**Programme Specification**

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| **Please note:** This specification provides a concise summary of the main features of the programme and the learning outcomes that a typical student might reasonably be expected to achieve and demonstrate if he/she passes the programme. More detailed information on the learning outcomes, content and teaching, learning and assessment methods of each module can be found in the programme handbook. The accuracy of the information contained in this specification is reviewed by the University and may be checked by the Quality Assurance Agency for Higher Education. |

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| **BSc (Hons) Marketing**  **BSc (Hons) Marketing with a Year in Industry**  **BSc (Hons) Marketing with a Year Abroad** |

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| 1. **Awarding Institution/Body** | University of Kent |
| 1. **Teaching Institution** | University of Kent |
| 1. **School responsible for management of the programme** | Kent Business School |
| 1. **Teaching Site** | Canterbury |
| 1. **Mode of Delivery** | Full-time or Part-time |
| 1. **KentVision Academic Model** |  |
| 1. **Programme accredited by** | Chartered Institute of Marketing (CIM) |
| 1. **a) Final Award**   **b) Alternative Exit Awards:** | BSc (Hons) Marketing; BSc (Hons) Marketing with a Year in Industry  BSc Marketing, Diploma in Marketing; Certificate in Management |
| 1. **Programme** | BSc |
| 1. **UCAS Code (or other code)** | BSc Marketing (N500)  BSc Marketing with a Year in Industry (N501) |
| 1. **Credits/ECTS Value** | 360*/*180ECTS or 480/240 ECTs for the 4 year programmes |
| 1. **Study Level** | UG |
| 1. **Relevant QAA subject benchmarking group(s)** | Business and Management 2015 |
| 1. **Date of creation/revision** | February 2014/Dec 2015 revised Dec 2017/Dec 2018. |
| 1. **Intended Start Date of Delivery of this Programme** | September 2019 for new cohorts |

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| 1. **Educational Aims of the Programme**   The programme aims to: |
| * Develop specialist skills and knowledge in marketing and management. * Develop students’ knowledge and understanding of a broad range of organisations, their management and marketing strategies, and the changing international environment in which they operate. This aim is achieved by providing high quality teaching that is informed by up-to-date/advanced research and scholarship. * Develop the ability of individuals to critically apply marketing and management theories in a range of different contexts, through the development of cognitive, critical and intellectual skills, research skills and relevant personal and interpersonal skills. * Provide an academic preparation for a career in marketing and/or management by developing skills at a professional or equivalent level, or provide preparation for research or further study in the marketing area. * Comply with the requirements for accreditation by CIM on successful completion of the programme. * Develop lifelong learning skills to foster a diversity of students’ abilities to be able to work with self-direction and originality and to contribute to business and society at large. * Provide students with opportunities to achieve the aims of the programme more deeply by undertaking a structured opportunity to combine developmental work experience with academic study (with a Year in industry programme). |

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| **17 Programme Outcomes**  The programme provides opportunities for students to develop and demonstrate knowledge and understanding, qualities, skills and other attributes in the following areas. The programme outcomes have references to the subject benchmarking statement for Business and Management 2015. |

**A. Knowledge and Understanding of:**

1. Organisations, their environments and management, including the management of people, operations, finance, marketing and organisational strategy (***SB*2.1, *SB*3.4-3.7**)

2. Markets, customers and brands: the development and operation of markets for ideas, goods, services and experiences; expectations of customers and other stakeholders; marketing orientation; brand management (***SB3.7, 3.9***)

3. The concepts, processes and institutions in the production of goods and/or services (***SB3.9***)

4. The relevant traditional and contemporary approaches (e.g., new media) to communicating with customers and other stakeholders, in a global environment, to fulfil organisational objectives (***SB3.7, 3.9***)

5. A range of marketing and business research methods/techniques (qualitative and quantitative), for providing marketers and managers with information to make more informed decisions and more appropriate marketing strategies within a fast changing context to meet stakeholder interests (***SB3.9***)

