MAKE YOUR MOVE

Research Degrees
Set in attractive grounds, our Business School has a strong research culture which underpins learning and teaching.
Hull University Business School and the University of Hull

Hull University Business School

Hull University Business School is a research-led UK business school. We are committed to achieving the very highest standards in all that we do and are proud to hold multiple industry accreditations as well as international accreditations such as the Association to Advance Collegiate Schools of Business (AACSB) – held by less than 5% of the world’s 13,000 business programmes – and the Association of MBAs (AMBA).

Our research strength is reflected in our performance in the last Research Assessment Exercise (RAE) when we were placed 16th among UK university business schools for research power (quality of research multiplied by the number of researchers assessed). For research quality, almost half of our research was assessed as world leading or internationally excellent, while 85% of our research was judged at least of international standing. The latest RAE therefore verifies the international excellence of the research conducted at Hull University Business School and the strength of our research culture.

We are also proud to be one of the first academic institutions to sign up to the Principles for Responsible Management Education and are an active player in the Academy of Business in Society (ABIS). This dedication to responsible business runs across the school, particularly evident in our commitment to developing and implementing ethical research practices.

The University of Hull

As a part of The University of Hull, England’s 14th oldest university, we belong to a distinguished institution with an established track record of groundbreaking research, which continues to produce innovations and expand into new fields. As a result, our students benefit immensely from working with research-engaged staff.

The University is repeatedly rated highly by our students – we have been voted into the top ten universities for student satisfaction in six of the eight annual National Student Surveys carried out so far. Our international students agree – according to the International Student Barometer, 89.1% were satisfied or very satisfied with their overall learning experience.

The University prides itself on our student support. The Graduate School is a one-stop shop for research students and coordinates our accredited Postgraduate Research Training Scheme. Student Support Services offers a range of help and advice on issues such as accommodation, finance, careers and faith. In addition, our Students’ Union is award winning: it was crowned Higher Education Students’ Union of the Year at the NUS Awards 2012 and is one of only four in the country to acquire a Gold Award from the Students’ Union Evaluation Initiative. Run by students for students, it is a hub for social activities and support.
Our research community
We are proud to be home to a supportive, active and outward-looking research community that produces innovative, interdisciplinary research focused on business impact.

The school’s academics share a dedication to the production and dissemination of internationally influential research, all of which shapes and underpins your programme of study. Through our research we make a significant contribution to Hull’s reputation as one of the UK’s leading research-engaged universities.

We are home to approximately 200 research students from countries around the world and have created a vibrant and supportive research community. We highly value our research students, seeing them as future leaders, whether as academics or practitioners.

Our aim is to nurture critical thinkers, with the ability to generate knowledge and apply it to business and societal improvement.

Alongside their individual research, MRes, MPhil and PhD students take modules from the University’s Postgraduate Training Scheme. The aim of this training programme is to ensure that students are equipped with the skills and competencies required for the successful completion of their research. In addition, our training furnishes students with capabilities that are appropriate to broader commercial and public sector contexts.

Your supervisor within the Business School will advise you on research training requirements and on the most appropriate modules for you to take, as well as being an invaluable point of contact, support and advice.

Dedicated resources
Research students benefit from excellent on-campus facilities. The Business School has a dedicated work room with up-to-date IT facilities, lockers, desk space and wireless network access. In addition, we offer a laptop loan scheme for the duration of your study. Students also have access to the University’s Graduate School which provides support and resources 24 hours a day, 365 days a year – visit www.hull.ac.uk/gri for further details.

Other resources we offer as standard include free access to MySupervisorOnline.com, a social networking site where PhD students become part of a global community of like-minded scholars.

The school also coordinates a comprehensive series of research seminars throughout the year, featuring external speakers and experts from the school. Students are expected to participate in all seminars relevant to their research.

Destinations
After completion, our research students go on to a range of fulfilling careers around the world. Many stay in academia as lecturers, senior lecturers and Deans, or as researchers and research associates worldwide. Others take on new roles, with recent graduates holding positions including logistics analyst, management consultant, education economist, director of security services, and chairman of a management technology company.

Our staff
We can offer supervision across a range of contemporary, exciting and relevant research topics and you will work alongside recognised international experts.

Our world-class members of staff play major roles in the international academic community. Their research, disseminated through books and leading peer-reviewed international journals, generates and advances new knowledge and ideas; inspires new ways of working; underpins new teaching content and methods; and supports strong relationships with universities, businesses, governments and other institutions both regionally and internationally.

I chose to do my PhD research at the Hull University Business School because of the good research atmosphere and environment. The school also has a high accreditation in education and research. My supervisors were fantastic guides to support me in enjoying my research. They not only indicated a research direction but also gave me more freedom to enjoy my own research. My PhD colleagues in the school were from diverse cultural backgrounds. Based on formal or informal research discussions with colleagues around me, I obtained some interesting and valuable research ideas from different perspectives.

