



SOLENT
UNIVERSITY

SOUTHAMPTON

BUSINESS, LAW
AND CRIMINOLOGY

COURSES AT SOLENT UNIVERSITY

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 two and three; 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.





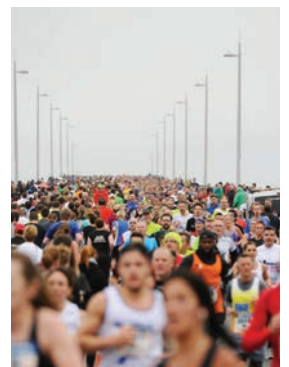
SOUTHAMPTON OUR GREAT CITY

WITH MORE THAN 6,700 BUSINESSES IN THE REGION EMPLOYING AROUND 130,000 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 three 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 lively cultural quarter centred on Guildhall Square – and another new development under way, the Bargate Quarter, will blend history and retail in the heart of the city.





Over £3 billion of city investment since 2012.



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



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

Our courses incorporate freelance and placement opportunities, and 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.





ELLIE MONGER

MSC CRIMINOLOGY AND CRIMINAL JUSTICE
CURRENT STUDENT

What was the best thing about your course?

I found that all my lecturers were more than happy to help me with anything I needed, especially in my final year. Their support really helped push me to do the best that I could and I'm really grateful for it.

Quite a few of the lecturers come from a policing or law-based background, which meant that they could provide context to what they were teaching us. This also meant that they were able to bring in guest speakers – there were a couple who really demonstrated how the content we were learning about applied to real life.

One of these was [Hampshire Detective Superintendent] Linda Dawson MBE, who spoke to us in our third year about her work and how it led to changes in stalking offence laws.

Can you talk a bit about any opportunities you had to get practical experience?

In our second year we attended a crime scene set up by the uni, where we had to act as police officers, using the procedures that we had been learning over the course of the unit.

What was life like as a Solent student?

The student life at Solent is great. Although I didn't join a sports team (I wish I had), in my last year I went out with the netball team socially and went to the sports awards and varsity. They were both highlights of my time so I would recommend joining a team or society!

What did you like best about living and studying in Southampton?

The fact that the university is in the city centre means that although you are in a relatively big city, everything is within walking distance. Southampton is also really great for its nightlife and there's always something going on.

Did the University given you any help, support or advice when you needed it?

In my third year the Student Achievement Team helped me with understanding the grading system and the results I would need – I found them really encouraging and they definitely helped push me to put in maximum effort.

What will you take away from your time at Solent University?

Throughout my time at Solent I have genuinely made friends for life. As well as this, my lecturers have been brilliant at directing me and I'm sure that I will continue to have contact with them once I have graduated.

TRY:

BA (Hons) Business Management



CRIMINOLOGY AT
SOLENT IS FOR
YOU IF YOU'RE
INTERESTED
IN THEORIES
BEHIND WHY
PEOPLE COMMIT
CRIMES AND THE
PROCESSES THAT
ARE UNDERTAKEN
BY THE POLICE AND
COURTS TO BRING
THEM TO JUSTICE."





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

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 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.



NATASHA LEE

BSC (HONS) PSYCHOLOGY (CRIMINAL BEHAVIOUR)
CURRENT STUDENT

TRY:

BSc (Hons)

Psychology (Forensic and Psychopathology)

"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."



LOUIS MANCINI

LLB (HONS) LAW

GRADUATED 2017

Why did you pick Solent?

One of the major factors was the level of student satisfaction that appeared in the reviews and rankings of Solent. I knew that I wanted to enjoy my time at university and to benefit from excellent teaching. I read extensively into the thoughts and reviews of past students to ensure that Solent was the right place for me. Not only was it about the academic side, it was also based on the excellent location and vibrant student culture in the city.

What's the best thing about your course lecturers?

The best thing about the law lecturers at Solent was their willingness and desire to help, no matter what. Every member of staff was willing to go the extra mile to help me understand various areas of law that were tricky to get my head around at first. They were so open and approachable, which made it easy to go to them with any issue.

What about the facilities?

