



UCD BUSINESS

PROSPECTUS 2021



UCD Lochlann Quinn
School of Business

CONNECT WITH THE UCD LOCHLANN QUINN SCHOOL OF BUSINESS

VISIT OUR WEBSITE

For more information about the UCD Lochlann Quinn School of Business, our facilities and the programmes on offer visit www.ucd.ie/quinn

ASK A QUESTION

If you have a question about any of our programmes email quinnschool@ucd.ie or phone +353 (1) 716 4833 to speak with our Marketing and Student Recruitment Manager.

FOLLOW US ON SOCIAL MEDIA

Following us on social media is a great way to stay up to date with student life in the Quinn School.

 UCDQuinnSchool  @UCDQuinnSchool  ucdquinnschool

VISIT US

Join a current UCD student on a tour of the UCD Lochlann Quinn School of Business and wider UCD campus.

Visit www.myucd.ie or www.ucd.ie/global for available tours.

Alternatively you can view our virtual tour by visiting www.ucd.ie/quinn

EVENTS

Keep up to date with the latest events taking place in the UCD Lochlann Quinn School of Business by registering at www.ucd.ie/myucd



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STAY CONNECTED

WELCOME TO THE FUTURE AT UCD LOCHLANN QUINN SCHOOL OF BUSINESS

We live in a complex world at a time of extraordinary global challenges and opportunities.

At UCD Lochlann Quinn School of Business we have made a commitment to transformational learning, and to research, innovation and impact in Ireland and for the world. At its best, university is about ideas, experiences and relationships that help you to see yourself and the world in new ways. We work to cultivate informed, active, connected global citizens with the capacity to think, act, reflect and keep learning. Our ambition is to help you make a positive difference in business and society in ways that are meaningful and authentic to you.

Quinn is an environment where you will be challenged and supported as you build strong foundations of business knowledge, develop your capacities and consider diverse perspectives. It is a global classroom where you can learn ways of working, thinking and collaborating to help set you on your path. It is a place to get to know yourself, expand your horizons, and build friendships and relationships that will support you throughout your life and career.

AN EXCEPTIONAL YEAR

2020 has been an extraordinary year for every one of us, and we at Quinn are working to ensure that our students can progress their learning actively and safely. As our environment evolves, so too have we, pivoting to blended and online modes of delivery, while prioritising interaction and creating flexible arrangements for an exceptional time. We continue to work together to deliver the best student experience possible, with transformational learning at the heart of all we do.

MEET AND SHAPE THE FUTURE

The ways we live, learn and work are changing. UCD Business has a long history of innovation and creating distinctive learning environments to help our students develop the knowledge,

skills and adaptive mindset to meet and help shape a changing business world. We are committed to leading that edge, not just today but for generations to come. Four pillars support the business curriculum at Quinn: innovation and enterprise; business, society and sustainability; research and inquiry and, transformational learning. For us transformational learning means continually investing in student experience, what and how you learn, digital integration, and connected, inspiring learning spaces to help you thrive.

We offer exceptional business internship opportunities, the chance to travel and exchange, an extraordinary alumni network, and a world-class learning environment.

A NEW GENERATION

2019 saw the opening of our new wing, the UCD Moore Centre for Business – a fresh canvas of active learning classrooms, digital collaboration spaces, a showcase auditorium, and extensive co-working zones providing the ideal setting for real-world problem solving where you can collaborate, experiment, and learn by doing.

Thank you for connecting and as you read these pages, please imagine your future at Quinn. We are proud of our School and hope you will be excited by our story and ambitious to be part of it too. We would be happy to hear from you with any questions you may have. We look forward to welcoming you and working together to help shape the future of business. Come join us!

Associate Professor Maeve Houlihan

Director – UCD Lochlann Quinn School of Business



WHY STUDY BUSINESS AT UCD?

The world of business is ever evolving and UCD Lochlann Quinn School of Business is evolving with it.



UNIVERSITY
OF FIRST CHOICE
IN IRELAND



TOP 1% OF
BUSINESS SCHOOLS
GLOBALLY



IRELAND'S ONLY TRIPLE
ACCREDITED BUSINESS
SCHOOL



A GLOBAL
CLASSROOM



A DYNAMIC AND
INNOVATIVE LEARNING
EXPERIENCE



EXCELLENT
JOB PROSPECTS



PAID INTERNSHIP
OPPORTUNITIES

THE QUINN EXPERIENCE

The UCD Lochlann Quinn School is a progressive and engaging environment, which places a strong emphasis on independent thought. We invest heavily in continuous innovation in what we teach and how we teach, with a strong emphasis on personal development. This can be seen with the €20 million investment in new student facilities through the UCD Moore Centre for Business, which opened in 2019.

The experience of studying here is like no other. You will work with the best business students from around the world. You will meet some of the world's leading employers and interact with leading research-active lecturers. Our focus is not only on providing education, but also on the skills necessary to succeed in the working world. Together our Quinn and Moore wings create a community-focused epicentre on the UCD campus for our students, and a space purpose built for business education, formal and informal connecting, collaborating and continuous development.



COLLABORATION STUDIOS

Our collaboration studios have the latest audiovisual technology to train and practice your presentation and communication skills. In these spaces you can record and practice your pitches and presentations for group work or as interview preparation.

