IMPERIAL
BUSINESS SCHOOL

MBA Suite
2025-2026 Exchange Electives

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General MBA Elective Information

Key MBA dates

Electives are offered between 27 April – 21 June 2026, in both a split and block format.

Elective Format

Face-to-face electives run over three to four days (a total of 20 contact hours) and are offered in three formats: block, split and weekly formats. The module dates have been carefully scheduled where possible to avoid overlap or clashes, giving you the opportunity to select a format that suits your circumstances whilst also maximising your elective choices.

The below are examples, and are subject to changes:

Block Electives
Attendance is usually split across three to four consecutive days.

Split Electives
Attendance is usually on two consecutive weeks, usually Fridays and Saturdays.

Weekly Electives
Attendance is across consecutive weeks, generally 3-4 hours per week

Your electives

Your elective options are available within the MBA programme only. Please note that there may be potential clashes across electives, clearly noted throughout this document.

Availability of electives is based on your ECTS requirements for exchange. We are only able to offer electives in the degree level of study, i.e. incoming MSc students are eligible to take MSc electives; MBA students are eligible to take MBA electives.

Please also note that we can only offer the minimum number of required ECTS as advised by your home school. Should you select a higher number of electives, we will need to remove you.

BUSI70323 Sustainable Finance & Investment

Weekly Elective: 28 April - 28 May | 5 ECTS

Module Leader: Prof Mike Wilkins

Module Description

Explore current developments and trends in sustainable finance & investment, with a special focus on capital markets, institutional investment and emerging markets. The module will help you understand what's behind the increasing focus on sustainability in the global finance and investment community, distinguish between different types of sustainable finance products and relevant eligibility criteria, the application of various sustainability scoring and assessment approaches to real life case studies and explore how sustainable finance is evolving in emerging markets (with a focus on SE Asia).

Learning Outcomes

By the end of the module, you will be able to:

- Describe, understand and discuss the latest developments and trends in the area of sustainable finance, with a special focus on environmental, social and impact aligned investment;
- Distinguish between different types of sustainable finance products in the capital markets and relevant eligibility criteria;
- Understand the regulatory and policy environment currently driving the sustainable finance agenda
- Apply various sustainability scoring and assessment approaches to real life case studies; and,
- Explore how sustainable finance is evolving in emerging markets, with a special focus on SE Asia, taking into account resilience, adaptation and nature-based investing.

Module Content

- Introduction to sustainable finance

- Principles of sustainable finance

- Sustainable finance policy and regulation

- Sustainability through an investor lens

- Green and sustainable finance instruments and markets

- Evolution of sustainable finance: ratings and scores

- Adapting for an uncertain future

- Nature based finance and investment

- Net xero and nature positive

- Regional deep dive- sustainable finance in SE Asia

Learning and Teaching Approach

Teaching is delivered by 9 x 3-hour sessions, including a series of lectures, case studies and panel discussions. There will be a strong focus on practitioner material delivered by external guest speakers. . This approach encourages the achievement of the various module learning outcomes by ensuring the acquisition of knowledge and facts, as well as the development of critical appreciation of the learnt theory and concepts and how these can be applied to real-world contexts.

Assessment

This module is assessed by 50% individual coursework in the form of an essay, and 50% group coursework in the form of a case study exercise with presentation.

BUSI70671 The Psychology of Sales: Mastering the Mindset to Drive Results

Weekly Elective: 29 April - 27 May | 5 ECTS

Module Leader: Robin Bagchi

Module Description

This practical module explores what truly drives successful sales — a deep understanding of human behaviour and psychology, from both the seller's and the buyer's perspective. Whether persuading a client, pitching to an investor, or influencing internally, sales is an essential human skill - distinct from marketing and networking - grounded in empathy, emotional intelligence, and the ability to communicate authentically and build trust. You will master the mindset to engage dynamically, close with confidence, and persist with resilience - across both live and digital formats. Teaching includes interactive breakouts, role-play, and digital simulation to combine theory with practice. Assessment includes creative individual submission and team-based sales challenge.