6. The relevant information technologies and their effects on markets and marketing and their applied perspectives of marketing management within a global environment, to fulfil organisational objectives (***SB3.7, 3.9***)

7. A range of contemporary and pervasive issues which may change over time. Illustrative examples include: innovation, creativity and enterprise, e-commerce, cause-related marketing, sustainability, business ethics, values and norms, globalisation (***SB3.9***)

With a Year in Industry programme:

8. Apply intellectual skills in practice through a work placement or business start-up environment. (SB4.2)

with a Year Abroad’ programme:

9. Some of the areas specified for the core, or options from the perspective of a second European country or other country. (SB3.10)

**Skills and Other Attributes**

**B. Intellectual Skills:**

1. Ability to search, select, organise, develop, and synthesise complex material (***SB3.9***)
2. Critically evaluate arguments and evidence **(*SB*3.9)**
3. Analyse and draw reasoned conclusions concerning structured and, to a more limited extent, unstructured problems **(*SB*3.9)**
4. Ability to plan, work and study independently and to use resources in a way that reflects current best practice and anticipated future practice (***SB3.9***)
5. Apply core numeracy and IT skills to problems **(*SB*3.9)**

With a Year in Industry programme:

1. Apply some of the intellectual skills specified for the main programme from a practical business perspective. **(*SB*5.2-5.5)**

‘with a Year Abroad’ programme:

7. Apply some of the intellectual skills specified for the programme from the perspective of a second European country or another country. (SB3.10)

**C. Subject-specific Skills:**

1. Identify, formulate and solve business / decision making problems using appropriate qualitative and quantitative tools. (***SB*3.9)**

2. Create, evaluate and assess options, in a range of business situations, applying concepts and knowledge appropriately. (***SB*3.9)**

3. Conduct research into marketing / management issues for project work, using a variety of sources and appropriate methodologies that inform the learning process (***SB*3.9)**

4. Ability to identify, find, record, organise and manipulate knowledge relevant to the development and management and marketing or organisations (***SB5.1***)

With a Year in Industry programme:

5. Apply some of the intellectual skills specified for the main programme from a practical business perspective. (***SB*5.2-5.5)**

with a Year Abroad’ programme:

6. Apply some of the subject-specific skills specified for the required core from the perspective of a second European country or another country. (SB3.10)

**D. Transferable Skills:**

1. Identify and make effective use of information from various sources to assess ideas. **(*SB*3.9)**

2. Effective use of communication and information technology **(*SB3.9*)**

3. Communicate effectively using media appropriate to the purpose **(*SB*3.9)**

4. Be an effective time manager, so as to plan and deliver required outputs effectively **(*SB*3.9)**

5. Work in groups effectively and apply other inter-personal skills, including leadership and team working **(*SB*3.9)**

6. Apply numeracy and IT skills appropriately **(*SB*3.9)**

With a Year in Industry programme:

7. Apply and practice some of the key skills specified for the main programme from a practical business perspective **(*SB*5.2-5.5)**

‘with a Year Abroad’ programme:

8. Apply transferable skills specified for the required core from the perspective of a second European country or another country.

**Teaching/learning and assessment methods and strategies used to enable outcomes to be achieved and demonstrated**

**Teaching/learning may include:**

Lectures (including guest lectures and research led teaching); tutor-led seminars; student-led seminars; self-directed learning facilitated by study guides and web-based material; computer workshops; problem-based learning, for example classical case studies and live cases; role playing exercises and debates; student-centred mentoring (e.g. APM); individual and group project work; work-based learning; employer or organisation-based case studies.

**Assessment may include:**

Written examination papers (mostly closed book, but some using pre-circulated case studies, or allowing use of student notes); coursework essays, reports and computational questions; presentation; computer-based assignments; dissertations/reports; posters; reflective reports

A number of inclusive practices are embedded in this programme. A significant proportion of lecture material is recorded, where appropriate and will be made available at suitable points in time. Teaching materials are provided via the VLE in good time. Assessments are appropriately adapted to meet the needs of ILPs in consultation with Student Support. Further adjustments can be considered in discussion with students, Student Support and module convenors, if appropriate.