EXTENSIVE CO-WORKING SPACES

At the heart of the Quinn School is the idea of belonging, collaboration, co-working and side-by-side learning, inside and outside the classroom. Areas such as the Moore Atrium contain a rich mix of solo and collaborative working and social spaces for our students including,

- Group work studios, bookable online by students
- Informal pods and independent study zones
- Middle floor breakout area, a central multi-purpose zone with bleacher seating

KPMG SKILLS ZONE

The KPMG Skills Zone supports professional and personal development, as well as skill-building activities, and is co-located with the Quinn Analytics Lab, which includes 12 three-person Bloomberg terminal settings. The KPMG Zone supports activity, experiences and opportunities for transformational learning and real workplace skill development.

PWC THEATRE

This state-of-the-art 320-seat showcase theatre incorporates zoned lighting as well as a garden view, to host keynote speakers and plenary events in an inspiring and functional space. It will also allow business modules currently delivered across the Belfield campus to come home to the UCD Quinn School. Throwable mics present opportunities for active and engaged learning.

THINK LAB

Our Think Lab is a 16-person dedicated space for hands-on experimentation, problem solving and design thinking focused on innovation and teamwork. Designed to mimic the future of work in collaborative teams, the space is equipped with the tools needed for successful group work.

EY ENTREPRENEURSHIP AND INNOVATION HUB

This dynamic space contains 50 mobile node chairs with writable walls for collaborative learning. From presentation space to group work and problem solving, the EY Entrepreneurship and Innovation Hub enhances the work of Ireland's young business talent as they design the future.

CREATOR SUITE

Recording studios and editing suites provide opportunities and support to extend digital content and creator skills in collaboration with the Business E-learning team. From video and podcast creation to online tutorials, our students have access to the spaces and equipment necessary to be a digital leader in the world of business.



QUINN INTERNSHIP PROGRAMME

The Quinn Internship Programme provides students with an opportunity to put theory and skills learned in the classroom into practice during their degree.

The Quinn Internship Programme is an optional 9-12 month programme, which is open to the top-performing penultimate-year students on the Bachelor of Commerce and Economics & Finance programmes.

We have partnered with a range of companies from multinational professional services firms to local enterprises, to offer paid internships across a range of business disciplines. Our partners have recognised the high calibre of students coming from the Quinn School and increasingly consider these internship opportunities as a fundamental part of their graduate recruitment strategy.



100% OF INTERNSHIP PARTICIPANTS ARE IN EMPLOYMENT OR FURTHER STUDY WITHIN 12 MONTHS OF GRADUATION.

During the Programme students are registered to a year-long online reflective module designed to enhance the learning opportunities available throughout the year. Assessment is structured on the work-based learning experience during the 9-12 month placement. Successful completion of the internship forms part of the student's Academic Transcript.

INTERNSHIP SCHOLARSHIP OPPORTUNITIES

Recognising the importance of broadening the range of opportunities available to students and the benefit of engaging with our community, the Quinn School recently launched two internship scholarship opportunities.

The Business & Society Internship Scholarship is awarded annually to financially support a student who is selected to undertake their placement in the voluntary sector.

This opportunity had been developed in line with the Quinn School ethos of transformational learning, thereby allowing students to see themselves and the world differently.

The successful candidate has the opportunity to contribute to business and society and gain valuable real-world experience while helping a voluntary organisation achieve its goals.

In 2019/20 the recipient of this scholarship worked in a business analytics and marketing role in Concern Worldwide.

The Quinn Enterprise Internship Scholarship supports the Quinn School's commitment to innovation, entrepreneurship and collaboration with local businesses. Our aim is to sow the seeds of entrepreneurship and business development among our students and this scholarship provides a unique opportunity to financially support a student with a genuine interest in innovation and a curiosity for entrepreneurship. This opportunity allows a student to explore their own entrepreneurial abilities and learn from key mentors in this sector. The 2019/20 recipient of this scholarship worked in NovaUCD, supporting the New Ventures team and working directly with start-up organisations based there.

WHY DO AN INTERNSHIP?

BENEFITS TO THE STUDENT



BUILDS
PROFESSIONAL
NETWORKS



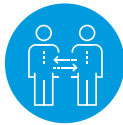
ENHANCES
EMPLOYABILITY



SUPPORTS CAREER
DECISION MAKING



CONVERTS THEORY
INTO PRACTICE



DEVELOPS AWARENESS
OF WORKPLACE
CULTURE



PERSONAL AND
PROFESSIONAL SKILLS
DEVELOPMENT



CURRENT INTERNSHIP PARTNERS INCLUDE:



ENHANCE YOUR INTERNATIONAL EXPERIENCE

We have excellent links with close to 70 partner institutions across the world. Taking part in an exchange opportunity can further open your eyes to a different way of life, becoming an amazing personal experience which improves your business skills in the eyes of future employers.

Our partner universities include:

EUROPE

AUSTRIA

WU Vienna University of Economics and Business

BELGIUM

Louvain School of Management

DENMARK

Copenhagen Business School

FRANCE

ESSEC Business School
ESCP Europe
EDHEC Business School
ESC Grenoble Ecole de Management

GERMANY

Universität Mannheim
Universität zu Köln
Goethe Universität Frankfurt am Main

HUNGARY

Corvinus University of Budapest

ITALY

Bocconi University
LUISS Guido Carlos University

NETHERLANDS

Rotterdam School of Management

NORWAY

BI Norwegian Business School

SPAIN

ESADE Business School
IE University
Universidad de Navarra
Universidad Carlos III de Madrid

CANADA

University of Toronto
McGill University
University of British Columbia
HEC Montréal

ASIA

CHINA

Peking University
Fudan University
Tsinghua University
Shanghai Jiao Tong University

HONG KONG

University of Hong Kong
Hong Kong University of Science and Technology
The Chinese University of Hong Kong

WHY STUDY ABROAD?