Shuai Zhang, PhD research student, 2012
Areas of Research Expertise

Areas of research expertise

The research programmes we offer can support students with interests in any of the school’s areas of research expertise, as follows:

**Systems Thinking** – the school has a proud heritage in this field, undertaking groundbreaking fundamental and applied research on systems thinking and practice within its internationally recognised centre of excellence. Application areas include systemic leadership; strategy; innovation; efficiency; sustainability; service management; high performing firms and employee engagement; complex project management; project risk management; conflict management; corporate social responsibility and citizenship; stakeholder and community engagement; future and ‘smart’ cities; supply chain ecosystems; health systems; public sector management; community development; technology foresight; information systems; and systems thinking in China (including comparisons between East and West). Members of staff have cutting-edge theoretical and methodological expertise in systemic intervention; problem structuring and dialogue methods; systemic action research; a range of systems methodologies; critical systems thinking; cybernetics; complexity theory; participative information systems design; information systems for persuasion; multi-agency planning and collaboration; lean systems; service science; systemic evaluation; community operational research; systems philosophy; transdisciplinarity; the unity of science; and general system theory.

**Logistics** – drawing on the resources of the school’s state-of-the-art Logistics Institute, critical research is undertaken into areas including: customer service and satisfaction; services marketing and service quality; retail logistics; logistics and supply chain relationships; reverse, closed-loop and sustainable logistics; logistics in SMEs; integration of logistics in marketing; research methodologies and techniques in logistics; supply chain risk management; the impact of product design on the supply chain; agile supply chains; global sourcing; and design for sustainability. Proximity to the Hull and Humber ports conurbation allows for a focus on port-centric logistics, and our research makes significant contributions to regional economic development. However, logistics activities and supply chains operate globally, and we also undertake international research with partners in many other countries in Europe and the Middle East, Asia and North and South America.

**Economics** – research is conducted in major areas of the economics discipline including economic growth; development economics; financial development and economic inequality; income distribution; macroeconomics; international economics (including international trade theory and international finance); applied econometrics; micro- and macro-econometrics using dynamic equilibrium models; open economy macroeconomics; structural change; industrial economics; industrial organisation; economics of regulation; economics of transport and utilities; efficiency and performance measurement; data envelopment analysis; financial economics; game theory; labour economics; economics of education; health economics; economics of ageing; economics of sport; applied microeconomics; agricultural economics; economics of commodities; energy economics; natural resources; environmental economics (especially the estuarine and marine environment). With a strong analytical emphasis, our research is often policy-oriented, addressing problems of contemporary relevance.

**Accounting** – research undertaken in the school advances debates, policies and practices in accounting and accountability, and their impacts upon economic and social wellbeing in different contexts. Areas of focus include auditing, accounting and business ethics; governance, corporate social responsibility and sustainability; ethics and trust systems; financial statement analysis; knowledge management, innovation and risk management (especially foreign currency in multinational corporations); management accounting in less developed countries; governance and accountability; the effects of economic reform programmes on management accounting systems; new management accounting practices within multinationals; parent and subsidiary performance evaluations and control systems; public organisations and public private partnerships (PPPs); critical perspectives on management control; qualitative approaches to accounting research; short-termism; financial reporting, earnings management, corporate governance and auditing; and management accounting, with specific emphases on management accounting practices and change, public sector accounting, and accounting issues in developing and emerging economies.

Research staff hold expertise in the areas of accounting education; auditing; fraud; corporate governance; accounting policy developments and disclosure issues; corporate social responsibility and business and accounting ethics; performance measurement systems; and public sector accounting.

**Finance and Banking** – the school provides a forum for finance and banking research, promoting research excellence in banking to foster the teaching of related subjects to a high standard. With particular focus on applied research, areas of expertise include mergers and acquisitions; asset pricing; banking; real options; risk management; corporate finance; corporate governance; corporate failure and governance; banking; financial exclusion and corporate finance; intersections between corporate finance, corporate governance and banking; financial econometrics; market microstructure; international finance (real); estate finance; and carbon trading.

**Marketing** – the school undertakes research which promotes excellence in ethical marketing thought, innovation and application. We aim to help the marketing community understand and ethically leverage innovations (the latest developments, trends and relationships) within marketing, and look at how such innovations might be of relevance in order to improve performance. Areas of expertise within marketing include social marketing, ethical consumption and political marketing; mobile marketing, e-marketing and product service innovations; customer service marketing and service evaluation; consumer behaviour; psychology and neuromarketing; brand management, marketing communications and social media; and SMEs and B2B marketing.

