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AN INTRODUCTION TO CENTIGRADE

James Flynn

Norton Community School

We have prepared this workbook to help you to study your options for higher education within the Republic of Ireland and the United Kingdom. The objective has been to discover the relative strengths of your key interests and then to match the stronger of these to corresponding Honours Degree, Ordinary Degree and Higher Certificate course areas.

Your responses to the Centigrade questionnaire and academic achievements have been collated and scored - the higher of your interest results are summarised in Table A below. A more complete list is shown in Table B on page 2 (Your Interest Profile).

Table A

Course Areas		Interest Levels (%)					Typical Courses
		60	70	80	90	100	
Financial	I	[Bar from 60 to 100]					Finance, Risk Management, Banking, Accountancy
Industrial		[Bar from 60 to 90]					Industrial/Production Management, Operational Research
Education		[Bar from 60 to 90]					Educational Studies, Secondary Education, Extended Education
Marketing/Retailing		[Bar from 60 to 90]					Marketing, Consumer Services, Retail Management etc
Management	I	[Bar from 60 to 80]					Management Sciences, European Business Management
Business Studies		[Bar from 60 to 80]					Management Sciences, Business Studies, Personnel Management
Hosp/Inst Mgmt	M	[Bar from 60 to 60]					Hotel Management, Home Economics, Tourism Studies

I indicates an area you have already identified as a possible interest

M indicates an area lower down your Interest Profile with a strong Overall Match

You have two main tasks:

- To discover which courses best suit you.
- To find which universities, ITs or colleges meet your overall needs.

Each course selection worksheet will offer you a wide range of courses - many of which will be new to you. Some could prove very interesting - some could open up exciting future careers possibilities - some will combine together two or more of your stronger interests.

The **Action Plan** and **Course Analysis Forms** provided are designed to guide you as you find out about courses and institutions, through reading Degree Course Descriptions, prospectuses, and by attending some of the many Open Days, HE Conventions and Taster courses which are available to you in the Republic of Ireland and in the UK.

*Finally a **pull-out map** is provided to help you locate universities and colleges and to consider the likely costs of travel.*

B YOUR INTEREST PROFILE

Your interest profile lists each course area in descending order of your interest. In each case the 'Interest Level', 'Overall Match' and an indication of useful subjects frequently required or preferred for entry to universities or colleges are shown. The rows highlighted in **blue** are the course areas printed as worksheets in Section C.

Table B

Higher Education Course Areas	Interest Level %	Overall Match %	Useful Subjects
Financial ⓘ	100 (Very High)	76 (High)	Misc (E,M,Ec,BS,ICT)
Industrial Education	90 (Very High)	76 (High)	M,Sci,Tech
Marketing/Retailing	90 (Very High)	65 (Moderate)	Misc (G,E,M)
Management ⓘ	80 (High)	80 (High)	Misc (E,M,Ec,BS,ICT)
Business Studies	80 (High)	78 (High)	Misc (M,E,BS,Ec)
Mathematics/Statistics	70 (High)	61 (Moderate)	M
Hospitality/Institutional Management	60 (Moderate)	80 (High) ⓘ	Misc (E,M,BS,HE)
Economics ⓘ	60 (Moderate)	75 (High)	Misc (Ec,M,ICT)
Law	60 (Moderate)	61 (Moderate)	Misc (E,M)
Computing/IT	50 (Moderate)	59 (Moderate)	M,P (Co,ICT)
Design Studies	50 (Moderate)	58 (Moderate)	Art
Politics Based	50 (Moderate)	48 (Marginal)	Misc (E,H,Ec,M)
Modern Languages	50 (Moderate)	38 (Marginal)	Lang (G,E)
Social Studies/Science	40 (Marginal)	60 (Moderate)	Misc (H,M,E)
Art/Craft	40 (Marginal)	58 (Moderate)	Art/Craft
International Studies	40 (Marginal)	41 (Marginal)	Misc (Lang,Gg,Ec)
General Engineering	30 (Marginal)	50 (Moderate)	M,P (ICT,Co)
English/Literary Studies	30 (Marginal)	31 (Marginal)	G,E (H,Lang)
Chemistry Based	20 (Low)	60 (Moderate)	C,M,P
Media/Radio/TV/Film	20 (Low)	55 (Moderate)	Misc (G,E,M)
Surveying	20 (Low)	55 (Moderate)	Misc (M,Gg)
Communication	20 (Low)	53 (Moderate)	Misc (G,E,H,Gg,ICT)
Civil Engineering	20 (Low)	43 (Marginal)	M,P (ICT,Co)
Chemical Engineering	20 (Low)	38 (Marginal)	C,M,P (ICT,Co)
Geography Based	20 (Low)	36 (Marginal)	Gg,Misc (E,M)
Environmental Science/Studies	20 (Low)	35 (Marginal)	Sci (M)
History of Art	20 (Low)	21 (Low)	Misc (E,H,Misc)
Chemical Technologies	15 (Low)	43 (Marginal)	C,P,M
Sport & Leisure	10 (Low)	57 (Moderate)	Misc
Electrical/Electronic Engineering	10 (Low)	48 (Marginal)	M,P (EI,ICT)
General Medical	10 (Low)	48 (Marginal)	Misc (Sci)
Physics Based	10 (Low)	48 (Marginal)	M,P (ICT)
Planning	10 (Low)	48 (Marginal)	Misc (M,Gg,ICT)
Biochemistry Based	10 (Low)	40 (Marginal)	B,C,M (P)
Medical - Chemistry Based	10 (Low)	38 (Marginal)	C,B,M,P
Mechanical Engineering	10 (Low)	36 (Marginal)	M,P
Biological Technologies	10 (Low)	36 (Marginal)	B,M,P,C
Medical - Physics Based	10 (Low)	35 (Marginal)	M,P,B/C
History Based	10 (Low)	30 (Marginal)	H,Misc (G,E,Lang)
Drama/Theatrical	10 (Low)	28 (Low)	Misc (G,E)
Combined Sciences	10 (Low)	26 (Low)	Sci (M)
Psychology	0 (Very Low)	45 (Marginal)	Misc (E,M,B)
Biology Related	0 (Very Low)	45 (Marginal)	B,C,M
Building Related	0 (Very Low)	40 (Marginal)	M (P)

ⓘ indicates an area lower down your Interest Profile with a strong Overall Match

In your case a further nine course areas, at interest levels of 0%, have not been included.

Useful Subject Codes

Codes shown above: **AC** = Art/Craft, **AD** = Art/Design, **B** = Biology, **BS** = Business Studies, **C** = Chemistry, **Co** = Computing, **Dc** = Dance, **DS** = Design Studies, **Ec** = Economics, **E** = English, **EI** = Electronics, **G** = Gaeilge/Irish, **Gg** = Geography, **GI** = Geology, **Gk** = Greek, **H** = History, **HE** = Home Economics, **ICT** = Information Communicaton Technology, **Lang** = Languages, **L** = Latin, **M** = Mathematics, **Mu** = Music, **Misc** = Most subjects are suitable, **PE** = Physical Education, **P** = Physics, **RS** = Religious Studies, **Sci** = Sciences, **Tech** = Technical. Subjects shown in brackets are valuable as support subjects but may not be essential for admission purposes in every case.

YOUR WORKSHEETS EXPLAINED

The double-page worksheets in Section C contain a great deal of information for you to consider. The text below explains how to make the most of these worksheets and how to use them as a trigger for your own research.

Table I on each worksheet lists relevant single subject courses and combinations with other subjects. **Table II** then lists universities and colleges offering these courses and there is a brief description of course titles in **Table IV**.

Linking Tables I, II and IV

The following typical examples from Table I, Table II and the Course Descriptions in Table IV demonstrate how the red letters, **abcd** etc, are used to link the list of courses, institutions and descriptions together.

Table I: Degree Courses

Course Title	UCAS Code Range
Management Studies	
a Hotel/Catering/Culinary Management	N100-299
b Hospitality/Hotel Management	N100-299
c Leisure/Recreational Management	N100-299
d Hospitality Management with Business	N202

LOCATIONS

Table II: Course Locations

Locations	Universities and colleges
Republic of Ireland (Home Area)	Athlone IT acf
	Letterkenny IT abcdf
	Tralee IT cdf
	Waterford IT cdf
	Dublin CU bep
	Limerick U abdf
	Trinity C bcdfk

Table IV: Course Descriptions

- a Hotel/Catering/Culinary Management**
Typical Hotel Management courses concentrating on the techniques of catering on a large or small scale.
- b Hospitality/Hotel Management**
Courses provide students with a combination of practical hotel and catering knowledge, and with the business and management skills and training needed in the hotel and catering, leisure, tourism, conference and exhibition management industries.
- c Leisure/Recreational Management**

As you can see 'Hotel/Catering/Culinary Management' degrees in Table I can be located wherever the red 'a' appears in Table II. This shows, for example, Athlone IT, Letterkenny IT and Limerick University offer this course. The brief description in Table IV with 'a' in front of it also refers to the courses in Tables I and II.

Likewise 'Hospitality/Hotel Management' can be located in Table II wherever the red 'b' appears. Looking in Table II, you can see Dublin CU, Letterkenny IT, Limerick U and Trinity C all have 'b' in the red letters next to them, so therefore, offer this type of course.

Table III: Overall Match

How well do your other interests match the overall requirements of each course area? The bar graphs in Table III go some way to help you to resolve this question. They indicate your main interest score for the course area at the top, together with your scores for each of five other important supporting interest areas.

Table III: Overall Match

Interests	Interest Levels (%)				Comments	
	0	20	40	60		80
Hosp/Inst Mgmt					Your Very High interest score for Hosp/Inst Mgmt has been added to the five supporting interests below.	
Supporting	Management					A wide range of management skills would be needed in almost all related careers fields.
	Business Studies					Good administration is vital to the efficient operation of hotels and of institutions of all kinds.
	Marketing/Retail					Marketing your organisation, advertising and producing sales literature would be needed.
	Problem Solving					Could you cope with the challenge of solving the problems which will arise almost continuously in hotel management?
	Physical Activity					Most of the careers in this field are physically very demanding.
Overall Match					The six interests above have been averaged to calculate your High Overall Match Score of 70.	

The bars follow the same colour coding as traffic lights; green - a high score - go ahead; amber - a moderate score - take care; red - a low score - stop and investigate carefully. In addition, comments are given to explain the significance of each supporting interest area.

In the example, the red bar indicates a low score for 'Management' interest, warning that the person concerned should reconsider his/her attitude to management before proceeding with a course of this type.

Cautionary Notes

Where you have given any negative or uncertain answers on your questionnaire, you should refer to the Cautionary Notes in Section E.

★ Disclaimer: Whilst we make every effort to ensure that the information in Centigrade is as accurate and up-to-date as possible, we would ask you to carefully check course details in university prospectuses and websites before submitting your application.

FINANCIAL WORKSHEET

Interest Level: Very High **I****Academic Level:** I
(Strong Degree Potential)**Overall Match:** High**Outline** - Typical courses include financial and management accounting, economics, business and company law, banking and insurance.**Graduate Opportunities** - Graduates from these courses are well equipped to enter the financial sector. They enter accountancy, clearing and merchant banking, insurance, financial services, pension investment organisations, the Inland Revenue, building societies, stock and commodity markets. The scope is enormous in industry, commerce, central and local government.**Entrance Requirements** - Most arts or science backgrounds would be acceptable. Good mathematics would be an added advantage.**Table I: Degree and Higher Certificate Courses** - Indicates courses and course combinations listed in *The CAO College Guide* and by UCAS which are directly related to your Financial interests. The lower case letters, **abcd** etc, are used to link the courses below with the universities, ITs and colleges offering these courses in Table II, plus their descriptions in Table IV. The entries marked with **DIC** are courses where Irish Ordinary Degrees and Higher Certificates are available.

Course Title	UCAS Code Range	Course Title	UCAS Code Range
Accounting		Management Studies	
a Accounting and Finance DIC	N300-499	j Accounting and Management	NN24/NN42
b Banking and Finance	N300-499	Finance	
c Accountancy DIC	N400-499	k Actuarial Studies/Science	N300-399
d Accounting with Finance	N4N3	l Insurance/Banking	N300-399
e Accounting/Finance and Business DIC	NN41/NN14	m Investment/Financial Risk	N300-399
f Accounting/Finance and Marketing	NN45/NN54	n Finance DIC	N300-499
g Accounting and Tourism	NN48/NN84	o Accounting and Finance	NN34/NN43
Statistics		p Finance and Marketing	NN35/NN53
h Actuarial Science	G300-399		
Business Studies			
i International Finance and Banking	N100-999		

LOCATIONS

Table II: Course Locations - Universities and colleges offering courses within a range of **320-480+ UCAS Tariff Points** (*The UCAS Tariff points only refer to UK courses, a fuller range is given for those in Ireland*). The letters in red relate to the courses in Table I, each institution has available. If **DIC** is shown next to an entry, this indicates Irish Ordinary Degrees and Higher Certificates are available for some of the courses in Table I. You should check with www.qualifax.ie, CAO or the institution for more information.The locations at the top of the table are your indicated home and preferred areas shown by **■**, all other areas are listed beneath and indicated with **■**.

