

# BUSINESS, LAW AND CRIMINOLOGY

COURSES AT SOLENT UNIVERSITY

OVER **95%**  
OF FULL-TIME GRADUATES  
IN EMPLOYMENT OR FURTHER  
STUDY AFTER SIX MONTHS\*

(\*DLHE, 2017)

# BUSINESS, LAW AND CRIMINOLOGY AT SOLENT

Our business, law and criminology degrees are current, relevant and fully supported by our team on the inside and professionals on the outside. Backed up by industry accreditation and endorsement, you'll graduate with the skills and knowledge the sector is looking for.

We enjoy excellent relationships with practising industry professionals and organisations. It means you'll get to work on live briefs and consultancy projects. And our high-quality, flexible work placements will give you unrivalled experience and contacts.

Going it alone? We're renowned for the support we give to our entrepreneurs. Our talented, experienced and enthusiastic team offers business start-up advice, funding, office space and guest speakers. You'll get ongoing encouragement through the Solent Sparks Society, set up by students solely for entrepreneurs.

Our courses aim to ensure our graduates are instantly employable. Many are accredited and some over-ride professional examinations. You'll be right at the front of the competition, ready to succeed in areas ranging from accountancy to investment banking, advertising to human resources. Graduating with a law degree opens up top careers, including commercial lawyer, solicitor or barrister. If you choose to go down the criminology route, you could go into a fascinating career in the prisons and court service or even the police.

## REAL-WORLD EXPERIENCE

Work experience is a key element of our business and law courses, and you will be encouraged to find placements during the summer period to develop your learning further.

You will also have the option to undertake a full-year industry placement between Years 2 and 3; recent work placements include Enterprise Rent-a-Car, Carat Media, GE Healthcare, LV Insurance and CDI Anderselite.

## TAUGHT BY EXPERTS, AND EXTENSIVE LINKS WITH INDUSTRY

Thanks to the course team's close links with industry you will have the opportunity to attend guest lectures to learn valuable industry insight. Recent speakers have included Carnival UK, IBM and Enterprise Rent-a-Car.









# SOUTHAMPTON

## OUR GREAT CITY

WITH MORE THAN 7,400 BUSINESSES IN THE REGION EMPLOYING AROUND 127,000 PEOPLE, IT'S IDEALLY PLACED FOR GRADUATE JOBS.

Southampton is a vibrant maritime city at the heart of a healthy regional economy. It's been one of the top three cities in the Good Growth for Cities index from PwC for two years running, and it's home to some of the UK's flagship organisations, including Ordnance Survey, B&Q, Carnival and Old Mutual Wealth.

Southern England enjoys the largest business population in the UK and the finance and business sector in Hampshire and the Isle of Wight is worth around £4.5 billion.

The city also boasts Premier League football, world-class sailing and international cricket. It has a wealth of live music venues, theatres and exhibitions, with a brand new Cultural Quarter around Guildhall Square – and another new development under way, the Bargate Quarter, will blend history and retail in the heart of the city.







£1.6 BILLION OF NEW CITY INVESTMENT COMMITTED OR UNDER WAY



LESS THAN TWO HOURS FROM LONDON BY TRAIN



OVER 46,000 STUDENTS, WITH A POPULATION OF OVER 250,000



180+ PUBS, BARS AND NIGHTCLUBS



FEATURES ONE OF THE UK'S TOP SHOPPING CENTRES



PERFECTLY PLACED FOR ACCESS TO LOCATIONS ACROSS THE SOUTH: BOURNEMOUTH, PORTSMOUTH AND THE NEW FOREST



SOUTHAMPTON IS THE CRUISE CAPITAL OF THE UK AND HOME TO ONE OF THE UK'S BIGGEST BOAT SHOWS



FIVE CITY-CENTRE PARKS RIGHT ON SOLENT'S DOORSTEP, WITH 300+ ACRES OF MANAGED WOODLAND AND OPEN SPACE AT SOUTHAMPTON COMMON



ONE OF THE UK'S HAPPIEST CITIES



THE HOME OF WORLD-FAMOUS PREMIER LEAGUE TEAM SOUTHAMPTON FC AND INTERNATIONAL CRICKET AT HAMPSHIRE CCC'S HOME GROUND







## BUSINESS AND LAW FACILITIES

Mock moot court giving you the opportunity to practise your legal and professional skills and knowledge

Library featuring a fully networked resource centre equipped with high-end computers (from Apple and Microsoft) and an extensive selection of both open plan and private group working spaces



OPPORTUNITY TO GAIN PROFESSIONAL QUALIFICATIONS ALONGSIDE YOUR DEGREE, INCLUDING PRINCE2 AND CIM



## CRIMINOLOGY FACILITIES

Sophisticated eye-tracker software can trace eye positions on a computer screen, while our Biopac programme measures participants' physiological reactions



SUPPORT AND FUNDING FOR STUDENT/GRADUATE START-UPS



## SOLENT ENTERPRISE

You can freelance while you study, through our in-house agency, Solent Creatives. If you've got the right skills, you could be working on paid projects for organisations and individuals in areas such as PR and advertising. It's competitive work with tight deadlines. But if you're committed and driven, you'll manage the client-creative relationship and figure out your own individual way of working – supported by our experienced team.

