

**SOLENT**  
UNIVERSITY  
SOUTHAMPTON

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

20  
24

# Business, marketing and finance

2024 undergraduate courses





# Gold-standard teaching and opportunities

Our focus on practical knowledge and employment opportunities is just one of the reasons we're rated gold in the latest Teaching Excellence Framework (TEF) review from the UK government Office for Students.

TEF recognises excellence in teaching, learning and achieving positive outcomes for students - with gold status awarded only to universities offering outstanding student experience and career outcomes.

**TEF**  
2023

Overall: **Gold**

Student experience: **Gold**

Student outcomes: **Gold**

Teaching Excellence Framework



# Welcome to Solent University

There has never been a greater need for innovative thinkers who can adapt to the fast-changing and complex business landscape, especially with advancing technology opportunities and challenges. As a result, the skills that employers need are also changing, which requires graduates to be agile in their development, both for the present and future, where they will also need a firm grasp of business and finance acumen. Alongside this, society needs leaders and managers of the future who can manage these complexities, while also maintaining the balance of people, planet and profit.

Given this, our graduates will enter a complex business world, and we are proud to develop our students to be work-ready, world-ready and future-ready, so that they can not only gain their aspirational careers, but excel in them too.



**Claire Hughes**  
**Head of Academic Department,**  
**Business and Law**  
**Solent Business School**  
**Solent Law School**

## Contents

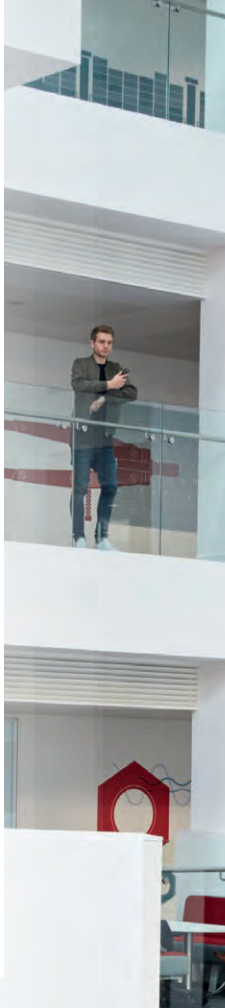
|   |    |
|---|----|
| Why Solent  | 2  |
| Business management degrees                             | 4  |
| Accountancy and finance degree                          | 9  |
| Maritime business degrees                               | 11 |
| Music business degree                                   | 12 |
| Business and Law Foundation Year                        | 13 |
| Employability at Solent                                 | 14 |
| Cutting-edge campus                                     | 20 |
| Our great city  | 22 |
| Graduate success stories                                | 24 |
| Research, postgraduate studies and professional courses | 38 |
| Course list   | 40 |



# Why Solent?

With a wide range of business, marketing and finance courses, you'll leave Solent feeling confident, capable and ready to shape some of the world's best-known brands and organisations.

- 11th in the sector for graduate start-ups (HESA 2022).
- Solent University is a dual accredited higher education partner of the Chartered Management Institute (CMI) and our business management courses have an embedded CMI Leadership and Management award, which means that you may graduate with both your degree and a leadership and management qualification too.
- Our BSc (Hons) Accountancy and Finance is accredited by five professional bodies (ACCA, ICAEW, CIMA, AIA and IFA).
- We have strong professional connections, meaning that you'll learn from industry experts through guest lectures, access mentoring programmes and benefit from networking opportunities.
- Put your knowledge to work through real-world projects, work experience opportunities, consultancy projects and more.
- Built-in short and long placement opportunities in the UK and abroad throughout your studies.
- Benefit from the University's support and funding for student/graduate start-ups.



## Solent Business School

Working with business is at the core of who we are at Solent Business School. Our Business Advisory Board sits at the heart of the School, helping shape our future curriculum while developing initiatives that drive student success. Chaired by Pete Markey, Chief Marketing Officer of Boots, with representation from brands including KPMG, Southern Co-op, PwC, Natwest and Hammerson Westquay, the board enables two-way knowledge exchange between business and our student community.

It's not all about big business though, and we are proud to be one of 62 business schools across the UK who have been awarded the Small Business Charter. The award recognises our continuing support of students, small businesses and the local economy. We're also part of a broader ecosystem of support networks, membership organisations and civic partners collaborating to drive sustainable and inclusive growth.



Outstanding Higher Education Training Provider of the Year Winner (CMI Awards, 2022).



Outstanding Support for Student Enterprise and Entrepreneurship – Shortlisted (Small Business Charter Excellence Awards, 2023).



Holder of the Small Business Charter.



Awarded the Silver Engage Watermark in recognition of our outstanding commitment to supporting public engagement.

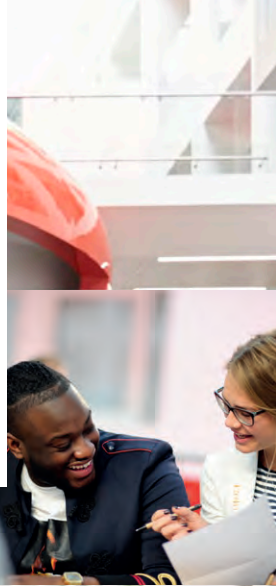




# Why study business management at Solent?

At Solent you'll learn the fundamentals underpinning modern business, including the latest management theories and business trends as well as harnessing digital tools for business analysis. You'll improve your professional skills, developing an understanding of the psychology of success and growth mindset culture, which goes alongside the creative enterprise and innovation skills that you will acquire.

- Our business management courses are in the UK's top 10 for assessment and feedback and student voice, and in the UK's top 15 for teaching, learning opportunities and academic support (NSS 2023, business and management studies).
- Our courses are accredited by the Chartered Management Institute (CMI). It means you can also graduate with an additional professional leadership and management award (CMI level 5).
- Deliver projects for clients including PwC, Enterprise Rent-A-Car, Red Funnel, GKN Aerospace and B&Q – giving you essential knowledge of business and management, and the understanding to apply that knowledge in real-world contexts.
- Some of our graduates now work at prestigious organisations such as Deloitte, Amazon, Pinterest, Cisco, Red Bull Racing, JP Morgan, DHL, PwC, HSBC, BMW and across SMEs, charities and social enterprise.
- Sustainability is embedded in the curriculum. Learn about climate change, population growth, digitisations and the impact on people, planet and profit, and study regenerative business practices and financial, environmental and social sustainability.
- Access our new Bloomberg suite, which delivers real-time business and market news, data and analysis to the world's leading industries and companies to support critical financial and strategic decision-making.
- Our teaching team offers a wealth of industry-led experience in varied national business and marketing environments, with strong industry connections.
- Enhance your career prospects by undertaking a 13-week placement or study abroad in semester two of your second year, or a year in industry between your second and third years.





BSc (Hons)

## Business Management

UCAS tariff: 112-128

Course page and UCAS code: [www.solent.ac.uk/BM01](http://www.solent.ac.uk/BM01)

**Develop the skills, confidence and real-world experience you'll need to succeed in the world of business, or excel as an entrepreneur with our top-ranked and CMI-accredited business management degree.**

The course has a real professional focus – it will enable you to develop your insight, confidence and management skills within a sustainable business environment, and to build the skillset you need to succeed in modern business or set up on your own. This degree is developed with input from the industry, and work placements

are embedded into the curriculum to ensure you become exactly what employers are looking for – a highly skilled, highly motivated, agile graduate who is ready to jump straight in. Discover what our students say about their work placement on p.14-15.

**Graduates have careers in:** project management, logistics and distribution, human resources, sales, business development, finance, sustainability, marketing, retail, management, recruitment consultancy.