Locations	Universities and Colleges					
■	Republic of Ireland (Home Area)	American C a Cork IT c DIC Dundalk IT a ICD Dublin a Limerick U In Sligo IT cen DIC Waterford IT cm	Athlone IT c Dublin Bus Sch ace DIC Galway-Mayo IT ac DIC Independent C a NCI c Tallaght IT c DIC	Blanchardstown IT a Dublin CU a Grafton C ce DIC Letterkenny IT c NUI Galway c UC Dublin k	Carlow IT c DIC Dublin IT a Griffith C, Dublin a Limerick IT ace NUI Maynooth acein UCC cn	
	North West	Lancaster U ajno	Liverpool U an	Manchester U cjno	Salford U o	
	Scotland	Edinburgh U eo	Glasgow U cd	Strathclyde U cefgjnop		
	Northern Ireland	Queen's Belfast ckn	Ulster U cmo			
	France	Touro C n				
	Germany	Euro U of Munich n				
	■	Inner London	City U himo	LSE ko	ifs Finance m	
		Outer London	Brunel U eo	Greenwich U an	Kingston U ao	Roehampton U j
		North East	Durham U ajno Northumbria U acn	Leeds U a Sheffield U a	Lincoln U a York U j	Newcastle U ae
		Wales	Cardiff U abcj	Swansea U o		
West Midlands		Aston U cn	Birmingham U ab	Warwick U o		

Further geographical locations appear after the worksheets in Section D.

FINANCIAL WORKSHEET

Table III: Overall Match - The bar graphs below show your main interest score for Financial plus five supporting interests averaged to calculate your **High Overall Match score of 76%**.

Interests	Interest Levels (%)						Comments	
	0	20	40	60	80	100		
Financial							Your Very High interest score for Financial has been added to the five supporting interests below.	
Supporting	Maths/Stats							It would be important to have a relatively sound mathematical background in this sort of work.
	Economics							The economic principles of banking, finance and trade would be taught in all financial courses.
	Administration							All financial work is based on efficient analysis, storage and retrieval of information.
	Marketing/Retail							All financial services have to be marketed in a competitive and dynamic market.
	Law							Some knowledge of law would be helpful in meeting Government guidelines and applying financial legislation.
Overall Match							The six interests above have been averaged to calculate your High Overall Match Score of 76.	

Cautionary Notes - Two cautionary notes were raised (see Section E): **Teamwork (Q1)** and **Official Documents (Q108)**.

Table IV: Course Descriptions

- a Accounting and Finance**
Very similar courses to Accountancy, usually with more emphasis on the management of finance, budgeting and investment.
- bin Finance and Banking**
These courses cover many aspects of financial management, banking, economics, accounting, monetary theory, strategic management and investment. Courses can be combined with a European language and a year spent abroad.
- c Accountancy**
These courses concentrate on the theoretical and practical aspects of accounting and business finance, economics, computing, taxation etc.
- h Actuarial Science**
Courses aim to give a grounding in maths, statistics, actuarial and financial studies. Options may include insurance mathematics, probabilistic models in insurance, demography, mathematical economics and actuarial science.
- k Actuarial Studies/Science**
Courses deal with the evaluation and management of financial risks, especially in connection with the estimation of insurance and pension fund risk - based on the application of mathematics and statistics and of probability theory. Topics: mathematics, statistics, economics, accounting etc.
- l Insurance/Banking**
These are specialist business courses with a variety of options and include links with financial institutions and industry. Exemption from the exams of several professional institutes is possible depending on the options taken.
- m Investment/Financial Risk**
Topics include economics, accountancy, law, financial markets and institutions. Core subjects include financial analysis, securities and investment. Options: financial mathematics, econometrics, financial services law, property valuation, risk analysis, life insurance and pensions.

Degree Course Descriptions

- Finance
- Accountancy

Recommended Websites

- Chartered Accountants Ireland - www.charteredaccountants.ie
- Business and Finance Ireland - www.businessandfinance.ie
- Institute of Bankers in Ireland - www.bankers.ie
- Institute of Certified Public Accountants in Ireland - www.cpaireland.ie
- Institute of Chartered Accountants in England and Wales - www.icaew.com
- Chartered Institute of Management Accountants (CIMA) - www.cimaglobal.com
- Association of Chartered Certified Accountants (ACCA) - www.accaglobal.com
- Biz/Ed - www.bized.co.uk
- CFA Society of the UK - <https://secure.cfauk.org>
- Chartered Insurance Institute - www.cii.co.uk

Reading Suggestions

- *Business Accounting and Finance* - Catherine Gowthorpe, Cengage Learning EMEA, 2011
- *The Psychology of Money* - Adrian Furnham and Michael Argyle, Routledge, 1998
- *Accountancy Uncovered* - Jenny Keaveney, Trotman, 2010
- *Accounts Demystified: the Astonishingly Simple Guide to Accounting* - Anthony Rice, Prentice-Hall, 2011
- *Quantitative Methods for Business and Economics* - Glyn Burton et al, Prentice Hall, 2001
- *Accounting* - Michael Jones, John Wiley, 2006
- *Business Finance: Theory and Practice* - Eddie McLaney, Financial Times/Prentice Hall, 2011
- Look at the financial sections of quality newspapers such as the *Financial Times* and specialist journals such as *Accountancy* or *The Economist*.

INDUSTRIAL WORKSHEET

Interest Level: Very High**Academic Level:** I
(Strong Degree Potential)**Overall Match:** High

Outline - These courses mainly involve the techniques of industrial management, and the control and assessment of industrial processes. Some courses are more closely linked with manufacturing and engineering techniques (UCAS codes commencing **H7**); others fall into the Management Studies (**N2** codes) or Operational Research (**G2**) categories.

Graduate Opportunities - Graduates are well qualified for work in industrial production/management, in analysing the performance and efficiency of companies, in solving operational problems and establishing good working practices. These skills can also be used in banking, accountancy, insurance, commerce, local/central government, marketing, purchasing and in a wide range of businesses or management consultancies.

Entrance Requirements - Mathematics, science and technical backgrounds are useful but not always essential. Mathematics would play a particularly vital role in operational research.

Table I: Degree Courses - Indicates courses and course combinations listed in *The CAO College Guide* and by UCAS which are directly related to your Industrial interests. The lower case letters, **abcd** etc, are used to link with institutions offering these courses in Table II, plus their descriptions in Table IV.

Course Title	UCAS Code Range	Course Title	UCAS Code Range
Human Resource Management		Operational Research	
a Human Resource Management and Marketing	NN65/NN56	c Business/Management Science	G200-299
Miscellaneous Medical Subjects		Production & Manufacturing Engineering	
b Occupational Health and Safety	B900-999	d Manufacturing Engineering	H700-799

LOCATIONS

Table II: Course Locations - Universities and colleges offering courses within a range of 320-480+ UCAS Tariff Points (*The UCAS Tariff points only refer to UK courses, a fuller range is given for those in Ireland*). The letters in red relate to the courses in Table I, each institution has available.

The locations at the top of the table are your indicated home and preferred areas shown by ■, all other areas are listed beneath and indicated with ■.

Locations	Universities and Colleges
■ Republic of Ireland (Home Area)	Dublin CU d Dublin IT d Limerick U d Sligo IT b
	Waterford IT d
■ Scotland	Strathclyde U ac
■ North East	Leeds U d
■ South/West	Bath U d
■ East Midlands	Loughboro' U d Nottingham U d

INDUSTRIAL WORKSHEET

Table III: Overall Match - The bar graphs below show your main interest score for Industrial plus five supporting interests averaged to calculate your **High Overall Match score of 76%**.

Interests	Interest Levels (%)						Comments	
	0	20	40	60	80	100		
Industrial							Your Very High interest score for Industrial has been added to the five supporting interests below.	
Supporting	Maths/Stats							Mathematics would play a vital role in most of these courses especially in understanding the engineering involved.
	Management							It would be vital to develop good management qualities. Check syllabuses of courses for suitable options.
	Administration							Industrial managers need excellent administrative skills to control their operations.
	Teamwork							In most careers associated with these courses you will most likely be working with others in a team.
	Tech. Innovation							Technical innovative qualities could be helpful in coping with these courses and related careers.
Overall Match							The six interests above have been averaged to calculate your High Overall Match Score of 76.	

Cautionary Notes - Five cautionary notes were raised (see Section E): **Quality Control (Q5)**, **Teamwork (Q1)**, **Record Keeping (Q22)**, **Spatial Thinking (Q69)** and **Inter-Relationships (Q124)**.

Table IV: Course Descriptions

- | | |
|---|--|
| <p>b Occupational Health and Safety
Graduates gain a range of knowledge, skills and competencies which equip them for careers in occupational safety and health and its many related areas.</p> <p>c Business/Management Science
Courses cover all aspects of modern business management and include management of staff, finance, accounting, sales and marketing, production control, computer control of companies and international business - often with an opportunity for a year to be spent abroad.</p> | <p>d Manufacturing Engineering
Courses combining the foundations of mechanical and electronic engineering - but specialising in the design and production of factory and manufacturing systems.</p> |
|---|--|

Degree Course Descriptions

- Occupational Health and Safety
- Manufacturing Engineering

Recommended Websites

- Health and Safety Authority, Ireland - www.hsa.ie
- Institute of Industrial Engineers, Ireland - www.iiereiland.net
- Engineers Ireland - www.engineersireland.ie
- Institution of Occupational Safety and Health - www.iosh.co.uk
- Health and Safety Executive - www.hse.gov.uk
- Institution of Mechanical Engineers - www.imeche.org
- Engineering Council UK - www.engc.org.uk
- British Safety Council - www.britsafe.org
- Safety and Health Practitioner - www.shponline.co.uk
- Engineering Employer's Federation - EEF: the Manufacturers' Organisation - www.eef.org.uk

Reading Suggestions

- *Introduction to Health and Safety at Work* - Phil Hughes and Ed Ferrett, Butterworth-Heinemann, 2011
- *Essentials of Health and Safety at Work* - HSE Books, 2006
- *Manufacturing Engineering and Technology* - Serope Kalpakjian and Steven Schmid, Prentice Hall, 2009
- *Principles of Health and Safety at Work* - Allan St John Holt, IOSH Services, 2009
- *Engineering Mathematics* - K A Stroud, Palgrave Macmillan, 2007
- *Health and Safety in Brief* - John Ridley, Butterworth-Heinemann, 2008

EDUCATION WORKSHEET

Interest Level: Very High**Academic Level:** I
(Strong Degree Potential)**Overall Match:** Moderate

Outline - The majority of courses shown in Table 1 are of the 4 year BEd type and usually include a subject which can be taught at school. A typical BEd degree would cover educational theory, sociology, psychology, specialisms eg in teaching children with special needs or at different age levels. An alternative route into education is to take a Post Graduate Certificate in Education (PGCE) after a 3- or 4-year degree course.

Graduate Opportunities - The majority of those reading for BEd degrees and PGCE qualifications enter the teaching profession, but quite a significant proportion use their degrees to enter the general graduate market. Careers in management, banking, insurance, commerce, retail sales management, eg with Marks and Spencer, are all possibilities.

Entrance Requirements - Most arts or science subjects supported by good mathematics and English would be acceptable for admission to teaching courses.

Table I: Degree and Higher Certificate Courses - Indicates courses and course combinations listed in *The CAO College Guide* and by UCAS which are directly related to your Education interests. The lower case letters, **abcd** etc, are used to link the courses below with the universities, ITs and colleges offering these courses in Table II, plus their descriptions in Table IV. The entries marked with **DiC** are courses where Irish Ordinary Degrees and Higher Certificates are available.

Course Title	UCAS Code Range	Course Title	UCAS Code Range
Other Courses		Academic Studies In Education	
a Primary Education - Gaeltacht Applicants	-	f Early Childhood Studies DiC	X100-999
b Home Economics Teaching & Another Subject	-	g Teaching Assistance/Learning Support	X100-999
Training Teachers		h Education with Business/Management	X3N1/X3N2
c English Language Teaching	X100-399	i Education and Marketing	XN35/NX53
d Secondary Education	X100-399	j Education and Tourism	XN38/NX83
Academic Studies In Education			
e General Education Courses	X100-999		

LOCATIONS

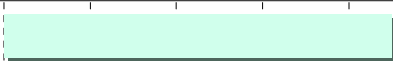
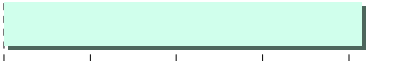

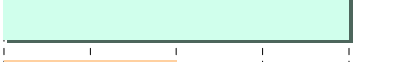



Table II: Course Locations - Universities and colleges offering courses within a range of 320-480+ UCAS Tariff Points (*The UCAS Tariff points only refer to UK courses, a fuller range is given for those in Ireland*). The letters in red relate to the courses in Table I, each institution has available. If **DiC** is shown next to an entry, this indicates Irish Ordinary Degrees or Higher Certificates are available for some of the courses in Table I. You should check with www.qualifax.ie, CAO or the institution for more information.

The locations at the top of the table are your indicated home and preferred areas shown by ■, all other areas are listed beneath and indicated with ■.

