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2019

Limassol



CYPRUS INSTITUTE  
*of* MARKETING

**THE CYPRUS  
BUSINESS SCHOOL**

# Master of Business Administration (MBA) with Shipping

14 months FT | 24 months PT

## Welcome to Cyprus' Business School

The Cyprus Institute of Marketing (CIM) has been operating in Nicosia since 1978 and in Limassol since 1984. Originally set up to promote the science of Marketing in Cyprus and abroad, during the last 43 years CIM has evolved into an all-round Business School, offering an array of programmes – from Marketing and Management to Finance & Accounting, Shipping, and International Business & Commercial Law.

Over the years, CIM has provided the opportunity to more than 10,000 students to acquire world-class qualifications and fulfil their aspirations. The majority of these are individuals who had missed out, for one reason or another, on the opportunity to study after graduating from secondary school, yet who always had the desire to pursue learning, gain further knowledge and qualifications, and advance their careers.

Though CIM now serves students from all ages and all walks of life, it still offers exclusively evening classes – in order to cater for the needs of working individuals. And it still puts its emphasis on combining theory and practice.

We are proud to be Cyprus's finest Business School. And we are proud to offer the best education at the most affordable fees.

## What is an MBA?

The MBA programme was developed originally in the United States and soon afterwards was introduced in the UK. It continues to grow in reputation and demand as the world's top business qualification, while it has recently also branched out into specialisations – such as Shipping. With the growing internationalisation of the world economy, an increasing number of companies and organisations now require top managers to have MBA Degrees. MBAs cover not only Business Administration but a variety of subjects, all of which are of vital importance to managers in the business and public sector.

## Why the CIM MBA with Shipping?

As one of the first higher education institutions in Cyprus to offer Shipping, and on the back of two very successful undergraduate programmes in Shipping, it was only a matter of time before CIM introduced its MBA with Shipping.

International Shipping has always been critical to the development of world trade, and Cyprus has always profited from it. The inter-relationships between falling transportation costs, economic growth and globalisation in the twentieth century have made Shipping one of the most profitable and exciting occupations. The CIM MBA with Shipping considers trading patterns and Shipping organisation in their legal, financial and managerial context.

The course delivers a comprehensive and integrated overview of the core subjects essential to a thorough understanding of Business Administration and Shipping Management. It will develop your generic business skills whatever your background or career stage and it will enhance your critical analytical skills.

Further, the interdisciplinary nature of the programme will prepare you to be a future professional who can function effectively in the complex business environment of the global marketplace. The diversity of supporting activities within the highly dynamic trade and maritime industry and its various sectors, consisting of many hundreds of large, medium and small firms, makes this choice possible.



## Aims

The specific objectives of the MBA with Shipping are that the students:

- Develop the intellectual skills necessary to contribute to developing strategies for the direction of international transport and trade;
- Become familiar with the main theories and practices of international shipping, transport and trade;
- Learn to identify and critically analyse the structures and institutions of managing and organising sea transport;
- Fully grasp the importance of the economic and regulatory institutions and practices of trade and transport.

## Subjects

The programme is made up of 6 subjects, 5 of which are compulsory and 1 optional:

### Compulsory Subjects

1. Strategic Management
2. Organisational Behaviour
3. Research Methods
4. Maritime Economics, Finance & Accounting
5. Maritime Law & Marine Insurance

### Optional Subjects (you can choose 1)

6. Shipbroking & Chartering Practice
7. International Trade & International Marketing
8. Maritime Logistics

Note: All optional modules are subject to availability of lecturers and student demand.

## Dissertation

A key requirement of the MBA is a Dissertation of 10,000 words, which must be submitted by November or, in case the Dissertation is found wanting further revision by the Institute's markers, by December. The Dissertation must be of satisfactory standard and must contain original research work. Students may be required to present and defend their work to an examining panel. The 10,000-word Dissertation is a major part of the MBA and a student not submitting an up-to-standard Dissertation will not be awarded the Degree. The Dissertation must be on a pre-agreed topic (agreed with the student's tutor) and should have a Research bias. Students are expected to begin work on their Dissertations once exams are over in June. They must submit their work by the end of November of the same year. Throughout the process, students are helped by their supervisor. The Institute encourages students to undertake studies that are of a current concern to a real organisation, preferably their own if employed.

Dissertations are marked by an internal examiner and moderated by an external examiner. The pass mark is 50% and students' performance will be indicated on their transcript. In case the Dissertation is not of an acceptable standard, students, paying an extra 85 Euro, may re-submit their work, which has to be in by latest December. If the Dissertation is again found to be unsatisfactory, then the student will fail their MBA.

## Duration

**Full-Time: 14 months**

**Part-Time: 24 months**

## Commencement

The academic year for a September start runs from September to May, when the final exams take place. From June onwards, students work on their thesis, which must be submitted in November. The academic year for a January start runs from January to August, with final exams conducted in September. The thesis in this case must be submitted by March of the following year.

## Weekly hours taught / ECTS

The number of weekly contact hours for **full-time** study is 18 teaching periods per week. The total number of subjects taught in one year are 6.

For **part-time** students, the number of weekly teaching periods is 9. The total number of subjects taught in one year are 3.

Each subject is worth 12 ECTS. The Dissertation is worth 18 ECTS. The entire programme is made up of 90 ECTS.

## Entry requirements

Entry requirements are flexible and are based on a candidate's proven academic ability, motivation, experience as a manager or business executive, and added value that they will bring on the course.

### The usual minimum requirements are:

- A recognised Bachelor's Degree  
*AND*
- 3 years of work experience  
*AND*
- IELTS 6.5 or equivalent

## Tuition Fees

Same fees apply to EU and International students

€7700

## Strategic Partners

The Strategic Partners represent companies which are global leaders in their respective fields and they shall offer as strategic partners among others:

- Guest Lecturing
- Material to students/lecturers
- Awards for Top-Performing students
- Internship Opportunities
- Master Consulting Projects



## Assessment

- Two Assignments worth of a total of 40%
  - Final Examination worth of 60%
- The pass mark is 50%

## Recognition



CIM is delighted to announce that, following thorough review, its MBA with Shipping has been awarded the maximum exemptions (3 out of 7) offered by the Institute of Chartered Shipbrokers:

1. Introduction to Shipping
2. Marine Insurance
3. Economics of Sea Transport & International Trade

The CIM programme is the only Master with Shipping programme in Cyprus that enjoys maximum exemptions from ICS.

Apart from recognition By ICS (UK) the CIM MBA Shipping has been accredited by the Cyprus Quality Assurance Agency and thus recognised by KYSATS.

Cypriot students are eligible to apply for Government subsidy up to €3420.



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1978-2021  
**43 YEARS**  
TEACHING SUCCESS