**“The lecturers are engaging, and very approachable – they also really care about you getting a good grade and always offer their support. The variety of modules available on the course is also great and allows you to tailor the course to your future career plans.”**

**Gemma Mill**  
BSc (Hons) Business Management student

BSc (Hons)

## Business Management with Digital Technologies

UCAS tariff: 112-128

Course page and UCAS code: [www.solent.ac.uk/BMD1](http://www.solent.ac.uk/BMD1)

**Blending the latest business management theory with innovations from the digital landscape, this CMI-accredited degree provides essential business skills for a career in management. You'll learn to analyse future trends, recommend sustainable and ethical solutions to modern business challenges, and apply your technical understanding and digital skills in a real-world context.**

From enquiry, analysis, evaluation and communication to knowledge of the latest business techniques and innovations, the course offers the complete package of business

management skills for a great career – along with an innovative focus on digital technologies and their impact. Work placements are embedded into the curriculum, offering you the opportunity to undertake a year in industry between your second and third years. Discover what our students say about their work placement on p.14-15.

**Graduates now work as:** business systems analyst, UX designer, digital transformation specialist, digital communications officer, project manager.

BSc (Hons)

## Business Management with Finance

UCAS tariff: 112-128

Course page and UCAS code: [www.solent.ac.uk/BMF1](http://www.solent.ac.uk/BMF1)

**Become a business innovator and gain financial expertise. With Solent awarded Outstanding Higher Education Provider of the year, this CMI-accredited degree prepares you for a rewarding career.**

With this course, you'll develop your skills in business and financial strategy, helping you widen your career prospects in a fast-paced, rewarding profession. As well as understanding money and the markets, you'll learn to analyse future trends, identify the impacts of economic changes and investigate challenges in financial reporting and analysis across national

boundaries. It's a fascinating dive into the systems that underlie our financial markets and the way modern business works. You'll gain valuable first-hand work experience with a year-long full-time work placement between the second and third years of your degree. Discover what our students say about their work placement on p.14-15.

**Graduates now work as:** management accountant, assistant fund manager, business adviser, project manager, financial analyst, cost accountant.

BSc (Hons)

## Business Management with Marketing

UCAS tariff: 112–128

Course page and UCAS code: [www.solent.ac.uk/BMM1](http://www.solent.ac.uk/BMM1)

**Flourish in a business career and gain the strategic management and creative marketing skills to become a successful future leader on this CMI-accredited course.**

This course really brings these two disciplines together, incorporating everything you need for the ever-changing business environment. You'll explore the complexities of integrated marketing communications, from research and planning to content creation, looking at paid, owned, earned and shared media across the online and traditional channels, and there's even an opportunity to work on a live brief from a

real-world client, giving you the chance to put your skills into practice. The placement year will allow you to put what you've learned in your first and second years into practice in the workplace, while gaining valuable real-world work experience before you graduate. Discover what our students say about their work placement on p.14-15

**Graduates now work as:** marketing manager, social media specialist, digital marketer, business development manager, marketing communications professional, project manager.

BSc (Hons)

## International Business Management

UCAS tariff: 112-128

Course page and UCAS code: [www.solent.ac.uk/IBM1](http://www.solent.ac.uk/IBM1)

**Succeed, excel and prosper in the global marketplace with modern management skills on this CMI-accredited degree.**

You'll develop a global perspective to succeed in the fast-paced international marketplace. This course will help you get to grips with the ever-changing international business environment, exploring the cultural and regulatory distinctions across the globe and learning to adapt your business strategies to a range of established and developing markets. You'll secure the confidence to do this by undertaking a period of study or work abroad in the second term of your second year. In addition, you'll study global challenges in sustainability, urbanisation, technological advances, and demographic and social change as well as climate change, and build the

understanding to provide practical usable solutions to complex problems. Discover what our students say about their work placement on p.14-15.

**Graduates now work as:** graduate manager, event manager, project manager, marketing executive, sales executive, key account manager, operations assistant, business development manager.

## Why study finance at Solent?

You'll gain a thorough grounding in accountancy, professional skills and accounting software – along with expert training in financial management – from well-qualified teaching staff with real-world experience. Our accredited accountancy and finance degree has strong connections with industry including JP Morgan, banking organisations as well as accountancy and finance firms, and its curriculum is designed and reviewed in collaboration with senior leaders from a variety of industries including KPMG, PriceWaterhouseCoopers and Natwest.

- Use of our Bloomberg suite is embedded into the curriculum, so you can develop cutting-edge financial analysis skills
- We are 11th in the sector for graduate startups (HESA 2022).
- Professionally accredited module on this course could lead to exemption from the requirements of professional bodies such as ACCA, CIMA, IFA, AIA and ICAEW.
- The course offers you great employment opportunities – recent graduates have found roles such as accountants, auditors, tax specialists, financial analysts, fund managers and more, at companies such as Deloitte, Smith and Williamson, and John Lewis. Graduate outcomes for this course area is above the UK benchmark.
- Opportunity to attend guest lectures by industry-leading speakers from a range of financial organisations.





BSc (Hons)

## Accountancy and Finance

UCAS tariff: 112-128

Course page and UCAS code: [www.solent.ac.uk/AAF1](http://www.solent.ac.uk/AAF1)

**Enter the fast-paced world of international finance with this professionally accredited degree, working with global companies to gain the skills and real-world work experience you'll need for success.**

This practical degree helps you build all the skills you'll need to start a career in accountancy, finance and related areas – everything from enquiry, analysis, interpretation and communication to the latest accounting techniques and software.

Throughout this industry-focused degree you'll engage with specific areas of finance and explore both national and international markets to gain a firm understanding of the global economy. You'll have access to our Bloomberg suite, which delivers real-time business and market news, data and analysis to the world's leading industries and companies to support critical financial and strategic decision-making. Therefore, you'll be at the cutting edge of financial analysis and skills development to help further boost your employability prospects.

You'll be encouraged to put theory into practice by working on real-life business scenarios, with opportunities to co-design and project manage a series of business events to build networking skills, meet employers and discuss key business topics such as diversity and inclusion, digital transformation and the future of the business landscape, and leadership.

**Graduates now work as:** accountants, auditors, wealth managers, tax specialists, financial analysts, fund managers, business advisers, entrepreneurs.

“The university's connections with firms such as PwC and Enterprise Rent-a-car are particularly good. I also have a placement year option in year 3 that will help me to gain practical experience and strengthen my CV.”



Finn Andrews,  
BSc (Hons) Accountancy  
and Finance student

BSc (Hons)

## Maritime Business

UCAS tariff: 112-128

Course page and UCAS code: [www.solent.ac.uk/N900](http://www.solent.ac.uk/N900)

**If you're looking for an exciting international career and to play a key part in global trade, Solent can offer you the vital skills needed for this fast-moving business environment.**

This innovative degree blends business and maritime studies to deliver the skills and knowledge for a successful career in international shipping. You'll study real-world problems derived from the industry, explore the practicable applications of theoretical and technical concepts and processes, and develop an analytical approach to problem-solving – along with teamwork, managerial and effective communication skills.

**Graduates now work as:** charterer, ship broker, ship operator, ship manager.

BSc (Hons)

## Shipping and Port Management

UCAS tariff: 112-128

Course page and UCAS code: [www.solent.ac.uk/3GAL](http://www.solent.ac.uk/3GAL)

**If you want to work in the exciting hub of ship operations, this specialised degree gives you a global perspective of managing business for international trade.**

You'll study a wide range of subjects from shipping management and port operations to chartering to logistics to sustainability. Led by tutors with a range of industry expertise, you'll examine the latest management and business practices and learn to apply them to this specialist industry, working on real-world scenarios and putting theory into practice. You'll get to grips with the complexities of the global transport trade, learn to manage the day-to-day operation of ships and ports, explore the intricate web of law, regulations and economic interests which manage the industry, and

understand how to apply that knowledge to keep the industry functioning smoothly.