Locations	Universities and Colleges				
Republic of Ireland (Home Area)	Blanchardstown IT f	Carlow IT f	Colaiste Mhuire ae	Cork IT f DiC	
	Dublin CU e	Dublin IT f	Dundalk IT f	Letterkenny IT f	
	Mary Immaculate af	NUI Maynooth af	Sligo IT f	St Angela's C b	
	St Patrick's CofE a	Tralee IT f DiC	UCC f	Waterford IT f	
	North West	Blackpool Fylde C g	Chester U f	Edge Hill def	Liverpool Hope U fij
Scotland	Liverpool JMU g				
Northern Ireland	W Scotland U e				
Inner London	Stranmillis UC f				
Outer London	King's C d				
	Brunel U e	Greenwich U f	Middlesex U ef		
	Huddersfield U e	Leeds Met U f	Sheffield Hallam U f	Sheffield U e	
	Sunderland U dfhj	York U ce			
	Wales	Cardiff U e	Swansea Met e		
	West Midlands	Keele U ei			
	South/West	Bath Spa U ef	Southampton U e	UWE Bristol f	
	East Midlands	De Montfort U e			
	South/East	Brighton U e	Winchester U ef		
	East Anglia	UEA Norwich e			

EDUCATION WORKSHEET

Table III: Overall Match - The bar graphs below show your main interest score for Education plus five supporting interests averaged to calculate your **Moderate Overall Match score of 65%**. You should pay particular attention to those supporting interests where the bar graphs are coloured in red.

Interests	Interest Levels (%)					Comments	
	0	20	40	60	80		100
Education						Your Very High interest score for Education has been added to the five supporting interests below.	
Supporting	Teamwork						Encouraging a sense of teamwork in the classroom would help boost morale and productivity amongst your students.
	Administration						The hallmark of the good teacher, whose lessons are well prepared, is administration.
	Management						Caring for the needs of students, motivating and channelling their work would call for good management skills.
	Social Care						Having a deep concern for the social welfare of others would be very important in teaching the young.
	Communication						It is vital in teaching to be able to communicate your plans and keep students and staff informed at all levels.
Overall Match						The six interests above have been averaged to calculate your Moderate Overall Match Score of 65.	

Cautionary Notes - Only one cautionary note was raised (see Section E): **Teamwork (Q1)**.

Table IV: Course Descriptions

a Primary Education - Gaeltacht Applicants

These courses are normally reserved for students that come from households which have Gaeilge as the normal language. You should check with each college concerned as the entrance requirements may vary.

d Secondary Education

Courses prepare for teaching in secondary schools (ages 11-18), usually as specialist subject teachers. Educational training is combined with one or more optional specialist subjects and a period of practical teaching experience. Courses lead to an appropriate professional qualification.

eg General Education Courses

A range of educationally based courses, some deal with specific areas, eg childhood studies, others aim at a broad understanding of the issues involved in and the nature of education. Some will lead to a professional teaching qualification. Careful research is needed.

f Early Childhood Studies

Courses look at the development of children in early life, how they learn and how this can best be encouraged. They include legislation relating to children and the formal structures for care and education in the early years.

Degree Course Descriptions

- Education (England, Wales, N. Ireland)
- Education (Ireland)
- Education (Scotland)

Recommended Websites

- Department of Education and Skills, Ireland - www.education.ie
- Irish National Teachers' Organisation - www.into.ie
- Association of Secondary Teachers, Ireland - www.asti.ie
- Teaching Council - www.teachingcouncil.ie
- Qualifax: National Learners' Database - www.qualifax.ie
- Postgraduate Diploma in Education (NUI) Applications Centre - www.pac.ie/main.php?inst=pe&ln=e
- Association of Teachers and Lecturers - www.atl.org.uk
- Teaching Agency (England) - www.education.gov.uk/get-into-teaching
- NASUWT - www.nasuwt.org.uk
- National Union of Teachers - www.teachers.org.uk

Reading Suggestions

- *Get Ready to Teach* - Verity Lush, Longman, 2009
- *Teaching Uncovered* - Karen Holmes, Trotman, 2010
- *How to Survive your First Year in Teaching* - Sue Cowley, Continuum International, 2009
- *The Newly Qualified Teacher's Handbook* - Elizabeth Holmes, Routledge, 2008

MARKETING/RETAILING WORKSHEET

Interest Level: Very High

Academic Level: I
(Strong Degree Potential)

Overall Match: Moderate

Outline - Courses all involve the marketing or promotion of goods and services, their initial market research, design or planning, costing, advertising, packaging, presentation, sales literature, and strategic pricing.

Graduate Opportunities - Graduates enter business management, marketing, sales, insurance, the public sector, financial services, banking, accountancy, advertising, the media and administration. Employers are looking for analytical and communication skills, adaptability, imagination, resourcefulness, team work, interpersonal skills, numeracy, precision and reliability. Careers prospects are excellent.

Entrance Requirements - Most arts or science backgrounds are acceptable. Good English/mathematics would be important.

Table I: Degree and Higher Certificate Courses - Indicates courses and course combinations listed in *The CAO College Guide* and by UCAS which are directly related to your Marketing/Retailing interests. The lower case letters, **abcd** etc, are used to link the courses below with the universities, ITs and colleges offering these courses in Table II, plus their descriptions in Table IV. The entries marked with **D/C** are courses where Irish Ordinary Degrees and Higher Certificates are available.

Course Title	UCAS Code Range	Course Title	UCAS Code Range
Marketing		Management Studies	
a Marketing D/C	N500-599	g Licensed Trade/Retail Management	N100-299
b Fashion Marketing	N500-599	h Retail Management/Marketing D/C	N100-599
c International Marketing D/C	N500-599	Tourism, Transport & Travel	
d Advertising and Marketing	N500-599	i Events Management D/C	N100-899
e Marketing and Tourism	NN58/NN85	j Travel/Tourism Business/Management D/C	N800-899
Management Studies		k Tourism with Business Management	N8N1/N8N2
f Enterprise/Entrepreneurship D/C	N100-299		

LOCATIONS

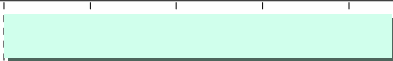
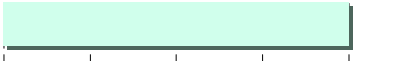


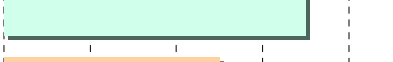


Table II: Course Locations - Universities and colleges offering courses within a range of **320-480+ UCAS Tariff Points** (*The UCAS Tariff points only refer to UK courses, a fuller range is given for those in Ireland*). The letters in red relate to the courses in Table I, each institution has available. If **D/C** is shown next to an entry, this indicates Irish Ordinary Degrees and Higher Certificates are available for some of the courses in Table I. You should check with www.qualifax.ie, CAO or the institution for more information.

The locations at the top of the table are your indicated home and preferred areas shown by ■, all other areas are listed beneath and indicated with ■.

Locations	Universities and Colleges			
Republic of Ireland (Home Area)	Athlone IT f D/C	Carlow IT a	Cork IT a	Dublin Bus Sch ai D/C
	Dublin IT aehij D/C	Dun Laoghaire Inst f	Dundalk IT ai D/C	Galway-Mayo IT hij D/C
	Griffith C, Dublin a D/C	IBAT Dublin a	Independent C a	Letterkenny IT a D/C
	Limerick IT afi D/C	NCI a	NUI Maynooth af	Sligo IT ac D/C
	Tallaght IT ad D/C	Tralee IT j D/C	Waterford IT aehj D/C	
	North West	Lancaster U acdf	Liverpool Hope U e	Liverpool U a
	Scotland	Strathclyde U aef		Salford U ij
	Northern Ireland	Ulster U a		
	France	Burgundy Sch of Bus a	SKEMA Bus Sch a	Touro C a
	Germany	Cologne Bus Sch j	Ingolstadt UAS h	Intl UAS Bad Honnef ij
	Worms UAS j			
Outer London	Pearson C f			
	North East	Durham U a	Newcastle U a	Northumbria U a
	West Midlands	Aston U a		Sunderland U k
	South/West	Bournemouth U adi	Southampton U acf	
	South/East	Brighton U gh	Surrey U h	Winchester U bi
	East Anglia	Essex U a		

MARKETING/RETAILING WORKSHEET

Table III: Overall Match - The bar graphs below show your main interest score for Marketing/Retailing plus five supporting interests averaged to calculate your **Moderate Overall Match score of 65%**. You should pay particular attention to those supporting interests where the bar graphs are coloured in red.

Interests	Interest Levels (%)					Comments	
	0	20	40	60	80		100
Marketing/Retail						Your Very High interest score for Marketing/Retailing has been added to the five supporting interests below.	
Supporting	Administration						All marketing and sales work calls for accurate attention to and recording of commercial information.
	Psychology						Marketing is about convincing people to like your product or service, so the psychology factors involved would be vital.
	Financial						Accounting and financial control would play a key role in these syllabuses.
	Maths/Stats						Mathematics/statistics are important in analysing market research data.
	Computing/IT						Using IT technology would play a key part in day-to-day marketing eg in analysing and recording market trends.
Overall Match						The six interests above have been averaged to calculate your Moderate Overall Match Score of 65.	

Cautionary Notes - Three cautionary notes were raised (see Section E): **Sales Promotion (Q146)**, **Teamwork (Q1)** and **Inter-Relationships (Q124)**.

Table IV: Course Descriptions

- | | |
|---|---|
| <p>a Marketing
Courses focus on the strategic promotion of the goods or services of organisations, the analysis of markets, customer demand, new product development and positioning, retailing and advertising.</p> <p>c International Marketing
Marketing courses which specialise in export and overseas sales promotion.</p> <p>d Advertising and Marketing
A course combining aspects of both Advertising and Marketing. See under the separate headings for more information.</p> <p>f Enterprise/Entrepreneurship
Management/business courses which focus on the building up of business enterprises, the nature and role of the entrepreneur in small and large businesses, the development of an enterprise culture, importance of service, quality, customer care etc.</p> <p>g Licensed Trade/Retail Management
Courses provide the management skills needed to run a retail organisation. Topics usually include: marketing in the retail environment, organisational behaviour, business economics, IT, financial studies, buying and merchandising, store operations, consumerism etc.</p> | <p>h Retail Management/Marketing
Courses provide the management skills needed to run the UK's major retail organisations. Topics usually include: marketing in the retail environment, organisational behaviour, business economics, IT, financial studies, buying and merchandising, store operations, consumerism etc.</p> <p>i Events Management
Programmes cross the boundaries between marketing, hospitality, customer service, finance, planning and other business skills to develop multi-disciplined, creative team leaders able to organise the largest events such as large conferences, exhibitions, receptions including accommodation and food.</p> <p>j Travel/Tourism Business/Management
Courses provide an understanding of tourism (one of our faster growing industries) and cover topics such as: the nature and effects of tourism, the effects on the economy, business studies, finance, European language, tourism marketing & resource planning, travel and tourism operations etc.</p> |
|---|---|

Degree Course Descriptions

- Marketing
- Retail Management

Recommended Websites

- Marketing Institute of Ireland - www.mii.ie
- Enterprise Ireland - www.enterprise-ireland.com
- Irish Management Institute - www.imi.ie
- Retail Excellence Ireland - www.retailexcellence.ie
- Chartered Institute of Marketing - www.cim.co.uk
- Skillsmart Retail - www.skillsmartretail.com
- Communication, Advertising and Marketing Foundation - www.camfoundation.com
- Institute of Sales and Marketing Management - www.ismm.co.uk

Reading Suggestions

- *Marketing Uncovered* - Andi Robertson, Trotman, 2009
- *Marketing Today* - Gordon Oliver, Prentice Hall, 1995
- *Retailing: an Introduction* - Roger Cox and Paul Brittain, Financial Times/ Prentice Hall, 2004
- *Retail Desire: Design, Display and the Art of the Visual Merchandiser* - Johnny Tucker, RotoVision, 2004
- *The Hidden Persuaders* - Vance Packard, Ig Publishing, 2007
- *New Marketing Practice: Rules for Success in a Changing World* - David Mercer, Penguin, 1997
- *Fashion Brands: Branding Style from Armani to Zara* - Mark Tungate, Kogan Page, 2012

MANAGEMENT WORKSHEET


Interest Level: High Academic Level: I
(Strong Degree Potential)




Overall Match: High

Outline - These business or management studies courses cover most aspects of the running of businesses or other organisations - and in particular the achievement of objectives through people, their motivation, co-ordination, and guidance.


Graduate Opportunities - Graduates from these degree courses are in considerable demand. They enter industry, commerce, accountancy, public administration, the Civil Service, transport, communications, banking and insurance. Unemployment rates are very low.



Entrance Requirements - Most arts or science backgrounds would be acceptable. Evidence of an adequate foundation of English and mathematics needed. Some courses call for a stronger foundation of mathematics than others - so check entry requirements carefully.







Table I: Degree and Higher Certificate Courses - Indicates courses and course combinations listed in *The CAO College Guide* and by UCAS which are directly related to your Management interests. The lower case letters, **abcd** etc, are used to link the courses below with the universities, ITs and colleges offering these courses in Table II, plus their descriptions in Table IV. The entries marked with  are courses where Irish Ordinary Degrees and Higher Certificates are available.

