



UNIVERSITY OF  
Southampton

Connect with the future.  
Southampton Business School

# Southampton Business School

For ambitious leaders who want to change the world, Southampton Business School provides a transformational experience, connecting people and organisations to deliver groundbreaking social and economic impact.

Our world-leading academics combine rigour with relevance, solving real-world problems affecting businesses, organisations and governments in today's economy and society.

We bring together experts from a diverse range of fields, from management and leadership, design and digital marketing to healthcare and engineering. The heart of this network is driven by innovation and enterprise.

“Given the University's strong reputation in collaboration and enterprise, together with our world-class Science Park, we are well placed to further develop and capitalise on this strength in the future, through our Southampton Business School.”

Professor Jeremy Howells,  
Dean of Business and Law

# Leading through worldwide connections

Based in an institution ranked among the top one per cent of universities in the world, the Southampton Business School provides a transformational educational experience in a supportive environment.

Our students learn with some of the world's top academics and through our wide range of business placement opportunities, have the chance to solve real-world problems as part of their degree.

We provide a suite of thought-provoking and relevant courses to challenge and empower, spanning digital marketing, health, engineering and law. For more information and details on these courses, visit [www.southampton.ac.uk/sbs](http://www.southampton.ac.uk/sbs)

## **Global connections**

Our 322 partnerships with institutions in 54 countries worldwide allow our students the chance to gain a truly global education. The Southampton Business School builds on these strong links to provide a world-class, relevant education that seamlessly integrates theoretical study and real-world practical experience.

“The University of Southampton not only has a distinguished heritage, it continues to stay relevant as a world-class leader in research as well as entrepreneurship, having excellent business relationships and a strong presence in industry. Singapore Institute of Management (SIM) is keen to offer digital marketing programmes by the University of Southampton, which established the first dedicated programme of its kind in the field of digital marketing.”

**Professor Lee Kwok Cheong,**  
Chief Executive Officer, SIM Global Education

Our network of 26,000 business and law graduates spans 141 countries worldwide

# Strong and supportive connections

The Southampton Business School is supported by a team of experts from across industry, which advise and engage with the University so that our offering remains agile and relevant when responding to businesses needs.

Lohan Presencer is Chief Executive of Ministry of Sound Group and a double degree holder of the University of Southampton. Today, Ministry of Sound Group has an annual turnover in excess of £50m and employs over 200 people.

Paul Ettinger is co-founder and Managing Director of Caffè Nero, and has a degree from Southampton. In 2008 he helped a friend acquire five coffee bars, which subsequently became Caffè Nero.

The business now has over 560 outlets in the UK, United Arab Emirates and Turkey.

“For any business school to deliver an effective and practical education it needs to be aligned with modern businesses. The Southampton Business School has acknowledged the critical nature of this relationship from the outset. It has assembled an advisory board consisting of participants from many different industries who offer practical advice on how to best build bridges and deliver a meaningful syllabus.”

**Lohan Presencer,**  
Chief Executive,  
Ministry of Sound Group

“The development of the new Southampton Business School represents a unique opportunity to leverage the strengths and world-class facilities of the existing University and to create a school which could ‘hit the ground running’ from day one. The graduates of the future will have, on their doorstep, a leading school which will enable them to turn their concepts, ideas and research into global businesses – a winning combination.”

**Paul Ettinger,**  
Co-founder of Caffè Nero,  
Chairman of Streetlife.com



# Connectivity is in our DNA

Work with us and benefit from our extensive connections with businesses, employers and other organisations. The heart of this network is driven by innovation and enterprise. Through thought-leadership and primary research our staff can work with you to resolve current and future challenges. Our staff work with organisations such as Rolls-Royce, Boeing, Tesco and governments to deliver bespoke professional development for their staff.