You could also develop your skills in finance, marketing and human resources within Solent Works, our student-run event management company, which puts on events for real clients.

Our Students' Union has a very active Law Society. It also boasts the Solent Sparks Society. In partnership with the National Association of College and University Entrepreneurs, it offers entrepreneurship-focused activities, networking, practical help, events and guest speakers.







# NATALIA DIANA SABADAS

MSC CRIMINOLOGY AND CRIMINAL JUSTICE

GRADUATED 2016

## How did university prepare you for your career?

University provided me with the theoretical and academic knowledge that I was able to later apply within the practical context of my job. It also provided me with key analytical skills that allowed me to understand complex issues in the workplace and arrive at solutions.

In the shorter term, it placed me in an excellent position when seeking internships prior to full-time employment.

## How do you feel our approach differs from other universities?

The teaching at Solent puts learning within a practical workplace context. Guest lecturers provide students with real-life experiences, insight and perspective of the speaker's particular field from the position of someone who has been there.

Many opportunities also existed for me to gain exposure to real-world experience through the University's outstanding industry connections. It makes Solent a great place to study and to gain first-hand experience related to your area of study.

## Tell us about what you are doing now and what it involves – a typical working day

Building on my passion for law and psychology, for more than four years I have been working for Sustainable Criminal Justice Solutions, and have become involved in criminal justice projects in countries such as Nigeria, Pakistan, Turkey and most of the EU member states.

As a programme manager, a typical working day for me involves engaging with rule-of-law experts to ensure timely and suitable delivery of project activities; working with governmental organisations both in the UK and Turkey to support the delivery of projects; and analysing, monitoring and supporting project-related activities.

## What's your career highlight so far?

One of the pivotal moments in my early law-focused career was in March 2015, delivering a presentation to representatives of all EU member states in Brussels that encapsulated the findings of research I was involved in as project officer at Sustainable Criminal Justice Solutions.

## What tips would you give to someone wanting a career in your industry?

Don't be afraid to express your opinion, but make sure that it is an informed one. Be flexible in your approach and don't say no to the opportunities in front of you, as you never know when the next one will arise. Listen, observe and learn from your more experienced colleagues. Be passionate about your work and you will be able to enjoy every moment of it.



THE UNIVERSITY'S  
OUTSTANDING  
INDUSTRY  
CONNECTIONS MAKE  
SOLENT A GREAT  
PLACE TO STUDY AND  
GAIN FIRST-HAND  
EXPERIENCE."



# SAVVAS EVANGELOU

BA (HONS) INTERNATIONAL BUSINESS MANAGEMENT

GRADUATED 2017

**"THIS COURSE IS FOR YOU IF YOU HAVE A PRACTICAL MIND AND A DESIRE TO GAIN A FIRM UNDERSTANDING OF THE BUSINESS WORLD."**

## Describe a typical day on your course

A typical day includes going to classes and enjoying being with my friendly international classmates and enthusiastic professors, who make the classes interesting to attend and learn.

## What are the best bits of your course?

Very good lecturers, a practical course, interesting classes, very good information and exceptional learning. It also opens up a lot of future career prospects (international business, management, marketing, accounting, HR, and so on).

## What has surprised you about the course?

I was surprised at how practical the course is. The assignments require you to critically incorporate theories in specific situations, rather than just memorising theories and repeating them on a piece of paper in exams.

## How did Solent help you prepare for a career?

Solent equipped me with valuable knowledge and understanding of major business, economic and political matters. I have been involved in a work placement to gain practical experience. I've also met a lot of people and made connections, becoming more mature and able to handle my life through being independent at university.



SOLENT EQUIPPED  
ME WITH VALUABLE  
KNOWLEDGE AND  
UNDERSTANDING  
OF MAJOR BUSINESS,  
ECONOMIC AND  
POLITICAL MATTERS."

## TRY:

BA (Hons) Business  
Management



## MICHAEL COYLE

### Lawdit

Alumnus and Director of Lawdit Solicitors, Michael Coyle, was awarded the honorary degree of Doctor of Law from Solent University on Thursday 13 July 2017.

Michael formed the company back in 2001 and since then, Lawdit and Michael have represented clients in the courts of England and Wales, as well as giving aspiring solicitors from Solent University a platform from which to learn, train and qualify as solicitors.

He qualified as a solicitor in 1997 and in 1998 undertook the LLM in Intellectual Property at Solent while working in private practice in the city. On receiving his honorary degree, Michael said: "This day isn't about me, however wonderful this award is. It wouldn't be possible without the students from Solent University who have lent their support and have encouraged my firm over the years to help them progress into the law field."