Course Title	UCAS Code Range	Course Title	UCAS Code Range
Business Studies		Management Studies	
a Logistics Management	N100-999	i Business/Management and Marketing	NN25/NN52
b Business and Personnel	NN16/NN61 etc	j Management and Tourism	NN28/NN82
Operational Research		Human Resource Management	
c Business/Management Science	G200-299	k Human Resource Management	N100-799
Management Studies		Tourism, Transport & Travel	
d Management Studies/Science	N100-299	l Events Management 	N100-899
e Business Management with Finance/Accounting	N2N3/N2N4	m Airline & Airport Management	N800-999
f Business Management with Marketing 	N2N5	n Event and Human Resource Management	NN86/NN68
g Management with Human Resources	N2N6	Miscellaneous Business & Administration	
h Business/Management and Finance	NN23/NN32	o Transport Management 	N900-999

LOCATIONS

Table II: Course Locations - Universities and colleges offering courses within a range of 320-480+ UCAS Tariff Points (The UCAS Tariff points only refer to UK courses, a fuller range is given for those in Ireland). The letters in red relate to the courses in Table I, each institution has available. If  is shown next to an entry, this indicates Irish Ordinary Degrees or Higher Certificates are available for some of the courses in Table I. You should check with www.qualifax.ie, CAO or the institution for more information.




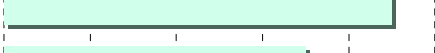
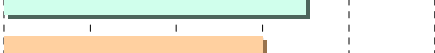
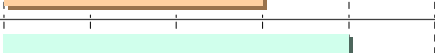

The locations at the top of the table are your indicated home and preferred areas shown by , all other areas are listed beneath and indicated with .

Locations	Universities and Colleges				
	Republic of Ireland (Home Area)	Carlow IT k Dundalk IT l  Sligo IT f 	Dublin Bus Sch kl Galway-Mayo IT l  Trinity C d	Dublin CU m Limerick IT lo 	Dublin IT aklo NCI k
	North West	Lancaster U dhk	Manchester U dfk	Salford U l	
	Scotland	St Andrews U d	Strathclyde U bcdhijkl		
	Germany	EBS Bus Sch, Frankfurt m Rhein-Waal UAS a	Intl UAS Bad Honnef lm Stralsund UAS d	Jacobs U a Worms UAS m	Karlshochschule Intl U l
	Inner London	City U d	LSE d	UC London o	
	Outer London	Brunel U ef	Roehampton U i		
	North East	Durham U d York U d	Leeds U dfk	Newcastle U i	Northumbria U adk
	Wales	Cardiff U bhi			
	West Midlands	Aston U ko	Warwick U d		
	South/West	Bath U di Southampton U d	Bournemouth U l	Bristol U d	Exeter U df
	East Midlands	Leicester U di	Loughboro' U di	Nottingham U d	
	South/East	Brighton U ef Winchester U fgl	Royal Holloway bdefghi	Surrey U j	Sussex U i

Further geographical locations appear after the worksheets in Section D.

MANAGEMENT WORKSHEET

Table III: Overall Match - The bar graphs below show your main interest score for Management plus five supporting interests averaged to calculate your **High Overall Match score of 80%**.

Interests	Interest Levels (%)						Comments	
	0	20	40	60	80	100		
Management							Your High interest score for Management has been added to the five supporting interests below.	
Supporting	Administration							Administrative techniques are essential to the control and smooth running of all organisations.
	Financial							An understanding of accounting and financial control will play a key part in these syllabuses.
	Problem Solving							Solving problems is a daily role of management and these courses will help you analyse typical problems.
	Maths/Stats							You will need reasonably reliable mathematics and arithmetic in these course areas.
	Economics							Economics is increasingly important in understanding the principles of competition and in assessing business trends.
Overall Match							The six interests above have been averaged to calculate your High Overall Match Score of 80.	

Cautionary Notes - Three cautionary notes were raised (see Section E): **Teamwork (Q1)**, **Competitiveness (Q45)** and **Reading Load (Q120)**.

Table IV: Course Descriptions

- | | |
|---|---|
| <p>a Logistics Management
"Britain's top retailers consider Logistics and Supply Chain Management as their most vital concern". The degree course covers the fields of buying, inventory control, supplier development, customer service and the logistics of distribution.</p> <p>cd Business/Administration/Management Studies
Courses cover all aspects of modern business management and include management of staff, finance, accounting, sales and marketing, production control, computer control of companies and international business - often with an opportunity for a year to be spent abroad.</p> <p>k Human Resource Management
Courses are concerned with the effective use of people in industry, with the balance of work within a group or team, industrial safety, hygiene, toxicology, human reliability etc.</p> | <p>l Events Management
Programmes cross the boundaries between marketing, hospitality, customer service, finance, planning and other business skills to develop multi-disciplined, creative team leaders able to organise the largest events such as large conferences, exhibitions, receptions including accommodation and food.</p> <p>m Airline & Airport Management
These courses examine the structure, nature and operating characteristics of the international aviation industry and focuses on the many issues and decision-making processes integral to airline and airport business.</p> <p>o Transport Management
A wide range of interesting transport-related courses. Check individual prospectuses in each case.</p> |
|---|---|

Degree Course Descriptions

- Business Management
- Logistics
- Human Resource Management

Recommended Websites

- Irish Management Institute - www.imi.ie
- National Institute for Transport & Logistics, Ireland - www.nitl.ie
- CIPD Ireland - www.cipd.co.uk/global/europe/ireland
- Supply Chain Management Institute, Ireland - www.ipics.ie
- Business Management Association - www.businessmanagement.org.uk
- Association of Business Schools - www.associationofbusinessschools.org
- Chartered Institute of Personnel and Development - www.cipd.co.uk
- Chartered Institute of Logistics and Transport (UK) - www.ciltuk.org.uk
- Association of Business Executives - www.abeuk.com
- Careers in Logistics - www.careersinlogistics.co.uk

Reading Suggestions

- *Organisational Behaviour and Work: a Critical Introduction* - Fiona Wilson, Oxford University Press, 2010
- *The International Business Environment: Challenges and Changes* - Ian Brooks, Jamie Weatherston and Graham Wilkinson, Financial Times/Prentice Hall, 2010
- *Logistics and Supply Chain Management* - Martin Christopher, Financial Times/Prentice Hall, 2011
- *Human Resource Management at Work: People Management and Development* - Mick Marchington and Adrian Wilkinson, CIPD, 2008
- *Green Logistics: Improving the Environmental Sustainability of Logistics* - Alan McKinnon et al, Kogan Page, 2010
- *Corporate Finance and Investment: Decisions & Strategies* - Richard Pike, Bill Neale and Philip Linsley, Pearson, 2012
- *Human Resource Management: Theory and Practice* - John Bratton and Jeffrey Gold, Palgrave Macmillan, 2012

BUSINESS STUDIES WORKSHEET

Interest Level: High


Academic Level: I
(Strong Degree Potential)








Overall Match: High

Outline - These courses cover the common elements of business studies, and frequently include management, commerce, organisational theory and general business administration.


Graduate Opportunities - These courses provide an excellent background for almost every area of business, banking, industry and government. Graduates in business, administration and management enter public administration, the Civil Service, electricity and water industries, transport, telecommunications, retail organisations, accountancy, banking, insurance, manufacturing, finance, sales and marketing.



Entrance Requirements - Most arts or science backgrounds supported by adequate English and mathematics would be important.



























Table I: Degree and Higher Certificate Courses - Indicates courses and course combinations listed in *The CAO College Guide* and by UCAS which are directly related to your Business Studies interests. The lower case letters, **abcd** etc, are used to link the courses below with the universities, ITs and colleges offering these courses in Table II, plus their descriptions in Table IV. The entries marked with  are courses where Irish Ordinary Degrees and Higher Certificates are available.

Course Title	UCAS Code Range	Course Title	UCAS Code Range
Business Studies		Business Studies	
a Business Studies 	N100-299	m Business Studies and Education	NX13/XN31
b Business with Management	N1N2	Human Resource Management	
c Business Studies with Accounting/Finance	N1N3/N1N4	n Human Resource Management and Marketing	NN65/NN56
d Business Studies with Marketing	N1N5	Management Studies	
e Business with Human Resources	N1N6	o Business Administration 	N100-299
f Business Studies with Tourism	N1N8	p Enterprise/Entrepreneurship 	N100-299
g Business Studies with Education	N1X3	q Business 	N100-299
h Business and Finance	NN13/NN31	r Business Management 	N100-999
i Business and Accounting 	NN14/NN41	s Business and Management 	NN21/NN12
j Business and Marketing	NN15/NN51	Other Courses	
k Business and Personnel	NN16/NN61 etc	t Commerce	-
l Business and Tourism	NN18/NN81	u Commerce (International) with Irish	-

LOCATIONS

Table II: Course Locations - Universities and colleges offering courses within a range of 320-480+ UCAS Tariff Points (*The UCAS Tariff points only refer to UK courses, a fuller range is given for those in Ireland*). The letters in red relate to the courses in Table I, each institution has available. If  is shown next to an entry, this indicates Irish Ordinary Degrees or Higher Certificates are available for some of the courses in Table I. You should check with www.qualifax.ie, CAO or the institution for more information.

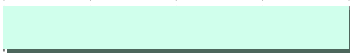


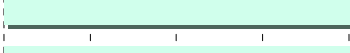
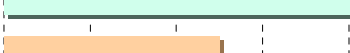


The locations at the top of the table are your indicated home and preferred areas shown by , all other areas are listed beneath and indicated with .

Locations	Universities and Colleges				
	Republic of Ireland (Home Area)	Athlone IT pq 	Blanchardstown IT q 	Carlow IT aqr 	Cork IT ao 
		Dublin Bus Sch aiq 	Dublin CU at	Dublin IT ars 	Dun Laoghaire Inst ap
		Dundalk IT ar 	Galway-Mayo IT q 	Grafton C iqrs 	Griffith C, Dublin aoq 
		IBAT Dublin q 	ICD Dublin a	Independent C a	Letterkenny IT oqr 
		Limerick IT fiopqrs 	Limerick U a	NCI q	NCPII Limerick q 
		NUI Galway t	NUI Maynooth iprs	Shannon C t	Sligo IT iq 
		Tallaght IT or 	Tralee IT aq 	UC Dublin t	UCC tu
		Waterford IT q			
	North West	Lancaster U abcp	Liverpool U a	Manchester U ac	Salford U cdes
	Scotland	Edinburgh U bdehirs	Glasgow U r	Strathclyde U hijklnopqs	
	Northern Ireland	Queen's Belfast r	Ulster U a		
	France	Ecole de Commerce Euro o	France Bus Sch r	IDCE Angers o	IESG Sch of Mgmt o
		INBA Intl Sch of Mgmt o	Paris School of Bus o	SKEMA Bus Sch o	Touro C o
	Germany	Frankfurt Sch of Man&Fin o	Globe Bus C a	S Westphalia UAS o	SRH Hochschule Berlin o
	Inner London	City U a	King's C r	Queen Mary s	
	Outer London	Brunel U ir	Pearson C p		
	North East	Durham U rs	Leeds U dh	Newcastle U ir	Northumbria U aor
		Sheffield U r	Sunderland U fglm		

Further geographical locations appear after the worksheets in Section D.

BUSINESS STUDIES WORKSHEET

Table III: Overall Match - The bar graphs below show your main interest score for Business Studies plus five supporting interests averaged to calculate your **High Overall Match score of 78%**.

Interests	Interest Levels (%)						Comments	
	0	20	40	60	80	100		
Business Studies							Your High interest score for Business Studies has been added to the five supporting interests below.	
Supporting	Maths/Stats							Mathematical competence will be called for in many of these courses. Do check entry requirements in each case.
	Management							Managing people, channelling their work and maintaining their enthusiasm are essential qualities.
	Financial							These business and administration courses will involve a study of accounting and finance.
	Problem Solving							Business executives spend most of their time in solving problems in sales, purchasing, marketing and production.
	Computing/IT							Increasingly computing and information technology are essential tools for administration courses and careers.
Overall Match							The six interests above have been averaged to calculate your High Overall Match Score of 78.	

Cautionary Notes - Four cautionary notes were raised (see Section E): **Record Keeping (Q22)**, **Official Documents (Q108)**, **Reading Load (Q120)** and **Inter-Relationships (Q124)**.

Table IV: Course Descriptions

aor Business/Administration/Management Studies

Courses cover all aspects of modern business management and include management of staff, finance, accounting, sales and marketing, production control, computer control of companies and international business - often with an opportunity for a year to be spent abroad.

p Enterprise/Entrepreneurship

Management/business courses which focus on the building up of business enterprises, the nature and role of the entrepreneur in small and large businesses, the development of an enterprise culture, importance of service, quality, customer care etc.

q Business

Courses offer a skills-based introduction to business, normally with an opportunity to specialise in financial, marketing, personnel, tourism, information management - and in many cases to transfer to a parallel degree course.

