

## Programme Specification

**BSc Food Business and Marketing with Foundation**

**For students entering Foundation year in September 2026**

**UCAS Code: DL64**

**UFFDBMKFY**

**This document sets out key information about your Programme and forms part of your Terms and Conditions with the University of Reading.**

|  |   |
|--|---|
| Awarding Institution                           | University of Reading                             |
| Teaching Institution                           | University of Reading                             |
| Length of Programme                            | 4 years   |
| Length of Programme with placement/year abroad |   |
| Accreditation                                  | Chartered Institute of Marketing (CIM)            |
| QAA Subject Benchmarking Group                 | Food; Economics; Business; Management; Marketing. |

### Programme information and content

The BSc Food Business and Marketing programme aims to provide you with a degree-level education in food business and marketing together with training in the application of these disciplines to some of the key challenges facing the United Kingdom, European and global food industry.

The degree draws on the University's internationally recognised expertise in the food chain and its excellent links with food business (e.g. industry, retailers, etc.). Based in the School of Agriculture, Policy and Development/Department of Agri-Food Economics and Marketing it benefits from close links with the Chartered Institute of Marketing's Sector Interest Group for the food business and a thriving marketing community with social and professional events organised by a student-led Marketing Society.

As a graduate of Food Business and Marketing, you will be particularly well placed to move into a range of business and related roles within the food businesses (e.g. food industry, retailers, food services, etc.), marketing agencies, startup businesses, consultancies, and academia. Previous students have gone on to work for a wide range of companies both large, including Mars, Sainsbury's, Kellogg's, Innocent, Unilever, Aldi, and Waitrose, and small like family businesses.

The development of applied research skills features strongly in this degree including a marketing research project for a real food company, and a final year dissertation or project on a food related theme tailored to your interests.

During the course of their studies at University of Reading, all students will be expected to enhance their academic and personal transferable skills. In following this programme, students will have the opportunity to develop such skills, in particular relating to analytical and critical thinking, problem solving, numeracy, research design, information handling, report writing, written and oral communication team working, use of information

|  |   |
|--|---|
| <p>technology and career management and will have been encouraged to further develop and enhance the full set of skills through a variety of opportunities available outside the curriculum.</p> |   |
| Foundation year:   | <p>In the Foundation year you will develop the knowledge and skills required for further undergraduate study on your degree at Part 1. Modules include 20 credits of compulsory subject specific skills and 80 credits of modules in subjects, which depend on your particular degree. There is also a 20 credit compulsory Academic Skills module teaching critical thinking, research, referencing, group work, presentation and other skills. During the Foundation year you will also become familiar with the university academic culture, procedures, expectations and online learning platform, meaning you are well prepared for the transition into Part 1 studies.</p>  |
| Part 1:  | <p>Part 1 introduces the underlying concepts and principles relating to business, marketing, sustainability, and economics together with an overview of the food businesses and the value chain from ‘farm to fork’. Students will also start to develop a range of professional skills relevant to marketers and business managers.</p>  |
| Part 2:  | <p>Part 2 build on the foundations from Part 1 and further develops knowledge and critical understanding of subjects related to marketing (i.e. marketing research methods, and applied marketing and management), business (i.e. create your business), and food (i.e. issues in food choice and sensory). Options in Part 2 provides opportunities for students to delve in greater depth into areas closely aligned to their degree such as business, marketing and food.</p>  |
| Placement/Study abroad year:   | <p>Students may be permitted to transfer to a programme with Study Abroad / Placement Year.</p>   |
| Part 3:  | <p>Part 3 modules focus on and debate some of the key strategic questions faced by managers, marketers and policy makers working within the food businesses. While a key dimension of the degree and business success is identifying market opportunities, businesses also need to be competitive in delivering the product to consumers, hence Part 3 also includes the principles of food policy and supply chain management. In Part 3 you will also have the opportunity to showcase the skills in research and enquiry you have developed in the degree through an independent research project or project on a food business and marketing related topic of your choice. Options in Part 3 provides opportunities for students to delve in greater depth into areas closely aligned to their degree such as business, marketing and food.</p> |

**Programme Learning Outcomes - BSc Food Business and Marketing with Foundation**

During the course of the Programme, you will have the opportunity to develop a range of skills, knowledge and attributes (known as learning outcomes) For this programme, these are:

|    | <b>Learning outcomes</b>   |
|----|--|
| 1  | Demonstrate independent research skills, an evidenced-based approach, the critical analysis and independent learning for the investigation and problem-solving of issues in the food business industry   |
| 2  | Apply key economic and marketing concepts to real world problems at the individual, business, and country level in the food chain  |
| 3  | Appreciate the relevance of basic business (planning, organising, leadership and control) and marketing concepts (4Ps) in the food chain   |
| 4  | Recognise the value of leadership and human resource management, and understand differences in organisational structures and behaviour in the food chain   |
| 5  | Understand the role and importance of marketing to the attainment of organisational goals and the strategic management in the food chain   |
| 6  | By the end of the Placement Year programme, students will have contextualised their academic learning in a placement in the food chain role relevant to their programme of studies and developed their professional experience, skills and knowledge, contributing significantly towards their continuous learning and career prospects as graduates |
| 7  | To gain entrepreneurial skills and insights for starting new start-up business in the food area.   |
| 8  | Evaluate and critically analyse local and global sustainability effects and opportunities in the food and business area.   |
| 9  | Demonstrate mastery of a wide range of employability skills including verbal communication, written communication, teamwork, time management, project management and IT  |
| 10 | To conduct marketing research and apply marketing strategies in food business  |

You will be expected to engage in learning activities to achieve these Programme learning outcomes. Assessment of your modules will reflect these learning outcomes and test how far you have met the requirements for your degree.