Michael founded Lawdit to offer specialist services in intellectual

property and IT law, focused on, but not limited to, SME businesses. The firm has offered a number of innovative services to the wider business community, such as [trademarkroom.com](http://trademarkroom.com), [protectyourdesign.com](http://protectyourdesign.com) and [staylegal.co.uk](http://staylegal.co.uk)

In 2003, Michael qualified as a solicitor advocate and has recently started a course to become a notary public.

He has not forgotten his time as a student at Solent; he and his firm continue to support the University through lecturing and working with our students in practice workshops.

He finished his speech with some top tips for graduates – "Law can be a brutal industry, it can be exhilarating and also disheartening – it is driven by money and driven by time. We encourage people to not forget where you have come from on your journey to becoming valued members of the law profession, but also valued members of society."

“

WORK EXPERIENCE  
IS KEY – KNOCK ON  
EVERY DOOR POSSIBLE,  
DON'T TAKE NO FOR  
AN ANSWER AND  
NEVER GIVE UP.”





# ELLIS SWEETENHAM

LLB (HONS) LAW

GRADUATED 2016

## How did university prepare you for your career?

Not only did my time at Solent teach me the finer details of the law, which enabled me to navigate the path I wanted to take, but it also created a good foundation of core skills, such as time-keeping, maintaining deadlines and professional communication, which are essential to be a solicitor.

## Favourite Solent memory?

Being able to build my knowledge and succeed with fellow students who have now become my friends for life.

## Tell us a little about your career story so far

I began my LLB Law degree at Solent in 2013. During this time, due to the support of my tutor, Mark Wing, I secured a placement at a local intellectual property specialist firm of solicitors, Lawdit Solicitors. This really sparked my interest in intellectual property as an area of law. I continued to volunteer at Lawdit on a weekly basis throughout the second and third years of my degree. After graduating in July 2016, in September 2016 I began studying the LPC LLM at the University of Law in Guildford. I maintained my weekly attendance at Lawdit while studying for the LPC LLM. I completed the LPC LLM in June 2017. Following this, I began my training contract with Lawdit Solicitors in July 2017.

## Tell us about what you are doing now and what it involves – a typical working day

I am a trainee solicitor at Lawdit Solicitors, a commercial firm based in Southampton which specialises in intellectual property and social media law. I am currently in the trademarks department and work closely with Lawdit's sister company, The Trademarkroom. A typical working day involves sending emails to clients explaining the process of registering a trademark in the UK and beyond. I also talk to clients over the telephone, offering an insight into trademarks as an intellectual property right and giving an explanation of the registration process. Building on this, I complete pre-filing searches for clients and file trademarks in the UK and EU. I also assist the contentious trademark team in preparing for opposition.

## What's your career highlight so far?

Meeting the team at Lawdit Solicitors, who have taught me so much already – and I have so much more to learn. Also achieving high grades in both my LLB Law degree and my LPC LLM, which was such a relief after the hard work I put in.

## In one sentence, what is your area of study to you?

Law is not always popular, but as a bottom line, it is there to protect people and businesses.

## What tips would you give to someone wanting a career in your industry?

Be prepared to work hard, as that hard work will pay off, even if at the moment you can't see the light at the end of the tunnel.

Enjoy your time at Solent – you will make friends for life. And take every opportunity with both hands as you never know what is around the corner.



THE UK LEGAL SECTOR IS WORTH £26 BILLION.

SOURCE: THE LAW SOCIETY

# ANNA GREENSLADE

BA (HONS) BUSINESS MANAGEMENT

GRADUATED 2016

**"THIS COURSE IS FOR YOU IF YOU'RE DRIVEN, MOTIVATED, ENTHUSIASTIC ABOUT ALL ASPECTS OF BUSINESS, LIKE A CHALLENGE, OR EVEN ARE SLIGHTLY CONFUSED ABOUT WHAT YOU WISH TO SPECIALISE IN."**

## How did university prepare you for your career?

By offering the opportunity to complete a three-month internship, this gave me the chance to experience a real-life business environment, which improved my confidence drastically. As the course is so generic, it allows you to explore many aspects of business, which prepares you for when you are working.

## Favourite Solent memory?

Presenting to the CEO of Marwell Zoo – exhilarating, nerve-wracking, and a huge learning curve.

## Tell us a little about your career story so far

I started my career in human resources in May 2016 as an HR and payroll assistant. I am currently studying for a PgD in personnel and development at Solent while

achieving my Level 7 CIPD. Within a year I have been promoted to HR executive, which has given me more responsibility with the strategic side of HR as well as some new projects within the company. Studying for my PgD and CIPD is helping me immensely alongside work. I started just over a year ago knowing very little about HR, and now, a year on, I feel confident in many aspects of HR and am excited about where my career is going to take me. When I first started university I didn't know what I wanted to specialise in – however, with all of the challenges that I had to face in my degree, this has helped me grow into the person I am now.