**Graduates have careers in:** port management, port agency, ship management, terminal operations, ship operations.

BA (Hons)

## Music Business

UCAS tariff: 104–120

Course page and UCAS code: [www.solent.ac.uk/MB01](http://www.solent.ac.uk/MB01)

**The business behind the music industry offers many opportunities, from artist management to running labels or events. Our graduates have gone on to work at Universal, Spotify, Live Nation and more.**

### Why Solent?

- You'll learn from a team of leading music industry academics and practitioners with excellent links within the music business. The course provides guest lectures, conference events and work experience opportunities.
- Recent guest lecturers have included Gillian Fleet (Domino Records), Barney Hooper (TikTok), Joe Schiavon (Live Nation), Ben Eastman (BMG), Dominika Uhrakova (PRS for Music) and Lucy Wood (The Roundhouse).
- Some of our graduates have gone on to work at major record labels, artist management companies, music publishers, streaming services and live music promoters.
- Southampton is a hub for music and arts, and we maintain a strong connection to the city's vibrant local music scene, working alongside established venues such as The Joiners, The 1865, O2 Guildhall, Heartbreakers and many more.

Our innovative music business degree will provide you with a thorough understanding of the music industry, covering artist development, live events, festivals, project management, finance, marketing, legal contracts and copyright. We will support you to develop the personal entrepreneurial skills to succeed in this exciting industry, and also provide the essential digital training on podcasting, web development, social media and video production.

As part of your course, you'll promote your own live event(s), work with artists and launch music business projects that put your learning into practice. In addition to our own vibrant industry events and conferences, you can also get involved in Southampton's music scene, with a wide range of venues across the city catering for all musical tastes.

**Graduates have careers in:** publishing, artist management, live events, music marketing, public relations (PR), content creation, radio and record companies.

“I think the best thing about Solent and the music business course was that it gave me a great overview of the music industry as a whole”

**Dominika Uhráková, Publisher Relationship Manager, PRS for Music**  
BA (Hons) Music Business, 2018

## Business and Law Foundation Year

48 UCAS points

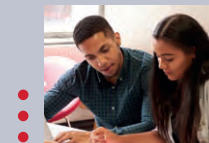
**If you don't have the academic qualifications (A-levels, BTECs) or grades you need, and want to study a business, finance or law-related degree, our Business and Law Foundation Year is designed for you.**

You'll spend a year building up essential study skills and a strong foundation of knowledge, before moving straight onto one of our business, finance or law-related undergraduate degree programmes the following year.

### Why Solent?

- A solid introduction to the foundations of business, finance and law for a variety of careers.
- Learn the theory and how to apply it practically through live briefs and assessments, developing your critical skills.
- Gain essential academic and transferable skills to build your confidence to pursue your studies onto a business, finance or law-related degree.
- Build valuable networking connections with industry professionals and academics.

**Find out more**  
[www.solent.ac.uk/business-and-law-foundation-year](http://www.solent.ac.uk/business-and-law-foundation-year)



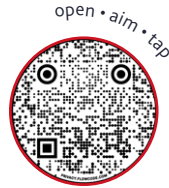
“The foundation year at Solent University was absolutely vital for my personal development. I cannot stress enough that if you are not 100% sure on university, and you want a taster of a subject that brings you up to speed whilst being able to enjoy the social aspect of university, a foundation year is definitely for you. You can receive a varied amount of teaching in your area of choice, and this gives you a great amount of flexibility when you want to choose the next step with the university or elsewhere, the team at Solent will always be there support your decisions.”

**Toby Cotterill, secondary school teacher,**  
BSc (Hons) Business Management, 2020

## Solent Enterprise

As a student, you will receive one-to-one business support and can participate in workshops and events designed to help you turn your idea into a reality. We also provide funding to help kick start your business. In 2022/23 alone, we provided £75,000 of financial support to 23 student and graduate start-ups. From AI and tech to creative and freelancing businesses, we can help you get started.

Watch our business student start-up video: <https://youtu.be/aTN2EecQ2gM>



“I recommend anyone to do a placement year. The skills gained from these opportunities cannot be taught in a classroom. You must put yourself out there to get a taste of your chosen industry, but also to network and see whether you like this chosen field/job or not. This also strengthens your resumé as well. You're more attractive to employers as it shows commitment, resilience and passion.”

**Roaa Mansour**, BSc (Hons) Business Management with Digital Technologies, speaking about her mentoring programme at PwC (2022).



“Both Solent Futures and my lecturers took the time to review my CV, gave amazing advice and feedback, and prepared me for the interview.”

**Francesco Italiano**, BSc (Hons) Business Management Internship at Airbus (2022–23) – HR department, Transformation and Digital Team

“The Solent University Business School does a great job of preparing its students for the world of work. By ensuring employability is embedded within the curriculum, it means that the students get both a theoretical and a practical understanding of business, which makes them an asset for any organisation that employs them. We have several incredibly successful alumni in our business who return to Solent University regularly to help deliver sessions alongside the regular teaching staff.”

**Paul Hanrahan**, Talent Acquisition Specialist, Enterprise Rent-a-Car.

## Enhance your CV with a placement year abroad



### Simon Privat

BSc (Hons) International Business Management

**We caught up with current student Simon, who told us all about his placement year in Canada.**

#### Where are you placed and what do you do?

I currently work within Snakes and Lattes, a public company with over 300 employees, established in 2010 in Toronto, Canada. It is the first and largest board game bar and restaurant across North America, with eight locations spread across the United States and Canada.

I am responsible for promoting the company through crowdfunding campaigns. I also handle shareholder relations, which involves reassuring investors, establishing and maintaining contact with them, as well as keeping them informed about decisions and changes. In addition, I study the financial aspects of the company, analysing financial data and contributing to financial planning.

Currently, I am working on organising networking events for entrepreneurs. It is an exciting project that allows me to connect with professionals from various industries and create opportunities for meaningful connections and collaborations.

#### What support did you get from Solent in finding this work placement?

Solent enabled me to go to Canada on exchange, without which I would never have created the opportunities I've seized today. What's more, Solent was able to help me financially during my exchange, which was a great help – I'm very grateful.

#### How have your studies prepared you for this work placement?

The knowledge I acquired in areas such as international marketing, cross-cultural management and financial markets enabled me to understand global issues, communicate effectively with people from different cultures and grasp the financial aspects of the industry. These skills were essential to my success in this role with a public company in charge of investor relations.

#### Any highlights so far?

Yes! There have been several highlights: successfully executing crowdfunding campaigns; receiving positive feedback from investors; working closely with the CEOs and founders, gaining insights into their strategic decision-making processes; and being part of a dynamic team – these were all particularly rewarding. These experiences have not only deepened my passion but also fuelled my aspiration to become a future business leader. Witnessing the dedication and expertise of the executives has inspired me to strive towards a leadership role in the future.

#### Would you recommend students to do a placement year?

Absolutely – a year-long internship offers a transformative experience. It takes you out of your comfort zone, exposes you to new experiences, allows you to collaborate with influential professionals in the industry, enables you to apply your academic knowledge in a real-world context, and helps you better define your career goals. This assists you in making more informed decisions about your career and education, providing you with a clearer understanding of what you truly want – and what you don't want – for your future.







## Develop your business connections

To get ahead, you'll need more than just the theory. Employers in every industry want experience, practicality and proactive, innovative thinking. So at Solent, that's what you'll get with our industry-led events, guest lectures from professionals and business competitions.

