

MAMSA/SBP QUALIFICATIONS & STRUCTURE

Web Site: www.mamsasbp.com



Diploma in Business Administration

Exam 1 ~ Business Organisation & Business Law
Exam 2 ~ Economics & Principles of Accounting

Options: Cost Accounting

Principles of Marketing

Principles of Banking

Communication in Business

Principles & Practice of Selling

Principles of Data Processing & Systems Design

UK Department for Education & Skills Level 4

Standard Diploma in Salesmanship

Exam "A" ~ Communications/Salesmanship

Exam "B" ~ Organisation & Businesses/Market Distribution

UK Department for Education & Skills Level 3

Certificate in Sales Marketing

Exam "1" ~ Negotiations/Humanities/Marketing
Functions/Motivation/Recruitment

Higher Diploma in Marketing

Exam "2" ~ Business Structures/Forecasts &
Targets/Marketing Mix/Administration/Credit Control/Legal
Aspects/Sales & Contracts

UK Department for Education & Skills Level 4

Advanced Diploma in Business Administration

Exam A ~ Business Management

Exam B ~ Business Finance

Options: Financial & Management Accounting

Management of Human Resources

Practice of Banking (i)

Business Computing Techniques

Marketing Management

Statistics

UK Department for Education & Skills Level 4

Advanced Diploma in Sales Management

Exam "A" ~ Communication Control/Elements of Marketing

Exam "B" ~ Personnel Control/Time Control

Exam "C" ~ Policy Control/Cost Control

Exam "D" ~ Legal Control/Statistical Control

UK Department for Education & Skills Level H

Postgraduate Diploma in Business Administration

Exam 1 ~ Corporate Strategic Planning & Control

Exam 2 ~ Work Study

Exam 3 ~ Public Relations

Exam 4 ~ Organisational Behaviour

Exam 5 ~ Management Auditing

Exam 6 ~ International Marketing

Exam 7 ~ Case Study Paper

Options: Advanced Management Accounting

Practice of Banking (ii)

Insurance & Financial Services

Industrial Law

Strategic Marketing Planning

Production & Operations Management

Exporting

UK Department for Education & Skills Level H

Certificate in Marketing Strategy

Part I

Exam "01" ~ Environment of Marketing

Exam "02" ~ Numeracy of Marketing

Exam "03" ~ Principles, Practices & Communication of Marketing

Exam "04" ~ Marketing Skills

Part II

Exam "05" ~ International Marketing

Exam "06" ~ Management of Sales

Exam "07" ~ Marketing Management

Exam "08" ~ Marketing Communication

Diploma in Marketing Strategy & Management

Part III

Marketing Disciplines, Mechanics & Dynamics

Hypothesis/Thesis

UK Department for Education & Skills Level H

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MAMSA/SBP Cross Credit Scheme

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MAMSA Exemption Scheme