DISCOVER A NEW
LEARNING ENVIRONMENT



DEVELOP AND ENHANCE
YOUR SKILLS



ENJOY NEW
EXPERIENCES



IMPROVE YOUR
EMPLOYMENT OPPORTUNITIES



FURTHER DEVELOP YOUR
GLOBAL NETWORK

SINGAPORE

National University of Singapore
Nanyang Technological University
Singapore Management University

AUSTRALIA

Australian National University
The University of New South Wales
The University of Queensland
The University of Sydney

OCEANIA

NEW ZEALAND

The University of Auckland
University of Otago

For a full list of all the partner
universities visit www.ucd.ie/quinn

NORTH AMERICA Cornell University,
University of Pennsylvania, Washington
University in St Louis, Georgetown University,
University of Notre Dame, University of
Virginia, University of North Carolina Chapel
Hill, Villanova University, Boston College,
Boston University.

*While the Quinn School does not
send any students to our partners in the USA,
we welcome many American classmates here.
This is an opportunity to network,
meet friends and develop relationships with
students of top-tier American
Business Schools.*

SUPPORTING OUR STUDENTS

Knowing that life in a large university environment can be challenging, UCD and the Quinn School provide a range of supports to help our students adapt to life in college.

STUDENT ADVISERS

Student Advisers in UCD provide support to all students throughout their time here but in particular during their first year in college. You can call to see them in relation to personal, social or practical issues. Our Student Adviser, Jacqueline Levine, can be found next to the Programme Office.

PEER MENTORS

Peer Mentors are students who have already completed first or second year in a similar subject area and understand what it is like to be a new student in UCD. They are here to help students integrate into their programme area. Every first year student is linked up with a Peer Mentor during Orientation Week.

PROGRAMME OFFICE

The Programme Office is your place to go for all queries relating to your course. All programmes have a dedicated programme manager based here in the Quinn School who will be a key support for you.

BUSINESS MENTORING PROGRAMME

Stage 2 Commerce, Commerce International and Economics and Finance students are provided access to a mentoring network of College of Business alumni through the Business Mentoring Programme.

The programme aims to match experienced business alumni professionals with undergraduate business students. This provides students with an opportunity to gain insights into the business and personal skills required to succeed in today's competitive economy and to increase their employability through development of professional and interpersonal skills.

BROADEN YOUR COLLEGE EXPERIENCE

The UCD Lochlann Quinn School of Business is located on a vibrant and bustling campus, which offers our students a wide range of opportunities to extend their time in UCD beyond the classroom and get involved with extracurricular activities.

UCD STUDENTS' UNION

All students are automatically members of the UCD Students' Union, which represents, advises and supports students throughout their time in UCD. The Union also organises entertainment and events on campus throughout the year for students to attend.

Visit www.ucdsu.ie for more information.

UCD STUDENT CENTRE AND SPORT & FITNESS

Our award-winning Student Centre and Sport & Fitness complex is the heart of extracurricular activities in UCD. Fully registered students have free access to the UCD Sport & Fitness Gym along with its calendar of fitness classes that run during the week.

The Student Centre offers our students access to:

- 90-Seater Cinema
- Debating Chamber
- 50-Metre Swimming Pool
- Fitness Studios
- Drama Theatre
- TV and Radio Studios
- Rock Climbing Wall
- Sports Halls

STUDENT SOCIETIES

Student societies are a fantastic way to explore your interests and develop new ones. UCD has over 90 active student societies so there is something for everyone to get involved with. Studying business, you may be interested in joining Datasoc, the Investors and Entrepreneurs Society or the Commerce and Economics Society.

Visit www.societies.ucd.ie for more information.

UCD SPORTS CLUBS

From competitive high-level teams who compete nationally and internationally, to introductory teams with a focus on the social experience, UCD Sports Clubs provide a huge range of opportunities for students to get involved.

Visit www.ucd.ie/sport/clubs to find out more.

UCD RES LIFE

Coming to live on campus in UCD can be an exciting time for many students. UCD Res Life is a programme aimed at building a community within UCD Residences through events, fitness classes and sporting activities, adventure days and cinema nights.

For more information visit www.ucd.ie/residences

YOUR CAREER, YOUR FUTURE

Graduates from the UCD Lochlann Quinn School of Business are highly sought after in a range of fields such as accounting, banking and finance, management consulting, marketing, business operations, and technology, along with the public sector and not-for-profit organisations.

We pride ourselves on our industry connections and have approximately 98,000 UCD business alumni shaping business practice around the world.

Many leading organisations and alumni visit the school during the year for presentations and networking opportunities with our students.

For students within our Commerce and Economics & Finance programmes the optional year-long internship programme that they can avail of offers the first stepping stone to their career after university. Our partner companies have recognised the high calibre of our students and increasingly consider internship opportunities as a fundamental part of their graduate recruitment strategy. See pages eight and nine for more information on the Quinn Internship Programme.

While the majority of our students go into full-time employment when they graduate, others choose to continue on to postgraduate study at other leading universities such as Imperial College London, the University of Cambridge, and the London School of Economics, as well as the internationally renowned UCD Michael Smurfit Graduate Business School.

UCD FIRST DESTINATION REPORT FOR BUSINESS GRADUATES

Within 12 months of graduation:

77%

are in
employment

20%

are in further
study or training

2%

are not
available for work

1%

are seeking
employment

WHAT OUR ALUMNI SAY

GARETH LAMBE

Bachelor of Commerce International 1995
Current Role: Head of Facebook, Ireland

"An International Commerce degree is broad enough to give you a good head start in business, but the international slant (and Erasmus year abroad) was particularly helpful for working in a global company such as Facebook."



