

MAMSA/SBP QUALIFICATIONS & STRUCTURE

Web Site: www.mamsasbp.com



Diploma in Business Administration

Exam 1 ~ Business Administration/Management
Exam 2 ~ Economics
Exam 3 ~ Principles of Accounting
Exam 4 ~ Communications in Business
Exam 5 ~ Principles & Practice of Selling
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

Advanced Diploma in Business Administration

Exam A ~ Production & Operations Management
Exam B ~ Marketing Management
Exam C ~ Statistics
Exam D ~ Financial & Management Accounting
Exam E ~ Management of Human Resources
UK Department for Education & Skills Level 4

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 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
Exam 2 ~ Organisational Behaviour
Exam 3 ~ International Marketing
Exam 4 ~ Advanced Management Accounting
Exam 5 ~ Entrepreneurship
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

MAMSA/SBP Cross Credit Scheme



MAMSA Exemption Scheme