**Organisational Futures** – we conduct research which enhances understanding of leadership, organising and management practices, achieved through close interaction with public and private sector organisations. One important aim is to help practitioners better understand and shape their futures. Areas of focus include corporate social responsibility and business ethics; migration, age, gender, ethnicity and the employment relationship; critical management studies; narrative and life history research methods; identity and careers; alternative organisations, self-organisation and mutual aid; leadership; emotional intelligence; organisational change; human resource development and management learning; public sector management and leadership; and trade unions and employee relations.

**Regional and International Business** – our interdisciplinary and applied research draws heavily on economics, economic geography, international policy economy, policy studies and law. Research themes overlap, but include international business; regional integration, especially across the EU; competition policy; international infrastructure; energy security; transaction costs; business history; foreign direct investment (FDI); foreign banking; regional issues and clusters; the impact of social science research; tourism; SMEs and internationalisation; international knowledge management; and emerging economies.

Further information on our research expertise and current PhD topics can be found on the research section of our website at www.hull.ac.uk/hubs.
Our Research and Research Programmes

Research Centres
There is a broad range of excellent research carried out across the Business School. Examples of this research excellence may be found in the school’s Centre for Systems Studies, which undertakes world-class research on systems theory, methodologies and methods to address complex organisational, social and environmental issues more holistically than traditional approaches to management. Likewise our Logistics Institute is a global centre of excellence, conducting critical research into logistics and supply chain management, including nearsourcing, modern-day piracy and port and shipping security. Both the Centre for Systems Studies and the Logistics Institute are proud of their record of impacts in businesses, public sector organisations and communities. However, it doesn’t stop there: real-world, applied research is a priority across the whole school.

Here is a small sample of on-going research projects from the Logistics Institute and the Centre for Systems Studies.

Logistics Institute
Dr Talas is researching international trade and shipping risks, focusing on maritime piracy with Michael Frodl, a Washington attorney and owner of the maritime risks consultancy company, C-LEVEL Maritime Risks. Analysing incidents in the Gulf of Aden and the Indian Ocean, the team are examining the frequency of attacks and identifying piracy patterns.

Professor Lalwani is working towards reducing the carbon footprint in the Chilean wine supply chain.

Centre for Systems Studies
Professor Midgley is exploring the application of systems thinking to conflict resolution in Colombia in partnership with Dr Luis Pinzon at the University of Los Andes in that country. They have developed a new values-based approach to mediation with the Bogotá Chamber of Commerce. Their research has also informed a nationwide project with Colombian schools, which is equipping children with mediation skills in order to deal with conflicts through communication rather than violence. This work has been nominated for a UN Peace Award.

Professor Williams, together with authors from Norway, Australia and the UK, has focused on identifying the early warning signs of problems in complex projects to promote successful project outcomes. Professor Williams has also collaborated with leading international systems thinkers from South Africa, UAE, USA, Brazil, China, Nigeria and the UK to assess the impact of cultural perspectives on project success and failure.

Dr Espinosa has been working with an Irish eco-village, introducing community leaders to her research on governance for sustainability. By implementing changes to their collective governance structures and processes, the village leaders have been able to stimulate sustainable business development and have thereby transformed the future prospects of their community.

Our research programmes

• Doctor of Philosophy
This is a three-year full-time programme (occasionally taken part-time over five years). Successful applicants to the PhD undertake a formal assessment (comprising a 10,000-word research report and presentation to staff and students) after nine months. At this point, their PhD registration is either confirmed or they may be moved to an MPhil degree.

• Master of Philosophy
Our MPhil degree is a two-year, full-time programme (three years part-time). Students usually register for the MPhil when they want a research degree that does not have the same time commitment as a PhD, or when they wish to pursue a qualification that can facilitate admission to a PhD programme at a later date.

• Master of Research (MRes)
Our one-year MRes programme provides relevant skills and knowledge for those students who wish to develop a solid understanding of research methods and philosophies. It is an excellent foundation for those wishing to pursue a PhD, but whose first degree or Masters degree did not contain a sufficient research training element.

In addition, the MRes is interdisciplinary in nature and provides a self-contained opportunity for valuable training and research for students who may not wish to proceed to a PhD, but who wish to enhance their knowledge and skills to the high standards increasingly demanded in the labour market. The degree will be of value to people anticipating a career as a leader in the public or private sector; as a researcher; or as a professional educator.

We offer automatic progression from our MRes to our PhD programme for students who: obtain a grade of 65 or more overall; achieve 65 on their dissertation; and write a PhD research proposal that our staff can supervise. Students not fulfilling these conditions may still apply for our PhD in the normal way.
About Hull and the Region

About Hull and the region
Hull combines the very best of an urban waterfront location with a rich heritage and an exhilarating mix of culture, history, shopping and nightlife.

