Building business connections

Module Information

2022.01, Approved

Summary Information

Module Code	5003LBCENT
Formal Module Title	Building business connections
Owning School	Leadership and Organisational Development
Career	Undergraduate
Credits	20
Academic level	FHEQ Level 5
Grading Schema	40

Teaching Responsibility

LJMU Schools involved in Delivery
Leadership and Organisational Development

Learning Methods

Learning Method Type	Hours
Seminar	36

Module Offering(s)

Display Name	Location	Start Month	Duration Number Duration Unit
JAN-MTP	MTP	January	12 Weeks

Aims and Outcomes

Aims	This module aims to enable students to identify and exploit relationships and networks to support personal, team and business development.

After completing the module the student should be able to:

Learning Outcomes

Code	Number	Description
MLO1	1	Build and exploit relationships and networks to enhance projects and deliver value to customers.
MLO2	2	Critically evaluate and deploy effective strategies to manage personal and professional relationships (including digital profiles)
MLO3	3	Identify opportunities to expand and/or diversify business ventures using external partners/resources

Module Content

Outline Syllabus	Business networkingDeveloping and maintaining personal and business profilesDigital networks and networking toolsCollaboration and co-creationVirtual business models
Module Overview	
Additional Information	This module provides the opportunity to develop and exploit networks and relationships.

Assessments

Assignment Category	Assessment Name	Weight	Exam/Test Length (hours)	Module Learning Outcome Mapping
Portfolio	Portfolio	100	0	MLO1, MLO2, MLO3

Module Contacts

Module Leader

Contact Name	Applies to all offerings	Offerings
Chris Taylor	Yes	N/A

Partner Module Team

Contact Name	Applies to all offerings	Offerings