



UNIVERSITY OF  
LIVERPOOL

MSc

## Marketing

Study mode	Duration	Apply by: <b>9 January 2026</b>
Full-time	12 months	Starts on: <b>26 January 2026</b>
Part-time	24 months	

### About this course

Become a fully-fledged marketer with our top ranked Marketing MSc, and progress towards achieving a highly valued Chartered Institute of Marketing's (CIM) professional qualification.

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### Introduction

The MSc in Marketing at the University of Liverpool offers a competitive edge with exemptions from CIM professional qualification modules and is ranked among the top 60 master's in marketing worldwide.

Designed for aspiring marketing professionals, the programme equips our students with strategic insight, practical skills, and real-world experience through case studies and collaborations with public and private sector organisations. Covering contemporary marketing issues such as data-driven strategies, consumer engagement, and campaign planning, the course also features guest lectures from industry experts.

Our graduates emerge as well-rounded, effective marketers capable of strategic decision-making and solving real-world marketing challenges, completing six modules and a final applied research project or dissertation.

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### Who is this course for?

If you have not previously studied marketing in great depth but want to pursue a marketing career, this is the ideal programme for you. This course is open to those who already hold a degree in any discipline and assumes no prior knowledge of marketing.

If you already hold a first degree in marketing we recommend you to consider the [MSc Advanced Marketing](#) instead.

We also offer specialist marketing programmes in the following areas:

- [Digital Marketing and Analytics MSc](#)
- [Tourism Marketing and Analytics MSc](#).

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## What you'll learn

- Marketing management
- Research methods in practice
- Relationship marketing
- Critical perspectives on consumption
- Marketing strategy and analytics
- Integrated marketing communications.

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## Accreditation

The University of Liverpool Management School is one of an elite group of institutions worldwide to hold the gold standard 'triple-crown' accreditation from AACSB, AMBA and EQUIS.

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### Accreditation in detail

#### AACSB

AACSB Accreditation Standards require a high quality teaching environment, a commitment to continuous improvement, and curricula responsive to the

needs of businesses. This achievement means that the Management School meets specific standards of excellence. It also means it's committed to on-going improvement in delivering high quality education.

## **AMBA**

AMBA is the highest standard of achievement in postgraduate business education. MBA students and graduates, business schools and employers all recognise it as a gold standard. AMBA's rigorous criteria and assessment process ensure that only programmes that demonstrate the highest standards in teaching, learning and curriculum design; career development and employability; and student, alumni and employer interaction achieve accreditation.

## **CIM**

Chartered Institute of Marketing (CIM)

University of Liverpool has partnered with The Chartered Institute of Marketing (CIM) to map the content of our BA Marketing, against their unique Professional Employability Criteria – a framework of behaviours, knowledges, and skills required of today's graduates.

CIM is the world's leading professional marketing body and by recognising that our BA Marketing maps to the body's recommended criteria, it ensures our students are best equipped to progress their knowledge and career.

Our BA Marketing programmes have exemptions from modules on the Level 4 Certificate in Professional Marketing and the modules on the Level 6 Diploma in Professional Marketing.

Our MSc Marketing course has a Graduate Gateway exemption from the Strategic Marketing module on the Level 6 professional qualification.

## EQUIS

The School is also accredited by [EQUIS](#), which is the leading international system of quality assessment, improvement and accreditation of higher education institutions in management and business administration.

Institutions that are accredited by EQUIS must demonstrate not only high general quality in all dimensions of their activities, but also a high degree of internationalisation and corporate connections.

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# Course content

Discover what you'll learn, what you'll study, and how you'll be taught and assessed.

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## Semester one

During the first semester, you will undertake three compulsory 20-credit modules (60 credits in total).

### COMPULSORY MODULES

- **ULMS575 Marketing Management**

This module provides a comprehensive exploration of marketing management, encompassing both core concepts and contemporary service marketing principles. Students will engage with marketing as both a business function and a business philosophy, develop critical academic skills, and examine current trends that impact customer experiences and service quality. The syllabus combines theoretical knowledge with practical applications, preparing students for strategic roles in marketing.

- **ULMS576 Research Methods in Practice**

This module immerses students in the practical and theoretical aspects of marketing research, focusing on how data informs strategic decisions in marketing contexts. It is designed to provide students with robust skills in market research methodologies, data analysis, and data storytelling. Throughout the module, students will engage with real-world companies to gain hands-on experience and produce actionable insights, preparing them for professional roles across sectors such as digital marketing, tourism, retail, and data analytics.

- **ULMS581 Relationship Marketing**

The overall aim of this module is to provide students with a critical and comprehensive understanding of relationship marketing, emphasising its strategic importance in fostering long-term customer loyalty and value. Students will gain insight into the theoretical foundations, examining key concepts such as trust, commitment, and customer lifetime value. They will also explore practical applications, including the use of customer relationship management (CRM) systems and social media platforms to enhance engagement and satisfaction. By combining academic research with real-world case studies, the module prepares students to evaluate and implement customer-centric strategies in diverse business contexts.

## Semester two

During the second semester, you will undertake three compulsory modules of 20 credits each (60 credits in total).