Degree Course Descriptions

- Business Management
- Finance

Recommended Websites

- Irish Management Institute - www.imi.ie
- Business and Finance Ireland - www.businessandfinance.ie
- Institute of Bankers in Ireland - www.bankers.ie
- Association of Business Executives - www.abeuk.com
- Business Management Association - www.businessmanagement.org.uk
- Biz/Ed - www.bized.co.uk
- Association of Business Schools - www.associationofbusinessschools.org
- Chartered Insurance Institute - www.cii.co.uk
- CFA Society of the UK - <https://secure.cfauk.org>
- UCAS Business and Management - www.ucas.com/seps/profiles/businessstudies

Reading Suggestions

- *The International Business Environment: Challenges and Changes* - Ian Brooks, Jamie Weatherston and Graham Wilkinson, Financial Times/Prentice Hall, 2010
- *Corporate Finance and Investment: Decisions & Strategies* - Richard Pike, Bill Neale and Philip Linsley, Pearson, 2012
- *Organisational Behaviour and Work: a Critical Introduction* - Fiona Wilson, Oxford University Press, 2010
- *Economics for Business and Management: A Student Text* - Alan Griffiths and Stuart Wall, Prentice Hall, 2011
- *Service Operations Management* - Robert Johnston, Graham Clark and Michael Shulver, Pearson, 2012
- *Quantitative Methods for Business and Economics* - Glyn Burton et al, Prentice Hall, 2001
- *Business Finance: Theory and Practice* - Eddie McLaney, Financial Times/Prentice Hall, 2011
- *Marketing: an Introduction* - Gary Armstrong, Philip Kotler, Michael Harker and Ross Brennan, Pearson, 2012

C HOSPITALITY/INSTITUTIONAL MANAGEMENT WORKSHEET

Interest Level: Moderate

Academic Level: I
(Strong Degree Potential)

Overall Match: High **M**

Outline - This group of courses covers three major areas ie a) Hospitality/Catering/Institutional Management
b) Tourism and assorted studies c) Home Economics.

Graduate Opportunities - Opportunities exist within large hotel chains, eg Trust House, Hilton etc as demand for hotel services has expanded in recent years. Catering opportunities occur in national restaurant and fast food chains. Catering facilities in schools, universities, hospitals, industry etc also offer considerable scope for employment.

Entrance Requirements - Most arts or science backgrounds are likely to be acceptable, preferably supported by an adequate foundation of biology, mathematics and English.

Table I: Degree and Higher Certificate Courses - Indicates courses and course combinations listed in *The CAO College Guide* and by UCAS which are directly related to your Hospitality/Institutional Management interests. The lower case letters, **abcd** etc, are used to link the courses below with the universities, ITs and colleges offering these courses in Table II, plus their descriptions in Table IV. The entries marked with **DC** are courses where Irish Ordinary Degrees and Higher Certificates are available.

Course Title	UCAS Code Range	Course Title	UCAS Code Range
Management Studies		Management Studies	
a Hotel/Catering/Culinary Management	N100-899	e Hospitality Management with Business	N2N2
b Spa/Salon/Beauty Management	N100-899	f Hospitality/Tourism Management	N2N8
c Hospitality/Hotel Management DC	N100-999	Other Courses	
d Leisure/Recreational Management DC	N100-999	g Bar Management/Supervision DC	-

LOCATIONS


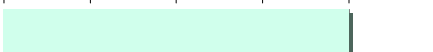
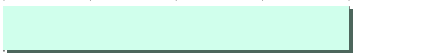




Table II: Course Locations - Universities and colleges offering courses within a range of 320-480+ UCAS Tariff Points (*The UCAS Tariff points only refer to UK courses, a fuller range is given for those in Ireland*). The letters in red relate to the courses in Table I, each institution has available. If **DC** is shown next to an entry, this indicates Irish Ordinary Degrees or Higher Certificates are available for some of the courses in Table I. You should check with www.qualifax.ie, CAO or the institution for more information.

The locations at the top of the table are your indicated home and preferred areas shown by **■**, all other areas are listed beneath and indicated with **■**.

Locations	Universities and Colleges					
■	Republic of Ireland (Home Area)	American C c Dublin IT cdg DC Letterkenny IT cg DC Tallaght IT c DC	Athlone IT cdg DC Dundalk IT c DC Limerick IT c DC Tralee IT c DC	Cork IT cdg DC Galway-Mayo IT cg DC Shannon C c Waterford IT cd DC	Dublin Bus Sch d Griffith C, Dublin c DC Sligo IT d DC	
	North West	Blackpool Fylde C c Manchester U d	Bolton U c	Cent Lancs U c	Manchester Met c	
	Scotland	Edinburgh Napier U cef Strathclyde U c	GlasgowCal U c	Queen Margaret U c	SRUC d	
	Northern Ireland	Ulster U c				
	France	Vatel Intl Sch c				
	Germany	Euro U of Munich d				
	■	North East	Huddersfield U c	Leeds Met U cd	Sheffield Hallam U c	
		Wales	Swansea Met d			
		West Midlands	Coventry U c	Derby U abc	Oxford B c	
		South/West	Bournemouth U acd	Exeter U f	Gloucestershire U c	
South/East		Brighton U c	Surrey U c			
East Anglia		UC Suffolk cdf				

HOSPITALITY/INSTITUTIONAL MANAGEMENT WORKSHEET

Table III: Overall Match - The bar graphs below show your main interest score for Hospitality/Institutional Management plus five supporting interests averaged to calculate your **High Overall Match score of 80%**.

Interests	Interest Levels (%)						Comments	
	0	20	40	60	80	100		
Hosp/Inst Mgmt							Your Moderate interest score for Hosp/Inst Mgmt has been added to the five supporting interests below.	
Supporting	Management							A wide range of management skills would be needed in almost all related careers fields.
	Business Studies							Good administration is vital to the efficient operation of hotels and of institutions of all kinds.
	Marketing/Retail							Marketing your organisation, advertising and producing sales literature would be needed.
	Problem Solving							Could you cope with the challenge of solving the problems which will arise almost continuously in hotel management?
	Physical Activity							Most of the careers in this field are physically very demanding.
Overall Match							The six interests above have been averaged to calculate your High Overall Match Score of 80.	

Cautionary Notes - Four cautionary notes were raised (see Section E): **Teamwork (Q1)**, **Quality Control (Q5)**, **Human Psychology (Q36)** and **Manual Control (Q57)**.

Table IV: Course Descriptions

- | | |
|--|---|
| <p>a Hotel/Catering/Culinary Management
Typical Hotel Management courses concentrating on the techniques of catering on a large or small scale.</p> <p>c Hospitality/Hotel Management
Courses provide students with a combination of practical hotel and catering knowledge, and with the business and management skills and training needed in the hotel and catering, leisure, tourism, conference and exhibition management industries.</p> | <p>d Leisure/Recreational Management
Students study the ever expanding demand for leisure activities. Topics: marketing, consumer demand, economics, accounting, communications, market research, leisure planning, international marketing, strategic market planning, tourism, entertainment, arts and sports, recreation etc.</p> |
|--|---|

Degree Course Descriptions

- Hospitality Management
- Business Management
- Leisure and Sport Studies/Management

Recommended Websites

- Irish Hospitality Institute - www.ihl.ie
- Irish Sports Council - www.irishsportsCouncil.ie
- Irish Management Institute - www.imi.ie
- Institute of Hospitality - www.instituteofhospitality.org
- Springboard UK Ltd - <http://springboarduk.net>
- Chartered Institute for the Management of Sport and Physical Activity - www.cimspa.co.uk
- Association of Business Schools - www.associationofbusinessschools.org
- Business Management Association - www.businessmanagement.org.uk
- Association of Business Executives - www.abeuk.com

Reading Suggestions

- *An introduction to the UK Hospitality Industry: A Comparative Approach* - Bob Brotherton, Butterworth-Heinemann, 2003
- *Working in Hospitality and Catering* - Babcock-Lifeskills, 2009
- *Introduction to the Hospitality Industry* - Clayton Barrows, Tom Powers and Dennis Reynolds, John Wiley, 2011
- *Service Operations Management* - Robert Johnston, Graham Clark and Michael Shulver, Pearson, 2012
- *Researching Leisure, Sport and Tourism: The Essential Guide* - Jonathan A Long, Sage Publications, 2007
- *The International Business Environment: Challenges and Changes* - Ian Brooks, Jamie Weatherston and Graham Wilkinson, Financial Times/Prentice Hall, 2010
- *Food and Beverage Management* - Bernard Davis et al, Butterworth-Heinemann, 2008
- *Hospitality Management and Organisational Behaviour* - Laurie Mullins, Longman, 2001

FURTHER UNIVERSITIES

The following lists of universities are those in geographical areas which would not fit in **Table II** on the actual worksheet. They are listed according to the worksheet they are related to.

Financial

Locations	Universities and colleges			
South/West	Bath U o Southampton U aj	Bournemouth U aeo UWE Bristol a	Bristol U jo	Exeter U aeo
East Midlands	Leicester U n	Loughboro' U bo	Nottingham Trent U n	Nottingham U co
South/East	Brighton U am Surrey U nop	Kent U ae Sussex U o	Reading U eijmo Winchester U jo	Royal Holloway j
East Anglia	Essex U abcjkno	UEA Norwich ajk		

Management

Locations	Universities and colleges	
East Anglia	Essex U i	UEA Norwich dhio

Business Studies

Locations	Universities and colleges			
Wales	Cardiff U kr	Swansea U cdr		
West Midlands	Aston U s	Birmingham U r		
South/West	Bath U os UWE Bristol a	Bournemouth U ahis	Exeter U irs	Southampton U p
East Midlands	Leicester U s	Nottingham Trent U r		
South/East	Brighton U eqr Surrey U r	Kent U ioq Sussex U hs	Reading U is Winchester U r	Royal Holloway ks
East Anglia	Essex U or			

CAUTIONARY NOTES

The following notes have been produced whenever your answers to the Questionnaire appear to be at variance with the likely demands or underlying interests/abilities needed for the courses concerned. It is hoped they will help you resolve any lingering doubts and make you more aware of the basic nature of such courses. The worksheets each note refers to are listed under the note.

Competitiveness (Q45)

These courses call for a great deal of determination and staying-power. You would need to be a very competitive person by nature to meet the course requirements and the academic workload.

(Management)

Human Psychology (Q36)

The study of human behaviour and personality can throw light on many different course fields, eg Sociology, Literature, History, Teaching, Management, Advertising, Business - in addition to being central to Psychology-based courses.

(Hospitality/Institutional Management)

Inter-Relationships (Q124)

One of the advantages and fascinations of these courses is that they involve economic, financial and business news of daily national and international importance. It would be valuable to build up a better understanding of these inter-related fields, in relation to your own subject or careers field.

(Industrial, Marketing/Retailing, Business Studies)

Manual Control (Q57)

These courses would involve the controlled handling of instruments, components or specimens. Accurate, well co-ordinated hand movements would be needed in most cases.

(Hospitality/Institutional Management)

Official Documents (Q108)

An ability to understand and memorise the details of official documents or regulations would be helpful.

(Financial, Business Studies)

Quality Control (Q5)

Attention to production, quality, cost control and reliability of goods or services, would be important in these courses or related careers fields.

(Industrial, Hospitality/Institutional Management)

Reading Load (Q120)

These courses could involve a relatively heavy 'reading load' and you would need stamina to keep going at times.

(Management, Business Studies)

Record Keeping (Q22)

Some people enjoy keeping accurate and meticulous records of their academic work. In these particular courses attention to detail and a concern for accurate recording of data would be essential.

(Industrial, Business Studies)

Sales Promotion (Q146)

The marketing of the goods or services of an organisation is essential in expanding its sales turnover. Techniques include advertising, using the media, mailing campaigns, producing and distributing well-designed sales literature, discovering what customers want (Market Research).

(Marketing/Retailing)

Spatial Thinking (Q69)

The ability to think in two- or three-dimensional terms, ie having a strong 'spatial' aptitude, would be very useful.

(Industrial)

Teamwork (Q1)

If you are happier working on your own than in a team, it may be wise to avoid these courses and the careers which spring from them, where good teamwork would be essential for success.

(Financial, Industrial, Education, Marketing/Retailing, Management, Hospitality/Institutional Management)

F SUGGESTED PLAN OF ACTION

Three years ago, Ciaran took part in Centigrade. His workbook revealed strong interests in finance, industrial management and education. His Overall Match scores for most of these were good but he knew very little about these course subjects. He found out more from www.qualifax.ie, Degree Course Descriptions and the prospectuses of several universities - which he felt might be suitable.

◆ Course Analysis and Overview

Table II on his Course Selection Worksheets listed HE institutions which were a) close to his home b) in areas which would provide opportunities for his hobbies and sports (hill walking and sailing). He began to plan his strategy using the Action Plan and completed several Course Analysis Forms, which helped him to develop a more systematic approach in comparing different courses and campuses. Ciaran collated his results on the Summary of Courses Investigated page.

◆ University Visits

Ciaran checked the list of Open Days on the Qualifax website (www.qualifax.ie) and used the Calendar of Taster Courses, Open Days and UCAS Education Conventions on the COA website (www.mycareersroom.co.uk/events) to find several events which covered his initial short-list of institutions with departments of finance and industrial management. He attended a taster course entitled 'Studying Finance at University' in March, having applied for a grant to attend this two-day event, and he attended another free taster course in the summer entitled 'What Do Industrial Management Students Do?' He also attended a UCAS/Guardian Higher Education Convention - listed in the UCAS Open Day booklet. It was helpful to speak to University/College representatives - who could answer detailed questions about courses and campuses, and provide prospectuses. These events were very influential in clarifying his ideas.

◆ Comparing Campuses

The open days and taster courses proved invaluable to Ciaran, in highlighting what to look for, in comparing accommodation and likely catering costs, transport needs, local facilities, sporting and social arrangements. The halls of residence at his first and second choices were convenient, well furnished and relatively less expensive compared to those at other universities, which he had previously considered.