Learning Outcomes

By the end of the module, you will be able to:

- Evaluate the psychological, behavioural, and emotional dynamics of sales interactions, including the role of mindset in both seller and buyer behaviour
- Devise and deliver value-driven, authentic sales communication across live, digital, and asynchronous formats
- Analyse and apply emotional intelligence, empathy techniques, and resilience strategies to manage ambiguity, rejection, and pressure in high-stakes sales settings
- Create tailored sales approaches informed by psychological insight and active listening, incorporating techniques for rhythm, timing, closing, and internal influence
- Critically appraise your own sales mindset and behaviours, using structured feedback to identify areas for development and demonstrate adaptability in future influence-based contexts

Module Content

The module is structured as a progressive journey designed to mirror the psychological arc of real-world sales — moving from internal mindset, through interpersonal connection, to applied influence and sustained emotional endurance. Sessions 1–3 establish the psychological foundation of the seller - building the mindset to engage meaningfully in sales and developing the authenticity to foster psychological safety and openness in the buyer. Sessions 4–6 build from internal to outward - understanding the psychology of the buyer and developing key interpersonal and behavioural skills to foster connection and trust. Sessions 7-9 explore how - once there is trust and connection - effective influence can be created through resource discipline and the ability to guide decisions with clarity - applied across varied contexts. Session 10 examines how sales is not a one-off act but a cumulative, iterative process, requiring a mindset of sustained psychological endurance, grounded in resilience and adaptability.

Module Outline, Session by Session:

1. Rethinking Sales as a Human Skill Reframe sales as a foundational human capability to be embraced in all professional contexts - distinct from marketing and networking - and explore it as the ability to guide interactions toward decisive outcomes, commitment, and mutual benefit, without pressure or posturing.
2. Overcoming Sales Psychological Blockers Use cognitive reframing tools and self-compassion techniques to address common internal obstacles: fear of failure, imposter syndrome, perfectionism, over-control, and emotional discomfort – including fear of overstepping, rejection sensitivity, appearing self-promotional, and the perception of “begging”. Explore how these blockers often lead to avoidance of direct sales, defauting instead to brand awareness efforts or making introductions.
3. Self-Awareness, Authenticity and Psychological Safety Explore how greater self-awareness — of values, purpose, and identity — creates psychological comfort, enabling individuals to communicate with authenticity. Learn how this authenticity lowers threat responses and fosters psychological safety in the buyer - the foundation for relational openness and depth.
4. Emotional Connection Learn to build on relational openess by using empathy and emotional presence in a practical manner to create resonance and connection, across in-person, virtual, and asynchronous settings – laying the groundwork for trust and influence.

Learning and Teaching Approach

The module is highly experiential, featuring real-time digital sales simulations, live role-play exercises, and a team-based sales challenge. You will actively practise techniques in real-world, dynamic scenarios, applying psychological concepts in a practical manner to drive results.

Assessment

The coursework is comprised of an individual "live" sales simulation (5-7 minute video + 500 words) worth 40%, a group digital sales simulation (asynchronous over 48 hours) worth 30%, and a group sales presentation - simulated live pitch (10 mins) worth 30%. These assessments aim to measure the achievement of specific learning outcomes.

BUSI70313 Strategy and Leadership in a Digital World

Weekly Elective: 30 April - 28 May | 5 ECTS

Module Leader: Naveed Sultan

Module Description

Digital is transforming firms, sectors, and our lives in fundamental ways. A combination of new technologies, business models and ecosystems is altering solutions and creating new offerings, generating significant value, while also disrupting existing firms. This module will focus on strategy and leadership in digital environments, combining cutting edge research with deep field experience. A significant element will be the engagement with senior leaders across different industries, who will share and discuss their perspectives and experiences. It will start by focusing the nature and characteristics of digital innovation, from the role of data and analytics as a strategic asset to platform-based competition, new business models and user engagement. It will then explore how digital tools are being leveraged strategically by entrepreneurs to create opportunities for entry, scale and impact. It will also examine how leaders in established firms are driving digital transformation. The following topic is execution, exploring the alignment between strategy, organisational design, technology, and markets to scale success. The module will equally analyse the organisational and cultural elements that foster change and sustain competitive advantage. The final section goes beyond the firm boundary and considers the ecosystem as a critical element for business success in a digital environment and how to orchestrate and nurture its development

Learning Outcomes

Upon successful completion of the module students should be able to:

- Understand the key characteristics of digital innovation, across firms, sectors and ecosystems, and develop a broader strategic mindset on digital transformation
- Learn how to identify and assess new venture opportunities, leveraged through entrepreneurial entry and growth, as well as through transformation in existing firms
- Examine the role of the leader in driving change, from strategy and vision to execution and team dynamics, and the mobilization of a support ecosystem
- Understand the interplay between strategy, business model, operating model, team dynamics and firm ecosystem in building digital capabilities
- Be prepared to create, lead and execute digital innovation initiatives in existing firms and new ventures

Module Content

- Understanding digital innovation
- Entrepreneurial ventures: Innovation, entry and growth
- Transforming firms: Strategy, path and leadership

- Building capabilities: Aligning strategy, organisation, technology and markets
- Establishing a digital friendly organisation & culture
- Orchestrating an ecosystem for competitive advantage

Learning and Teaching Approach

Teaching is delivered by 5 x 4 hours sessions. Sessions will normally be based on a combination of lectures, class discussion, group presentations, guest talks and case study analysis. This approach encourages the achievement of the various module learning outcomes by ensuring the acquisition of knowledge and facts, as well as the development of critical appreciation of the learnt theory and concepts and how these can be applied to real-world contexts.