CHARLIE GLEESON

Commerce Graduate 2019
Current Role: CEO & Founder,
Zipp Mobility

Given that Zipp Mobility started off as a college project, it is easy to see how the hands-on educational approach of UCD Quinn School provided indispensable guidance towards a career path that suited me. With equal focus on diverse streams of business such as marketing, management, finance and accounting, my Commerce degree equipped me with the tools to turn my idea into a reality. The internship year gave me invaluable practical experience and directed me towards areas of business that I found stimulating. These skills, along with the indispensable mentorship that I received through the Quinn School and NovaUCD, gave me the confidence to start my own business after graduating. I would recommend the programme to anyone aiming to gain critical insight into the world of business.



KATELYN O'HARA

Economics and Finance Graduate 2019
Current Role: Securities Division,
Goldman Sachs

Reflecting back on my time in Economics and Finance and the past year spent in my current role, I believe that Economics and Finance well equipped me to start my career path.

The technical skills in mathematics, statistics, finance and economics taught, coupled with the problem-solving and communication skills established in group projects and class presentations over the course of the degree, are highly relevant to the job market today. In particular, understanding the global markets and learning coding languages for business intelligence enabled me to make commercially relevant enhancements in my current role.

OUR PROGRAMMES



COMMERCE

3 Year Degree

CAO Points 2019: 498*

CAO Points 2020: 521*

Optional 1 Year
Internship

Optional Exchange
Trimester



COMMERCE INTERNATIONAL

4 Year Degree

CAO Points 2019: 507

CAO Points 2020: 511

5 Language Options

Full Year Exchange
in Year 3



ECONOMICS & FINANCE

3 Year Degree

CAO Points 2019: 601

CAO Points 2020: 613

Optional 1 Year
Internship

Optional Exchange
Trimester

BUSINESS & LAW

4 Year Degree

CAO Points 2019: 521

CAO Points 2020: 545

Dual Business
& Law Degree

Optional Exchange
Trimester

DIPLOMA/ BACHELOR OF BUSINESS STUDIES

2 year Diploma/
4 year Degree

Part-Time Course

6 Weekends a Year





BACHELOR OF COMMERCE

BComm (Hons) (NFQ Level 8)

CAO Code: DN650

Length of Course: 3 Years (4 Years with optional internship)

The UCD Bachelor of Commerce (BComm) degree has a long tradition at the forefront of business and management education in Ireland. The BComm provides a comprehensive and rigorous foundation in core business disciplines, whilst also allowing students to specialise in an area of business expertise.

WHY IS THIS COURSE FOR ME?

The Bachelor of Commerce is a globally recognised business degree, designed for ambitious and achievement-orientated students who want to make a significant impact in the business world. Combining strong theoretical understanding with the practical skills needed for graduate employment, students are assured of a challenging and relevant programme for the modern business world.

You will become an independent and critical thinker and a cogent and compelling communicator; with the skills to work seamlessly in groups; to develop the technical and mathematical skills to analyse and make sense of business data and intelligence.

You will learn about the recent themes and trends transforming the business landscape, such as globalisation,

technological change, and environmental sustainability.

WHAT WILL I STUDY?

In your first and second year, you will study a wide range of core business disciplines. This will give you a solid understanding of the foundations of business. You will explore subjects through numerous different assessments and project methods, including: case studies, presentations, and business simulations. In second year, you will have the opportunity to take part in a Business Mentoring Programme.

In your final year, you will have the option to focus your module choices on a specific business area or you may wish to continue studying subjects from across the broad range of business disciplines. With a wide range of electives, the BComm gives you the

flexibility to develop your own personal area of expertise with a degree of strong industry standing.

CAREER AND GRADUATE STUDY OPPORTUNITIES

- Accountancy (e.g., professional training in industry, management accountants)
- Banking and Finance (e.g., investment banker, stockbroker, venture capitalist)
- Human Resources Management (e.g., HR manager, recruitment, training consultant)
- Information Systems (e.g., data analyst, ICT project leader, business analysts)
- Management (e.g., management consultant, entrepreneur, supply chain manager)
- Marketing (e.g., advertising, brand management, social media manager)



Entry Requirements

2020 CAO Points

521*

Leaving Cert Subject Entry Requirements

- O2/H6 in Mathematics
- O6/H7 in English, Irish, a third language and two other recognised subjects

Opportunities

Internship

Optional One Year

Exchange Opportunity

Optional Trimester Exchange in Stage 2

Business Mentoring Programme

Optional Programme

When I was looking at colleges I knew I wanted to do a business course but was unsure of what specific area I wanted to go into. Commerce allowed me to try out all areas of business in my first and second year, which provided me with a clearer idea of what area I want to focus on for my final year. I think that being able to try out every area of business is an invaluable opportunity, and Commerce was a brilliant choice regarding that. When I was researching business courses throughout Ireland, the UCD Quinn School really stuck out to me, with its valuable connections to large firms, very high rate of employability, and well-renowned lecturers.