◆ CAO Application

After studying the information on the Qualifax website and in the CAO Handbook, he submitted his application and met the deadline date. In mid-August after his Irish Leaving Certificate Examination results were known, he was fortunate to receive an offer in Round One, which he accepted.

◆ UCAS Application

Completing the UCAS form in mid-October was relatively straightforward and he was called for interview by three of his choices in late November and early December. He read through his Course Analysis Forms on the train each time and took along a copy of the University and College Checklist (see Section H) to make sure he could ask a number of good questions during the interviews about course content, the exam system, tutorials, seminar arrangements and accommodation availability and type.

In early February he received conditional offers from his first and second choices which he accepted. In late August his first choice was confirmed within three days of the release of the examination results.

◆ And Now?

Ciaran is now in his second year and is enjoying his course more and more as he has established relations with his lecturers and tutors. He has found areas of his subject in which he hopes to specialise eventually. His course seems to be leading him towards a career in banking or investment management.

IMPORTANT EVENTS

★ **Disclaimer:** Whilst every effort is made to ensure that the dates given for the events below are correct, it is your responsibility to confirm the availability of any visit before making firm plans.

Taster Courses - The courses shown here match your stronger interests and your home and preferred study areas. They are intended to give you a foretaste of life at university or college. For further details see "Open Days" - published by UCAS - in your careers room or library.

Month	Date	University	Date	University
June '14	4	University Campus Oldham		

Open Days - Below are listed Open Days available **matching the top course areas in your profile** and are located in your home and preferred study areas over the next six months. These events give you an invaluable opportunity to discover the nature of life at university, and to seek detailed advice from teaching staff. For further details see the Qualifax website, www.qualifax.ie, or "Open Days" - published by UCAS.

Reminder - Use your *Universities and Colleges Checklist (Section H)* on these visits.

Month	Date	University	Date	University
March '14	5	Blackpool and The Fylde College	26	Lancaster University
	12	University of St Andrews	27	Institute of Technology, Blanchardstown
April '14	2	University of St Andrews	9	University of St Andrews
	5	National University of Ireland, Galway	12	National University of Ireland, Maynooth
	8	Waterford Institute of Technology	16	University of St Andrews
	9	Griffith College Dublin	23	Lancaster University
May '14	7	Lancaster University		
June '14	4	Lancaster University	21	Edge Hill
	7	Blackpool and The Fylde College	21	University of Liverpool
	13	University of Edinburgh	21	University of Manchester
	18	Lancaster University	25	Griffith College Dublin
	19	University of Glasgow	25	Liverpool Hope University
	20	University of Liverpool	28	National University of Ireland, Maynooth
	20	University of Manchester	tbc	University of Dundee
21	University of Central Lancashire			
July '14	12	Lancaster University		
August '14	16	Edge Hill	27	Griffith College Dublin
	16	Griffith College Dublin	30	Lancaster University
	26	The University of Aberdeen	tbc	University of Dundee

UCAS Education Conventions - Below are listed events available in your home area, plus suitable and convenient large national events - marked 🌐. These give you a chance to meet representatives of universities and colleges to discuss courses available and to seek detailed advice and further information.

Month	Date	Area	Location	Contact
March '14	11/12	Manchester 🌐	Manchester Central	UCAS Conventions conventions@ucas.ac.uk
April '14	2-4	London 🌐	National Hall, Olympia	UCAS Conventions conventions@ucas.ac.uk

Abbreviations used above

tbc To be confirmed **pv** Provisional date **sum'r** During the summer holidays

H UNIVERSITIES AND COLLEGES CHECKLIST

Please bear the following points in mind when preparing to visit a university or college for an Open Day or interview. There is a lot to consider.

University or college Date of visit

Course Details

- Syllabus
- Subjects/combinations possible
- Additional subjects available
eg languages, computing, law
- Sponsorship/sandwich courses
- Assessment/exam programme
- Student views of course(s)

Course Provision

- Number of lectures per week
- Laboratory sessions per week (if applicable)
- Seminars/student presentations
- Links with business/professions
- Coursework/projects/field trips/
overseas visits
- Personal text books needed & costs
- Standard of labs/workshops (if applicable)
- Quality of studios (if applicable)
- Libraries - are they open
evenings/weekends/holidays?
- Computer/IT facilities
- Departmental societies

Staff/Student Relationships

- Supervisory systems - tuition
- Personal guidance/counselling
- Standard of lectures - ask students
- Impressions of staff - from students
- your own observations

Before You Start Your Course

- Is a gap year or year out encouraged?
- Is there a pre-course reading list?

After You Finish Your Course

- Will you gain exemption from professional
exams? eg Surveying, Law
- Careers entered by recent graduates

Accommodation

On Campus

- Availability of rooms - 1st year
- 2nd year
- Standard of rooms - space/furniture/
bathroom facilities/desks/wardrobes/
cupboards/traffic noise/heating/
ventilation/accessibility - stairs, lifts
- Cooking & other facilities
- Community life on campus
- Costs - monthly/yearly

Off Campus

- Lodgings/flats/houses
- Availability/standard
- Help in locating?
- % first year off-campus
- Costs - monthly/yearly
- Additional travel involved

Facilities - Social, Cultural, Sporting etc

- Student Union/cost
- Catering/facilities/costs
- Sports/hobbies
- Theatres/cinemas/concerts
- Student societies
- Local resources for your course
- Local part-time job opportunities

Travel - Facilities/Costs

- Rail links/bus/coach
- To/from home
- To/from campus
- To/from local town/city
- Student car parking

Overall Impressions

- The setting - town/campus
- Standards/friendliness
- Convenience for you

Photocopy this sheet and take it with you on your visit

RESEARCHING YOUR COURSE

The following pages are provided to help as you choose and investigate potential courses and institutions.

Action Plan - the two tables can be used to list potential courses and institutions, plus any relevant Open Days or other events you could attend.

Course Analysis Forms (CAFs) - to help you complete these blank forms, use the suggested resources detailed below (available in your careers room/library or on your computer/the Internet).

Financing Your Course - a sheet that helps you estimate all the costs involved in becoming a student. To help, read the 'Budgeting' article in 'Degree Course Descriptions'.

UCAS Course/Subject Codes - an introduction to the coding system used by UCAS in the UK for each course.

Universities and Colleges Checklist - a handy form for you to take with you on a visit (Open Day, interview, etc) to a university or college.

Further Information

Websites - many kinds of higher education information are available on the Internet:

- www.qualifax.ie - QualifaX is the 'one stop shop' for information on courses for Guidance Counsellors, students and adults.
- www.cao.ie - This provides course information and the CAO Handbook.
- www.ucas.com - This provides course information for the UK and has direct links to all university and college websites.
- www.eunicas.ie - European University Central Application Support Service.
- www.skillset.org - Information and downloadable resources for students with disabilities.

Useful general guidance - 'Degree Course Descriptions' - articles on higher education and advice on using the Internet to research the nature of degree courses. Copies are available from COA Ltd, Sparham, Norwich NR9 5PR.

Reference Books

For course details and entry requirements

- 'The CAO Handbook' (CAO)
- CAO College Guide - Ireland (published by CAO)
- University and college prospectuses and websites
- Scottish Guide - Entrance guide to higher education in Scotland (available from the UCAS website)
- Degree Course Descriptions (published by COA)
- Study Abroad Guide (published by The Irish Times)

How to complete your CAO form

- see 'The CAO Handbook' (CAO)

How to complete your UCAS form

- How to Complete your UCAS Application (Trotman in association with UCAS)
- 60 Successful Personal Statements for UCAS Application (published by COA)

Ratios of places : applicants

- University and college prospectuses and websites
- Degree Course Offers (by Brian Heap, published by Trotman)

Accommodation and costs information

- The Virgin Alternative Guide to University (published by Virgin Books)
- The 'Times' Good University Guide
- University and college prospectuses and websites
- Alternative prospectuses - from student unions

Open Day information

- The CAO website - www.cao.ie
- University & College Open Days including Taster Courses and Education Conventions (published by UCAS)
- This Centigrade report - see Section G for your personal selection of these events

Gap year information

- 'The Gap Year Guidebook' (John Catt)
- Personal Development and Work Experience Guide (published by COA)

I ACTION PLAN

1. Courses for investigation

I plan to investigate the following courses using my Course Analysis Forms:

University/ College	Course Title	Course Code	Subjects required for entry/ University Admission Tests

2. Further action

Open Days, Taster Courses, Higher Education Conventions etc. Refer to the UCAS Open Days Booklet and university websites.

I plan to attend, or have already attended, the following:

University/ College	Open Day, Taster Course, Education Convention	Date	Description Notes

COURSE ANALYSIS FORM

I

Course **University/College**
 Application deadline Tuition fees
 Degree/award Course code
 Course duration Overseas opportunities
 Essential subjects Required grades/points
 Places available Ratio places:applications
 Work placement opportunities Open Day/Taster dates
 Specific entrance tests Professional exemptions

Description of course structure, syllabus, methods of assessment etc	
Entry requirements (subjects/grades/admission tests)	Facilities of department
Accommodation	Costs - tuition/living
Social, cultural and sports facilities	Graduate career opportunities
Supporting interests & cautionary notes	Reading references/addresses/websites
Why this course appeals to me	Possible interview questions

I SUMMARY OF COURSES INVESTIGATED

University or College	Course Title, Duration & Award eg Law, 4yrs, LLB	Course Code	Entry Requirements	General Comments & Level of Appeal	"Firm" / "Reserve" CAO/UCAS choices

FINANCING YOUR COURSE

Calculating your annual budget - comparison of cost at four HE institutions. For more information, please read **Budgeting** in Degree Course Descriptions.

	1	2	3	4
University/College
Course
Length of Course
Income:				
Grants
Student Loan
Parental Contributions
Employment
Other

Total Income
Expenditure:				
University Fees
Accommodation
Electricity/Gas/Water
Books/Stationery
Computer/Lab Equipment
Food and Drink
Telephone
Transport
Entertainment
Clothes
Other

Total Expenditure
Income - Expenditure

It is helpful to understand the basic principles of the subject and course codes used by UCAS, particularly when it comes to dealing with combined courses. The following outline will help you when you research courses on the UCAS website course search facility on www.ucas.com.

The **four-character course codes** reflect the content of a course, not necessarily its title. Subjects are organised into principal groups by topic. Each principal subject group has a defining letter eg Physical Sciences - F. A number is added to create a subject code used to distinguish between the subjects under this principal heading eg Chemistry - F1, or Physics - F3. (These are listed on the opposite page for each subject group.) UCAS then adds two more digits to create a course code which distinguishes between courses in a similar area of study or to show how different subjects have been combined.

Single Subject Courses

For degree courses, the codes normally consist of the subject code followed by two digits.

Examples: ChemistryF100 Applied ChemistryF110
 Pharmaceutical ChemistryF126 Computer ScienceG400

Combined Courses

When two different subjects are studied in a course, the course code normally contains both subject codes and reveals the way in which the subjects are combined. The words '**and**' and '**with**' in combined course titles can also help you. Equal combinations usually use the word '**and**', while major/minor subject combinations use the word '**with**'.

Examples:

- Equal combination of 2 subjects, eg Chemistry (F1) **and** Computing (G4) is coded as FG14
- Major/minor with more of the first subject, eg Chemistry **with** Computing becomes F1G1
- Major/minor the other way round, eg Computing **with** Chemistry is written as G4F1.

Because there are so many courses with differing course content, many variations on these codes may be used. Where there are lots of different combined courses in a particular subject area, a letter has to be used instead of a number. For example, FGD4 represents the same sort of combination of subjects as FG14, but D has replaced the 1 in the course code.

Combinations of three or more subjects are generally coded using a letter followed by three numbers, eg Y001 or L001, or by using three principal subject group letters followed by a number, eg FCG0 or LMP0. The corresponding titles for these are shown in Table 1 of each worksheet in this report.

HND Codes

HND codes are written in reverse order, ie with numbers first and a letter last.

Examples: Chemistry as a degree is coded F100 but as a HND is coded 001F.

This information is for general guidance only. You must of course check carefully the precise codes of the courses you are interested in before filling in your UCAS form.

Table IV - Examples of Degree, Diploma & HND Course Combinations

Subjects & Subject Combinations		Typical Codes for Degree Courses	Typical Codes for HND Courses
Single Subject	Chemistry Statistics	F100, F101, F102 etc G300, G301, G302 etc	001F, 201F etc 003G, 203G etc
Combinations	Equally balanced	Chemistry and Statistics Statistics and Chemistry	} Equivalent code combinations { 31GF* 13FG*
	Major /minor	Chemistry with Statistics Statistics with Chemistry	
			3G1F* 1F3G*

* other number/letter combinations are also possible

Below is a complete list of the principal subject groups and subject codes used to make up the course codes for each course.