## Tell us about what you are doing now and what it involves – a typical working day

I work for Hi-Tech Mouldings, which is an independent plastic mouldings manufacturing company. We have 140 permanent employees in the company and my day-to-day work can involve disciplinaries, absence management, managing our temporary workforce, grievances, weekly payroll, tribunal cases, strategic HR, implementing new benefits, employee engagement,

recruitment, onboarding, employment law, and lots more. I never know what I am coming into every day, which is so motivating.

## What's your career highlight so far?

Being in an interview on the Tuesday and being offered the job and interviewing someone on the other side of the table on the Wednesday!

## What tips would you give to someone wanting a career in your industry?

Go for it. Don't be shy. The manufacturing industry is by no means glamorous, but it certainly gives you the most incredible amount of exposure and a lot of people problems! I love it! I would recommend such a generic role for someone graduating and wishing to specialise in HR.



**TRY:**  
BA (Hons) Business Management

# RICHARD WOODS

## BA (HONS) BUSINESS AND ENTREPRENEURSHIP

GRADUATED 2005

Alumnus, award-winning entrepreneur, *The Apprentice* finalist, keynote speaker, radio presenter and bestselling author Richard Woods, graduated in 2005 with a 2:1 BA (Hons) Business and Entrepreneurship from Solent University.

He was a finalist in the BBC's *The Apprentice* Series 11 (2015) where he was the top seller across all tasks, won eight out of 10 tasks, broke the record for most sales in one day (£4.3 million) and completed "the best advertising task ever seen on *The Apprentice*" (Lord Sugar).

Detailing how Solent prepared him for his career, Richard said: "The University gave me the skills to set up a business within weeks of graduation, helped me to find my passion for marketing and dispelled myths about dyslexia being a hindrance."

Since graduating from the University, Richard has set up and run a portfolio including digital marketing and new media (Yomp Marketing) and energy and property (Woods Capital). His latest company is The Digital TrailBlazer which aims to help small service sector businesses rapidly grow using cutting-edge marketing techniques.

He has won Young Entrepreneur of the Year 2016 (Haines Watts – Regional Winner) and Key Person of Influence Award 2015 (Dent Global Annual Awards), and has been involved in Marketing Campaign of the Year 2015 (Inspire Business Awards).

His tip for students wanting a career in business is: "Always be hungry for information – learning never stops. Get a PhD in your customers' problems and never give up. Remember, life will throw all sorts at you but it's how you deal with it that matters!"

“

ALWAYS BE HUNGRY  
FOR INFORMATION –  
LEARNING NEVER STOPS.  
GET A PHD IN YOUR  
CUSTOMERS' PROBLEMS  
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REMEMBER, LIFE WILL  
THROW ALL SORTS AT  
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YOU DEAL WITH IT  
THAT MATTERS!"



# RÉMI RANSFORD MCDONALD

## BA (HONS) ACCOUNTANCY AND FINANCE

GRADUATED 2016

**"THIS COURSE IS FOR YOU IF YOUR  
AIM IS TO BECOME A QUALIFIED  
ACCOUNTANT."**

**How did university prepare you for your career?**  
We learnt real-world skills that aren't usually taught in the classroom, which prepare you for situations when finding employment and after graduation.

**Favourite Solent memory?**  
Getting the job I wanted after my tutor helped a great deal.

**Tell us a little about your career story so far**  
I am learning a lot of technical skills to complete audit fieldwork. I have completed several audits with different teams and enjoy the unpredictability and variety of the different clients.

**Tell us about what you are doing now and what it involves – a typical working day**  
There isn't really a typical day. However, we do have a busy season where we perform the fieldwork and do long hours. Audit is fairly unpredictable – you could be sent to a different country, visit clients' sites or do research. You can gain a lot of exposure to different types of work.

**What's your career highlight so far?**  
Achieving an above-average rating – at PwC there is a rating system where anyone can give you feedback. It is not only encouraged, it is enforced – so it is a pretty big deal.

**In one sentence, what is your area of study?**  
The management of assets.

**What tips would you give to someone wanting a career in your industry?**  
Don't forget about the British Islands! They are 'tax-neutral' and there are plenty of opportunities in big firms that look for talent in the UK, rather than recruiting locally.

“

WE LEARNT REAL-WORLD  
SKILLS THAT AREN'T  
USUALLY TAUGHT IN  
THE CLASSROOM."