Assessment

This module is assessed by 100% summative coursework. The coursework is usually broken down into various assessment elements, each aiming to assess the achievement of specific learning outcomes. Some assessment elements may be group work or individual. Usually, a substantive piece of coursework at the end of the module will assess students' ability to synthesise and apply the learnt materials.

BUSI70154 Strategic Networking

Block Elective: 8 – 10 May | 5 ECTS

Module Leader: Dr Anne ter Wal

Module Description

Received wisdom tells us that professional networks matter. In particular, networks are important as sources for information for developing new ideas or identifying pathways for change in organizations. Also, networks play a crucial role in gaining support for innovative ideas and in leading change initiatives through to implementation. Despite the importance of networks, it is much less self-evident how the potential of networks can best be leveraged and how the most effective networks are built. This course focuses on how networks may help individuals (e.g., managers, entrepreneurs) and organizations to create value. More specifically, it aims to generate insights into the role of interpersonal and intra-organizational interaction in the achievement of creative outcomes, innovative performance and organizational change.

Module Content

This module is designed as a personal "journey of discovery" of how networking can best help individuals achieve innovation and change. It is organized around six core themes. In the first theme, a networking game will help reveal the core principles of social network relations as a form of social capital. In the second theme, a case study and group exercise will shed light on how the principle of reciprocity underpins the logic of strategic networking. In the third theme, class discussion in combination with the use of diagnostic tools to map students' own networks will inform the importance of diversity for effective networking. The fourth theme revolves around how personality and cognition enable or constrain networking practices. With help of a simulation, the fifth theme zooms in onto how networks can be used as an influence tool for driving innovation and change. The module concludes with students identifying new "networking success habits", i.e. new networking practices, informed by the module content, for students to build social capital more effectively going forward.

Learning and Teaching Approach

Sessions will normally be based on a combination of lectures, class discussion, group presentations, guest talks and case study analysis. This approach encourages the achievement of the various module learning outcomes by ensuring the acquisition of knowledge and facts, as well as the development of critical appreciation of the learnt theory and concepts and how these can be applied to real-world contexts.

Learning Outcomes

By the end of the module, you will be able to:

- Describe and evaluate the core principles through which social networks affect processes of innovation and change in large organizations and entrepreneurial firms;

- Identify concrete pathways for enhancing a firm's social capital for driving innovation or enabling change, reflecting on their own social capital;
- Develop a firm's networking behaviour and networking practices depending on what different personalities or different situational circumstances require;
- Advise organizations on how to manage intra-organizational communication to facilitate innovation and change;
- Support others such as entrepreneurs or team members in how to build stronger networks that help them make more effective contributions to their organizations' objectives of innovation or change.

Assessment

This module is assessed by 100% summative coursework. The coursework is usually broken down into various assessment elements, each aiming to assess the achievement of specific learning outcomes. Some assessment elements may be group work or individual. Usually, a substantive piece of coursework at the end of the module will assess students' ability to synthesise and apply the learnt materials.

BUSI70125 Asset Management & Alternative Investments

Split Elective: 19 – 27 May | 5 ECTS

Module Leader: Prof Andrea Buraschi

Important Information

All students must have passed a core finance module in order to attend Asset Management & Alternative Investments.

Module Description

This module is the key elective for students interested in pursuing a career in asset management (buy or sell side). It covers the trading strategies used by asset managers and hedge funds from a theoretical and practical point of view. The module combines the latest research with real-world examples of both equity and fixed-income models and strategies. It discusses how market price of stocks and bonds can differ from the model prices, leading to new perspectives on the relationship between trading results and finance theory. It uses several cases studies which are used to discuss real word business scenarios.

Module Content

Section 1: Optimal Portfolio Choice and Predictability.

Lecture 2: Predictability in the Time-Series: CTA and Macro funds.

Lecture 3: Predictability in the Cross-Sectional Strategies: Long-Short Funds.

Lecture 4: Momentum and Risk Factor Investing.