### Titans of Industry

At Solent, we organise industry events and talks with the titans of industry, including our honorary doctorates and alumni where we cover the big topics of the day including diversity and inclusion, digital transformation, and the future of the business landscape and leadership. The last discussion took us through the history of 5G, as well as a preview into the future and opportunities that 6G will bring with Mark Evans, Chief Strategist at Telefonica.

### The Business Pitch

Theo Paphitis, Chancellor of Solent University, and TV 'Dragon', has helped launch 'The Business Pitch' – a new Dragon's Den-style competition for business-minded students and alumni of Solent University to develop a scalable, innovative idea. Those who reach the final pitching process face Theo and a panel of regional business leaders to win a significant investment to put into their business venture.

“So many opportunities are available, and you would be completely foolish not to accept them: placements, networking events, work experience, mentors – the list is endless. I can only recommend the University to everyone I know.”

Business management student  
(NSS 2022)

southern coop

B&Q

ThinkEngine

RED FUNNEL  
FERRIES







## International Marketing Week

Solent University is a place of study for students from all over the world. You'll learn with students from different backgrounds and explore new points of view in contemporary discussions and debates, and get a feel for the international workplace.

Solent is the only UK university to be part of International Marketing Week – a fantastic opportunity to spend up to a week on a real-world business project at one of our ten partner universities in Europe, working on a live client brief from companies such as Mercedes Benz or Lucas-Bols, amongst a range of other national brands.



“International Marketing Week was a truly enriching and multicultural experience that I will never forget. I learned a wide range of valuable skills and knowledge related to international marketing.

We were offered a well-structured programme, engaging activities, and workshops that provided a good learning experience about the vehicle rental industry in France and globally, as well as the sustainability problems with the industry that we had to solve in teams.

I ended up meeting brilliant people from across Europe, understanding Parisian culture, and gaining a fundamental understanding of a massive logistics operation”.

**Fasil Sher Ali Khan,**  
BSc (Hons) Cyber Security Management student

## Study, work or volunteer abroad

Broaden your horizons by adding an international dimension to your CV – essential to achieving success in today's fast-changing, global environment.

During your time at Solent, you'll have the opportunity to study, work, or volunteer abroad. You'll be able to apply for funding to financially support your international experience.

“I had the opportunity to do so many amazing things, to learn SO much about myself and other cultures and languages, and to meet amazing people, while at the same time deepening my understanding in my degree subject. It is truly a life-changing experience. My top moments are climbing Montserrat (twice!), attending festivals in Catalunya including Primavera Sound, and travelling to Portugal and Marrakesh.”

**Elisabeth Bally,**  
BSc (Hons) International Business Management, student – Study Abroad







## Cutting-edge campus and facilities

### The Spark building

The Spark, our award-winning teaching and learning building, is the proud centrepiece of our campus – and everything about it is centred around you and your learning. Our lecture theatres include at-seat charging sockets for laptops and tablets, while the latest lecture-capture technology uploads to our virtual learning environment.

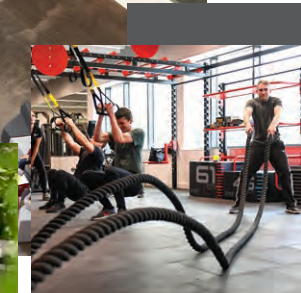
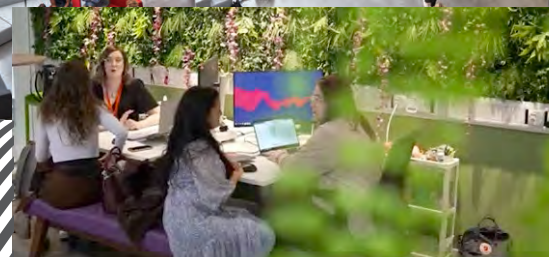
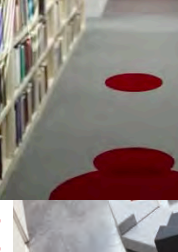
In this building, the Department of Business and Law is proud to have recently launched the Lisa Wilson Business and Law Suite. The suite provides a breakout space for students in the Spark, with comfortable new furniture and a refreshment point, and is named in memory of Lisa, who graduated from Solent University in 2001 with a Second-Class Honours (First Division) in business management.

### New Bloomberg Suite

You'll have access to our Bloomberg suite, which delivers real-time business and market news, financial data, high-tech industry tools and analysis to the world's leading industries and companies to support critical financial and strategic decision-making.

The use of the Bloomberg suite is embedded into the curriculum of our BSc (Hons) Accountancy and Finance, meaning you'll be at the cutting edge of financial analysis and skills development to help further boost your employability prospects. Bloomberg terminals will be used in taught sessions and integrated into assessments, so that you can take the theory from the classroom and apply it in real time to real-world situations.

Bloomberg terminals also facilitate networking opportunities and partnerships with professionals from various industries, fostering collaborations and guest speaker invitations.



### Library

Our library features a fully networked resource centre equipped with high-end Macs and PCs, and an extensive selection of both open-plan and private group working spaces.

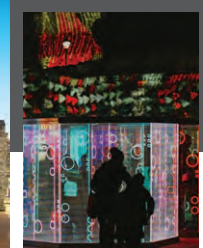


### Ultra-modern sports complex

Our £28 million sports complex has a huge range of sport and physical activity facilities – with flexible, affordable gym memberships – that can be used by all Solent students, with dedicated teaching spaces for those on our sport-focused courses.



# Our great city



**With close to 25,000 businesses in knowledge-intensive sectors, employing 163,000 people across the region, we're ideally placed for graduate jobs.**

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

Hampshire is recognised as one of the most successful economies in the UK and has the largest sub-regional economy in the south-east of England, with economic output totalling £50 billion. 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 Championship football, world-class sailing and international cricket. It has a wealth of live music venues, theatres and exhibitions, and was shortlisted for UK City of Culture 2025. The city's historic walls and old town bring to life Southampton's rich maritime heritage, with major redevelopments complementing this and bringing new leisure, retail and employment opportunities into the heart of the city.



# Hannah Ngakane

Content Partnerships Lead, Pinterest

Forbes' 30 Under 30, 2021

BA (Hons) Marketing with Events Management, 2014 – see BSc (Hons) Business Management with Marketing

Hannah Ngakane graduated from BA (Hons) Marketing with Events Management in 2014 and has gained recognition in her role as content partnerships lead for Pinterest, managing social impact projects with partner brands, including Pinterest's first UK and Ireland Black History Month campaign, 'Black Gold'.

Hannah was listed on Forbes' 30 Under 30 Europe in Media and Marketing 2021 and hosts 'Walk the Walk' – a podcast exploring the career successes of Black leaders.

## Can you tell us a bit about your current company and role?

My job is to create and lead the UK strategy and relationships across creator campaigns and content. My remit is to help attract high-potential creators to the platform and nurture high-performing creators, helping to generate content for Pinterest. In addition to this, I establish creator partnerships with brands, media companies and internal partners to generate revenue opportunities and on-platform content campaigns.

## What does a typical working day look like for you?

It can be anything from building decks and presenting at events, to launching creator experiences such as tablescaping workshops or pasta-making classes to upskill their content creation. Or I can spend a day analysing data, looking at how content is performing and finding new opportunities to enhance content engagement on the platform.

## What were the challenges when you started your career?

Definitely being overwhelmed and putting off looking was the biggest challenge that could have set me back even more. I worried about competing for roles and being rejected by companies.

The reality was that I had a lot to offer companies, as did my peers – younger generations are so savvy and confident, and businesses love that! Once I started connecting with people on LinkedIn and reaching out to professionals I'd met when they came to the University to do guest lectures, work placements and opportunities for experience soon fell into place.