All of our courses are underpinned by engagement with policy and practice. Our students work with organisations, from SMEs to global corporations, non-governmental organisations and social enterprise, developing solutions to real-world problems. They have been placed in organisations such as Barclaycard, Benham, BA, DSTL, the NHS and the Met Office to gain the experience of solving genuine challenges in real time.

Connect with us  
and connect with  
the future

The Southampton Business School is built on world-leading expertise and the passion of staff and students to collaborate with external organisations for mutual benefit. But don't take our word for it; see what our partners have to say:

“The team has been a core partner in doing some major organisational development work at Queen Alexandra Hospital in Portsmouth, with implications for national and potentially international healthcare.

The culture of the School at Southampton is exceptional. The staff are open to new ideas and very willing to engage, not just with traditional partners, but to see opportunities in areas that are new. This is exactly what I look for when collaborating with a Business School.”

**Dr Timothy Trebble,**  
Chief of Service at Portsmouth  
Hospitals NHS Trust

“Our collaborative project brought new ideas into the workplace that we don't always have the time to do ourselves and generated a mutually beneficial working relationship with researchers in the field of credit risk.”

**Neil Spencer,**  
GE Money Home  
Lending UK

“The aim was to challenge our thinking and show how well, or not, analytics might work at New Look. This proved successful and we have a clearer view of how they might work as an internal resource in the business.”

**Steve Hardy,**  
New Look,  
Global fashion retailer

# Connecting with industry

Through placement opportunities arranged at partner businesses, our students gain real-world experience that sets them apart from others in the employment market.

Postgraduate taught degrees in business analytics and management science, operational research, management science, and finance all incorporate a three-month summer project. Students work with their sponsoring company on an assignment and write up a report for their dissertation.

A successful postgraduate project with Ford to improve the efficiency of systems to supply parts to an engine assembly plant was undertaken by Mahmoud Osman, who is studying an MSc Business Analytics and Management Science degree.

Mahmoud spent three months at Ford in Dunton with regular visits to the engine plant in Dagenham and came up with an innovative process, backed by sophisticated mathematics, to help ensure the assembly lines receive the parts they need. Mahmoud continues to work on the project as a contractor for Ford in the role of simulation engineer.



“I wanted to change career and learn about the business side of the industry so this masters degree was the perfect choice.”

**Mahmoud Osman,**  
MSc Business Analytics  
and Management Science

“Mahmoud presented his findings to our managers who were very impressed. People at our Bordeaux plant are now interested in applying his system on their assembly lines.”

**John Ladbrook,**  
Ford

# A connected reputation

We connect with companies all around the world to provide high-quality, relevant solutions to real-world problems. Through our strategic partnerships, we challenge the status quo and enable our passionate and inquisitive researchers to change the world.

We have well-established partnerships with local, national and international businesses that include the NHS, Her Majesty's Revenue and Customs (HMRC), the Bank of England, JP Morgan and IBM.

Professor Julia Bennell is one of our experts in operations management and management science. Through their research and outreach activities, Julia and her colleagues have fostered a large number of collaborations with businesses including: Ford, RNLI, Lloyds Bank, Barclaycard, Air Traffic Control Services, DSTL, Virgin Media and the Ferrari F1 team.

Many organisations have benefited from working with our leading academics like Julia. Just one example is software company Logical Transport, who took part in a Knowledge Transfer Partnership with the University. The project led to Logical Transport winning a contract with National Express.

“Over the past two years our revenues have increased by over 300 per cent. Our relationship with the University of Southampton has, and continues to be, a significant contributor to this success.”

**Dale Howarth,**  
Business Development Manager, Logical Transport

“There is massive potential for us to exploit the links we have with Southampton through CORMSIS and develop the scale of the research projects we get involved with. Part of the Business School plan is to expand what we do in enterprise and to engage with business.”

**Professor Julia Bennell,**  
Head of the University's Centre for Operational Research, Management Sciences and Information Systems (CORMSIS)



New York



Paris



Moscow



Beijing