



# PROFESSIONAL COURSES

The Professional Studies Division was established to provide working adults an opportunity to pursue various courses of study on a part-time mode. Each course of study leads to the award of either a degree, diploma or certificate which is conferred by established and reputable institutions in the United Kingdom.

Courses offered by the Professional Studies Division prepare students for the examinations of the following U.K. institutions:

- (a) University of London
- (b) Institute of Marketing
- (c) Institute of Purchasing and Supply

## UNIVERSITY OF LONDON

The University of London has, for many years, offered some of its degree courses externally, thereby making available a university qualification to individuals who for some reason did not have the opportunity to study full time. By this external mode of study, students can, within 3 years, earn a recognised degree qualification. Among the degree courses offered externally, statistics reveal that two degree courses, the LLB degree in Law and the BSc. Econ. degree in Management Studies, attract a large student enrolment.

## INSTITUTE OF MARKETING

Those who are engaged in marketing find the education programme of the Institute of Marketing excellent training to obtain. This course of study is a highly specialised one. It exposes students to the many aspects of marketing and marketing management, and undoubtedly enhances the job worth of the student.

Obtaining the Diploma in Marketing will require at least a two year period of study. What makes this qualification even more desirable is the fact that it is accepted by a number of U.K. universities for admission to an M.B.A. programme.

## INSTITUTE OF PURCHASING AND SUPPLY

One aspect of business activity in which formal education is now in demand is purchasing and supply management. Its importance does not need stress but individuals who recognise the need for such formal education can turn to the Institute of Purchasing and Supply Diploma course.

The IPS Diploma can be obtained after successfully completing the course requirements over a two to three year period of study. Apart from written examinations in subjects such as Purchasing Practice and Techniques, the student is

also required to undertake a job-related project. The IPS course is one which provides the full academic exposure for a formal qualification in purchasing and supply.

## ORGANISATION OF PROFESSIONAL COURSES - PART TIME MODE

Studying part-time in the Sunway College Professional Studies Division means studying with an expectation to achieve academic success. Academic success in examinations can be achieved through:

- i) Hard work
- ii) Planned study programme
- iii) Effective coaching
- iv) Research opportunities

There is no need to emphasise the importance of hard work by a student in preparing for his or her examination success. But examination success will also depend upon an effective study programme. In the Professional Studies Division, the student is given a Lesson Plan and Schedule for each subject. This Plan indicates the topics and the syllabus. The Plan also comprises tutorials or workshops for the analysis and solutions of problems related to the course syllabus. These sessions may focus upon past examination questions and problems, and also probable questions a student may face in his or her examination.

Tests at regular intervals are a feature of the Lesson Plan, because the whole course structure is examination oriented, with examination success as a prime objective.

Lecturers engaged in the Professional Studies Division are people who take teaching very seriously. As lecturers, they are concerned with the academic achievement of their students. It is not unusual to find our lecturers still coaching or explaining to their students well after formal lecture hours are over. Our lecturers care.

Formal lessons in class alone are not enough to ensure academic success. Students must also have sufficient opportunity to undertake independent research to reinforce formal classroom instruction. The excellent library facilities available at Sunway College make this possible. Law reports and journals, the journals of various professional bodies, not forgetting the wide selection of reference books make our library a repository of knowledge which should be taken advantage of by the industrious and inquisitive student.

18 April, 1988 marked the launching of the professional courses at Sunway

College. Commencing with a small number of students, the people manning this division remained undeterred. This small number was encouraging enough; for it allowed the Professional Studies Division the opportunity to strive hard 'in pursuit of excellence'. Three months later, the Division has students enrolled in courses of the University of London, Institute of Marketing and Institute of Purchasing and Supply. Currently, the Division has on-going classes for the Intermediate and Final Part 1 of the LLB programme of the University of London. Students are also enrolled in Part 1 of the BSc. Econ. degree of the University of London, too.

The Division has also four classes of students preparing for the Institute of Marketing and Institute of Purchasing and Supply examinations. These classes are for the Certificate Level (Parts I & II) and the Diploma level (Part III), and the fourth class for students pursuing the IPS Foundation level course.

There are also a number of students pursuing 'A' level studies in the Professional Studies Division. They are studying such subjects as Accounting, English Law, Statistics and Economics. All of them aspire to meet the entry requirements of the professional institutions and universities abroad.

## FUTURE COURSES

Following a policy of horizontal growth, the Professional Studies Division will be launching, in the latter part of this year, two new courses leading to the Certificate in Supervisory Management and the Certificate in Purchasing and Supply. Proposals are also being negotiated to conduct a Post Graduate Diploma in Computer Studies. This course, when launched, will be offered in the distance education mode.

## STAFF MEMBERS OF THE SUNGEI WAY GROUP

A fair number of staff members are pursuing various courses at the Division. It is hoped that more staff members will support the Division, especially as staff members and their spouses can benefit from a 20% and 10% discount on fees respectively.

With the commitment and dedication of its administrative and academic staff, the Division will contribute more significantly to the academic reputation of Sunway College.

*Christopher Ferrao*  
Sunway College