# LIAM SAUNDERS

BA (HONS) BUSINESS MANAGEMENT, 2015

MSC PROJECT MANAGEMENT, 2016

**"THIS COURSE IS FOR YOU IF YOU SEEK THE ACADEMIC KNOWLEDGE AND PRACTICAL EXPERIENCE TO BE SUCCESSFUL IN BUSINESS, EITHER AS AN EMPLOYED BUSINESS PROFESSIONAL OR AN ENTREPRENEUR."**

#### How did university prepare you for your career?

University was critical preparation for my career; at Solent I was able to learn and develop my academic knowledge of business through a comprehensive degree programme, learning about everything from the marketing mix to contract law. This has proved to be truly invaluable in setting up and running my business, VIP IT. Being able to draw upon this knowledge has empowered me to take informed business decisions and grow my business based upon established and proven business principles.

Alongside this, I was also able to gain valuable practical business experience through an exciting live client marketing brief with Ahmad Tea during my first year and an interesting business project in the third year of my course. From these practical experiences, I was able to learn how to communicate and pitch to businesses with confidence. These skills are essential to my chosen career path, as I'm required to draw upon them on a regular basis within my business.

#### Favourite Solent memory?

Attending the opening of Boux Avenue at Westquay, after winning a Solent business school competition, where I met and interviewed Theo Paphitis, the ex-Dragon and owner of Boux Avenue.

#### Tell us a little about your career story so far

Since leaving Solent, I have been focused on building my business, VIP IT. In two years, the business has grown to serve clients across a range of sectors including law, property, hospitality, marketing, technology, beauty, automotive, music and home care.

During the first year of my business, I also returned to Solent University to complete a master's degree in project management and professional practitioner-level qualifications in PRINCE2 and AgilePM. Studying project management has further enhanced my professional skillset and provided me with a unique

edge in marketing. I now offer digital marketing solutions that are grounded in project management best practice.

#### Tell us about what you are doing now and what it involves – a typical working day

I'm now working full-time on managing and running my digital marketing business, VIP IT.

A typical working day starts at 8am with a communications catch-up, which involves checking and responding to any client communications that have been received. Once I have caught up with client communications, I check the marketing platforms that I use to analyse data and gain insights from recent campaign activity. I then make adjustments to active campaigns.

By 10am I have usually finished reviewing client communications and analysing data from marketing platforms. This leaves me with a few hours to work on launching new campaigns and managing existing campaigns, whether that is an SEO and PPC campaign or a new client website.

I then stop for lunch at 12 noon, usually for around 30 minutes. This gives me an opportunity to take a brief break from work and prepare for the afternoon.

In the afternoon, I either continue working on the campaign work that I started in the morning or attend meetings with my clients. I then continue working on campaign work until the end of the day. Most of the time my working day ends at 6pm. However, it can extend beyond that time if the current campaign work requires it to.

#### What's your career highlight so far?

Delivering a 100 per cent increase in bookings for a hospitality client following a six-month SEO campaign.

#### In one sentence, what is your area of study to you?

Business is the activity of engaging in selling products or services with a view to generating a profit. Management is the process of controlling and managing business activity.

#### What tips would you give to someone wanting a career in your industry?

- Gain professional industry qualifications – the marketing sector as a whole is becoming ever more professional and businesses now expect – more than ever – marketing professionals to have relevant industry qualifications.
- Seek out work experience or an internship within the business environment – the knowledge and experience that you will gain in a practical setting are invaluable.
- Learn about analytics and big data, as many forms of marketing, including digital marketing, are focusing on measuring campaign results and providing visibility of marketing activity.



KNOWLEDGE HAS EMPOWERED ME TO TAKE INFORMED BUSINESS DECISIONS AND GROW MY BUSINESS BASED UPON ESTABLISHED AND PROVEN BUSINESS PRINCIPLES."





# BEN MICHAELIS

## BA (HONS) BUSINESS MANAGEMENT

GRADUATED 2015

**"THIS COURSE IS FOR YOU IF YOU WISH TO GAIN A BROAD RANGE OF BUSINESS SKILLS TO PREPARE YOU FOR INDUSTRY."**

**How did university prepare you for your career?**  
University prepares you in a way you will probably never know. New academic skills, life lessons and opportunities for personal development are some of the key points.

**Tell us a little about your career story so far**  
Prior to leaving university I had lined up a group marketing manager's role at a large recruitment and training group for the logistics and transport sector. After four months in the role, I decided that the role simply wasn't challenging, interesting or enjoyable enough for me. Although the company ethos was fantastic, it simply didn't deliver what I was looking to gain out of a role. I then started to think about what life could be like running my own business. I pitched an idea to my then boss, which was that I could do the current role on a freelance or self-employed basis for two days per week, and that would provide me with three days in the week to self-generate other new business. He accepted that offer and ThinkEngine was born! After spending my first couple of days cold-calling prospects, I found opportunities coming along which then allowed me to grow my digital marketing business.

Since that day, the business has gone from strength to strength, working with a fantastic range of clients from a wide range of industry sectors.

**Tell us about what you are doing now and what it involves – a typical working day**

As a commercial digital marketing agency, we are looking to grow our presence nationally and internationally. We have a plan to break into an international market by April 2018.