A	Medicine & Dentistry	L	Social Studies
A1	Pre-clinical Medicine	L2	Politics
A2	Pre-clinical Dentistry	L3	Sociology
A3	Clinical Medicine	L4	Social Policy
A4	Clinical Dentistry	L5	Social Work
A9	Others in Medicine & Dentistry	L6	Anthropology
B	Subjects allied to Medicine	L7	Human & Social Geography
B1	Anatomy, Physiology & Pathology	L8	Development Studies
B2	Pharmacology, Toxicology & Pharmacy	L9	Others in Social Studies
B3	Complementary Medicines, Therapies & Well-being	M	Law
B4	Nutrition	M1	Law by Area
B5	Ophthalmics	M2	Law by Topic
B6	Aural & Oral Sciences	M9	Others in Law
B7	Nursing	N	Business & Administrative Studies
B8	Medical Technology	N1	Business Studies
B9	Others in subjects allied to Medicine	N2	Management Studies
C	Biological Sciences	N3	Finance
C1	Biology	N4	Accounting
C2	Botany	N5	Marketing
C3	Zoology	N6	Human Resource Management
C4	Genetics	N7	Office Skills
C5	Microbiology	N8	Hospitality, Leisure, Sport, Tourism & Transport
C6	Sports & Exercise Science	N9	Others in Business & Administrative Studies
C7	Molecular Biology, Biophysics & Biochemistry	P	Mass Communications & Documentation
C8	Psychology	P1	Information Studies
C9	Others in Biological Sciences	P2	Publicity Studies
D	Veterinary Sciences, Agriculture & Related Subjects	P3	Media Studies
D1	Pre-clinical Veterinary Medicine	P4	Publishing
D2	Clinical Veterinary Medicine & Dentistry	P5	Journalism
D3	Animal Science	P9	Others in Mass Communications & Documentation
D4	Agriculture	Q	Linguistics, Classics & Related Subjects
D5	Forestry & Arboriculture	Q1	Linguistics
D6	Food & Beverage Studies	Q2	Comparative Literary Studies
D7	Agricultural Sciences	Q3	English Studies
D9	Others in Veterinary Sciences & Agriculture	Q4	Ancient Language Studies
F	Physical Sciences	Q5	Celtic Studies
F1	Chemistry	Q6	Latin Studies
F2	Materials Science	Q7	Classical Greek Studies
F3	Physics	Q8	Classical Studies
F4	Forensic & Archaeological Sciences	Q9	Others in Linguistics, Classics & Related Subjects
F5	Astronomy	R	European Languages, Literature & Related Subjects
F6	Geology	R1	French Studies
F7	Science of Aquatic & Terrestrial Environments	R2	German Studies
F8	Physical Geographical Sciences	R3	Italian Studies
F9	Others in Physical Sciences	R4	Spanish Studies
G	Mathematical Sciences	R5	Portuguese Studies
G1	Mathematics	R6	Scandinavian Studies
G2	Operational Research	R7	Russian & East European Studies
G3	Statistics	R8	European Studies
G9	Others in Mathematical Sciences	R9	Others in European Languages, Literature & Related Subjects
H	Engineering	T	Eastern, Asiatic, African, American & Australasian Languages, Literature & Related Subjects
H1	General Engineering	T1	Chinese Studies
H2	Civil Engineering	T2	Japanese Studies
H3	Mechanical Engineering	T3	South Asian Studies
H4	Aerospace Engineering	T4	Other Asian Studies
H5	Naval Architecture	T5	African Studies
H6	Electronic & Electrical Engineering	T6	Modern Middle Eastern Studies
H7	Production & Manufacturing Engineering	T7	American Studies
H8	Chemical, Process & Energy Engineering	T8	Australasian Studies
H9	Others in Engineering	T9	Others in Eastern, Asiatic, African, American & Australasian Languages, Literature & Related Subjects
I	Computer Sciences	V	Historical & Philosophical Studies
I1	Computer Science	V1	History by Period
I2	Information Systems	V2	History by Area
I3	Software Engineering	V3	History by Topic
I4	Artificial Intelligence	V4	Archaeology
I5	Health Informatics	V5	Philosophy
I6	Games	V6	Theology & Religious Studies
I7	Computer Generated Visual and Audio	V7	Heritage Studies
I9	Others in Computer Sciences	V9	Others in Historical & Philosophical Studies
J	Technologies	W	Creative Arts & Design
J1	Minerals Technology	W1	Fine Art
J2	Metallurgy	W2	Design Studies
J3	Ceramics & Glass	W3	Music
J4	Polymers & Textiles	W4	Drama
J5	Materials Technology not otherwise specified	W5	Dance
J6	Maritime Technology	W6	Cinematics & Photography
J7	Biotechnology	W7	Crafts
J9	Others in Technology	W8	Imaginative Writing
K	Architecture, Building & Planning	W9	Others in Creative Arts & Design
K1	Architecture	X	Education
K2	Building	X1	Training Teachers
K3	Landscape & Garden Design	X2	Research & Study Skills in Education
K4	Planning (Urban, Rural & Regional)	X3	Academic Studies in Education
K9	Others in Architecture, Building & Planning	X9	Others in Education
L	Social Studies		
L1	Economics		

Undergraduate Study in Ireland

The Central Applications Office (CAO) processes centrally all applications to first year undergraduate programmes. The website www.cao.ie has details of: **the number of applications** you can make, application **deadlines**, an application facility online and the **CAO handbook**, which contains details of courses and institutions in Ireland.

CAO website: www.cao.ie

Education in Ireland: www.educationireland.ie

Undergraduate Study in Mainland Europe (programmes taught in English)

There are many varied undergraduate courses taught in English at some of Europe's top universities. Each country has its own tuition fee structure, application system and deadlines for application. It is absolutely vital that you research all aspects of these different systems, including the individual course entry requirements and possible student loans, so that you do not miss any of the opportunities on offer. Specific information can be found in individual countries' websites:

Denmark: <http://studyindenmark.dk>

Finland: www.studyinfinland.fi

Norway: www.studyinnorway.no

Sweden: www.studyinsweden.se

Germany: www.study-in.de/en

France: www.campusfrance.org/en

The **European University Central Application Support Service** (EUNICAS) has been set up to provide a very useful service to guide you through application to European universities: www.eunicas.ie. Their website provides a database of available programmes including entry requirements and course content in Europe - however, it is not a central application system.

The **Study Abroad Guide** published by The Irish Times, also gives course details and entry requirements.

www.studyineurope.eu is a useful website containing information about courses taught in English and other languages. It is supplied by the European Commission.

Degree Course Descriptions (published by COA): article: **Study programmes taught in English in mainland Europe**

You can use the space below to write down anything you need to make a note of whilst researching your course etc.

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LOCATIONS OF UNIVERSITIES AND COLLEGES

France

Burgundy School of Business
 Cergy-Pontoise University
 College Universitaire de Sciences Po
 Ecole de Commerce Europeenne
 France Business School
 Grenoble Business School
 IDCE, Angers
 IESG School of Management
 INBA, International School of Management
 International Fashion Academy Paris
 International Film School of Paris
 Paris College of Art
 Paris School of Business
 SKEMA Business School
 Studio M Academy
 Toulouse Business School
 Touro College
 VATEL International School of
 Hotel and Tourism Management



Germany

Berlin School of Economics & Law
 Bonn-Rhine-Sieg University of
 Applied Sciences
 Brandenburg University of Technology
 Cologne Business School
 Darmstadt University of Applied Sciences
 EBS Business School, Frankfurt
 ESMOD Berlin
 European University of Munich
 European University Viadrina
 Frankfurt School of Management & Finance
 Freiburg School of Art, Design and
 Popular Music [HKDM]
 Furtwangen University
 Georg Simon Ohm University of
 Applied Sciences
 Globe Business College
 Hamburg University of Applied Sciences
 Ingolstadt University of Applied Sciences
 International University of
 Applied Sciences Bad Honnef
 Jacobs University
 Karlshochschule International University

Karlsruhe Institute of Technology
 Niederrhein University of Applied Sciences
 Osnabruck University of Applied Sciences
 Reutlingen University
 Rhein-Waal University of Applied Sciences
 South Westphalia University of Applied Sciences
 SRH Hochschule Berlin
 Stralsund University of Applied Sciences
 University of Freiburg
 University of Goettingen
 University of Leipzig
 University of Magdeburg
 University of Tübingen
 Worms University of Applied Sciences



LOCATIONS OF UNIVERSITIES AND COLLEGES

Locations of Universities and Colleges within the United Kingdom

University/College	Map ref	University/College	Map ref	University/College	Map ref
Abbey College	Lon	Chester, University of	6C	Hertfordshire, University of	7E
Aberdeen, University of	1D	Chesterfield College	6D	Heythrop College	Lon
Abertay Dundee, University of	2C	Chichester College	8E	Highbury College, Portsmouth	8E
Aberystwyth University	7C	Chichester, University of	8E	Holy Cross Sixth Form College and University Centre	5D
ABI College	Lon	City and Islington College	Lon	Hopwood Hall College	5D
Access to Music	Bir	City College Brighton & Hove	8E	Huddersfield, University of	5D
Accrington & Rossendale College	5D	City College Coventry	7D	Hugh Baird College	5C
Agriculture, The College of, Food and Rural Enterprise, Antrim	4A	City of London College	Lon	Hull College	5E
American InterContinental University, London	Lon	City of Sunderland College	4D	Hull York Medical School	5E
Amersham & Wycombe College	7E	City of Westminster College	Lon	Hull, University of	5E
Anglia Ruskin University, Cambridge	7F	City University London	Lon	ifs School of Finance	Lon
Anglo European College of Chiropractic	9D	Cleveland College of Art and Design	4E	Imperial College London	Lon
Askham Bryan College, York	5E	Cliff College, Calver	6D	Institute of Education, University of London	Lon
Aston University, Birmingham	Bir	Colchester Institute	7F	Islamic College for Advanced Studies	Lon
Bangor University	6C	Coleg Llandrillo Cymru	6C	Istituto Marangoni	Lon
Barking and Dagenham College, Romford	Lon	Coleg Menai	6C	K College, Tonbridge	8F
Barnet and Southgate College	Lon	Coleg Sir Gar / Carmarthenshire College	7B	Kaplan Holborn College	Lon
Barnfield College, Luton	7E	College of West Anglia	6F	Keele University	6D
Barnsley College	5D	Cornwall College	9B	Kensington and Chelsea College	Lon
Basingstoke College of Technology	8E	Courtauld Institute of Art	Lon	Kensington College of Business	Lon
Bath College, City of	8D	Coventry University	7D	Kent, University of	8F
Bath Spa University	8D	Craven College, Skipton	5D	King's College London	Lon
Bath, University of	8D	Cumbria, University of	4C	Kingston College	Lon
Bedford College	7E	De Montfort University	6E	Kingston Maurward College	8D
Bedfordshire, University of	7E	Dearne Valley College, Rotherham	5E	Kingston University	8E
Berkshire College of Agriculture	8E	Derby College	6D	Kirklees College	5D
Bexley College	8F	Derby, University of	6D	Lakes College - West Cumbria	4C
BIMM	8E	Doncaster College	5E	Lancaster University	5D
Birkbeck, University of London	Lon	Duchy College, Cornwall	9B	LCA Business School, London	Lon
Birmingham City University	Bir	Dudley College of Technology	Bir	Leeds City College	5D
Birmingham Conservatoire	Bir	Dundee, University of	2C	Leeds College of Art	5D
Birmingham Metropolitan College	Bir	Durham University	4D	Leeds College of Building	5D
Birmingham, University College	Bir	Ealing, Hammersmith and West London College	Lon	Leeds College of Music	5D
Birmingham, University of	Bir	East Anglia, University of	6F	Leeds Metropolitan University	5D
Bishop Burton College, Beverley	5E	East London, University of	Lon	Leeds Trinity University	5D
Bishop Grosseteste University, Lincoln	6E	East Riding College, Beverly	5E	Leeds, University of	5D
Blackburn College	5D	East Surrey College, Reigate	8E	Leicester College	6E
Blackpool and The Fylde College	5C	Easton College, Norwich	F6	Leicester, University of	6E
Bolton College	5D	Edge Hill University, Ormskirk	5C	LeSoCo	Lon
Bolton, University of	Man	Edge Hotel School	7F	Lincoln College	6E
Bournemouth and Poole College	9D	Edinburgh Napier University	2C	Lincoln, University of	6E
Bournemouth University	9D	Edinburgh, University of	2C	Liverpool Hope University	5C
Bournemouth, Arts University	D9	Essex, University of, Colchester	7F	Liverpool Institute for Performing Arts, The	5C
Bournville College of Further Education	Bir	European School of Economics	Lon	Liverpool John Moores University	5C
BPP University	Lon	European School of Osteopathy, Maidstone	F8	Liverpool, University of	5C
Bradford College	5D	Exeter College	9C	London College, UCK, The	Lon
Bradford, University of	5D	Exeter, University of	9C	London Electronics College	Lon
Bridgwater College	8C	Falmouth University	9B	London Institute in Paris, University of	Lon
Brighton and Sussex Medical School	8E	Fareham College	8E	London Metropolitan University	Lon
Brighton, University of	8E	Farnborough College of Technology	8E	London School of Commerce	Lon
Bristol, City of Bristol College	8D	Gateshead College	4D	London School of Economics and Political Science	Lon
Bristol, University of	8D	Glasgow Caledonian University	3C	London School of Marketing	Lon
Bristol, University of the West of England	8D	Glasgow School of Art, The	3C	London School of Science and Technology	Lon
British College of Osteopathic Medicine	Lon	Glasgow, University of	3C	London South Bank University	Lon
British Institute of Technology & E-commerce	Lon	Gloucestershire College	7D	London, University of	Lon
Bromley College of Further and Higher Education	Lon	Gloucestershire, University of	7D	London, University of the Arts	Lon
Brooklands College	8E	Glyndwr University, Wrexham	6C	Loughborough College	6E
Brooksby Melton College	E6	Goldsmiths	Lon	Loughborough University	6E
Brunel University	8E	Gower College Swansea	7C	Macclesfield College	6D
Buckingham, University of	7E	Greenwich School of Management	Lon	Manchester College, The	Man
Buckinghamshire New University	7E	Greenwich, University of	Lon	Manchester Metropolitan University, The	Man
Bury College	5D	Grimsby Institute of Further and Higher Education	5E	Manchester, University of	Man
Cambridge School of Visual & Performing Arts	7F	Guildford College	8E	Medway School of Pharmacy	Lon
Cambridge, University of	7F	Hackney Community College	Lon	Metanoia Institute	Lon
Canterbury Christ Church University	8F	Harper Adams University, Newport	8C	Mid-Cheshire College, Northwich	6D
Canterbury College	8F	Harrogate College	5D	Middlesex University	Lon
Cardiff Metropolitan University	8C	Harrow College	Lon	MidKent College	8F
Cardiff University	8C	Havering College of Further and Higher Education, Hornchurch	Lon	Milton Keynes College	7E
Carshalton College	Lon	Henley College Coventry	7D	Moulton College	7E
Central College Nottingham	6E	Hereford College of Arts	7D	Mountview Academy of Theatre Arts	Lon
Central Film School London	Lon	Heriot-Watt University, Edinburgh	2C	Myerscough College	5D
Central Lancashire, University of	5D			Nazarene Theological College	Man