To pass the Programme, you will be required to meet the progression or accreditation and award criteria set out below.

In addition to the learning outcomes stated above if you are on a placement or study abroad programme you will have the opportunity to develop the following learning outcome:

| <b>Additional Learning outcomes</b> |
|-------------------------------------|
| N/A                                 |

**Module information**

Each part comprises 120 credits, allocated across a range of compulsory and optional modules as shown below. Compulsory modules are listed.

**Foundation modules:**

| Module | Name                                       | Credits | Level |
|--------|--|---------|-------|
| BI0MF1 | Mathematics Foundation                     | 20      | 0     |
| IF0EC1 | Foundation Economics - Microeconomics      | 20      | 0     |
| IF0EC2 | Foundation Economics - Macroeconomics      | 20      | 0     |
| IF0IBM | An Introduction to Business and Management | 40      | 0     |

The remaining 20 credits is the academic skills module IF0RAS Foundation in Academic Skills for home students or IF0ACA Academic Skills for international students.

**Part 1 Modules:**

| Module | Name  | Credits | Level |
|--------|---|---------|-------|
| AD1EEN | The Economic Environment                                    | 20      | 4     |
| AD1FBS | The Food Business   | 20      | 4     |
| AD1FMM | The Fundamentals of Management and Marketing                | 20      | 4     |
| AD1GLS | Global Sustainability: Challenges and Prospects             | 20      | 4     |
| AD1RBM | Research and Professional Skills for Business and Marketing | 20      | 4     |

Remaining credits will be made up of optional modules available in the School of Agriculture, Policy and Development or modules from an approved list.

**Part 2 Modules:**

| Module | Name                               | Credits | Level |
|--------|------------------------------------|---------|-------|
| AD2AMM | Applied Marketing and Management   | 20      | 5     |
| AD2RDA | Research Methods and Data Analysis | 20      | 5     |
| FB2FC  | Food Choice                        | 20      | 5     |
| MM270  | Practice of Entrepreneurship       | 20      | 5     |

Your remaining credits will be made up of optional modules from selected modules mainly from the School of Agriculture, Policy and Development and from an approved list, subject to timetabling constraints. The optional modules provide a choice of subjects or a guided selection of topics such that the student can tailor the programme to match their interests and career aspirations.

If you take a year-long placement or study abroad, Part 3 as described below may be subject to variation.

**Part 3 Modules:**

| Module | Name                                    | Credits | Level |
|--------|---|---------|-------|
| AD3FPS | Food Policy and Supply Chain Management | 20      | 6     |
| AD3MST | Marketing Strategy                      | 20      | 6     |

Students must choose a minimum of 20 credits to a maximum of 60 credits of the following two modules:

| Module | Name                         | Credits | Level |
|--------|------------------------------|---------|-------|
| AD3INP | Independent Research Project | 40      | 6     |
| and/or |                              |         |       |
| AD3APR | Applied Marketing Project    | 20      | 6     |

To follow the Business or Marketing pathways you must take 20 credits from a defined module list.

Your remaining credits will be made up of optional modules from selected modules mainly from the School of Agriculture, Policy and Development and from an approved list, subject to timetabling constraints. The optional modules provide a choice of subjects or a guided selection of topics such that the student can tailor the programme to match their interests and career aspirations

### Placement opportunities

N/A

### Optional modules:

The optional modules available can vary from year to year. An indicative list of the range of optional modules for your programme can be found online in the Course Catalogue. Details of optional modules for each part, including any additional costs associated with the optional modules, will be made available to you prior to the beginning of the Part in which they are to be taken and you will be given an opportunity to express interest in the optional modules that you would like to take. Entry to optional modules will be at the discretion of the University and subject to availability and may be subject to pre-requisites, such as completion of another module. Although the University tries to ensure you are able to take the optional modules in which you have expressed interest this cannot be guaranteed.

### Teaching and learning delivery:

You will be taught through lectures, seminars/tutorials, practicals, and supervised project work.

The contact hours for your Programme are dependent on module choice but will normally be approximately 240 – 280 hours, with less taught hours in your final year. Information about module contact hours can be located in the relevant module description

Elements of your programme will be delivered via digital technology.