My role is to oversee day-to-day management of the business. My typical day can vary, but mainly this will consist of client account management, financial planning and/or attending client meetings. However, working in a small business means you always have to have an element of flexibility – things can change in an instant – and you have to be ready for that change regardless.

**What's your career highlight so far?**

I would say that I have three key highlights, and achieving a first-class business management degree is definitely one of those. To work alongside my fantastic group of friends made the journey even better, and the results for everyone made the whole journey worthwhile.

Another key highlight is being selected as a finalist for the Best of Britain Awards 2017. ThinkEngine was shortlisted in the final four against an extremely competitive pool of 650+ UK companies.

**What tips would you give to someone wanting a career in your industry?**

- Do what you say, and say what you do – you will quickly gain the respect of your clients and build long-term business relationships.

- No one knows everything, so there is no harm in asking for help. No entrepreneur built a business without experts in their respective business fields supporting them.
- Make yourself different – have a unique selling point. Why should a prospective client come to you over the thousands of other options in your market?
- Learn from your mistakes – everyone in business will make a mistake at some point. Taking the time to sit back and understand what you could have done differently next time will be a great lesson, and will make you more insightful moving forward.

“  
UNIVERSITY PREPARES  
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WILL PROBABLY NEVER  
KNOW. NEW ACADEMIC  
SKILLS, LIFE LESSONS AND  
OPPORTUNITIES FOR  
PERSONAL DEVELOPMENT.”



# JULIA WOLF

## BA (HONS) INTERNATIONAL TOURISM MANAGEMENT

GRADUATED 2016

**"THIS COURSE IS FOR YOU IF YOU ARE PASSIONATE ABOUT TRAVELLING, KEEN TO LEARN ABOUT DIFFERENT CULTURES AND DESTINATIONS, AND WANT TO DEVELOP THE SKILLSET NEEDED FOR A CAREER IN THE TOURISM INDUSTRY."**

**How did university prepare you for your career?**  
I had a strong interest in foreign languages and cultures, and loved travelling, which is why I decided to apply for this course and finally pursue a career in the cruise sector.

My course provided me with a wide range of employability skills that not only helped me to succeed in getting my degree but also helped me pursue and achieve my career goals.

**Favourite Solent memory?**

The first day of final year where everyone came back from their work placements and year abroad and were excited to share their stories.

**Tell us a little about your career story so far**

In my final year I was offered a part-time job as a marketing assistant at Regent Seven Seas Cruises, and when I had finished at uni I got the opportunity to move to the reservations department. I eventually moved back to marketing, which is the role I am currently in.

**Tell us about what you are doing now and what it involves – a typical working day**

I work in international marketing at Regent and we run activities across our international offices, as well as the UK and Europe, from developing direct mail pieces and brochures, to events and email marketing programmes.

**What tips would you give to someone wanting a career in your industry?**

Be proactive and willing to go the extra mile. Keep a positive attitude – working in tourism can be very challenging but also extremely rewarding!

“  
TOURISM TO ME IS A  
WORLD OF ENDLESS  
OPPORTUNITIES, FUN  
AND PASSION.”





# THEO PAPHITIS

## SOLENT UNIVERSITY CHANCELLOR

As an entrepreneurial expert and former Dragon, Solent's recently appointed Chancellor has helped thousands of businesses grow and develop. And he's been a strong supporter of Solent's students for many years, regularly visiting to offer advice and inspiration.

We talked to him to get his top tips for how business-minded students can get ahead.

"It's so obvious, so important and so boring – do your homework! Know more about what you're doing than the next person. If you know more about your subject matter, the more likely it is that you'll get the higher advantage and become a winner," Theo explained.

Having invested in so many businesses, we asked Theo what he looks for when companies are pitching their ideas to him. "I invest in the individual – as long as their idea is above average, the person is right and they're willing to put in the time to make the idea work, I'm interested."

Further explaining how to be a successful entrepreneur, Theo advised: "Find out what you're passionate about; if you're passionate about something, you're going to put so much into it to make it work, and then your chances of success are going to be incredibly high."

"To stand out in interviews, the first thing you need to do is show your passion. It doesn't matter how many people turn you down, you've got to be confident – your attitude has got to be 'the next one won't'. If you're passionate about what you do, I guarantee you will get a job, as other people won't have the same drive, desire and passion as you."

“

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TO BE INCREDIBLY HIGH.”



# HANNAH CARTER

## BA (HONS) EVENTS MANAGEMENT

GRADUATED 2017

### How did university prepare you for your career?

It not only enabled me to learn the academic side of events, but allowed me to put into practice what we were taught, thereby giving me valid experience to go into the workplace.

### Favourite Solent memory?

The events management awards ceremony in the third year.