## What's your career highlight so far?

I have two. First, creating and launching Pinterest's first ever Black History Month campaign in 2020, then rolling it out in the UK and US, as well as Canada and Germany. And second, making Forbes' 30 Under 30 list! That was a HUGE achievement!

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

My course definitely helped prepare me for graduation – I had no clue about finance, project management and business plans before university and this really helped me to lock in my first few roles after graduating. I chose to do a consultancy project for my dissertation, working in a team to achieve a key goal where timelines and pressure were very realistic to my day-to-day life now. Learning to compromise, utilising people's strengths and skills, and striving to achieve a common goal – that is exactly what I have to do now, daily.

To me the lecturers were the best thing about my course! They were personable, supportive, consistently approachable and truly cared about doing all they could to help me get the best grade. I am still in touch with nearly all of my lecturers to this day.

## What did you enjoy about studying at Solent?

Class presentations – everyone was made to feel so comfortable doing them, and you'd get instant feedback to help make each year's presentations less scary. Now in my job I love presenting! I was also a cheerleader outside my course and Solent had a great blend of sports facilities, a huge library and modern tech in the classrooms. This definitely made a difference to my experience. The friends I made at Solent through my course and cheerleading are still my closest friends to this day. I was so worried about not connecting with anyone and being lonely, but that was so far from possible!

## What opportunities do you get while studying at Solent?

Solent shared an opportunity for students to apply to work at the Olympics, so a friend and I applied and both got paid roles at the 2012 London Olympics, which I still talk about today. We were able to go to Super Saturday and the diving finals, meet huge brands and celebrities, and get unbelievable events experience! We would never have applied if our lecturer hadn't told us about it.

“To me the lecturers were the best thing about my course! They were personable, supportive, consistently approachable and truly cared about doing all they could to help me get the best grade.”

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

Take the risk – if you find a role you are interested in, but you don't tick 100 per cent of the boxes, still apply! You each have a unique skill, mindset or experience that you can offer a business, so SHOW US!

Something I wish I had known before is that your CV doesn't have to be boring and shouldn't be too long! Maximum one-page cover letter, to sell your personality, your passion projects – things people will never ever know unless you tell them. Then list your experience, but never forget that cover letter!

## What are you working on at the moment and what are your future plans?

I'm currently working on the expansion of our 'Creator Fund'. It's a programme to support historically marginalised communities through cash grants, an educational programme and connecting the creators to sustainable opportunities for them to succeed. I launched the fund in the UK last year and this year it has expanded to Canada, Germany and France, which is exciting. Helping more creators celebrate being unapologetically themselves in a safe place!





## Ben Michaelis

Managing Director, ThinkEngine

BA (Hons) Business Management, 2015

ThinkEngine awarded 'Best B2B Digital Marketing Agency 2023 - Hampshire' at the SME Business Elite Awards.

Shortlisted as 'Global Entrepreneur of the Year' at the Great British Entrepreneur Awards.

Awarded an Honorary Fellowship from Solent University in 2023.

### 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 role at a well-established recruitment and training group in the logistics and transport sector. After four months in the role I decided that it wasn't challenging 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 during the week to self-generate other new business. He accepted this proposal and ThinkEngine was born!

After spending my first couple of days calling prospective local companies, I found opportunities coming along which then allowed me to grow the business. Since that day, the business has gone from strength to strength, working with a fantastic range of global clients from a wide range of industry sectors.

Over the last eight years ThinkEngine has continued to grow, with new clients and team members joining me along the way. We are now a five-person team, with three of us being alumni of Solent University's Solent Business School.

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

As a B2B digital marketing agency, we are looking to grow our presence nationally and internationally. My role is to oversee the day-to-day management of the business. My typical day can vary, but mainly it will consist of team and client management, financial planning and/or attending client calls/meetings. However, working in a small team 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 been 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. Working 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 able to work closely alongside Solent University and provide current students with real-world work opportunities – experience in industry is so important in today's challenging recruitment market.

My final highlight is being selected for various business and entrepreneur awards. In the 2022–23 period ThinkEngine and I were shortlisted as finalists for five different awards, and we felt honoured to have been shortlisted against other amazing companies.

“University prepares you in a way you will probably never know: new academic skills, life lessons and opportunities for personal development.”



### 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.





## Matt Davis

Group Accountant, Gamma Communications PLC  
BA (Hons) Accountancy and Finance, 2019

### Why did you choose Solent?

I was contacted by Solent and offered a sport scholarship! When considering my options at that time, the support 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 were very approachable, and the number of students on my course was significantly lower 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 complex was completed in my final year, and this not only includes 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 took to complete my training. During my penultimate year, Solent was offering opportunities to gain valuable practical experience in many different fields through its summer intern programme. I was lucky enough to be employed for six weeks in the University's finance department. Also, I am sure that the help I was given by Solent Futures – the University's career service – to prepare for the assessment centres and interviews contributed to me getting my graduate job.

### What was life like as a Solent student?

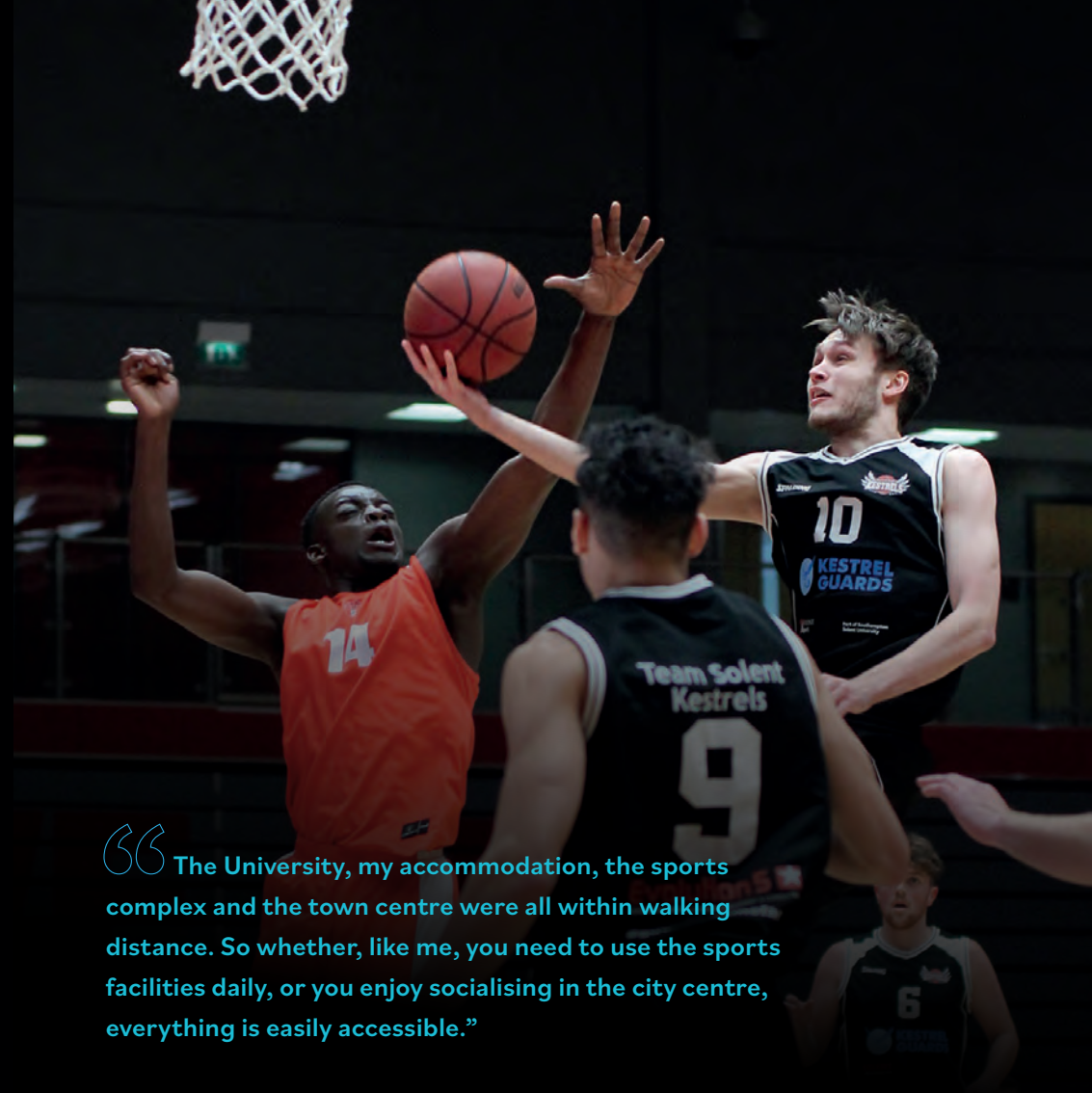
Being on the sport scholarship, most of my spare time was spent playing basketball! That did give me my favourite Solent memory – winning the BUCS South Premier, beating UEL to win the league.