Abbreviations used above

Lon London (8E)

Man Manchester (5D)

Bir Birmingham (7D)

Dub Dublin (5A)

LOCATIONS OF UNIVERSITIES AND COLLEGES

Locations of Universities and Colleges within the United Kingdom, continued...

University/College	Map ref	University/College	Map ref	University/College	Map ref
Neath Port Talbot College	7C	Royal Agricultural University, Cirencester	7D	Swindon College	8D
NESCOT, Surrey	Lon	Royal College of Music	Lon	Tameside College, Ashton under Lyne	Man
New College Durham	4D	Royal Conservatoire of Scotland	3C	Tech Music School	Lon
New College Nottingham	6E	Royal Holloway	Lon	Teesside, University of	4E
New College Stamford	6E	Royal Northern College of Music	5D	The Academy of Contemporary Music	8E
New College Telford	6D	Royal Veterinary College	Lon	The City of Liverpool College	5C
Newcastle College	4D	Royal Welsh College of Music and Drama	8C	The College of Haringey, Enfield and North East London	Lon
Newcastle University	4D	Ruskin College Oxford	7E	The Royal Central School of Speech and Drama	Lon
Newham College London	Lon	SAE Institute	Lon	Tottenham Hotspur Foundation	Lon
Newman University, Birmingham	Bir	Salford City College	Man	Trinity College of Music	Lon
Norland College	8D	Salford, University of	Man	Trinity Saint David	7B
North East Worcestershire College, Redditch	7D	Sandwell College	Bir	Truro and Penwith College	9B
North Glasgow College	C3	Sheffield College	5D	Tyne Metropolitan College	4D
North Lindsey College	5E	Sheffield Hallam University	5D	Ulster, University of, Coleraine	3A
North Warwickshire and Hinckley College	6D	Sheffield, University of	5D	University Campus Oldham	Man
North West Kent College	Lon	SOAS (School of Oriental and African Studies)	Lon	University Centre, Croydon	Lon
Northampton, University of	7E	Solihull College	Bir	University College London	Lon
Northbrook College Sussex	8E	South & City College Birmingham	Bir	University for the Creative Arts	8F
Northumberland College, Ashington	3D	South Cheshire College	6D	University of Law, Guildford	8E
Northumbria University	4D	South Devon College	9C	University of South Wales	7C
Norton Radstock College	8D	South Downs College	8E	University of St Mark & St John	9C
Norwich City College of Further and Higher Education	6F	South Essex College	7F	University of the Highlands and Islands	1C
Norwich University Of The Arts	6F	South Gloucestershire and Stroud College	7D	University of the West Scotland, Paisley	3C
Nottingham Trent University	6E	South Nottingham College	6E	University of West London, The	Lon
Nottingham, University of	6E	South Tyneside College	4D	Uxbridge College	8E
Oxford & Cherwell Valley College	7E	Southampton Solent University	8E	Wakefield College	5D
Oxford Brookes University	7E	Southampton, University of	8E	Walsall College	Bir
Oxford University	7E	Southport College	5C	Warrington Collegiate	5D
Pearson College	Lon	Sparsholt College Hampshire	8E	Warwick, University of	7D
Pembrokehire College, Haverfordwest	7B	Spurgeon's College	Lon	Warwickshire College	7D
Peterborough, University Centre	6E	SRUC, Edinburgh	3B	West Cheshire College	6C
Petroc, Barnstaple	C8	St Andrews, University of	2D	West Herts College, Watford	7E
Plumpton College	8E	St George's, University of London	Lon	West Thames College	Lon
Plymouth College of Art	9C	St Helens College	5D	Westminster Kingsway College	Lon
Plymouth, University of	9C	St Mary's College, Blackburn	5D	Westminster, University of	Lon
Point Blank Music School	Lon	St Mary's University College, Twickenham	Lon	Weston College	8C
Portsmouth, University of	8E	St Patrick's College, London	Lon	Weymouth College	9D
Queen Margaret University, Edinburgh	2C	Staffordshire University	6D	Wigan and Leigh College	5D
Queen Mary, University of London	Lon	Stephenson College Coalville	6D	Wiltshire College	8D
Queen's University Belfast	4A	Stirling, University of	2C	Winchester, University of	8E
Ravensbourne	Lon	Stockport College	Man	Wirral Metropolitan College	6C
Reading, University of	8E	Stourbridge College	Bir	Wolverhampton, University of	Bir
Reaseheath College	6D	Stranmillis University College	4A	Worcester College of Technology	7D
Regents University, London	Lon	Stratford upon Avon College	7D	Worcester, University of	7D
Richmond, The American International University in London	Lon	Strathclyde, University of	3C	Writtle College, Chelmsford	7F
Robert Gordon University, Aberdeen	1D	Suffolk, University Campus	7F	Yeovil College	8D
Roehampton, University of	Lon	Sunderland, University of	4D	York College	5E
Rose Bruford College	Lon	Surrey, University of	8E	York St John University	5E
Rotherham College of Arts and Technology	5E	Sussex Downs College	8E	York, University of	5E
Royal Academy of Dance	Lon	Sussex, University of	8E	Yorkshire Coast College of Further and Higher Education	4E
Royal Academy of Music	Lon	Swansea Metropolitan	7C		
		Swansea University	7C		

Locations of Universities and Colleges within Eire

University/College	Map ref	University/College	Map ref	University/College	Map ref
All Hallows College	Dub	Griffith College Dublin	Dub	National Counselling Institute of Ireland, Limerick	6Z
American College Dublin	Dub	IBAT College Dublin	Dub	National University of Ireland, Galway	6Y
Athlone Institute of Technology	5Z	ICD Business School, Dublin	Dub	National University of Ireland, Maynooth	5A
Carlow College	6A	Independent Colleges Dublin	Dub	Pontifical University, Maynooth	5A
Church of Ireland College of Education	Dub	Institute of Technology, Blanchardstown	Dub	Portobello Institute, Dublin	Dub
Colaiste Mhuire	Dub	Institute of Technology, Carlow	6A	Royal College of Surgeons in Ireland	Dub
College of Computer Training, Dublin	Dub	Institute of Technology, Sligo	4Z	Shannon College of Hotel Management	6Z
Cork Institute of Technology	7Z	Institute of Technology, Tallaght	Dub	St Angela's College, Sligo	4Z
Dublin Business School	Dub	Institute of Technology, Tralee	7Y	St Patrick's College of Education	Dub
Dublin City University	Dub	Letterkenny Institute of Technology	4Z	St Patrick's College, Thurles	6Z
Dublin Institute of Technology	Dub	Limerick Institute of Technology	6Z	Trinity College Dublin	Dub
Dun Laoghaire Institute of Art, Design & Technology	Dub	Limerick, University of	6Z	University College Cork (NUI)	7Z
Dundalk Institute of Technology	5A	Mary Immaculate College, Limerick	6Z	University College Dublin (NUI)	Dub
Galway-Mayo Institute of Technology	6Y	Mater Dei Institute of Education	Dub	Waterford Institute of Technology	7A
Grafton College of Management Sciences	Dub	National College of Art and Design	Dub		
		National College of Ireland (NCI)	Dub		

Abbreviations used above

Lon London (8E)

Man Manchester (5D)

Bir Birmingham (7D)

Dub Dublin (5A)

Academic Profile

Subject	Level	Grade	Subject	Level	Grade
Art	J.Cert (H)	B	Gaeilge/Irish	J.Cert (O)	D
Geography	J.Cert (H)	C	History	J.Cert (O)	B
Business Studies	J.Cert (O)	B	Mathematics	J.Cert (O)	B
English	J.Cert (O)	B	Science	J.Cert (O)	B
French	J.Cert (O)	B			
Accounting	ILC	Higher	French	ILC	Ordinary
Art	ILC	Higher	Gaeilge/Irish	ILC	Ordinary
Economics	ILC	Higher	Mathematics	ILC	Higher
English	ILC	Ordinary			

SAF (X factor entered) : I

Location Preferences

Present Home Location : Republic of Ireland
 Preferred Study Locations : North West, Scotland, Northern Ireland, Republic of Ireland, France, Germany

Other Preferences

Languages being considered : None indicated
 Preferred teaching age groups : Junior/Middle, Secondary
 Student's own course ideas : Banking/Insurance, Economics, Management

Health/Personal Factors (Self Assessed By Student)

Eyesight : Good | Physical work : Fair
 Physical co-ordination : Fair | General health : Good
 Hearing : Good | Accurate use of hands : Fair

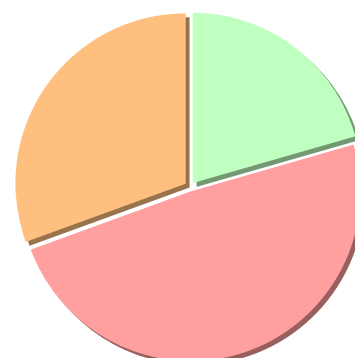
Specific health/personal factors : None indicated

Literacy/Numeracy (Self Assessed By Student)

Reading - long periods : Fair | Spelling accuracy : Fair
 Mental arithmetic : Good | Reading at speed : Fair
 Understanding of words : Good | Maths problem solving : Fair
 Enjoyment of maths : Good

Analysis Of Questionnaire Responses

Yes (20%)	2	7	11	16	20	21	26	35	38	40	41	46	48	63	65	79	83	88	95	102
	106	115	118	121	122	129	134	136	137	145	148									
Possibly (30%)	1	4	5	6	14	15	19	22	24	31	33	34	39	45	47	50	51	52	53	57
	60	61	68	69	72	77	87	90	93	97	99	108	109	111	113	120	123	124	128	132
	133	139	140	142	146	147														
No (50%)	3	8	9	10	12	13	17	18	23	25	27	28	29	30	32	36	37	42	43	44
	49	54	55	56	58	59	62	64	66	67	70	71	73	74	75	76	78	80	81	82
	84	85	86	89	91	92	94	96	98	100	101	103	104	105	107	110	112	114	116	117
	119	125	126	127	130	131	135	138	141	143	144	149	150							



Course Areas - Course areas described in detail in the students report are those in the table below. These are course areas with the highest interest levels along with those marked **I** or **M**.

Course Area	Interest Level (%)	Overall Match (%)	Useful Subjects	Typical Courses
Financial	I 100 (V.High)	76 (High)	Most subjects (English, Mathematics, Economics, Business Studies, ICT)	Finance, Risk Management, Banking, Accountancy
Industrial	90 (V.High)	76 (High)	Mathematics, Sciences, Technical	Industrial/Production Management, Operational Research
Education	90 (V.High)	65 (Mod.)	Most subjects (Gaeilge/Irish, English, Mathematics)	Educational Studies, Secondary Education, Extended Education
Marketing/Retailing	90 (V.High)	65 (Mod.)	Most subjects (English, Mathematics)	Marketing, Consumer Services, Retail Management etc
Management	I 80 (High)	80 (High)	Most subjects (English, Mathematics, Economics, Business Studies, ICT)	Management Sciences, European Business Management
Business Studies	80 (High)	78 (High)	Most subjects (Mathematics, English, Business Studies, Economics)	Management Sciences, Business Studies, Personnel Management
Hosp/Inst Mgmt	M 60 (Mod.)	80 (High)	Most subjects (English, Mathematics, Business Studies, Home Economics)	Hotel Management, Home Economics, Tourism Studies

I indicates an area the student has already identified as a possible interest
M indicates an area lower down the Interest Profile with a strong Overall Match

Interview Record

Student's Course Selections:

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Points discussed:

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Comments:

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Signed: Date: