

# **MPhil in Business Management**

**with specialisation in  
International Business**

Take on the world.

**Gordon Institute  
of Business Science**  
University of Pretoria

**THIS MASTER'S DEGREE  
IN INTERNATIONAL  
BUSINESS IS FOR  
MANAGERS AND  
LEADERS WHO WANT  
TO LEARN MORE  
ABOUT MANAGING IN A  
GLOBALISED WORLD.**



# A MESSAGE FROM THE DEAN

Any business operating in the 21st century must have a global mindset. This holds true for managers working in the emerging world, as much as it does for those in more established markets.

As African companies and leaders already know, working across borders requires unique skills, deep cultural understanding and sensitivity, as well as the ability to strategise on an international scale. Adaptability in the face of unexpected changes is required, as is the business acumen to identify opportunities to add and extract value.

Harnessing these skills separates traditional managers from those with an international outlook and relevance. It sets apart those who are capable of understanding and managing people from around the world, and positions them squarely on a global stage.

Irrespective of where you are around the world, be it at a leading European HQ, an emerging Brazilian concern or a South African firm looking to expand, the ability to strategise globally while thinking locally is not an easy task. But individuals who can master this world view are – and will continue to be – vitally important to the evolution of any company with cross-border ambitions.

As an Africa-based business school we believe strongly in equipping our leaders with the skills and competencies they need to excel on the world stage. We understand the dynamics of operating in the African context and we balance our quality academic offering with access to leading minds and networks that can help you shine in your chosen field.

Impact is core to how GIBS programmes like the Master's in International Business are designed, delivered and assessed. Our students graduate fully equipped to take up the reins of leadership in order to successfully propel a business forward in the context of a dynamic and changing world. We pride ourselves on producing globally-relevant leaders who can proactively manage cross-functional teams, who understand diversity, who appreciate the societal impact of business and who engender a sustainable approach. These leaders are agile, inclusive and global in their thinking and attitudes; but their roots are firmly in Africa.

We look forward to welcoming you to our campus. Your learning journey accelerates here.

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**Prof Morris Mthombeni**, Dean,  
Gordon Institute of Business Science

# WHY GIBS?

Founded in 2000, the University of Pretoria's Gordon Institute of Business Science (GIBS) is an internationally accredited business school, based in Johannesburg, South Africa's economic hub.







As the business school for business, we focus on general management and aim to significantly improve responsible individual and organisational productivity and performance, in South Africa and our broader African environment, through high-quality business and management education. Our purpose is to inspire exceptional performance in our pursuit to make business healthier. In 2022, the GIBS MBA was ranked as having the best reputation among employers and the first choice for students looking to pursue an MBA in the country by the *Financial Mail* Top MBAs Ranking. Quacquarelli Symonds (QS) World University Rankings: Global Executive MBA 2021, ranked GIBS at number 59, placing the School's MBA in the top 30% globally. In addition, in 2023, US-based *CEO Magazine* ranked GIBS 18<sup>th</sup> in its Global MBA Rankings highlighting the School as a Tier 1 business school.

GIBS is Triple Crown accredited, holding EQUIS accreditation from the European Foundation for Management Development (EFMD), as well as accreditation from the Association of MBAs (AMBA), and the Association to Advance Collegiate Schools of Business (AACSB). GIBS is the 113<sup>th</sup> business school worldwide to achieve Triple Crown status. In addition, the School is also accredited by the Council on Higher Education (CHE), is a member of the South African Business Schools Association (SABSA), and the Association of African Business Schools (AABS). GIBS is a United Nations Principles for Responsible Management (PRME) Champion and is an affiliate of the Central and East European Management Development Association (CEEMAN).

For more information, visit [www.gibs.co.za](http://www.gibs.co.za)



## WHY GIBS?

-  GIBS is a Level 1 B-BBEE Contributor
-  Best reputation among employers - *Financial Mail*
-  First choice of graduates - *Financial Mail*
-  Ranked #1 in Africa for Executive Education - *Financial Mail*
-  MBA Ranked #18 in Africa - *CEO Magazine*
-  Internationally Accredited - AMBA (UK), AACSB (USA) and EQUIS (EFMD)

# WHY THE MPhil (BM) SPECIALISING IN INTERNATIONAL BUSINESS?

The aim of this master's degree is to equip participants with the global business strategy skills needed to understand the challenges and grasp the opportunities that the global business environment offers.

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It is a specialised degree that will enable you to transform from a traditional business manager into a global business leader who understands the complexities of managing in a global society.

This focused master's programme consists of a combination of core courses, a variety of tailored electives – taught by experienced local and international faculty – and an in-depth research component focused on an area of international business that is of interest to you.

You will be exposed to companies operating globally via guest speakers and case studies and the core courses and electives you chose will prepare you for the dissertation by providing insights in areas such as:

- › Competitive global strategy;
- › Cross-cultural management;
- › Subsidiary-head office relationships;
- › Country competitiveness;
- › Managing within the socio-political environment of foreign countries;
- › Local responsiveness vs. global standardisation;
- › Global value chains; and
- › Managing a multinational organisation.

## ELECTIVES

On completion of your core courses, you will be guided in a choice of four electives from the MBA suite of more than 80 electives. The electives will assist in further deepening your knowledge of strategy, as well as providing the opportunity to broaden your knowledge of specific fields of interest.