Lecture 5: Frictions, Limits to Arbitrage, Lessons from the 2008 Crisis: Special Situation Funds.

Section 6: Bond Strategies: Fixed Income Hedge Funds.

Lecture 7: Hedge Funds Performance: Comparing Investment Strategies

Learning Outcomes

By the end of the module, you will be able to:

- Appraise and assess different investment strategies used by asset managers
- Evaluate and implement optimal portfolio theory
- Understand the evolution of the asset management industry
- Analyse and compare the empirical risk profile of different investment strategies
- Apply performance attribution in real world contexts

Learning and Teaching Approach

Sessions will normally be based on a combination of lectures, class discussion, group presentations, guest talks and case study analysis. This approach encourages the achievement of the various module learning outcomes by ensuring the acquisition of knowledge and facts, as well as the development of critical appreciation of the learnt theory and concepts and how these can be applied to real-world contexts.

Assessment

This module is assessed by 100% summative coursework consisting of individual (25%) and group (50%) work on case studies and associated assignments. Individual participation grades will comprise the remaining 25%.

BUSI70466 Strategic Implementation

Block Elective: 8 - 10 June | 5 ECTS

Module Leader: Gregory Theyel

Module Description

Strategy implementation is the process of turning a strategic plan into tactical execution to reach a desired outcome. The success of every organisation rests on its ability to create and activate strategy. As such, this module focuses on defining organisational position and goals and developing an execution plan to reach those goals. You will begin with a strategy that defines market opportunity, value proposition, and solutions addressing customer needs. You will develop an implementation roadmap including organisational design, key milestones, resources, tactics, and processes necessary to implement the strategy. The module will also include the development of forecasts and performance indicators to monitor progress and measure success.

Module Content

1) Focus on the relationship between strategy formulation and implementation. What does it mean to create a strategy, and then implement it?

2) Analyse market dynamics, organizational strategy, and competitive positioning

3) Discuss the process of setting organisational purpose and goals, and define strategic imperatives to achieve business objectives

4) Learn how to define an operating business model including organisational structure, capabilities, governance, and boundaries

5) Explore how organisations develop tactical plans to execute on strategies

6) Learn about resource allocation and processes organisations use to drive tactical execution

7) Review forecasting models and performance indicators organisations use to define financial goals, monitor progress, and measure success

8) Compare and contrast key elements of a strategy implementation roadmap across industries

9) Discuss how to apply implementation frameworks and tools across various contexts, including periods of growth and change, as well as innovation-based organisations

10) You will share a strategy implementation roadmap including organisational design, key milestones, resources, tactics, and processes necessary to implement a strategy.

Learning Outcomes

By the end of this module, you will be able to:

- Differentiate the strategy implementation process by learning how to develop execution plans linked to strategy
- Analyse organizational resources and capabilities essential for an implementation roadmap
- Execute methods to define resources, tactics, and processes to drive strategy implementation
- Produce forecasting models and performance indicators for defining and measuring success
- Evaluate and address the obstacles and challenges to implementing strategy

Learning and Teaching Approach

The lectures will present theories, frameworks, and methods that support strategy implementation. The module will combine theoretical concepts and research findings with best practice examples. Each session will include practical examples / cases which motivate the session's topic and integrate new content with the topics of previous sessions. Students are expected to apply insights from different sessions to practical examples, present their ideas to the class, and discuss the idea with other students. The feedback from those discussions provides valuable opportunities to practice the application of theoretical frameworks to practical examples. The discussions shall also spur ideas to improve early drafts of your assignments. You are expected to actively engage in module discussions. The teaching philosophy is based on the idea that you do not only learn from the discussions with the lecturer but also from interactions among yourselves about each other's ideas and the learning experiences during the module.

Assessment

This module is assessed by a combination of summative group coursework (3,500 words) (40%) and a final individual examination (60%). The coursework will require application of the course content to develop an implementation plan and will require a balance of research, analysis, quantitative and qualitative judgement.

BUSI70123 Digital Business Model Design

Split Elective: 13 - 14 June & 20 - 21 June| 5 ECTS

Module Leader: Erkko Autio

Module Description

This module covers the art and practice of business model design and ecosystem strategies, with a specific focus on digitally enhanced business models applicable in platform ecosystems.