Kate Danaher, Bachelor of Commerce Student, Stage 4

STAGE 1

AUTUMN TRIMESTER	Business in Society	Mathematics for Business	Effective Learning and Development
	Business Law 1	Inside Organisations	Foundations of Management
SPRING TRIMESTER	Financial Accounting 1	Business Management Simulation	Microeconomics for Business
	Digital Business	Data Analysis for Decision Makers	ELECTIVE

STAGE 2

AUTUMN TRIMESTER	Financial Accounting 2	Macroeconomics for Business	Principles of Finance
	Digital Society	Marketing: Firms Customers & Society	ELECTIVE

OPTIONAL TRIMESTER ABROAD

SPRING TRIMESTER	Management Accounting	Global Business	Global Operations & Supply Chain Management
	Business Analytics	Business Option Module	ELECTIVE

STAGE 3 OPTIONAL INTERNSHIP YEAR

STAGE 3/4

AUTUMN TRIMESTER	Business Strategy	Personal Development Portfolio	People at Work
	Business Option Module	Business Option Module	ELECTIVE
SPRING TRIMESTER	New Venture Creation and Development	Business Option Module	Business Option Module
	Business Option Module	Business Option Module	ELECTIVE

BACHELOR OF COMMERCE INTERNATIONAL

BComm (Hons) (International) (NFQ Level 8)

CAO Code: DN660

Length of Course: 4 Years

Language Options: French, German,
Italian, Spanish & Chinese

BComm International (BCIT) combines a flexible business education from Ireland's leading business school with the linguistic skills and cultural understanding to succeed in the exciting world of international business.

WHY IS THIS COURSE FOR ME?

Students of the BCIT course are well grounded in the theory and practice of business management and equipped to understand and comment critically on business issues. To achieve a truly global perspective on business, it is necessary to immerse yourself in the culture, and not just learn the vocabulary. Students are brought to a high level of language proficiency and cultural sensitivity, which enables them to live abroad for a year and to study business through their chosen language. While this immersive experience is a demanding challenge, education experts have shown that these multicultural competencies are strongly linked with innovative thinking and creative performance.

WHAT WILL I STUDY?

On applying, you will select two languages to study, choosing from

Chinese, French, German, Italian or Spanish. With the exception of French (Advanced Level requirement), you will have the opportunity to study these languages from beginner level. At the end of the first trimester, students choose one of the two options to pursue as their language minor for the remainder of the programme. While the European language options include a focus on literature and culture, the Chinese language option encompasses culture, politics, law and society. Throughout the duration of the programme, you will receive a firm foundation in core and specialist business disciplines, as well as developing your language proficiency to degree minor level.

INTERNATIONAL YEAR ABROAD

The year studying abroad is an integral part of the BCIT programme, and you will spend the year studying at one of our

highly regarded international business school partners. With the European language minors, you will study business subjects through the chosen language for the year, while the Chinese minor involves one trimester studying Chinese language and a second trimester studying business through English.

CAREERS AND GRADUATE STUDY OPPORTUNITIES

BCIT graduates find employment in the private, public and not-for-profit or NGO sectors, or set up their own companies. Many different career paths are available, and students who can combine an international language with a business qualification are highly employable graduates for multinational companies. In addition, the focus on multicultural competencies gives BCIT graduates a unique competitive advantage in the global marketplace.

Entry Requirements

2020 CAO Points

511

Leaving Cert Subject Entry Requirements

- O2/H6 in Mathematics
- O6/H7 in English, Irish, a third language and two other recognised subjects

Special Entry Requirements

- You must be committed to spending an academic year abroad and have an interest in and aptitude for languages.
- An advanced level of French will be required to take any French language combination.
- Chinese speakers at HSK6 or native speaker standard are not eligible to take the Chinese Language Pathway.
- Beginners German combined with beginners Spanish is not available.
- Students are not recommended to select two new languages.

Opportunities

Exchange Opportunity

Mandatory Full Year
Abroad in Stage 3

Business Mentoring Programme

Optional Programme

I chose Commerce International because, although I didn't know what I wanted to work in, I knew I wanted to pursue an international career in the future, as well as continue learning Spanish to a fluent level. My degree equipped me with a broad and complex knowledge of business and allowed me to study abroad for a full year. The latter was a unique and eye-opening experience since not only did I learn about business in Hispanic cultures, I got to meet people from around the world within my class and the school. If you're looking to open global doors to the world of business, then Commerce International in the UCD Quinn School won't disappoint.



Maxence Vidal, Bachelor of Commerce International, Graduate 2020

STAGE 1

AUTUMN TRIMESTER	Mathematics for Business	Business in Society	Inside Organisations
	Foundations of Management	Language 1 Core Module	Language 2 Core Module
SPRING TRIMESTER	Financial Accounting 1	Data Analysis for Decision Makers	Microeconomics for Business
	Language Core Module	Language Option Module	ELECTIVE

STAGE 2

AUTUMN TRIMESTER	Principles of Finance	Comparative Human Resource Management	Marketing: Firms Customers & Society
	Language Core Module	Language Option Module	ELECTIVE
SPRING TRIMESTER	Management Accounting	Digital Business	Macroeconomics for Business
	Language Core Module	Language Core Module	Language Option Module

STAGE 3 🌐 FULL YEAR EXCHANGE

ACADEMIC YEAR	Understanding the Host Country	Enhancing Chinese Language Abroad OR Language Experience Abroad	Students also take agreed Business Modules at the Host Partner
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STAGE 4

AUTUMN TRIMESTER	Business Strategy	Business Option Module	Business Option Module
	Language Core Module	Language Option Module	ELECTIVE
SPRING TRIMESTER	New Venture Creation and Development	Business Option Module	Business Option Module
	Language Core Module	Language Option Module	ELECTIVE



BSc ECONOMICS & FINANCE

BSc (Hons) (NFQ Level 8)

CAO Code: DN660

Length of Course: 3 Years (4 Years with optional internship)

Regarded as one of the premier finance degrees in Ireland, this course will provide you with the knowledge and skills necessary for a successful career in the areas of banking and finance.

