Dear Tina Cheng,

Institute of Commercial Management (ICM)

University of Worcester and ICM have been working closely together to formulate a partnership agreement.

In accordance with the terms of this partnership agreement, we are able to confirm students of HKIPHE who successfully complete their ICM qualifications and meet the stated entry criteria are eligible to progress to University of Worcester courses named in the agreement.

Here is an extract from the agreement outlining the courses and criteria.

5. **Scope of Educational Provision**

5.1 On successful completion of the Partner’s programmes detailed below, students will be considered for entry to the following programmes from the University’s Worcester Business School, subject to availability.

5.2 Undergraduate

Diploma in Business Studies (ICM)

Students who have passed ICM Certificate in Business Studies and ICM Diploma in Business Studies with at least a grade C will be eligible for entry into year two of the following courses:

- BA (Hons) Business Management
- BA (Hons) Management
- BA (Hons) Marketing
- BA (Hons) Accountancy
- BA (Hons) Business, Accountancy & Advertising
- BA (Hons) Business, Accountancy & Economics
- BA (Hons) Business, Accountancy & HRM
- BA (Hons) Business, Accountancy & Marketing
- BA (Hons) Business, Accountancy & Public Relations
- BA (Hons) Business, Advertising & HRM
- BA (Hons) Business, Advertising & Public Relations
- BA (Hons) Business, Economics & Advertising
- BA (Hons) Business, Economics & HRM
- BA (Hons) Business, Economics & Public Relations
- BA (Hons) Business, HRM & Public Relations
- BA (Hons) Business, Leadership & HRM
- BA (Hons) Business, Leadership & Management
- BA (Hons) Business, Leadership and Marketing
- BA (Hons) Business, Management & Accountancy
- BA (Hons) Business, Management & Advertising
- BA (Hons) Business, Management & Economics
- BA (Hons) Business, Management & HRM
- BA (Hons) Business, Management & Marketing
- BA (Hons) Business, Management & Public Relations
- BA (Hons) Business, Marketing & Advertising
- BA (Hons) Business, Marketing & Economics
- BA (Hons) Business, Marketing & HRM
- BA (Hons) Business, Marketing & Public Relations
- BA (Hons) Marketing, Advertising & Public Relations
- BA (Hons) Marketing, Advertising & Web Design

**Diploma in Accounting and Finance (ICM)**

Students who have passed ICM Certificate in Accounting and Finance and ICM Diploma in Accounting and Finance with at least a grade C will be eligible for entry into year **two** of the following course:

- BA (Hons) Accountancy (2011 onwards)

**Certificate in Accounting (ICM) and Diploma in Accounting and Finance (ICM)**

Students who have passed ICM Certificate in Accounting and Finance and ICM Diploma in Accounting and Finance with at least a grade C will be eligible for entry into year **one** of the following courses:

- BA (Hons) Business Management
- BA (Hons) Management
- BA (Hons) Marketing
- BA (Hons) Advertising
- BA (Hons) Business, Accountancy & Advertising
- BA (Hons) Business, Accountancy & Economics
- BA (Hons) Business, Accountancy & HRM
- BA (Hons) Business, Accountancy & Marketing

- BA (Hons) Business, Accountancy & Public Relations
- BA (Hons) Business, Advertising & HRM
- BA (Hons) Business, Advertising & Public Relations

- BA (Hons) Business, Economics & Advertising
- BA (Hons) Business, Economics & HRM
- BA (Hons) Business, Economics & Public Relations

- BA (Hons) Business, HRM & Public Relations
- BA (Hons) Business, Leadership & HRM
- BA (Hons) Business, Leadership & Management
- BA (Hons) Business, Leadership and Marketing

- BA (Hons) Business, Management & Accountancy
- BA (Hons) Business, Management & Advertising
- BA (Hons) Business, Management & Economics
- BA (Hons) Business, Management & HRM
- BA (Hons) Business, Management & Marketing
- BA (Hons) Business, Management & Public Relations

- BA (Hons) Business, Marketing & Advertising
- BA (Hons) Business, Marketing & Economics
- BA (Hons) Business, Marketing & HRM
- BA (Hons) Business, Marketing & Public Relations

- BA (Hons) Marketing, Advertising & Public Relations
- BA (Hons) Marketing, Advertising & Web Design

**Advanced Diploma in Business Studies (ICM)**

Students who have passed ICM Certificate in Business Studies, ICM Diploma in Business Studies and ICM Advanced Diploma in Business Studies with at least a grade C will be eligible for entry into the following courses:

- BA (Hons) International Business Top-UP
  (appropriate for students who have studied or worked outside of the UK for at least 2 years)
- Year 3 of BA (Hons) Business Management
Advanced Diploma in Accounting and Finance (ICM)
Students who have passed ICM Certificate in Accounting and Finance, ICM Diploma in Accounting and Finance and ICM Advanced Diploma in Accounting and Finance with at least a grade C will be eligible for entry into the following courses:

- BA (Hons) International Finance Top up
  (appropriate for students who have studied or worked outside of the UK for at least 2 years)
- Year 3 of BA (Hons) Accounting  (2012 onwards)

5.3 Postgraduate

Postgraduate Diploma in Management (ICM)
Graduates from this programme will be exempted from 120 (M) level credits on either the University of Worcester MSc Management qualification or University of Worcester MBA or University of Worcester International MBA.

Students must have in addition to the ICM Postgraduate Diploma in Management a UK honours degree or equivalent at 2:2 or higher in any discipline.

Students wishing to progress to University of Worcester MBA must have at least 2 years Management experience. Students wishing to progress to University of Worcester International MBA must have at least 2 years work experience.

Graduates from ICM Postgraduate Diploma in Business Management will on successful completion of the University of Worcester Research Methods module and Dissertation be eligible for the award of MSc Management or MBA (if they have 2 years management experience) or International MBA (if they have 2 years work experience).

5.4 Language Requirements

In addition to the above students will need IELTS 6.0 (minimum 5.5 in writing) or equivalent for entry to undergraduate courses and IELTS 6.5 (minimum 6.0 in writing) or equivalent for postgraduate courses.

We hope you will find this information useful and look forward to welcoming students from HKIPHE here in Worcester.

Yours sincerely

John Gardener
Admissions Tutor