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| For information on which modules provide which skills, see the module mapping |

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| **18 Programme Structures and Requirements, Levels, Modules, Credits and Awards**  This programme is studied over three years full-time and six years part-time.  The programme is divided into three stages, each stage comprising modules to a total of 120 credits. Students must successfully complete each module in order to be awarded the specified number of credits for that module. One credit corresponds to approximately ten hours of 'learning time' (including all classes and all private study and research). Thus obtaining 120 credits in an academic year requires 1,200 hours of overall learning time. For further information on modules and credits refer to the Credit Framework at <http://www.kent.ac.uk/teaching/qa/credit-framework/creditinfo.html>  Each module is designed to be at a specific level. For the descriptors of each of these levels, refer to Annex 2 of the Credit Framework at <http://www.kent.ac.uk/teaching/qa/credit-framework/creditinfoannex2.html> . To be eligible for the award of an honours degree students must obtain 360 credits, at least 210 of which must be Level 5 or above, and at least 90 of which must be level 6 or above at Stage 3.  Students successfully completing Stage 1 of the programme and meeting credit framework requirements who do not successfully complete Stage 2 will be eligible for the award of the Certificate in Management. Students successfully completing Stage 1 and Stage 2 of the programme and meeting credit framework requirements who do not successfully complete Stage 3 will be eligible for the award of the Diploma in Marketing. Students successfully completing Stage 2 of the programme and achieving 300 credits overall including at least 60 credits at level 6 or above in Stage 3 and meeting Credit Framework requirements will be eligible for the award of a BSc in Marketing non-honours degree. Students successfully completing Stage 2 and also the year in industry and meeting credit framework requirements will be eligible for the award of the Diploma in Marketing with a Year in Industry  For further information refer to the Credit Framework at <https://www.kent.ac.uk/teaching/qa/credit-framework/creditinfo.html#fallbackawards>  Compulsory modules are core to the programme and must be taken by all students studying the programme. Optional modules provide a choice of subject areas, from which students will select a stated number of modules.  Where a student fails a module(s) due to illness or other mitigating circumstances, such failure may be condoned, subject to the requirements of the Credit Framework and provided that the student has achieved the programme learning outcomes. For further information refer to the Credit on Framework at <http://www.kent.ac.uk/teaching/qa/credit-framework/creditinfo.html> .  Where a student fails a module(s), but has marks for such modules within 10 percentage points of the pass mark, the Board of Examiners may nevertheless award the credits for the module(s), subject to the requirements of the Credit Framework and provided that the student has achieved the programme learning outcomes. For further information refer to the Credit Framework.  In Stage 2 students will have the opportunity to transfer to this programme subject to the approval of the Director of Studies, provided that they pass the modules required as compulsory (which may not be compensated and condoned) for the BSc (Hons) Marketing programme. Students who transfer from outside the University of Kent will need to have completed the compulsory modules or modules with equivalent module outcomes.  In order to meet CIM requirements for accreditation purposes, students must have taken a minimum of 180 credits of Marketing modules denoted by # below. | | | | | |
| **KV Code** | **Code** | **Title** | **Level** | **Credits** | **Term(s)** |
| **Stage 1 Compulsory Modules – 120 credits** | | | | | |
| BUSN3910 | CB391 | Business Organisation, Issues and Skills | 4 | 15 | 1 |
| BUSN3430 | CB343 | The Global Business Environment | 4 | 15 | 2 |
| BUSN3640 | CB364 | Business Analysis Tools | 4 | 15 | 1 |
| ECON3130 | EC313 | Micro-Economics for Business | 4 | 15 | 1 |
| BUSN3120 | CB312 | Introduction to Management | 4 | 15 | 1 |
| BUSN3130 | CB313 | Introduction to Statistics for Business | 4 | 15 | 2 |
| BUSN3700 | CB370 | Introduction to Marketing**\*** # | 4 | 15 | 2 |
| BUSN3690 | CB369 | Financial Accounting, Reporting & Analysis | 4 | 15 | 2 |
| **\*** Failure in Introduction to Marketing CB370 may not be compensated, condoned or trailed. | | | | | |
| **Stage 2 Compulsory Modules – 110 credits** | | | | | |
| **KV Code** | **Code** | **Title** | **Level** | **Credits** | **Term(s)** |
| BUSN7330 | CB733 | Business Ethics & Sustainable Management | 5 | 15 | 1 |
| BUSN5870 | CB587 | Digital Marketing Strategy # (CB370 pre-req) | 5 | 15 | 1 |
| BUSN7580 | CB758 | Marketing Strategy\* # (CB370 pre-req) | 5 | 15 | 1 |
| BUSN7350 | CB735 | Branding # (CB370 pre-req; CB738 co-req) | 6 | 15 | 2 |
| BUSN7380 | CB738 | Buyer Behaviour # (CB370 pre-req) | 5 | 15 | 2 |
| BUSN5450 | CB545 | Marketing Research # (CB370 pre-req) | 6 | 15 | 2 |
| BUSN6760 | CB676 | Strategy Analysis and Tools | 5 | 15 | 2 |
| PLUS the following compulsory module which does not contribute to the overall degree  classification | | | | | |
| BUSN7900 / BUSN7910 | CB790/ CB791 | Employability for Stage 2 Business Programmes | 5 | 5  non-contributory | 1 and 2 |
| Students must also choose a 15 credit optional module from the KBS general options list. This must be taken in the autumn term. Options are subject to change. | | | | | |
| **\***Failure in Marketing Strategy (CB758) may not be compensated, condoned or trailed. | | | | | |
| **Stage 3 Compulsory Modules – 95 credits** | | | | | |
| **Compulsory Modules** | | | | | |
| **KV Code** | **Code** | **Title** | **Level** | **Credits** | **Term(s)** |
| BUSN6930 | CB693 | New Product Marketing # (CB370, CB758 pre-reqs) | 6 | 15 | 1 |
| BUSN5460 | CB546 | Marketing Communications # (CB370 pre-req) | 6 | 15 | 1 |
| BUSN7830 | CB783 | Services, Technology and Marketing # (CB370, CB758 pre-reqs) | 6 | 15 | 1 |
| BUSN6020 | CB602 | Digital Marketing Applications # (CB370 pre-req) | 6 | 15 | 2 |
| BUSN5440 | CB544 | International Marketing # (CB370 pre-req) | 6 | 15 | 2 |
| BUSN7820 | CB782 | Marketing and Society # (CB370, CB758, CB733 pre-reqs) | 6 | 15 | 2 |
| PLUS the following compulsory module which does not contribute to the overall degree  classification | | | | | |
| BUSN7920/ BUSN7930 | CB792/ CB793 | Employability for Stage 3 Business Programmes | 6 | 5  non-contributory | 1 and 2 |
| **Optional Modules:** Students must also pick an additional 30 credits of optional modules. Students can choose to select the recommended 30 credit Marketing Management Project listed below: | | | | | |
| BUSN7370 | CB737 | Marketing Management Project # (CB370 pre-req) | 6 | 30 | 1&2 |
| Or students can select 30 credits of optional modules from the KBS general options list. If students wish to choose options that are not on the KBS options list they must speak with the Director of Studies for Marketing for approval. All options are subject to change and students must have an even balance of credits across the terms. | | | | | |

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| **Stage S (Sandwich year in industry)** | | | | |
| **Compulsory Modules – 120 credits** | | | | |
| BUSN6990 | Year in Industry Experience | 6 | 90 pass/fail | 44 weeks |
| BUSN6980 | Year in Industry Report | 6 | 30 |  |
| **Stage A (Study abroad)**  Study abroad students must have completed the pre-study abroad workshops and may be interviewed prior to acceptance onto the Year Abroad programme to ensure suitability for the Year Abroad. | | | | |
| **Compulsory Modules – 120 credits** | | | | |
| BUSN7620 | Year Abroad 1 | 5 | 60 | 1&2 |
| BUSN7630 | Year Abroad 2 | 5 | 60 | 1&2 |

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| **19 Work-Based Learning**  Disability Statement: Where disabled students are due to undertake a work placement as part of this programme of study, a representative of the University will meet with the work placement provider in advance to ensure the provision of anticipatory and reasonable adjustments in line with legal requirements. |
| Year in Industry programmes:   * Placements usually last for a minimum of 44 weeks and contribute 120 credits to the programme and 10% to towards the degree classification. * Students are expected to secure their own placement, although they will be given support by the KBS placements team. * Students are expected to gather a portfolio of work during their placement, subject to permission from the employer and write a report at the end of their placement reflecting on their experience. * Feedback is required from the employer on the student’s achievements. * Students will be supported during their placements by the KBS placements team and supervised by an academic member of staff. * Students will be supported upon their return from the year in industry in order to help them resume their university studies. Events to assist this process are organised by the placements team and can be further supported by the students’ academic advisor * The report will be marked by KBS academic staff |

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| **20 Support for Students and their Learning** |
| * School and University induction programme * Programme/module handbooks * Library services <http://www.kent.ac.uk/library/> * Student Support <http://www.kent.ac.uk/studentsupport/> * Student Wellbeing [www.kent.ac.uk/studentwellbeing/](http://www.kent.ac.uk/studentwellbeing/) * Centre for English and World Languages <http://www.kent.ac.uk/cewl/index.html> * Student Learning Advisory Service <http://www.kent.ac.uk/uelt/about/slas.html> * PASS system <https://www.kent.ac.uk/teaching/qa/codes/taught/annexg.html> * Academic Adviser system <https://www.kent.ac.uk/teaching/advisers/index.html> * Kent Union [www.kentunion.co.uk/](http://www.kentunion.co.uk/) * Careers and Employability Services [www.kent.ac.uk/ces/](http://www.kent.ac.uk/ces/) * Counselling Service https://www.kent.ac.uk/studentwellbeing/counselling/ * Information Services (computing and library services) [www.kent.ac.uk/is/](http://www.kent.ac.uk/is/) * Undergraduate student representation at School, Faculty and Institutional levels * International Recruitment Office <https://www.kent.ac.uk/internationalstudent/>; International Partnerships Office <https://www.kent.ac.uk/global/partnerships/> * Medical Centre <https://www.kent.ac.uk/studentwellbeing/medicalcentre.html> |

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| **21 Entry Profile**  The minimum age to study a degree programme at the university is normally at least 17 years old by 20 September in the year the course begins. There is no upper age limit. |
| 21.1 **Entry Route**  For fuller information, please refer to the University prospectus |
| Offer levels: BBB at A level, IB 34 points (16 at Higher)  Required subjects: GCSE English grade C and GCSE Mathematics grade C  International Students  **International Students**  The University welcomes applications from international students. Our [international recruitment team](https://www.kent.ac.uk/internationalstudent/recruitment/team.html) can guide you on entry requirements. See our [International Student](https://www.kent.ac.uk/internationalstudent/entry-requirements/index.html) website for further information about entry requirements for your country. |
| 21.2 **What does this programme have to offer?** |
| * Develops the academic foundation for a variety of career options, including employment or further training in the private or public sectors, in marketing or general management * Provides you with knowledge of the key areas essential in marketing and management * Develops skills needed for study, research and a career in marketing and management * An application of marketing and management principles within a range of organisations and contemporary contexts * The opportunity to work on an independent marketing project which uses the skills developed on the programme |
| 21.3 **Personal Profile** |
| * You should have a strong interest in marketing and managing organisations across countries and cultures * You should have a strong interest in developing a career in marketing and/or management * You should be good at working with others * You should possess good oral and written communication skills in English * You should have a willingness to build knowledge across a variety of aspects of marketing and management * You should have suitable levels of numeracy and/or a willingness to develop them * You should have a willingness to acquire relevant IT skills |

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| 22 **Methods for Evaluating and Enhancing the Quality and Standards of Teaching and Learning** |
| 22.1 **Mechanisms for review and evaluation of teaching, learning, assessment, the curriculum and outcome standards** |
| * Student module evaluations * Annual programme and module monitoring reports <http://www.kent.ac.uk/teaching/qa/codes/taught/annexe.html> * External Examiners system <http://www.kent.ac.uk/teaching/qa/codes/taught/annexk.html> * Periodic programme review <http://www.kent.ac.uk/teaching/qa/codes/taught/annexf.html> * Annual staff appraisal * Peer observation * Quality Assurance Framework <http://www.kent.ac.uk/teaching/qa/codes/index.html> * QAA Higher Education Review * Accreditation by the Chartered Institute of Marketing (CIM) |
| 22.2 **Committees with responsibility for monitoring and evaluating quality and standards** |
| * Staff/Student Consultative Committee * School Education Committee * Faculty Education Committee * Faculty Board * Education Board * Board of Examiners * Board of Studies (including an annual review of learning and teaching) |
| 22.3 **Mechanisms for gaining student feedback on the quality of teaching and their learning experience** |
| * Student module evaluations * Staff/Student Consultative Committee * Student rep system (School, Faculty and Institutional level) * Annual NSS * Discussions with Senior Tutor |
| 22.4 **Staff Development priorities include:** |
| * PGCHE requirements * HEA (associate) fellowship membership * Annual appraisals * Institutional Level Staff Development Programme * Academic Practice Provision (PGCHE, ATAP and other development opportunities) * Professional body membership and requirements * Programme team meetings * Research seminars * Conferences * Study leave * Encouraging staff to engage proactively with professional marketing and management organisations * Encouraging staff to engage proactively with organisations in the private, public and voluntary sectors * Encouraging staff to develop awareness of non-UK perspectives on marketing and management * Dissemination of good practice arising from peer teaching observations and departmental staff development |

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| 23 **Indicators of Quality and Standards** |
| * Results of periodic programme review: March 2017 * Professional accreditation (Chartered Institute of Marketing (CIM)) * QAA Higher Education Review 2015 * Annual External Examiner reports * Retention and achievement rates * Graduates destination surveys * Programme and module monitoring reports |
| 23.1 **The following reference points were used in creating these specifications:** |
| * QAA UK Quality Code for Higher Education <http://www.qaa.ac.uk/assuring-standards-and-quality> * QAA Benchmarking statement for Business & Management 2015 * Accreditation requirements of CIM * School and Faculty plan * University Plan <https://www.kent.ac.uk/about/plan/> and Student Experience and Engagement Strategies <https://www.kent.ac.uk/uelt/strategies/lta.html> * Staff research activities * Kent Inclusive Practices (<https://www.kent.ac.uk/studentsupport/accessibility/inclusive-practice.html>) |

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| 24 **Inclusive Programme Design** |
| The School recognises and has embedded the expectations of current equality legislation, by ensuring that the programme is as accessible as possible by design. Additional alternative arrangements for students with Inclusive Learning Plans (ILPs)/declared disabilities will be made on an individual basis, in consultation with the relevant policies and support services. |