The facilities at Solent are fantastic. The lecture theatres are modern and comfortable and allow you to make the most of your sessions. The law library is peaceful and extensive and is an excellent place to work on assignments. Away from law, the sporting facilities are top of the range and allow you to get away from your work when you need to.

Do you feel your studies have prepared you for a career in the profession?

Studying law at Solent certainly prepared me for starting my job as a trainee solicitor. The course was mainly focused on applying the law to solve practical legal problems, as well as how to research legal issues and advise my client.

These skills are exactly what I use in my current role and have served me very well. I shall be eternally grateful to the law staff for teaching me these important skills.

What has stuck with you from your time at Solent?

Studying intellectual property law in my second year really got my interest in the area started and it has stuck with me ever since. The unit really brought the law to life, and it even inspired me to do my third year dissertation in the area of digital piracy. Not only that, but I went on to further study intellectual property and complete my master's dissertation in the field of intellectual property.

What practical professional opportunities did you get during your studies?

I was lucky enough to secure a week of work experience at Goughs Solicitors at the end of my second year, which proved invaluable; I was able to shadow various solicitors, attend court and was even tasked with real life work!

I cannot stress how important it is for law students to undertake work experience to further their understanding of the legal world and to ultimately decide whether they want to be a solicitor.

What was life like as a Solent student?

I had the most incredible three years living in Southampton and being a Solent student. I was nervous arriving at university, undoubtedly like many others, but I soon began to start enjoying the best three years of my life. Southampton is a big, vibrant city with plenty of amazing things to do and countless opportunity to make friends. I wish I could do it all over again!

For me, the best thing about being a Solent student was the sporting culture that the university has. It has sports and societies for everyone and you are spoilt for choice!

What help and support did the University offer?

Solent was fantastic for providing advice and support. They made enrolment and sorting out student finance exceptionally straightforward, which allowed me to focus on my studies whilst they took care of everything else. The University also offered excellent careers advice and it was done in a way that allowed us to consider our options and potential next steps.



WHAT I HAVE TAKEN AWAY THE MOST FROM SOLENT IS THE FRIENDSHIPS AND CONNECTIONS I MADE; FRIENDSHIPS THAT I WILL FOREVER CHERISH, AND THAT MAKE ME WANT TO GO BACK AND RELIVE UNIVERSITY ALL OVER AGAIN."



**What have you been up to since graduating?**

I am now a trainee solicitor at Goughs Solicitors. I started in September 2019 and spent my first six months working in the private client department, before moving to the commercial department where I am currently working in the commercial property and corporate team.

The biggest challenge when starting out as a trainee solicitor is trying to put your knowledge into a practical situation. It is a very daunting task when the clients are real, and you get tasked with your first piece of work. Studying at Solent prepared me well for this as the course was taught in a way that made us apply our legal knowledge to practical scenarios.

What's your career highlight so far?

Having my own caseload during my private client seat! This is my personal highlight because it showed that my supervisor thought I was ready to start taking on my own clients and that I had earned her confidence. There is no better feeling than meeting a client for the first time and seeing the matter through until completion.

How are you finding the profession?

I am really enjoying my time in the legal industry. I am now nine months in as a trainee solicitor and I have loved every single minute of it. It has been by no means easy, and has thrown up things I did not expect. I think the biggest challenge I faced is where the academic side of law met with the business side of working at a law firm. It took me a while to get to grips with intertwining both concepts.

Any advice?

The best piece of advice I would give someone who wants to become a solicitor is to never give up. It is a hard industry to break into, and sometimes it seems like it is very much dominated by getting the best grades and which university you went to. However, if you work hard enough, you will get the rewards.

I would also advise trying to get as much work experience as possible for your CV and taking every opportunity – because it is not just about your academic results. Potential employers want to know whether you will be a good fit for their firm and their team, and they want to learn about you as a person.



THE LEGAL
INDUSTRY TO ME
IS STIMULATING,
INTELLECTUALLY
CHALLENGING
BUT IMMENSELY
REWARDING."

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.



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 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

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?