WHY IS THIS COURSE FOR ME?

If you have a strong interest or ability in economics, mathematics and statistics, this degree provides everything you need for a future career in the areas of financial economics, banking and finance.

Recognised as one of the premier degrees in Ireland and internationally in these areas, it equips students with outstanding expertise in quantitative methods, analytical skills and a rigorous preparation in economics and finance.

The competencies in quantitative methods and analytical skills that the students develop are valuable on their own in many careers and provide the essential background for learning Economics & Finance.

WHAT WILL I STUDY?

First Year – Develop Your Knowledge

During the first year of this programme, you will develop your knowledge and

understanding of core principles, concepts, methods and theories relevant to the study of Economics and Finance.

The emphasis initially will be on quantitative methods (Mathematics and Statistics) and Economics to build solid academic foundations on which competencies in Business and Finance will be advanced throughout the programme.

Year 2 & Final Year – Apply This Knowledge

You will then learn to apply this knowledge to practical and important problems faced by businesses and policy-makers in a broad range of settings in the financial industry.

In final year, depending on your area of interest you can specialise in the subject areas of Economics, Finance or Mathematics and Statistics.

The Finance stream places emphasis on problems and applications relevant to the financial industry and corporate

financial management. If you choose the Economics stream or Mathematics and Statistics stream, the emphasis will be instead on different aspects of economic analysis and quantitative methods needed to support (as a consultant or an analyst) and undertake (as a manager or a policy-maker) decision-making in a corporate or policy-making setting.

CAREER AND GRADUATE STUDY OPPORTUNITIES

This highly regarded degree offers graduates exceptional prospects in banking and financial services. Future employment or study options may include:

- Analytics or risk analysis
- Stock brokering
- Fund management
- Investment banking
- Insurance
- Corporate finance
- Economics



I chose Economics and Finance because this course was the perfect blend of economics and maths, which are my favourite subjects, while adding in more relevant advanced modules to prepare me for my career. The course modules are designed to test you, challenge and holistically educate you – making every student who graduates ready to take on whatever they like in this vast field. I have loved every minute of it, and the ability to pick an elective allows you to not be too bogged down in one stream. I would certainly recommend this course to anyone who is ready to put in a lot of hard work but have a great university life all in one.

Tanisha Raghu Das, BSc Economics and Finance Student, Stage 4

Entry Requirements

2020 CAO Points
613

Leaving Cert Subject Entry Requirements

- H4 in Mathematics
- O6/H7 in English, Irish, a third language and two other recognised subjects

Opportunities

Internship
Optional One Year

Exchange Opportunity
Optional Trimester Exchange in Stage 2

Business Mentoring Programme
Optional Programme

STAGE 1

AUTUMN TRIMESTER	Introduction to Economics	Introduction to Finance	Linear Algebra Apps to Economics
	Intro to Analysis (E&F)	Introduction to Business Analytics	Business in Society
SPRING TRIMESTER	Financial Accounting 1	Differential & Diff Equations	Principles of Macroeconomics
	Advanced Calculus (E&F)	Statistical Modelling	ELECTIVE

STAGE 2

AUTUMN TRIMESTER	Introduction to Programming	Intermediate Microeconomics (E&F)	Corporate Finance
	Probability Theory	Econometrics	ELECTIVE

OPTIONAL TRIMESTER ABROAD

SPRING TRIMESTER	Intermediate Macroeconomics	Game Theory	Optimisation in Finance
	Foundations of Financial Mathematics	Inferential Statistics	ELECTIVE

STAGE 3 OPTIONAL INTERNSHIP YEAR

STAGE 3/4

AUTUMN TRIMESTER	Advanced Microeconomics	Econometrics of Financial Markets	Financial Economics I
	Mathematics & Statistics Stream		ELECTIVE
	Economics Stream		
	Finance Stream		
SPRING TRIMESTER	Financial Economics II	Recent Research Topics in Finance	Applied Portfolio and Risk Management
	Mathematics & Statistics Stream		ELECTIVE
	Economics Stream		
	Finance Stream		

BACHELOR OF BUSINESS & LAW

BBL (Hons) (NFQ Level 8)

CAO Code: DN610

Length of Course: 4 Years

The Business & Law (BBL) degree combines law and business into a single degree, providing you with an ideal skill-set for the commercial world and offering valuable career flexibility.



WHY IS THIS COURSE FOR ME?

Business & Law graduates are uniquely equipped with the analytical and advocacy skills that arise from a legal training, combined with the numeracy and financial literacy of a business degree.

WHAT WILL I STUDY?

First to Third Year

During your first three years you'll study both business and law modules in equal measure and you'll learn how these two disciplines interrelate.

In addition to studying core Law degree subjects, such as Contract Law, Tort Law and EU Law, you may choose from a large variety of other law modules including: Revenue Law, Commercial Law, Intellectual Property Law and Employment Law. The range of business modules you will study includes: Accountancy, Management, Finance, Economics and Marketing.

Fourth Year

According to your preference and career plans, you can choose to specialise in Law or Business. BBL students can select the modules necessary for legal professional recognition, which allows them to go on to qualify as a solicitor or barrister, and work in legal practices in Ireland or abroad. Alternatively students may choose to focus more on the business side in their subject choice and pursue careers in accountancy, management, corporate finance or business analysis. You'll attend lectures and tutorials, in addition to engaging in study and preparatory work.

Note: The intensive nature of the BBL degree means that you will not have time to take extra modules as part of UCD Horizons.

