy Notice](#) for Students. Please tick:*

Student Declaration

1. I confirm that the information I have given is correct to the best of my knowledge and that I will update Edinburgh Business School with any changes in my personal or contact details.
2. I understand that as a student studying on a programme delivered by Edinburgh Business School, I am required to abide by the Policies and Procedures of Edinburgh Business School and Heriot-Watt University, and the Regulations of Heriot-Watt University, and to ensure that I am familiar with the information contained in the relevant Student Handbook.
3. I accept liability for payment of all fees and additional costs due to Edinburgh Business School or partner institutions in the absence of a payment by an awarding body or sponsor.
4. I understand that Edinburgh Business School may send important communications to my designated email account and recognise that it is my responsibility to check this account regularly.
5. I understand that only by disclosing a disability, medical condition, mental health condition or specific learning difficulty will Edinburgh Business School be able to consider any individual support requirements that I may have.

I have read and understand the declaration above.

Signature:** _____

Print Name: _____ Date: _____

* We are unable to process your course order if you have not ticked this box.

**When this form is submitted electronically Edinburgh Business School will consider type your name as being equivalent to your signature.