The scheduled teaching and learning activity hours and amount of technology enhanced learning activity for your programme will depend upon your module combination. In

addition, you will undertake some self-scheduled teaching and learning activities, designed by and/or involving staff, which give some flexibility for you to choose when to complete them. You will also be expected to undertake guided independent study. Information about module study hours including contact hours and the amount of independent study which a student is normally expected to undertake for a module is indicated in the relevant module description.

### **Accreditation details**

This course is recognised by the Chartered Institute of Marketing (CIM) as an accredited degree, enabling graduates to receive exemptions from all but one module of the Certificate in Professional Marketing or Certificate in Professional Digital Marketing qualification, or exemptions from all but two CIM modules for the Diploma in Professional Marketing qualification or Diploma in Professional Digital Marketing.

### **Assessment**

The programme will be assessed through a combination of written examinations and coursework, assessed via a range of methods.

### **Progression**

#### *Foundation Year*

The University-wide rules relating to 'threshold performance' as follows

- (i) obtain an overall weighted average of 50% over 120 credits taken in Part 0; and
- (ii) obtain a mark of at least 40% in all individual modules.

In order to progress from Part 0 to Part 1 and be eligible for transfer to BSc Food Business and Marketing, a student must achieve a threshold performance.

#### *Part 1*

To achieve a threshold performance at Part 1, a student will normally be required to:

- (i) Obtain an overall weighted average of 40% over 120 credits taken in Part 1;
- (ii) Obtain a mark of at least 40% in individual modules amounting to not less than 80 credits taken in Part 1; and
- (iii) Obtain marks of at least 30% in modules amounting to 120 credits. (A Fail in a Pass/Fail module will be treated as not meeting the minimum threshold requirement for progression or classification. Pass/fail modules are excluded from weighted average calculations but must be passed to avoid failure of the Part or degree.)

In order to progress from Part 1 to Part 2, a student must achieve a threshold performance.

The achievement of a threshold performance at Part 1 qualifies a student for a Certificate of Higher Education if they leave the University before completing the subsequent Part.

Students are able to transfer from a Joint or Major/Minor Honours programme to a Single Honours programme in one of their joint subject areas at the end of Part 1, subject to:

- Meeting the University Threshold Standard at the end of Part 1; and
- Achieving marks of at least 40% in at least 40 credits of modules (e.g., 2 x 20 credit modules) in the subject to which they wish to transfer; and
- Meeting any programme-specific progression rules for the Part 1 Single Honours Programme to which they wish to transfer.

NB Students taking a Major/Minor programme may only transfer to a Single Honours programme in the Major subject and must meet the above requirements.

Students should seek advice about the titles of programmes they may be eligible to transfer to.

Students who transfer from a Joint or Major/Minor Honours programme to a Single Honours programme may not have taken all of the Part 1 modules listed in the Single Honours Programme Specification. The modules which they have taken will be shown on their Diploma Supplement.

### *Part 2*

To achieve a threshold performance at Part 2, a student shall normally be required to:

- (i) Obtain a weighted average of 40% over 120 credits taken in Part 2; and
- (ii) Obtain marks of at least 40% in individual modules amounting to at least 80 credits taken in Part 2; and
- (iii) Obtain marks of at least 30% in individual modules amounting to at least 120 credits. (A Fail in a Pass/Fail module will be treated as not meeting the minimum threshold requirement for progression or classification. Pass/fail modules are excluded from weighted average calculations but must be passed to avoid failure of the Part or degree.)

In order to progress from Part 2 to Part 3, a student must achieve a threshold performance.

The achievement of a threshold performance at Part 2 qualifies a student for a Diploma of Higher Education if they leave the University before completing the subsequent Part.

## **Classification**

Bachelors' degrees

The University's honours classification scheme is based on the following:

Mark Interpretation

70% - 100% First class

60% - 69% Upper Second class

50% - 59% Lower Second class

40% - 49% Third class

35% - 39% Below Honours Standard

0% - 34% Fail

The weighting of the Parts/Years in the calculation of the degree classification is:

*Three year programmes:*

Part 2: one-third

Part 3: two-thirds

*Four year programmes, including study abroad*

Part 2: one-third

Study abroad: Year abroad not included in the classification

Part 3: two-thirds

Details of the classification method is given in detail in the Assessment Handbook under:

- Section 17: Awards (Bachelor's), or
- Section 18: Awards (Integrated Master's programmes). Students who do not progress to Part 4 of the Integrated Master's will normally be subject to the method detailed under Section 17: Awards (Bachelor's)

Please note that there may be a specific version of the above for your year of entry.

### **Additional costs of the programme**

Costs may be incurred for optional modules not listed here. These may vary according to module choice and are subject to inflation and other price fluctuations.

Costs are indicative and may vary according to optional modules chosen and are subject to inflation and other price fluctuations. Estimates were calculated in 2025.

**For further information about your Programme please refer to the Programme Handbook and the relevant module descriptions, which are available at <http://www.reading.ac.uk/module/>. The Programme Handbook and the relevant module descriptions do not form part of your Terms and Conditions with the University of Reading.**

BSc Food Business and Marketing with Foundation for students entering Foundation year in session 2026/27

11 June 2025

© The University of Reading 2025