



Defence and Security Export PgCert

This course is aimed at those working within the defence and security sector who are looking to expand their knowledge in defence and security marketing. Graduates achieve a high level of understanding and detailed knowledge in skills such as marketing and negotiations, as well as offsets and trade compliance. Qualities such as these prove attractive to employers seeking personnel in wider managerial fields, including contracts, commercial management as well strategic management

The tuition and training is specifically geared towards defence and security trade control and compliance, representing essential knowledge for those working in this area of endeavour.

Course structure

The course is made up of five core modules and one independent research project. The accumulation of 60 credits (or more) is made through the assessments of taught modules and the independent research project.

Individual project

Students should choose a contemporary defence & security marketing related topic of professional significance. This topic may be conducted as a mini-consultancy project within the student's company. Any project will have to be agreed with the students' supervisor and sponsor, where relevant.

100% of the marks are awarded on the final submission of a 4,000 word research project.

Future career

This programme will enhance your prospects when applying for positions within organisations that deal with defence marketing and exports as the in-depth academic and practical knowledge gained will be evident to your prospective employer.

To support your career goals Cranfield provides opportunities for you to network with fellow professionals, leading figures from industry and academic experts.

Example modules

Modules form only part of the course, with the project(s) and theses making up the balance. Please see the course structure for details.

The list below shows the modules offered in the 2019-20 academic year, to give you an idea of course content. To keep our courses relevant and up-to-date, modules are subject to change – please see the webpage for the latest information.

Compulsory:

- Defence and Security Marketing,
- Defence and Security Offset,
- Legal Ethical and Political Defence and Security Frameworks,
- Negotiations,
- Strategic Trade Controls and Compliance.

Duration:

PgCert: can be obtained in one year and benefits from a two year registration period.

Start date:

January.

Location:

Cranfield.

Entry requirements:

A first or second Class Honours degree or equivalent. Students with 3rd Class Honours or an Ordinary Degree with three or five years respectively of suitable postgraduate experience may also qualify for enrolment. Nongraduates will be assessed on the basis of scholastic attainment and experience.

Contact details

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For further information please visit
www.cranfield.ac.uk/dse