CAREER AND GRADUATE STUDY OPPORTUNITIES

The modern economy demands flexible and adaptable professionals. Business & Law students can select the modules they will be examined in for legal professional recognition, which will allow them to go on to qualify as a solicitor or barrister. Graduates can pursue careers in:

- Accountancy
- Finance
- Tax consultancy
- Corporate banking
- Business analysis

BBL graduates also have the option of pursuing postgraduate qualifications in either Law or Business.



Entry Requirements

2020 CAO Points
545

Leaving Cert Subject Entry Requirements

- O2/H6 in Mathematics
- O6/H7 in English, Irish, a third language and two other recognised subjects

Opportunities

Exchange Opportunity

Optional Trimester Exchange in Stage 3

Internship

Not available due to programme structure but students are encouraged to undertake summer internships. Students can select an optional six-week credit-bearing legal placement module during Stage 3. Applications for this module are competitive and subject to capacity constraints.

I chose Business & Law because I wanted to keep my options open and it was one of the best decisions I have ever made.

BBL is ideal if you're unsure of your future career path, as the programme allows you to experience both areas in depth.

We get access to two world-class schools, fascinating lectures, and engaging assignments and reading. The dual exposure gives students a unique multidisciplinary perspective, which is highly valued by employers.



Rory Clarke, Bachelor of Business and Law Student, Stage 4

STAGE 1

AUTUMN TRIMESTER

Mathematics for Business	Inside Organisations	Business in Society
Constitutional Law: Institutional Framework	Contract: Formation	Legal Skills

SPRING TRIMESTER

Data Analysis for Decision Makers	Microeconomics for Business	Digital Business
Constitutional Law: Fundamental Rights	Contract: Vitiating Factors and Remedies	Intro to the Irish Legal System

STAGE 2

AUTUMN TRIMESTER

Principles of Finance	Digital Society	Marketing: Firms Customers & Society
Negligence & Related Matters	EU Constitutional Law	Criminal Liability

SPRING TRIMESTER

Financial Accounting 1	Business Analytics	Business Option Module
Nominate Torts	EU Economic Law	Criminal Offences and Defenses

STAGE 3

AUTUMN TRIMESTER

Financial Accounting 2	Business Strategy	Business Option Module
Law Option Module	Law Option Module	Law Option Module

OPTIONAL TRIMESTER ABROAD

SPRING TRIMESTER

Management Accounting	Global Business	Global Operations & Supply Chain Management
Law Option Module	Law Option Module	Law Option Module

STAGE 4

AUTUMN TRIMESTER

People at Work	Business Option Module	Company Law I
Law Option Module	Law/Business Option Module	Law/Business Option Module

SPRING TRIMESTER

New Venture Creation and Development	Business Option Module	Company Law II
Law Option Module	Law/Business Option Module	Law/Business Option Module



DIPLOMA/ BACHELOR OF BUSINESS STUDIES

(NFQ Level 7 / NFQ Level 8)

Length of Course: 2 Years (DBS) + 2 Years (BBS)

WHY IS THIS COURSE FOR ME?

You can combine work, study and family commitments through a more flexible approach to learning here at UCD. Our business diploma and degree programmes involve a blend of home study and monthly campus attendance, underpinned by an infrastructure of student supports. The course is delivered through part-time weekend attendance on campus and home study. Attendance on campus is scheduled in two-day blocks (Fridays and Saturdays) over six weekends in each academic year. After the first two years, successful participants will be awarded a Diploma in Business Studies (NFQ Level 7) and, after a further two years, a Bachelor of Business Studies Hons (NFQ Level 8).

WHAT WILL I STUDY?

You will develop a solid, conceptual understanding of business and organisational management, along with

the knowledge application, communication and leadership skills necessary for the modern business environment.

FIRST AND SECOND YEAR

In the first two years, you'll be introduced to the fundamentals of management. You'll gain a thorough understanding of the main business disciplines and the principles of management in an Irish and global context. This stage of the course introduces you to the key business functions, including: Management, The Future of Organisations and Work, and Accounting. We also have two academic skills modules, to help and support you as you return to education.

THIRD AND FOURTH YEAR

In the Degree stage, you'll be introduced to the functions of strategic management. You will explore key aspects of modern business organisation, including: Business Strategy, Change Management, HRM, and

Project Management. You will also have the opportunity to undertake a major project in a self-selected area of business management, which allows you to develop industry-specific knowledge in your selected field.

CAREER AND GRADUATE STUDY OPPORTUNITIES

Graduates will progress to rewarding and challenging employment in industries including administration, banking, insurance and financial management, education/training, engineering and construction, healthcare, hospitality and tourism, IT and telecoms, marketing and media, and retail, sales and customer services. Roles may include technical, operational or managerial positions. On completion of the Bachelor of Business Studies, graduates are eligible to apply for a variety of postgraduate programmes including business strategy, project management, etc.

Programme Details

Entry Routes:

A flexible admissions policy is in place, with two routes of entry; one based on mature years, life experience and academic aptitude and the second based upon matriculation (i.e., Leaving Certificate).

Option One: Mature Years

To qualify on the basis of mature years, you must be at least 23 years of age on the 1st January of the proposed year of entry. Suitability will be based on age, work and life experience that is relevant to the course, and academic aptitude. The assessment process may include an interview and a writing skills test.

Option Two: Matriculation

To qualify on the basis of matriculation, you must be 21 on the 1st January of the proposed year of entry. To matriculate on the results of the Leaving Certificate, a student must present at least six subjects selected according to course requirements (Irish, English, mathematics, and any two subjects accepted for matriculation not already selected) and must obtain a minimum of grade H5 (HD1) in two subjects and a minimum of grade O6/H7 (OD3/HE) in the remaining four subjects.