- **ULMS577 Critical Perspectives on Consumption**

A critical understanding of consumers is central to the business of marketing strategy. This module moves beyond the traditional focus and the act of buying (buyer behaviour), to focus on having and being as fundamental processes in value formation. Consumer behaviour in this regard is more than buying, it also embraces the study of how having (or not having) things affects our lives, and how our possessions influence the way we feel about ourselves and each other. We will provide students with the knowledge and skills to understand the consumer, their aspirations, their behaviours and their needs. Building on students' fundamental knowledge of marketing, this module will provoke critical thinking around consumption. As organisations are becoming increasingly engaged in addressing the global challenges of creating a more sustainable and just society for present and future generations, students will develop their critical understanding of ethical concerns in relation to responsible marketing, and the ethics of consumption. It provides an opportunity for students to consider alternative approaches to the study of marketing and consumption, preparing students to become responsible marketers and global citizens.

- **ULMS578 Marketing Strategy and Analytics**

In the modern business world, companies increasingly rely on marketing data to make decisions. According to a recent survey of CMOs (Chief Marketing Officers), customer insights rank among the most important knowledge assets of the firm. In this context, modern marketing strategy and analytics have assumed their well-deserved position as a critical business function. The objective of the course will be to show the benefits of using a systematic and analytical approach to marketing. This module is designed to educate students on the use of marketing strategy principles as well as social media analytics to analyse customer responses to firms' current marketing programmes and online activities and derive recommended actions. A particular focus will be on generating customer/consumer insights from social media and product reviews. Students will also use and execute data-analytic techniques and case studies to critically understand how to solve marketing strategy problems in a scientific and process-driven manner. In this module, students will work with real-life data sets and cases, e.g., Company data, online reviews about a brand, and develop an in-depth

understanding of statistical software. Students will be introduced to statistical concepts and coding principles.

- **ULMS582 Integrated Marketing Comms (including digital)**

This module aims to explore the key theoretical and conceptual issues involved in contemporary digital marketing communications. As the landscape of marketing evolves with rapid technological advancements, understanding these core concepts becomes crucial for effective branding. Students will examine how various elements of the communications mix, including advertising, public relations, social media, content marketing, and direct marketing, can be integrated to create a cohesive strategy. They will learn to analyse the synergies between different channels and how these can enhance brand messaging and consumer engagement. This module will focus on how consumers' insights inform marketing communication, and how effective communication is built in synergy with consumer research. Upon completion of this module, students will be equipped with a comprehensive understanding of digital marketing communications. They will possess the analytical skills necessary to evaluate the effectiveness of various communication strategies and the practical know-how to implement integrated campaigns in a digital-first environment.

Programme details and modules listed are illustrative only and subject to change.

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## Final project

During the final project, you are required to select one module from the following list.

- ULMS790 Dissertation 2025-26
- ULMS719 Advanced Management Research 2025-26.

For your final project you will be supported by an academic supervisor.

## Modules

Compulsory modules	Credits
<u>DISSERTATION (ULMS790)</u>	60
<u>ADVANCED MANAGEMENT RESEARCH (ULMS719)</u>	60

Programme details and modules listed are illustrative only and subject to change.

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## **Teaching and assessment**

### **How you'll learn**

Our Marketing MSc is delivered via online material, lectures, tutorials, practical tasks, interactive activities, case studies and project work.

Lectures will provide you the main of concepts, principles and theories around data-driven marketing.

You will then apply what you have learned during the lectures in practical sessions focused on real-life case studies, involving group or individual work.

Following semester two, you will complete a dissertation with the support of an academic supervisor.

This final project will deepen your knowledge, understanding and capabilities by undertaking research in a distinct area of data-driven marketing.

Teaching time accounts for an average of 10 hours per week. However, you should anticipate an additional 24 hours of self-directed study and group work per week.

### **How you're assessed**

To achieve your MSc qualification, you need to complete 180 credits:

- Semester One: three 20-credit modules (60 credits in total)
- Semester Two: three 20-credit modules (60 credits in total)
- Final project: 60 credits

You must pass all the modules with a minimum grade of 50%. Subject to meeting specific criteria outlined by the University, you will graduate with a Pass, Merit or Distinction.

Assessment tasks are varied, and some may be explicitly designed to meet the learning outcomes of a particular programme of study.

You can expect to be assessed via coursework, essay, group work, (video) presentations, case studies, infographics, reports and examinations.

The weighting of individual assessment components varies across modules. You will find detailed information of this in the module specification.

## **Liverpool Hallmarks**



We have a distinctive approach to education, the Liverpool Curriculum Framework, which focuses on research-connected teaching, active learning, and authentic assessment to ensure our students graduate as digitally fluent and confident global citizens.

The Liverpool Curriculum framework sets out our distinctive approach to education. Our teaching staff support our students to develop academic knowledge, skills, and understanding alongside our **graduate attributes**:

- Digital fluency
- Confidence
- Global citizenship

Our curriculum is characterised by the three **Liverpool Hallmarks**:

- Research-connected teaching
- Active learning
- Authentic assessment

All this is underpinned by our core value of **inclusivity** and commitment to providing a curriculum that is accessible to all students.