### Tell us about what you are doing now and what it involves – a typical working day

I am the event coordinator for a travel trade magazine. The magazine holds networking events, inviting destinations/operators/cruise companies, and so on (depending on the theme) to exhibit their products to travel agents. These events are held across the UK. It is my job to chase exhibitors for their information, invite/confirm agents and add them onto the guest list, source a venue, confirm menus and pricing, ensure that all our and the exhibitors' products get to the venue, and run the event on the day.

### What's your career highlight so far?

Getting my first events job as I'd been on numerous interviews and nothing was coming of them.

### In one sentence, what is your area of study to you?

Events management helps people enjoy themselves and is a way for people to come together to learn.

### What tips would you give to someone wanting a career in your industry?

Get as much relevant work experience during your studies as possible and log it in a portfolio which you can take with you to interviews.



THE UK EVENTS INDUSTRY IS WORTH £42.3 BILLION.



GET AS MUCH RELEVANT WORK EXPERIENCE DURING YOUR STUDIES AS POSSIBLE AND LOG IT IN A PORTFOLIO WHICH YOU CAN TAKE WITH YOU TO INTERVIEWS."



# NATASHA LEE

## BSC (HONS) PSYCHOLOGY (CRIMINAL BEHAVIOUR)

CURRENT STUDENT

**"THIS COURSE IS FOR YOU IF YOU ARE CURIOUS TO DISCOVER WHAT SEPARATES THE EXPERIENCES OF CRIMINALS FROM THOSE OF EVERYDAY PEOPLE. WHAT ARE THEIR MOTIVATIONS AND FULFILMENTS? HOW CAN PSYCHOLOGY BE USED TO PREVENT THE RISE OF CRIME AND TO BETTER PEOPLE'S SAFETY AND QUALITY OF LIFE?"**

### Briefly describe a typical day on your course

A typical day on my course would be to read through and print the lecture/seminar slides which are made available before class, so that I am already familiar with the material before attending. Sessions are enthusiastic and explore all realms of psychology. There is lots of group discussion and handy tips (and sometimes songs!) from the lecturers to help you remember all the information. Once the session is over I head to the library to take out any suggested books for further reading.

### Best and worst bits of the course?

The approachability of all the members of staff makes it very comfortable for students to ask for help or

express their personal interests regarding the course, either in class or through one-to-one meetings. Students have 24-hour access to all resources in the library, which relieves the pressure during busy periods! There is a lot of writing and presentations! However, the staff team offers amazing help for students who are not as confident or comfortable with these methods of assessment. There is also a lot of group work, which sometimes adds an extra obstacle to the task when trying to ensure that everybody is co-operating – however, this is necessary because being able to work in a team is vital in the workplace.

### What has surprised you about the course?

I have been surprised by how much I enjoy all areas of psychology as opposed to just the criminal behaviour units. I have also been surprised by how much trust and freedom we are given when having to conduct our own research on real-life participants (although within ethical boundaries, of course!)

### Solent highlight so far?

Enjoying my course as much as I'd hoped! I'm able to study and develop my passion, along with all the other joys of university!

### How is Solent helping you prepare for a career?

The course allows us to practise real academic psychological procedures, and offers a wealth of opportunities and campus jobs for me to gain extra skills and experiences, which will prepare and qualify me for future career prospects.

### In one sentence, what is psychology to you?

To me, psychology is an attempt to unearth the underlying influences that manipulate people's actions and ways of life.



I'M ABLE TO STUDY AND DEVELOP MY PASSION, ALONG WITH ALL THE OTHER JOYS OF UNIVERSITY."