## RESEARCH FOCUS

During the intense research component, you will be able to conduct advanced research on the topic of international business and become an expert in your area of chosen research. The topic that you choose for your Dissertation should be focused on understanding phenomena and challenges that are relevant to managers conducting business across borders. Upon completion of the programme, you will be at the leading edge of international management and strategies of multinational corporations through the knowledge and skills obtained on the programme.

## HOW THIS DEGREE CAN ARTICULATE INTO A PHD

You may wish to continue further research into the field of international business following completion of the degree. This is entirely possible as this degree is recognised as a level nine qualification according to the South African National Qualifications Framework. The design of this qualification is intended to equip you with advanced research skills that will enable you to enter a doctoral degree.

# PROGRAMME OUTLINE & DESIGN

Provisional Schedule: MPhil (BM) with specialisation in International Business

	May	May	June	July	September	November
2024 May - Nov	Orientation	Research Methodology	Managing the Multinational Corporation	International Business and Emerging Markets	Competitive Global Business Strategy	States and Markets
	January	TBC	TBC	TBC	TBC	TBC
2025 Jan - Nov	Research Methodology	Proposal Formulation	Proposal Submission	Electives	Research Workshops	Research Hand-in

**Please note:** GIBS reserves the right to change the dates of the modules. Students will be timeously informed of any changes to the timetable.

## ENTRANCE REQUIREMENTS

In order to be considered for a place on this programme, the following criteria must be met:

- › A minimum of an Honours degree or equivalent (NQF 8) in business/business related field, or a professional qualification cognate to this degree – such as a four year degree in Engineering or Law;
- › A minimum of five years' work experience preferably with exposure to the international business environment;
- › GIBS entrance test if degreed and GMAT if non-degreed;
- › Two references; and
- › Completed essay.

## NON-DEGREED APPLICANTS

**No undergraduate qualification:** The GMAT is compulsory for applicants that do not have an undergraduate qualification.

A minimum score of 550 must be obtained in order for the application to be considered. In addition, non-degreed applicants will undergo a series of interviews (panel and one-on-one) and admission to the programme is subject to approval by the Senate of the University of Pretoria.

**No Honours level qualifications:** If you hold a degree (SAQA accredited NQF 7 qualification) but do not hold an Honours/PGDip level qualification, you will be required to submit a portfolio of evidence in regard to recognition of prior learning.

GIBS will accept a maximum of 10% of the cohort as non-degreed students.

## FEE STRUCTURE

Application fee (non-refundable, payable upon submission of your application)	R 3 000
Deposit (deposit paid upon acceptance to secure place, offset against total tuition)	R 20 000
<b>Total tuition fees including deposit for the programme</b>	<b>R 206 000</b>

## SPECIAL REQUIREMENTS

### Special Need:

If you have a special need or disability which may require special assistance including test or examination concessions, GIBS will endeavour to accommodate your requirements. However, it is important to discuss your needs with the Admissions Office before you submit your application and needs to be clearly indicated on your submitted application form.

### Religious Observance:

Observant students must contact the GIBS Admissions Office before you start your application to ascertain if or how your specific needs may be accommodated. Note all programmes include weekend classes and attendance is compulsory.

# NEXT STEPS

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Applications for the GIBS MPhil with specialisation in International Business open in June 2023 and close in February 2024.

## Step 01

Meet admission criteria and compile supporting documents.

## Step 02

Apply online at [www.gibs.co.za/mib](http://www.gibs.co.za/mib) and upload supporting documents.

## Step 03

Pay the non-refundable application fee.

Please note proof of payment needs to be in an electronic format (PDF only) in order for you to upload this to the application form.

Online payment can be done via credit card.

## Step 04

Write the entrance assessment.

Once the application form has been submitted, the Admissions Office will verify the application and confirm the entrance assessment date.

Reference links are to be forwarded to your referees to complete and will automatically be submitted to the Admissions Office.

## Step 05

Decision and feedback.

Once the assessment results are available and your references have been received, the application is deemed complete and will be reviewed by the Admissions Committee. The Admissions Office will notify you of the outcome provided there is no outstanding documentation.

**Please note:** Only online electronic applications will be considered. Emailed, faxed or posted applications will not be accepted.

To find out more about the GIBS information sessions go to [gibs.co.za/mib](http://gibs.co.za/mib).



# ABOUT GIBS

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**GIBS is a Level 1 B-BBEE Contributor**

## **For more information please contact:**

The Admissions Office

Gordon Institute of Business Science

PO Box 787602, Sandton, South Africa, 2146

**Landline** +27 (0)11 771 4135 / 4000

**Email** [admissions@gibs.co.za](mailto:admissions@gibs.co.za)

**Technical queries** [support@gibs.co.za](mailto:support@gibs.co.za)

**Website** [gibs.co.za/mib](http://gibs.co.za/mib)

The University of Pretoria's Gordon Institute of Business Science (GIBS), established in 2000, is an internationally-accredited business school, based in Illovo, Sandton, South Africa's economic hub. GIBS is located at 26 Melville Road, Illovo, Sandton.

**GIBS, close to business**