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

The University, my accommodation, the sports complex 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 graduate job with Deloitte – one of the big four professional services firms – in the audit and assurance service line. After passing my exams and receiving a couple of promotions, I left Deloitte and am now working within the telecom sector for Gamma Communications PLC.



“The University, my accommodation, the sports complex 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.”

### How did you find your graduate position?

At first it was a challenge getting used to working full-time, balancing the workload of multiple clients while studying. However, this enabled me to learn at a fast pace, giving me an understanding of various clients across different industries. As a result, every day was different, and I met a lot of new people. The other great thing about working for a big company was that I was not the only new graduate. We quickly formed into a group that not only supported each other but socialised together too.

### Tell us about what you are doing now and what it involves.

In my current role with Gamma one of my responsibilities is working with the management of overseas subsidiaries to align financial objectives with the overall business strategy. I assist with financial analysis and forecasting to enable informed decision-making to drive growth. Through proactive financial planning, performance monitoring and insightful recommendations, I support the subsidiary's expansion initiatives while ensuring alignment with the broader goals of the organisation.



## Liam Saunders

Managing Director, VIP IT

BA (Hons) Business Management, 2015

MSc Project Management, 2016



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

University was critical preparation for my career. At Solent I was able to 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 on established and proven business principles.

Alongside this, I was also able to gain valuable practical business experience through an exciting live client marketing brief from Ahmad Tea during the first year of my course, and an interesting business project in my third year. From these practical experiences I was able to learn how to communicate and pitch to businesses with confidence. These skills are essential for 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, ex-Dragon and owner of Boux Avenue, and now Solent University's Chancellor!

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

Since leaving Solent I have been focused on growing my business, VIP IT. In the last eight years the business has grown to serve clients across a range of sectors including law, property, technology and hospitality. VIP IT has also started working with international clients seeking to grow within the UK market. 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 offer digital marketing solutions that are grounded in project management and marketing 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. Following the pandemic my working pattern has adjusted to a hybrid model where I typically spend three to four days in the office and one to two days working from home.

As I run my own business, every day is different. One day I may be catching up with clients on Zoom or in-person while another may involve developing VIP IT's own marketing plans or launching a new client campaign. I enjoy having a varied schedule which involves working with clients of different sizes and across a diverse range of sectors.

At VIP IT we specialise in helping businesses get found online through search engine marketing. This involves search engine optimisation (SEO) and pay per click (PPC) marketing. We also develop websites for a select group of forward-thinking clients who see value in investing in a quality online presence. As the world of online marketing is constantly changing, innovation and adopting new techniques are key to VIP IT's and our clients' success, and this is something that I first learnt at Solent University.

“Knowledge has empowered me to take informed business decisions and grow my business based upon established and proven business principles.”

After completing a Chartered Institute of Marketing (CIM) course as part of my business management degree, I have recently restarted my CIM membership at an associate level. This has provided me with many opportunities not only to learn from and network with other marketing professionals but also to facilitate my own continuing professional development (CPD). I have completed one year of CPD with the CIM and am currently working towards chartered marketer status. I feel that being part of the CIM is helping me to continually improve my marketing skillset and build upon the foundations that I established at Solent University.

### What has been your career highlight so far?

Signing my first international client and helping them improve their online visibility in the UK.

### 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 competitive, and now more than ever, businesses expect 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 trends and changes in the sector. For example, artificial intelligence is already having a significant impact on the digital marketing environment. It is changing the way marketing is done and requires professionals to adapt quickly.





## Jo Howarth

Artist Manager, Attention Management  
BA (Hons) Music Management\*, 2018

\*Our music courses have recently been redeveloped – see BA (Hons) Music Business.

### Tell us a bit about your career journey so far.

I graduated five years ago and have been in the industry ever since. I started as a management assistant in a global management company, and then became a day-to-day manager in another large company, before joining my present company at its inception as an artist manager. My roster consists of bands, solo artists and DJs all signed to major record labels, as well as an A-list producer. My own university experience also inspired me to teach, so I am a lecturer on a music business course too.

### What do you enjoy most about your role, and what are the biggest challenges?

The thing that drew me to artist management is the people-side of what I do. I love the bigger picture – you're the only person on the team thinking about the artist as a business, a public figure and, crucially, a person. I love being part of building a career for a new artist, and of course it's really rewarding to play a part in keeping that momentum going as their career evolves.

The biggest challenge is often the sheer amount of plate-spinning – the management team are the people pinning the operation together, and it's a lot of moving parts to stay on top of.

### What's been your greatest achievement in your career so far?

Well actually, as I'm writing this now, one of my artists is number three in the UK charts, and that's definitely on my list! I've been working with her for over a year, and this is her first solo release. To see the momentum the track has gained and how she's taken it all in her stride has made all the graft behind the scenes worth it – it's been a great win for a very deserving artist team which I'm really proud to have been part of.

“I discovered Solent's course and it just fit like a glove. It gave me a little support network in which to build my knowledge and skills before stepping out into real-world industry, and some of my peers on the course are my friends in the industry to this day.”

### How do you feel your studies at Solent have helped you to progress in your career?

For me, it was about the confidence I gained while at Solent. I left sixth form feeling a bit lost. I knew I wanted to work in music but – completely erroneously – thought that it wasn't an option for a woman. I discovered Solent's course and it just fit like a glove. It gave me a little support network in which to build my knowledge and skills before stepping out into real-world industry, and some of my peers on the course are my friends in the industry to this day.

### What advice would you give to those wanting to break into this industry?

My advice would be to try out a few different sectors and work out what it is that you enjoy most. For me, I love artist management as it's the more nurturing role. Others might find that they enjoy more of a marketing role – statistics and sales – and that a record label is the right place for them. Some might find that new music is the thing they care about, so publishing or A&R might be the right thing for them. And some might love the live side of the industry – touring and festivals.

If you've tried a fair few of these through work experience while you're at uni, you'll come out of it knowing exactly what it is that you want, and you'll have enough experience to land the role.





## Anne Kristine Berg

National Field and Telesales Manager (Norway), Kuehne + Nagel  
BSc (Hons) Maritime Business, 2012

### Why did you choose Solent?

I went to high school in Norway, then took a one-year course in market economy at BI Norwegian Business School, before I sent an application to Solent. Solent has a long history of maritime courses and good education programmes. It is also a well-recognised uni in the Norwegian maritime industry. In addition – and not least – I had heard many great things about the environment and the University.