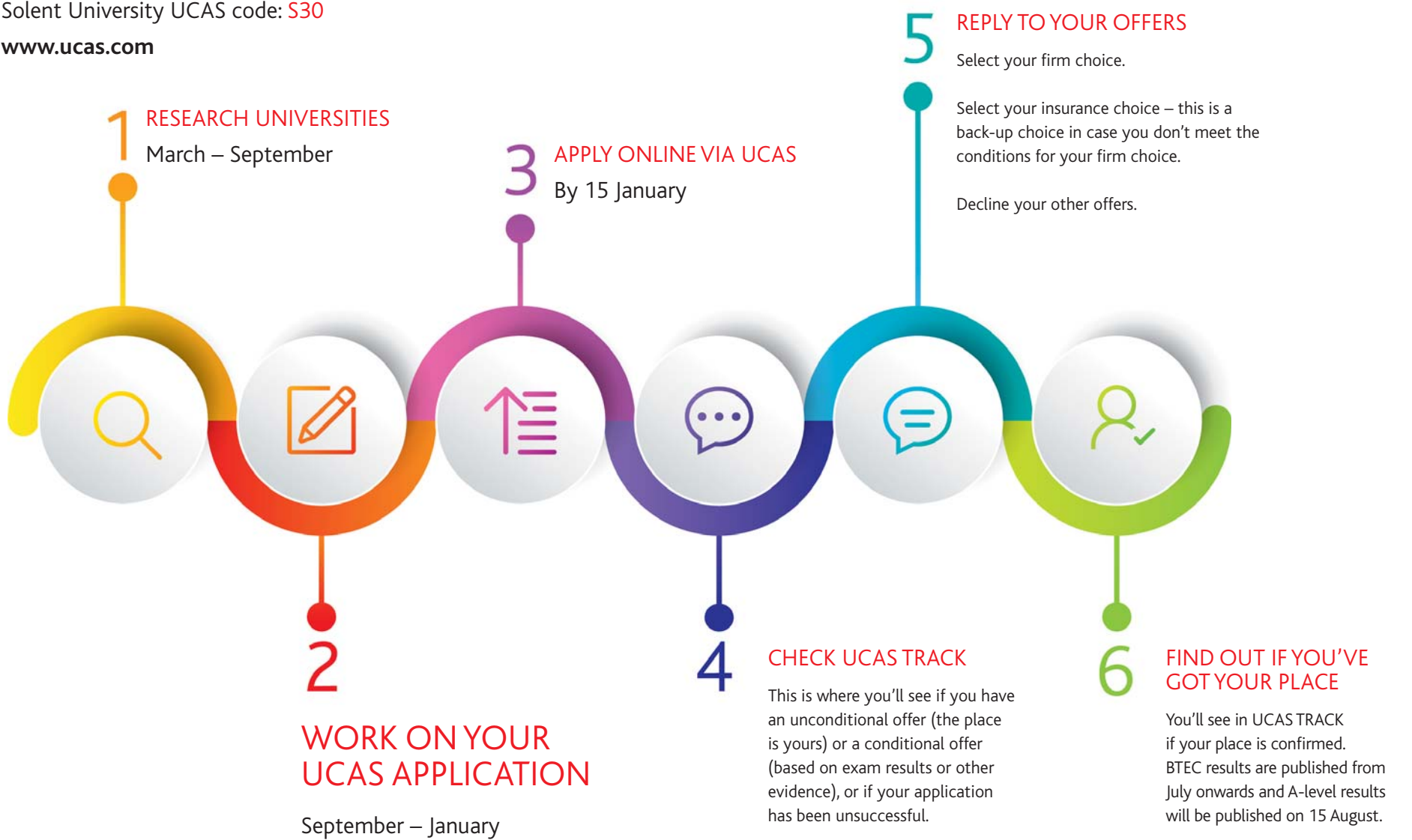
### TRY:

BSc (Hons)  
Psychology (Forensic and  
Psychopathology)



# HOW TO APPLY

Solent University code name: **SOLNT**  
Solent University UCAS code: **S30**  
[www.ucas.com](http://www.ucas.com)



BUSINESS, LAW AND CRIMINOLOGY COURSES	UCAS tariff points	Work placement opportunity	Foundation route available
UNDERGRADUATE			
ACCA (full-time or part-time)	*		
BA (Hons) Accountancy and Finance	112	✓	✓
BSc (Hons) Accountancy and Finance (Top-up)	*	✓	
BSc (Hons) Business Administration (Top-up)	*	✓	
BA (Hons) Business Management	112	✓	✓
BA (Hons) Business Management (Top-up) (part-time)	*	✓	
BA (Hons) Criminal Investigation with Psychology	112	✓	✓
BA (Hons) Criminology and Psychology	112	✓	✓
BA (Hons) Criminology	112	✓	✓
BA (Hons) Events Management	112	✓	✓
BA (Hons) Festival and Event Management	112	✓	✓
BA (Hons) International Air Travel and Tourism Management	112	✓	✓
BSc (Hons) International Hospitality Management (Top-up)	*	✓	
BSc (Hons) International Management (Top-up)	*	✓	
BA (Hons) International Tourism Management	112	✓	
BSc (Hons) International Travel and Tourism Management (Top-up)	*	✓	✓
LLB (Hons) Law	112	✓	✓
BSc (Hons) Psychology (Forensic and Psychopathology)	112	✓	

	UCAS tariff points
POSTGRADUATE	
MSc Criminology and Criminal Justice	*
MA Human Resource Management	*
MSc International Accounting and Finance	*
MSc International Business Management	*
MSc International Maritime Business	*
MBA International Maritime Management	*
MSc International Shipping and Logistics	*
MSc Management	*
MBA Master of Business Administration	*
MA Personnel and Development (part-time)	*
PgCert Professional Development Planning	*
MSc Project Management	*





\* Refer to admissions for entry requirements

**FEES AND FINANCE**

Worried about the cost of going to university? There's plenty of support on offer to ensure that financial circumstances don't stop you from gaining a higher education. For more information, visit [www.solent.ac.uk/finance](http://www.solent.ac.uk/finance)

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## 52 THINGS TO DO

Prepare for university in less than an hour each week  
with our tips, guides and quizzes.

[www.solent.ac.uk/52-things](http://www.solent.ac.uk/52-things)