Last updated August 2017

**BSc Marketing Module Mapping**

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|  | Stage 1 | | | | | | | | | | | | | Stage 2 | | | | | | | | | | | | | | Y in I | | | Year Abroad | | | Stage 3 | | | | | | | |
|  | CBxxx | | CB343 | CB313 | | EC313 | | CB364 | CB312 | | CB370 | | CB369 | CB733 | | CB738 | | CB587 | CB735 | | CB758 | | CB545 | CB676 | | Emp St 2 | | CB698 | CB699 | | CB762 | | CB763 | CB546 | CB737 | CB602 | CB544 | CB693 | CB783 | CB782 | Emp Stg 3 |
| A1 | ✓ | | ✓ |  | | ✓ | |  | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ |  | ✓ |  |
| A2 |  | |  |  | | ✓ | |  |  | | ✓ | |  |  | | ✓ | |  | ✓ | | ✓ | | ✓ |  | |  | |  |  | |  | |  | ✓ |  | ✓ |  | ✓ | ✓ | ✓ |  |
| A3 |  | | ✓ |  | | ✓ | |  | ✓ | | ✓ | | ✓ | ✓ | |  | | ✓ | ✓ | | ✓ | | ✓ |  | |  | |  |  | |  | |  |  |  | ✓ |  | ✓ | ✓ |  |  |
| A4 |  | | ✓ |  | |  | | ✓ |  | |  | | ✓ |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  | ✓ |  | ✓ | ✓ |  | ✓ | ✓ |  |
| A5 | ✓ | |  | ✓ | | ✓ | | ✓ |  | | ✓ | | ✓ |  | |  | |  | ✓ | |  | | ✓ |  | |  | |  |  | |  | |  |  | ✓ |  |  | ✓ | ✓ |  |  |
| A6 |  | |  | ✓ | |  | | ✓ |  | |  | |  |  | |  | |  |  | |  | | ✓ |  | |  | |  |  | |  | |  | ✓ |  | ✓ | ✓ |  | ✓ |  |  |
| A7 |  | | ✓ |  | |  | |  | ✓ | |  | | ✓ | ✓ | | ✓ | |  | ✓ | | ✓ | | ✓ |  | |  | |  |  | |  | |  | ✓ |  | ✓ |  |  |  | ✓ |  |
| A8 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | | ✓ | ✓ | |  | |  |  |  |  |  |  |  |  |  |
| A9 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | | ✓ | | ✓ |  |  |  |  |  |  |  |  |
| B1 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| B2 |  | |  |  | |  | |  |  | |  | | ✓ |  | | ✓ | |  | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| B3 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| B4 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| B5 |  | |  | ✓ | | ✓ | | ✓ |  | |  | | ✓ |  | |  | |  |  | |  | | ✓ | ✓ | |  | | ✓ | ✓ | |  | |  |  | ✓ |  |  |  | ✓ | ✓ |  |
| B6 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | | ✓ | ✓ | |  | |  |  |  |  |  |  |  |  |  |
| B7 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | | ✓ | | ✓ |  |  |  |  |  |  |  |  |
| C1 | ✓ | | ✓ | ✓ | | ✓ | | ✓ |  | |  | | ✓ |  | | ✓ | | ✓ | ✓ | |  | | ✓ | ✓ | |  | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| C2 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| C3 | ✓ | | ✓ | ✓ | | ✓ | |  |  | |  | | ✓ |  | |  | |  |  | |  | | ✓ |  | |  | |  | ✓ | |  | |  | ✓ | ✓ |  |  |  |  |  |  |
| C4 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | |  | ✓ | | ✓ | | ✓ | ✓ | |  | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| C5 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | | ✓ | ✓ | |  | |  |  |  |  |  |  |  |  |  |
| C6 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | | ✓ | | ✓ |  |  |  |  |  |  |  |  |
| D1 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| D2 |  | |  | ✓ | |  | | ✓ |  | | ✓ | | ✓ |  | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| D3 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | |  | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| D4 | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| D5 |  | |  |  | | ✓ | | ✓ | ✓ | | ✓ | |  | ✓ | | ✓ | |  | ✓ | | ✓ | | ✓ | ✓ | | ✓ | |  |  | |  | |  | ✓ |  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| D6 |  | |  | ✓ | | ✓ | | ✓ |  | |  | | ✓ |  | |  | | ✓ |  | |  | | ✓ | ✓ | | ✓ | | ✓ | ✓ | |  | |  | ✓ | ✓ |  |  | ✓ | ✓ | ✓ | ✓ |
| D7 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | | ✓ | ✓ | |  | |  |  |  |  |  |  |  |  |  |
| D8 |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | |  | |  |  | | ✓ | | ✓ |  |  |  |  |  |  |  |  |