Fees

The "Free Fees Initiative" does not apply to this course. Please see www.ucd.ie/fees for information.

Choosing to do the DBS/BBS programme is probably the best professional decision I've made in my 20+ years working in business. It has unlocked my potential, opened my mind to new possibilities and radically improved my self worth. The value of learning while working cannot be underestimated; this has given me a much deeper understanding of the organisational environment. The structure of the programme is very supportive of individuals trying to maintain a work/life/study balance. There is always support on the end of the phone or through email, and student forums are very helpful for thrashing out ideas and creating a shared understanding of what is expected. In short, you're never alone.



Rory Holohan
Bachelor of Business Studies, Graduate 2020

YEAR ONE MODULES (DBS)			
AUTUMN TRIMESTER	Academic Development & Transferable Skills	Skills for Higher Education	The Future of Work and Organisations
SPRING TRIMESTER	Marketing Management	Management	Accounting
YEAR TWO MODULES (DBS)			
AUTUMN TRIMESTER	People Management	Business Economics	Business Environment
SPRING TRIMESTER	Digital Business & Social Media Strategy	Business Law	Understanding Finance
YEAR THREE MODULES (BBS)			
AUTUMN TRIMESTER	Management Practice	Human Resource Management	Supply Chain Management and Sustainability
SPRING TRIMESTER	Strategic Information Management	Project Management	Elective
YEAR FOUR MODULES (BBS)			
AUTUMN TRIMESTER	Business Research Project		Business Strategy
SPRING TRIMESTER	Sustainable Business	Enterprise and Innovation	Elective

2021/22 indicative timetable subject to approval

SAMPLE TIMETABLE

On average students in our full-time programmes have 18-22 hours of contact time per week, including lectures, tutorials and small group teaching. Outside of this, you will be expected to schedule time for study and class preparation as well as time to work on projects and assignments, either individually or in a group.

Below is a sample timetable to illustrate how students in our full-time programmes could spend their time, but each student has their own individual schedule depending on their programme structure, subject choices, elective choices and how much they want to get involved with student life in UCD.



TIMETABLE				
UCD Lochlann Quinn School of Business				
MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
09.00 Maths for Business	Foundations of Management Thought		Inside Organisations	
10.00 Maths for Business	Foundations of Management Thought	Maths for Business	Inside Organisations	Tutorial
11.00 Elective Module		Maths for Business	Business in Society	Effective Learning and Development
12.00 Elective Module	Class Readings & Lecture Preparation		Business in Society	Effective Learning and Development
13.00		Careers Event - Talk by potential employer		Study Time
14.00 Class Readings & Lecture Preparation	Tutorials		Tutorial	Tutorial
15.00 Inside Organisations		Business in Society	Essay Preparation and Study	
16.00 Inside Organisations	Assignment Preparation	Business in Society		

ALTERNATIVE ENTRY PATHWAYS

HEAR/DARE

We have a number of places to offer to eligible DARE (Disability Access to Education) and HEAR (Higher Education Access Route) applicants in our programmes.

[For more information on this entry route to UCD visit www.ucd.ie/all/cometoucd/](http://www.ucd.ie/all/cometoucd/)

MATURE STUDENTS

If you are at least 23 years of age on 1st January of the year you want to enter college, you can apply on the grounds of mature years. Candidates are short-listed and interviewed on the basis of a written application. Academic ability, mathematics requirements, occupational/work experience and motivations are key factors taken into consideration.

[For more information on applying as a mature student visit www.ucd.ie/registry/admissions/](http://www.ucd.ie/registry/admissions/)

QQI-FET

Students with the relevant and appropriate QQI-FET Level 5 / 6 awards and modules, with a minimum of distinctions in five modules, may be admitted on a competitive basis to the Bachelor of Commerce programme.

[For more information on QQI-FET entry to UCD please visit www.ucd.ie/registry/admissions](http://www.ucd.ie/registry/admissions/)

LEVEL 6 / 7 PROGRESSION

It is possible to apply for admission to year two of the Bachelor of Commerce programme in UCD on the basis of a Level 6 Higher Certificate or Level 7 Ordinary Degree with at least a Merit award. The content of this programme must correspond to first year Commerce in UCD.

[For more information on this entry route visit www.ucd.ie/registry/admissions](http://www.ucd.ie/registry/admissions/)

SCHOLARSHIPS & AWARDS

SCHOLARSHIPS AND AWARDS

Both UCD and the College of Business offer a wide range of scholarship opportunities for high-performing students. UCD offers scholarships in the following areas:

- Academic
- Performing Arts
- Sports
- International
- Irish Language – Gaeltacht UCD
- Access and Lifelong Learning

[For information on scholarships available in UCD visit www.ucd.ie/scholarships](http://www.ucd.ie/scholarships)

The UCD Sports Scholarship was a fantastic support for me during my first year at College. The coaching, top-class sports facilities and financial support really made a difference. It meant I was able to balance the demands of my Economics and Finance degree and still train and compete at a high level.



Kate Nurse

BSc Economics and Finance Student, Stage 2
UCD Sports Scholar (Athletics)

STAY CONNECTED

UCD LOCHLANN QUINN SCHOOL OF BUSINESS

For queries relating to any of the business programmes here in the Lochlann Quinn School of Business please feel free to get in touch with us
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 quinnschool@ucd.ie

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The information in this prospectus is correct at the time of going to press, but the programmes and information provided are continuously developing and the University reserves the right to make changes.