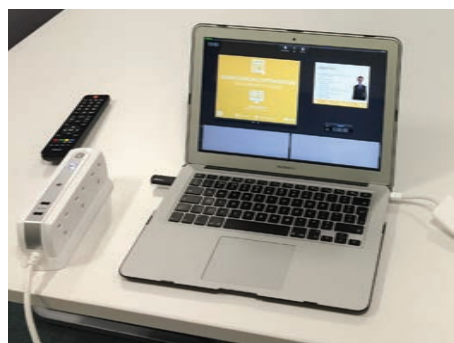
Business is the activity of engaging in selling products or services with a view to generating a profit. Management is the process of controlling and managing business activity.

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."





SEBASTIAN GRAVES-READ

LLB (HONS) LAW
GRADUATED 2019

Why did you pick Solent?

Solent jumped out at me because I knew it was a place where lecturers go the extra mile. They are there to teach and enjoy time with students, unlike other institutions which can be more research-oriented.

What was the best thing about your course lecturers?

When I showed interest in the subject, and put the effort in, the lecturers saw that and put a lot of time into making sure they were there to support me.

This was especially the case when I presented my final year thesis at the British conference for undergraduate research! My lecturers – particularly my supervisor – went out of their way to give me the support I needed to excel.

Do you feel like your studies helped you prepare for a career in the industry? How?

We had whole modules on employability, law in business and understanding the context that the legal system exists in. This approach meant that I was always able to contextualise a job in its wider industry (even if it wasn't legally focused) – which really helped when I was applying for the civil service, as I was able to take the what I knew of wider government projects and agendas and weave that into my interview answers.

What did you learn which really stuck with you over the years?

When we were introduced to mooting, or legal arguments in front of a judge, I remember thinking that this is cool. Especially in criminal law, where there are surprisingly plentiful 'grey areas', I found it fascinating to think this gladiator style system between two barristers could still be how we deal with issues in the 21st century.

What was life like as a Solent student?

I was part of, and ran, several societies at Solent. I was the president of Enactus, a social entrepreneurial society who became one of the top 10 teams in the country! I was also president of the mooting society, taking part in the national OUP competition.

I was part of other societies as well; the variety of options really helped me meet a range of people and get a range of experiences, all of which were super useful when I applied for jobs in the third year and after.

Tell us a little about your career so far.

After doing a master's degree I joined the civil service, and currently work as a programme delivery support officer in the Home Office. I have learned so much already, though I don't think I could have settled into my role so quickly without the experiences I got from Solent. Mooting taught me how to think on my feet, while social enterprises taught me how to run complex projects efficiently.

One of the challenges for me was something that is common to lots of new graduates – imposter syndrome. It felt like I was still a student and should not be dealing with such important projects! That wore off after a while, though.

Now I have some standard responsibilities, but the rest of my job is a support role so it's very varied. One moment I could be helping pull together advice for ministers, the next I could be helping to write the plan for one of our business areas. Because the civil service is such a large organisation, you end up doing a bit of everything.

The proudest moment to date, though, was writing my first piece of ministerial advice. To me that is the cornerstone of the civil service, and the fact that I was given the opportunity to pull together a piece of advice so early in my career was surreal.

How are you finding the industry?

Weirdly, it's exactly what I always dreamed it would be! I am working as part of the democratic system, in delivery of a programme which will affect millions, and I'm absolutely loving my job.

The only thing that was unexpected is that I always heard public sector work was slow paced. This is definitely not the case. Work is manic in the best possible way!





MATT DAVIES

BA (HONS) ACCOUNTANCY AND FINANCE
GRADUATED 2019

Why did you choose Solent?

I was contacted by Solent and offered a sports scholarship! When considering my options at that time, the support on offer from the Solent staff (particularly the High Performance Academy team) was a big incentive – everything from strength and conditioning sessions to general wellbeing and help balancing my studies alongside my sporting commitments.

How did you find your course?

The lecturers' approachability was great, and the number of students on my course was significantly less than some other universities. The lecturers got to know us on a one-to-one basis and really made themselves available to support us when needed.

What about the facilities?

The infrastructure, IT and so on were all good. From a sporting point of view the facilities improved dramatically over my three years. The new sports centre was completed in my final year, and this not only included a fantastic basketball hall, but the gym and other equipment are all now at an extremely high standard.