Because of its location as a gateway to Europe, multinational organisations choose to base their operations in Hull and the region. In addition to being one of Europe’s busiest port complexes and a manufacturing hub, the region is also home to the health care giants Smith & Nephew and Reckitt Benckiser as well as BP, Kimberly-Clark and Arco – all corporate partners of the Business School. Students benefit from interaction with these organisations during their programmes of study.

The University is located in the most cosmopolitan part of the city. Leafy streets lead on to Newland and Princes Avenues, where a wealth of local and speciality shops, cafes, bars and restaurants can be found only 10 minutes walk from the University. On a summer’s day this bohemian quarter of Hull is the perfect place to while away an hour or two with friends, taking in the relaxed atmosphere and sharing a meal from the wide choice of cuisines on offer.

Location
The Hull Campus is only minutes away from beautiful open countryside, and approximately an hour’s drive from historic York. The cities of Sheffield, Leeds, Manchester and Nottingham are also easily accessible by rail or road; and the direct train service from Hull to London takes around 2.5 hours. Hull is served by international airports at Manchester, Leeds and Humberside and by overnight ferries to Europe.

Accommodation
There are various accommodation choices, including residences owned, managed or directed by the University. The University’s Accommodation Office can provide advice as to the right accommodation for you, as well as access to privately owned houses, flats and rooms.

Accommodation which is owned, managed or directed by the University is guaranteed for all unaccompanied overseas students, and further information on this can be found on the University’s website at www.hull.ac.uk/accomm.

Cost of living
The cost of living in Hull is lower than almost anywhere in Britain (indeed, some 30–40% less than in London) and significantly lower than in comparable university cities. This means that accommodation and food are generally more affordable. Also, the location of our campuses and residences means that daily travelling costs are low (or non-existent), and that shopping for food, clothes and other everyday items is within easy walking distance.
How to Apply and Write a Research Proposal

We welcome applications from all high-quality research candidates, as judged by excellent performance in academic work to date and the ability to write a very strong research proposal. Applications for the MRes only are not required to have a Masters degree but are required to have a very good Bachelor’s degree. In order to apply for the MPhil and PhD programmes at Hull University Business School, please submit the following documentation:

1. a postgraduate application form (available on the website)
2. 2 references
3. a CV or resume
4. all academic transcripts and graduation certificates (Bachelor’s and Master’s)
5. a personal statement
6. a research proposal

You can apply online or download an application form through the Postgraduate section of the University website, www.hull.ac.uk.

How to write a research proposal

One of the major reasons why applications for postgraduate research are rejected is that the research proposal is not strong enough. Writing a research proposal takes time and should not be rushed.

At Hull University Business School we expect proposals to be approximately 2,500 words in length. You will need to convince us that the research is worthwhile, that you are competent to carry out the research and that you have given some thought to the practical issues of data gathering.

We will ask a number of questions of the proposal such as:

- Does the study fill a gap, extend or develop new ideas in the literature?
- Is there a high probability that the research will make a contribution to knowledge?
- Is the proposal well written, demonstrating critical thinking, a good academic writing style and appropriate referencing?
- Is the problem/question that you have identified researchable given the time and resources available?

Guidance and example proposals are available on the research degrees section of our website at www.hull.ac.uk/hubs. We strongly advise you to look at these before writing your proposal.

Language requirements

Applicants for whom English is their second language will be required to demonstrate English language proficiency equivalent to IELTS 6.5 with 5.5 in all 4 sections or TOEFL 90 IBT (from ETS) with at least: Listening 17, Reading 18, Speaking 20, Writing 17.

Applicants may be exempt from the requirement to complete IELTS or TOEFL tests if they have evidence of equivalent English language proficiency, e.g. if they have completed a degree in an English speaking country.

Scholarships

The Business School and the University are pleased to offer a range of scholarships to help support PhD study. Information on these is available on the website or on application.

Contact details

Information about applying for degree programmes, tuition fees and scholarships and bursaries can also be found on the research degrees pages of the Business School website at www.hull.ac.uk/hubs.

If you wish to discuss any aspect of your application, please contact:

Admissions Team
Hull University Business School
Hull, HU6 7RX, UK
T +44 (0)1482 463331
E pgstudy@hull.ac.uk
www.hull.ac.uk/hubs

Admissions policy

Admissions information provided in this pamphlet is intended as a general guide and cannot cover all possibilities. Please contact the Admissions Service (see above) with any specific queries about admissions.

Disclaimer

This publication is intended principally as a guide for prospective students. The matters covered by it – academic and otherwise – are subject to change from time to time, both before and after students are admitted, and the information contained in it does not form part of any contract. While every reasonable precaution was taken in the production of this brochure, the University does not accept liability for any inaccuracies.
First-class research with impact. From empirical banking to retail logistics, our research is ethical, commercially-focused and relevant. It is globally-recognised and is shaping the future in a fast-changing, inter-connected world.