### What was the best thing about your course lecturers?

The tutors are a wide range of people, with many different backgrounds, angles and connections. They are very accessible for the students and really put an effort into guiding and mentoring you. Because of that you feel that you are seen and heard, and get the help you need to succeed.

### How did your studies prepare you for a career in the industry?

In many ways. I liked that the course was very much up-to-date with the market. The curriculum and assignments always used new and relevant information, and we were always made to look at the market, which is very important in my opinion.

### What opportunities were there to get practical industry experience?

After the first year at Solent I got an internship at Golden Ocean (dry bulk) in Oslo, which I worked at during the summer and holidays. That gave me a lot of insight into the business, and of course prepared me – together with the degree – for the market.

“Southampton is a relatively small city, with a great student environment and people from all over the world. It is big enough so you do not get bored, but small enough so you get the feeling of community.”

### What's your favourite Solent memory?

My gosh! So many good memories – but I think I have to say that the best overall 'memory' is all the great people! I remember standing in the hallway on the first day and we quickly became a huge group of friends, hanging out together from that day onwards.

### What was life like as a Solent student?

My life at Solent was great! Moving from Norway to England was a great decision as the UK has a lovely culture. The facilities were great, such a nice place to live near the water, and we all had so much fun together. We studied, spent a lot of time at the library, and after lectures we went on training trips, sightseeing, travelling (partying) and all sorts of fun things!

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

Always – they help you with anything you need. Many students come from different countries and there is a lot to arrange upon arrival. Housing, tuition fees, a bank account, getting around and settling in... they guide and help you. In addition, I really feel that the tutors go above and beyond to help you with your assignments and career path. They really want you to succeed!

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

After graduation I still had the internship job at Golden Ocean, and I applied for various other roles. It did not take long before I got a job at American President Line (APL). I started in operations and loved the company. After working there for some years, I was head-hunted by Wilhelmsen for a new position in operations, before I moved over to sales. After that, I joined Kuehne + Nagel and worked in sales and different projects, before I got overall responsibility for KN Sea Freight Norway's activities in Europe and North Africa.

From there I went on to gain a new role as sales manager for field sales for KN Norway, and I am now responsible for 10 people in five different cities! It's highly rewarding to participate in and create a strong team. Together we produce various strategies and solutions for all sorts of locations and clients, working with project logistics, air, road, sea freight and technology.

### What were the challenges, starting out?

Being new, uncertain... and being a girl in a very male-dominated business. To be taken seriously you have to have the guts to go for it, and stand your own ground.

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

A typical working day starts with a sales meeting, where we go through targets, budget and numbers. Then we visit some clients, existing or new, and these can be working with anything from exporting frozen fish to retail import. And located in all kinds of places! I might fly to Rotterdam in the Netherlands, then Bergen on the west coast of Norway, and back to Oslo.

During the course of the day I try to support my employees as much as I can. Motivate, talk and follow up on necessary actions and tasks. We then report directly to the board.

### What has been your career highlights so far?

On behalf of KN I was appointed to participate and co-lead a government task force to help get medical equipment from China to Norway. A lot of coordination with air, rail and sea freight, while the Prime Minister was on the phone. Quite cool!

Kuehne + Nagel is an amazing company. They really let people grow and give them chances. I have also given a guest lecture at Høyskolen Kristiana, where it was great fun to meet students.

And of course my current job has been a real highlight. Working with so many talented people and getting the opportunity to develop myself as a leader has been a truly amazing experience.

### Is the maritime industry what you expected?

It is better than I imagined, with wide-ranging opportunities. You can work in containers, oil, dry bulk, supply chain, general commodity, project logistics, aquaculture... the list is so long!

### What tips would you give to someone wanting a maritime career?

Work hard, stand your ground, network with people, give your best – you never know where you are going to end up. Read the paper, seek opportunities, take chances, shake off setbacks – new opportunities will come. Be progressive and go for it! If you don't ask, the answer will always be no.





## Atef Abou Merhi

Co-founder and MD, Pelagic Partners

BSc (Hons) Ship and Port Management, 2010

### Why did you choose Solent?

The strong, diverse maritime programme that the University offered. I came from abroad after finishing high school, and I had already made up my mind to study shipping in the UK – therefore Solent was a top choice. The cherry on top was the location in Southampton, which by itself brings such a strong maritime heritage.

### What were your studies like?

The lecturers brought everything along with them that students might need when it comes to a specialised industry and course. With a very high-paced environment, you could easily get stuck in the past; however, the lecturers were always up-to-date in topic discussions.

I remember picking a few topics out of the Lloyd's List daily newspaper that would turn into a long discussion, with a lot of whys and ifs. People's backgrounds were very diverse, ranging from finance, environmental organisations and ex-seafarers to logistics and operations.

What made the difference was practice versus theory. Back in our day, we had a Navigation and Meteorology module, and the facilities allowed us to use real tools when applying navigation, voyage planning, weather forecasting, and so on. We also had days when we went out to sea on the Solent to give us hands-on experience. Similarly, the live simulations of ship loading helped us learn about stability and other critical items through actual practice. With Solent's recent upgrades and new simulation centres, the course will offer some of the best facilities in the region for students – if not the very best.

### What did you learn or study which has stuck with you over the years?

What has stuck with me are all the practical things we studied: navigation, creating routes on real maps, longitude/latitude – and applying them in reality – are things I keep on remembering. In fact, it encouraged me to take further skipper and yachting lessons afterwards!

Other memorable aspects include the visits we had – for example, to DP World Southampton. The company was taking over the port at that time, and being able to visit the facilities and see how huge the operations were still stays with me.

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

Southampton is a city that revolves around its students. The number of students in the city makes it a perfect place to live for studying. It has the calm atmosphere yet boiling spirit of students everywhere. You could see this during the weekend or on nights out. The neighbourhood was always comforting, and the size of the city was ideal.

On the other hand, the location and history of Southampton help in adding value to studying a maritime degree. The international culture and the University's location at the heart of the city give you the best of both worlds.

### What did you like best about being a Solent student?

For me, it is no secret that joining Solent was first and foremost due to its strong maritime programme. All my expectations towards learning resources were met, and along with this came the support of the faculty and course leaders. Even after graduation, you could always reach out for support.

### What did you take away from your time at Solent University?

Friends and connections – whether fellow students, alumni of the programme or lecturers – are what you get out of it most. I still have solid connections with fellow students, some of which have actually developed into mutual business interests as well. In fact, right before answering these questions I was on the phone with one of my 2010 Solent classmates!

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

Like many students in maritime, I came from a shipping background. So after graduation, and after a bit of training, it was obvious that I should join the family business. With all its ups and downs, the first 10 years after graduation were definitely a steep learning curve, which led to interesting new projects and opportunities.

### What were the challenges, starting out?

We are the class of 2010, so basically the class that graduated right into the aftermath of the 2008 global financial crisis. It was challenging in all aspects – even joining the family business – focusing on how to sustain, rather than developing proper growth. However, I believe that starting out during this phase made us all stronger.