Do you feel like your studies helped you prepare for a career in the industry? How?

I have used the information I gained, while studying, in both my day-to-day work and the exams I am now taking to complete my training. During my penultimate year, Solent were offering opportunities to gain valuable practical experience in many different fields, with their Summer Intern Programme. I was lucky enough to be employed for six weeks, in the university finance department.

Also, I am sure that the help I was given by Solent Futures, the university career service, to prepare for the assessment centres and interviews contributed to my getting the job I have now.

What was life like as a Solent student?

Being on the sports scholarship, most of my spare time was playing basketball! That did give me my favourite Solent memory, though – winning the BUCS South Premier, beating UEL to win the League.

What did you like best about living and studying in Southampton?

The university, my accommodation, the sports centre, and the town centre were all within walking distance. So whether like me you need to use the sports facilities daily, or you enjoy socialising in the city centre, everything is easily accessible.

What came next, after graduation?

In September 2019 I started my grad job with Deloitte, one of the big four professional services firms, in the audit and assurance service line. In the first few months there was a lot of training and studying towards exams. It was a challenge getting used to working full-time, balancing the workload of multiple clients while studying. But I have also worked with different clients, in a variety of industries from defence to charities.

How are you finding the job?

Audit and assurance begins with underpinning the accuracy of a company's financial information, which shareholders use to make vital decisions. A normal day would involve me travelling to a client's site to get a detailed understanding of their business; this includes analysing data to form a view as to whether the information in their financial statements reflects the position of the entity.

So far, with everything being new, I am keen to find out about each of my different clients. I was particularly looking forward to going to Ireland and working with the team there, but unfortunately in the current situation that was not possible, as all jobs are currently being carried out remotely.

One of the challenges is also what I like best about my role, I am working with diverse range companies. As a result, every day is different, and I meet a lot of new people.

The other great thing about working for a big company is, I am not the only new graduate. The intake, in my office, in my year was nine people. We quickly formed into a group that not only supports each other but socialises together too.



ACCOUNTANCY
AND FINANCE AT
SOLENT IS FOR
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MIND AND ARE A
PROBLEM SOLVER.



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!"



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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 YOU IN A WAY YOU WILL PROBABLY NEVER KNOW. NEW ACADEMIC SKILLS, LIFE LESSONS AND OPPORTUNITIES FOR PERSONAL DEVELOPMENT."



JULIA WOLF

BA (HONS) INTERNATIONAL TOURISM MANAGEMENT
GRADUATED 2016

TRY:

BSc (Hons) International Travel
and Tourism Management

"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

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."



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
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CLASSROOM."



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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MICHAEL COYLE

LLM INTELLECTUAL PROPERTY, 1998
DIRECTOR, LAWDIT SOLICITORS

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, protectyourdesign.com and 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."



HANNAH CARTER

BA (HONS) EVENTS MANAGEMENT
GRADUATED 2017

TRY:
BA (Hons)
Event Management

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.



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."



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 were 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."

HOW TO APPLY

Solent University code name: **SOLNT**

Solent University UCAS code: **S30**

www.ucas.com



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

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

BUSINESS, LAW AND CRIMINOLOGY COURSES	UCAS tariff points	Work placement opportunity	Foundation route available
UNDERGRADUATE			
BA (Hons) Accountancy and Finance	104-120	✓	✓
BSc (Hons) Accountancy and Finance (Top-up)	*	✓	
BSc (Hons) Business Administration (Top-up)	*	✓	
BA (Hons) Business Management	104-120	✓	✓
BSc (Hons) Criminal Investigation with Forensic Psychology	104-120	✓	✓
BA (Hons) Criminology	104-120	✓	✓
LLB (Hons) Law	104-120	✓	✓
BSc (Hons) Psychology (Forensic and Psychopathology)	104-120	✓	✓

* Refer to admissions for entry requirements

POSTGRADUATE COURSES

MSc Criminology and Crime Scene Management

MSc Criminology and Criminal Justice

MBA Global Master of Business Administration

MSc International Maritime Business

MSc International Shipping and Logistics

PGDip International Trade and Maritime Law

PgCert Professional Development Planning

MSc Project Management

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