MAKE IDEAS HAPPEN

Master of Enterprise (MEnt)
The University of Manchester - developing the next generation of entrepreneurs

As a leading university at the heart of a vibrant, enterprising city, we are well placed to develop the next generation of entrepreneurs so vital to the UK economy. We have a proud history of innovation and partnership with industry, and the promotion and nurturing of enterprise remains core to our work.

Manchester Enterprise Centre (MEC), based in Alliance Manchester Business School, is a focal point for student enterprise, aiming to engender a spirit of entrepreneurship throughout the entire student community. MEC supports students to develop emerging ideas from the initial stages through to realisation with focused business start-up support such as Venture Competitions, which have now become part of the ecosystem at the largest, multi-disciplinary research-focused university in the UK.

MEC’s team is made up of a highly experienced group of practitioner-based academics, all of whom come from a myriad of academic disciplines; this together with over 50 years of business and industrial experience makes them exceptionally well-placed to deliver some of the most innovative enterprise education available in the UK today. The range and diversity of enterprise activities offered to the students at The University of Manchester is second to none.

“Enterprise and innovation are about recognising opportunities, creating new ideas and having the ability to turn those ideas into working realities and to create value – commercial, societal and environmental.”
INTRODUCTION

Gain the specialist knowledge and skills required to become an entrepreneur and set-up your own business or an entrepreneur within an existing organisation where enterprise and innovation are valued.

The Master of Enterprise (MEnt) degree is the flagship postgraduate course offered by Manchester Enterprise Centre at The University of Manchester and one of the UK’s most innovative programmes. It is a research masters degree and can be taken by students from any background discipline who are looking to develop a new business opportunity – prior knowledge of business or management is not required.

This programme is for graduates from any discipline and develops an understanding of the wider business environment along with building the personal and professional skills and competences that are required across a wide range of sectors.

If you have an undergraduate degree in any discipline and would like an opportunity to join a postgraduate programme that will enable you to develop a key set of skills and the confidence to develop your own business, then the MEnt is for you.

You can register in any School at the University – the choice of School depends on the ‘enterprise research project’ and your previous area of study. The degree award will include the School of registration, for example MEnt Chemistry, MEnt Business.

KEY INFORMATION

Duration
12 months full-time
24 months part-time

Course start
September

Fees
Fees for the programme will depend on your chosen subject area and the research requirements of your project.

Funding
We normally offer a number of scholarships for students.

Entry Requirements
A minimum upper second class honours (2:1) degree from a UK university, or an overseas equivalent, in any discipline. The normal minimum English language score required is IELTS 7.0 or TOEFL 100 (internet-based) / 623 (paper-based). These requirements may vary depending on the School within which you choose to study your subject units. Prior study of business is not required.

For details on how to apply contact mecpgrecruitment@manchester.ac.uk

PROGRAMME STRUCTURE

Semester one
- Core unit: Shaping Ideas for the Market

Semester two
- Core unit: Business Creation and Development
  - Elective subject unit 1

Semester three
- Dissertation submission (September)
  - Elective subject unit 2
  - Core unit: Research Methods

Year-long Enterprise Research Project
The programme gives you a thorough grounding in enterprise and entrepreneurship - allowing you to advance an idea and experience its development into a real commercial opportunity.

You will practice key enterprise skills such as opportunity recognition, idea generation and the ability to turn ideas into tangible business proposals. You will also gain essential knowledge and awareness in areas such as finance, risk management and market research.

The two core taught enterprise units are complemented by two elective units that support the development of your business idea; these are normally selected from your School of registration and should be chosen to support your research project.

The research project is a major component of the programme (60 credits) and must have a potential commercial application. Work on the project commences in September of the year of admission and continues throughout the academic year. It is a significant research exercise in knowledge transfer allowing students to develop an idea and experience how it is transformed into a commercial venture.

There are two distinct parts to the research dissertation - Subject and Enterprise. The Subject part of the dissertation should represent a theoretical approach and focus on a key aspect of the proposed business concept and its implementation, whilst the Enterprise part should represent the business case for the proposed new venture. The subject part of the dissertation should form a link to the enterprise part - they cannot be two different studies.

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TEACHING AND SUPERVISION

The programme is led by the Manchester Enterprise Centre (MEC), Alliance Manchester Business School, one of the UK leaders in the area of practitioner-based enterprise education.

Our teaching staff have a proven track record in both industry and business start-ups, with experience across a range of sectors including the not-for-profit sector. The core units are led by members of our dedicated and experienced teaching team, and each unit includes guest lectures from practicing entrepreneurs, many of whom are MEnt graduates.

To support your research project and your development on the programme, you are allocated two supervisors; a subject supervisor from your School of registration along with an enterprise supervisor from MEC. You may also be allocated a business mentor to provide guidance and who will enable you to develop relevant contacts within the business and commercial community.

Business Start-Up Support

Manchester Enterprise Centre has a year-long programme of extra-curricular activities including competitions, workshops, and conferences. As a student on the Master of Enterprise programme, you will have direct access to the wide range of enterprise support.

- Venture competitions
- Conferences such as Enterprise Futures and She’s the Business
- Speaker series - Entrepreneurs@Manchester and StartUp Spotlight
- Enterprise School
- Mentoring programme

These activities provide you with a rich variety of opportunities to further develop your enterprise and entrepreneurial skills, including the annual Venture Further Business Start-up competition, which is an opportunity to win essential seed funding to support the development of your business.
The integrated and practical focus of the 'Manchester Method' is the key to its success and a substantial number of graduates from the programme go on to set-up their own companies. The skills and knowledge gained from this programme enable you to launch businesses, successfully pitch for investment and identify and capitalise on the opportunities for growth.

As a Master of Enterprise graduate, you will be highly sought after by employers due to the valuable skills that you will develop and your ability to deliver organisational growth:

Graduates who wanted to start a business:
- It helped me to analyse and evaluate different options both for myself and the business; working outside of my original comfort zone – developing adaptability.
- Financial management is very important in business and the course gives you considerable knowledge in this area.

Graduates who wanted to star in a major corporate:
- My CV with the MEnt on it got me my first job in which I closed a £20m planning gap, through matching market opportunity to skills in the company.
- I would never have had my career trajectory without the learning on the MEnt. The company I joined when I left soon realised that they could use what I had learned and put it into practise to grow the business – so much so that they offered me a position as a director.

Graduates who wanted to keep their options open:
- The MEnt has opened up my mind to countless possibilities. It taught me a better way of looking at problems and opportunities and finally provided me with tools to find a solution. The course isn’t about one start-up but provides a skill set to turn an idea into a business.
- Four promotions in two companies since 2011 – now a global role – and when I first found out about the MEnt I didn’t know what direction to follow; I am so grateful to the Centre and for all they did.

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