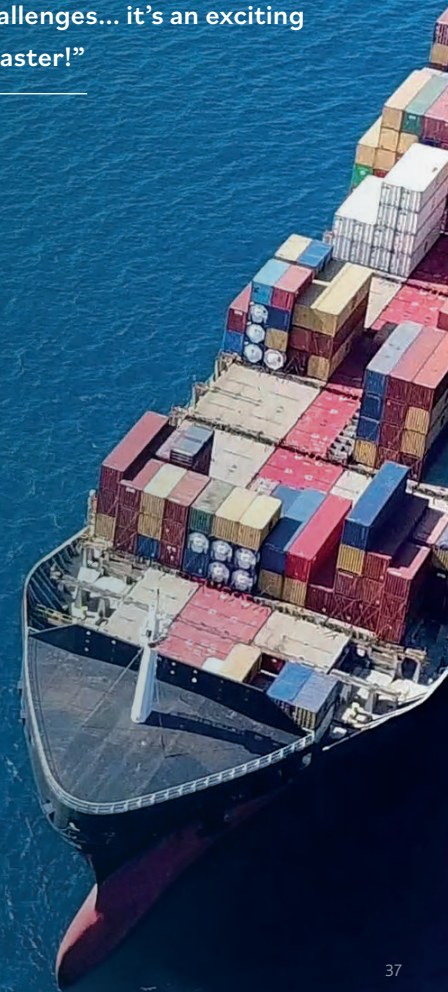
### What do you wish you had known then that you know now?

Don't ever take anything for granted. Learn to keep an open mind on change. And it's your mindset during the tough times that counts.

### What are you working on at the moment?

In 2020 I founded Pelagic Partners, which is a regulated ship owning fund and has several hundred million dollars of asset under management in the fleet, including new buildings. The fund, through its various compartments, invests opportunistically in various segments. We have done everything from dry, wet, and offshore/renewable. More info can be found on [pelagic-partners.com](https://pelagic-partners.com).

“Maritime is the lifeblood of trade, connecting the world together. It's an industry that creates opportunities and offers daily challenges... it's an exciting rollercoaster!”





## Research at Solent

At Solent, research is for everyone. Studying with us, you're part of an active research community – not just learning from researchers in every field, but incorporating that research into your studies.

The way we teach is informed by the latest research, inspiring and encouraging you to ask questions, investigate problems, propose solutions and create new knowledge. And ensuring you'll be at the forefront of industry thinking when you graduate.

It's an opportunity to deliver real-world impact in our communities and our society.

### Our areas of focus

Across all of our courses we deliver a unique curriculum shaped around inspiring industrial partnerships, ground-breaking professional insights, knowledge exchange and research – divided into four key areas of focus:

- **Environment and engineering**  
Safe and sustainable energy, transport, and material systems.
- **Social research and policy**  
Improving individual and community wellbeing through practice, provision, and policy.
- **Human function and health**  
The evaluation of human function, health and the social context.
- **Media, culture and the arts**  
Communication, cultural and media studies, creative arts and practice.

### Our Regenerative Enterprise and Entrepreneurship (REE) research group

We harness both internal and external collaborations in research and knowledge exchange activities through national and global connections.

Research areas include:

- female entrepreneurship
- entrepreneurship education
- entrepreneurial intentions
- intrapreneurship
- business ethics
- strategy and marketing development
- project management
- regenerative supply change and logistics.

We are also championing our female entrepreneurs group which offers networking sessions and workshops. And our annual business and law student research conference attracts a variety of undergraduate, postgraduate and doctorate students.

## Postgraduate study at Solent

Solent University also offers a range of postgraduate courses in business, management, finance and marketing, meaning that if you decide to continue your studies after your undergraduate degree, there are many options available to you.

Whether you are looking to progress in your current career or enter a new area, we offer a variety of courses to help you reach your goals, including project or financial management, digital marketing, logistics, strategic management, and business administration.

| Course                   | Course length    | URL  | January start available |
|--------------------------|------------------|--|-------------------------|
| Global MBA               | 1 year full-time | <a href="http://www.solent.ac.uk/global-mba">www.solent.ac.uk/global-mba</a>                             | Y                       |
| MSc Digital Marketing    | 1 year full-time | <a href="http://www.solent.ac.uk/digital-marketing-msc">www.solent.ac.uk/digital-marketing-msc</a>       | Y                       |
| MSc Financial Management | 1 year full-time | <a href="http://www.solent.ac.uk/financial-management-msc">www.solent.ac.uk/financial-management-msc</a> | Y                       |
| MSc Logistics Management | 1 year full-time | <a href="http://www.solent.ac.uk/logistics-management-msc">www.solent.ac.uk/logistics-management-msc</a> | Y                       |
| MSc Project Management   | 1 year full-time | <a href="http://www.solent.ac.uk/project-management-msc">www.solent.ac.uk/project-management-msc</a>     | Y                       |
| MSc Strategic Management | 1 year full-time | <a href="http://www.solent.ac.uk/strategic-management-msc">www.solent.ac.uk/strategic-management-msc</a> | Y                       |

## Professional and executive courses

### Higher Degree Apprenticeships

Upskill your staff and grow your business with higher and degree apprenticeships.

- **Senior Leader Apprenticeship (with MBA)**  
Course length: 18 months to 2 years  
[www.solent.ac.uk/sla](http://www.solent.ac.uk/sla)
- **Chartered Manager Degree Apprenticeship (Fast Track)** Course length: 2 years  
[www.solent.ac.uk/cmda](http://www.solent.ac.uk/cmda)

### Revo Diploma in Retail and Leisure Place Management

Created specifically for the retail and property industry, this entry level qualification has been developed in conjunction with industry experts and the Revo Educational Trust. It provides retail

place managers with the practical skillset and knowledge to manage and operate the retail and leisure assets that sit at the heart of our communities.

Course length: 2 years  
[www.solent.ac.uk/revo](http://www.solent.ac.uk/revo)

### Help to Grow: Management

This is UK government funded programme, accredited by the Small Business Charter and delivered by world-class business schools across the country, to help SME business leaders increase productivity, seize investment opportunities, and grow their business. Course length: 12 weeks

[www.solent.ac.uk/help-to-grow](http://www.solent.ac.uk/help-to-grow)



## Course list

| Course   | UCAS tariff points | Work placement opportunity | Foundation Year available |
|--|--------------------|----------------------------|---------------------------|
| BSc (Hons) Accountancy and Finance                       | 112–128            | Y                          | Y                         |
| BSc (Hons) Business Management                           | 112–128            | Y                          | Y                         |
| BSc (Hons) Business Management with Digital Technologies | 112–128            | Y                          | Y                         |
| BSc (Hons) Business Management with Finance              | 112–128            | Y                          | Y                         |
| BSc (Hons) Business Management with Marketing            | 112–128            | Y                          | Y                         |
| BSc (Hons) International Business Management             | 112–128            | Y                          | Y                         |
| BSc (Hons) Maritime Business                             | 112–128            | Y                          | Y                         |
| BA (Hons) Music Business                                 | 104–120            | Y                          | -                         |
| BSc (Hons) Shipping and Port Management                  | 112–128            | Y                          | Y                         |
| Business and Law Foundation Year                         | 48                 | NA                         | -                         |

# How to apply

Solent University code name: **SOLNT**  
Solent University UCAS code: **S30**



Unsure what to do with your future?

Confused about the university application process?

Follow our **52 Things To Do** guide, designed to help you every step of the way.

From thinking about the degree that's right for you to writing a personal statement, we've got it all covered – with handy advice and tasks designed to take no more than an hour each week.

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







Solent University, East Park Terrace, Southampton SO14 0YN

**Course enquiries:** +44 (0)23 8201 3039

**Main switchboard:** +44 (0)23 8201 3000

**Email:** [ask@solent.ac.uk](mailto:ask@solent.ac.uk)

**[www.solent.ac.uk](http://www.solent.ac.uk)**

-  [solentuniversity](https://www.facebook.com/solentuniversity)
-  [@solentuni](https://twitter.com/solentuni)
-  [solentuniversity](https://www.instagram.com/solentuniversity)
-  [solentuni](https://www.youtube.com/solentuni)
-  [Solent University](https://www.linkedin.com/company/solent-university)
-  [@solentuniofficial](https://www.tiktok.com/@solentuniofficial)