Module Content

The module focuses on practical application of relevant tools and frameworks such as the business model canvas, value proposition canvas, network value mapping canvas, triple bottom line canvas, and ecosystem orchestration template. The module approaches business models as value co-discovering and value co-creating interaction systems composed of multiple stakeholders, where stakeholders engage in mutual interactions to co-create benefits (i.e., 'value') for one another. The overriding challenge in creating such interaction systems is setting them in motion: which interactions need to be in place first, such that other interactions can be built upon them? How do we understand and magnify the benefits each stakeholder derives from their interactions, such that the system is self-sustaining? An important element of the module focuses on understanding and driving the value creation dynamics of ecosystems – i.e., systems composed of multiple interlocking business models. The module places heavy emphasis on how digitalization can be leveraged to boost the value co-creation potential of such interaction systems. The module will review numerous cases of business model archetypes, including product and service business models, two-sided market business models, platform ecosystem business models, social business models, and sustainable business models.

Learning Outcomes

By the end of this module, you will be able to:

- Analyse business models, identify strengths and weaknesses, and propose innovative improvement
- Design business models for different sector and ecosystem situations
- Analyse ecosystem contexts and design and implement ecosystem orchestration strategies
- Understand how digital technologies and infrastructures can be harnessed for the design of novel, innovative business models
- Map value networks and identify value co-creation opportunities in platform ecosystem contexts
- Design triple-sustainable business models that combine financial, environmental, and social sustainability

Learning and Teaching Approach

The module will focus on core concepts, business model design and analysis frameworks, network value mapping and ecosystem orchestration frameworks, all of these illustrated through cases. Students will apply the frameworks to case studies and discuss these in class.

Assessment

This module is assessed by 100% summative coursework. This will consist of two group assignments, a business model pitch worth 30%, and a business model report (15 slides) worth 70%.

BUSI70465 Strategic Leadership & Governance

Block Elective: 15 – 19 June | 5 ECTS

Module Leader: Yuri Mishina

Module Description

In this module, you will examine various topics related to how firms make strategic decisions, as well as the roles various actors play in this process, including the CEO and C-suite officers, boards of directors, investors, employees, and other constituents. Topics may include executive compensation, the roles and responsibilities of a director, shareholder activism, the role of the business press and social media, shareholder primacy vs. stakeholder approaches, and other topics related to the governance of the firm based on the latest research.

Module Content

This will be a case-based module that covers the following topics:

- Perspectives on corporate governance
- Roles and responsibilities of executives and directors
- The role of investors, analysts, regulators, media, and other constituents and how firms deal with them
- Incentives and firm misconduct
- Board structure
- Compensation
- International corporate governance

It essentially covers the types of topics covered by the strategic leadership and governance Interest Group of the Strategic Management Society, so various topics dealing with boards, TMTs, investors, etc.

Learning Outcomes

By the end of the module, you will be able to:

- Compare and critique different types of governance systems
- Evaluate the impact of various incentive alignment and control mechanisms
- Analyse and discuss the impact of different internal and external actors on firm decisions and outcomes
- Analyse and discuss how corporate governance systems can break down and lead to misconduct

Learning and Teaching Approach

The module will be taught using a variety of pedagogical tools, including short videos, readings, in-class case discussions, group exercises, and short lectures.

Assessment

This module is assessed by 100% coursework:

- 40% participation
- 60% group project

BUSI70570 Finance for Net Zero

Block Elective: 15 – 19 June | 5 ECTS

Module Leader: Anastasiya Ostrovnaya

Important

This is an MSc Economics & Strategy for Business elective, shared with MBA Programmes.

Module Description

Net Zero is an unstoppable trend which will impact asset valuations, businesses, and policies across the globe for the next 30 years and beyond. The financial industry will be shaped by these issues. The financial industry is affected by climate change: by the physical risks of global heating and the policies and technological innovations which are aligned with a Net Zero goal. It is also about how the financial industry can support the fight against climate change and shape the future. This module positions you for the next era of business and finance as the world aims for net-zero carbon emissions.

Module Content

This module is intended to change how the participants analyse financial trends in light of climate change, their approach top-down and bottom-up financial analysis and impact on the strategy and decision making within corporations.

Learning Outcomes

Upon successful completion of the module students should be able to:

- Develop the foundational knowledge of the impact of climate change and net zero on the financial industry, investments and risk.
- Identify and analyse the implication of climate change and net zero on businesses and the economy
- Evaluate the potential impact of net zero transition, physical climate risks as well as estimate the potential of, need for and impact of adaption.
- Question the efficacy of climate policy tools, such as carbon tax and carbon offsets, and climate tech subsidies.

Module Structure

20 hours of lectures over 5 weeks in person.

Assessment

The coursework is composed of a 10-minute group presentation (50%) and an individual report of LENGTH TBC (50%). These assessments aim to measure the achievement of specific learning outcomes.