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# Careers and employability

Programme graduates should have enhanced access to a wide range of marketing positions within both private and public sector organisations. The content and delivery of the programme will also equip them to be intelligent consumers of marketing information should they take up more general management positions.

You will have access to a specialist, in-house [postgraduate careers team](#) and have access to one-to-one careers guidance, workshops, seminars, and employability initiatives.

Graduates from our MSc Marketing course have secured jobs with companies such as:

- Deloitte
- Lush Ltd
- Shanghai Pudong Development Bank
- Marketing Edinburgh

In roles such as:

- Marketing Executive
- Business Development and Marketing Representative
- Social media and events coordinator
- Marketing Assistant
- Sales and Marketing Executive

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## Career support from day one to graduation and beyond

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### Career planning

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### From education to employment

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### Networking events

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# Fees and funding

Your tuition fees, funding your studies, and other costs to consider.

## Tuition fees

### UK fees (applies to Channel Islands, Isle of Man and Republic of Ireland)

Full-time place, per year – £14,000

Part-time place, per year – £7,000

### International fees

Full-time place, per year – £30,000

Part-time place, per year – £15,000

Fees stated are for the 2025–26 academic year.

Tuition fees cover the cost of your teaching and assessment, operating facilities such as libraries, IT equipment, and access to academic and personal support.

- You can pay your tuition fees in instalments.
- All or part of your tuition fees can be funded by external sponsorship.
- International applicants who accept an offer of a place will need to pay a tuition fee deposit.

If you're a UK national, or have settled status in the UK, you may be eligible to apply for a Postgraduate Loan worth up to £12,167 to help with course fees and living costs. **Learn more about paying for your studies.**

## Additional costs

We understand that budgeting for your time at university is important, and we want to make sure you understand any course-related costs that are not covered by your tuition fee. This could include buying a laptop, books, or stationery.

Find out more about the additional study costs that may apply to this course.

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# Entry requirements

The qualifications and exam results you'll need to apply for this course.

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## Postgraduate entry requirements

We accept a 2:2 honours degree from a UK university, or an equivalent academic qualification from a similar non-UK institution. This degree can be in any subject discipline (excluding Marketing).

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## International qualifications

Select your country or region to view specific entry requirements.

Many countries have a different education system to that of the UK, meaning your qualifications may not meet our entry requirements. Completing your Foundation Certificate, such as that offered by the [University of Liverpool International College](#), means you're guaranteed a place on your chosen course.

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# English language requirements

You'll need to demonstrate competence in the use of English language, unless you're from a [majority English speaking country](#).

We accept a variety of [international language tests](#) and [country-specific qualifications](#).

International applicants who do not meet the minimum required standard of English language can complete one of our [Pre-Sessional English courses](#) to achieve the required level.

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## IELTS

6.5 overall, with no component below 6.0

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## TOEFL iBT

88 overall, with minimum scores of listening 19, writing 19, reading 19 and speaking 20. TOEFL Home Edition not accepted.

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### **Duolingo English Test**

125 overall, with writing not less than 125, speaking and reading not less than 115, and listening not below 110. For academic year 2025/26 only, we will also accept the production, literacy, comprehension and conversation score set: 120 overall, with no component below 105.

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### **Pearson PTE Academic**

61 overall, with no component below 59

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### **LanguageCert Academic**

70 overall, with no skill below 65

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### **PSI Skills for English**

B2 Pass with Merit in all bands

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### **INDIA Standard XII**

National Curriculum (CBSE/ISC) – 75% and above in English. Accepted State Boards – 80% and above in English.

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### **WAEC**

C6 or above

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## **Pre-sessional English**

Do you need to complete a Pre-sessional English course to meet the English language requirements for this course?

The length of Pre-sessional English course you'll need to take depends on your current level of English language ability.

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### **Pre-sessional English in detail**

If you don't meet our English language requirements, we can use your most recent IELTS score, or [the equivalent score in selected other English language tests](#), to determine the length of Pre-sessional English course you require.

Use the table below to check the course length you're likely to require for your current English language ability and see whether the course is available on campus or online.

<b>Your most recent IELTS score</b>	<b>Pre-sessional English course length</b>	<b>On campus or online</b>
6.0 overall, with no component below 6.0	6 weeks	On campus
6.0 overall, with no component below 5.5	10 weeks	On campus and online options available
6.0 overall, with no more than one component below 5.5, and no component below 5.0	12 weeks	On campus and online options available
5.5 overall, with no more than one component below 5.5, and no component below 5.0	20 weeks	On campus
5.0 overall, with no more than one component below 5.0, and no component below 4.5	30 weeks	On campus
4.5 overall, with no more than one component below 4.5, and no component below 4.0	40 weeks	On campus

If you've completed an alternative English language test to IELTS, we may be able to use this to assess your English language ability and determine the Pre-



sessional English course length you require.

Please see our guide to [Pre-sessional English entry requirements](#) for IELTS 6.5 overall, with no component below 6.0, for further details.

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