

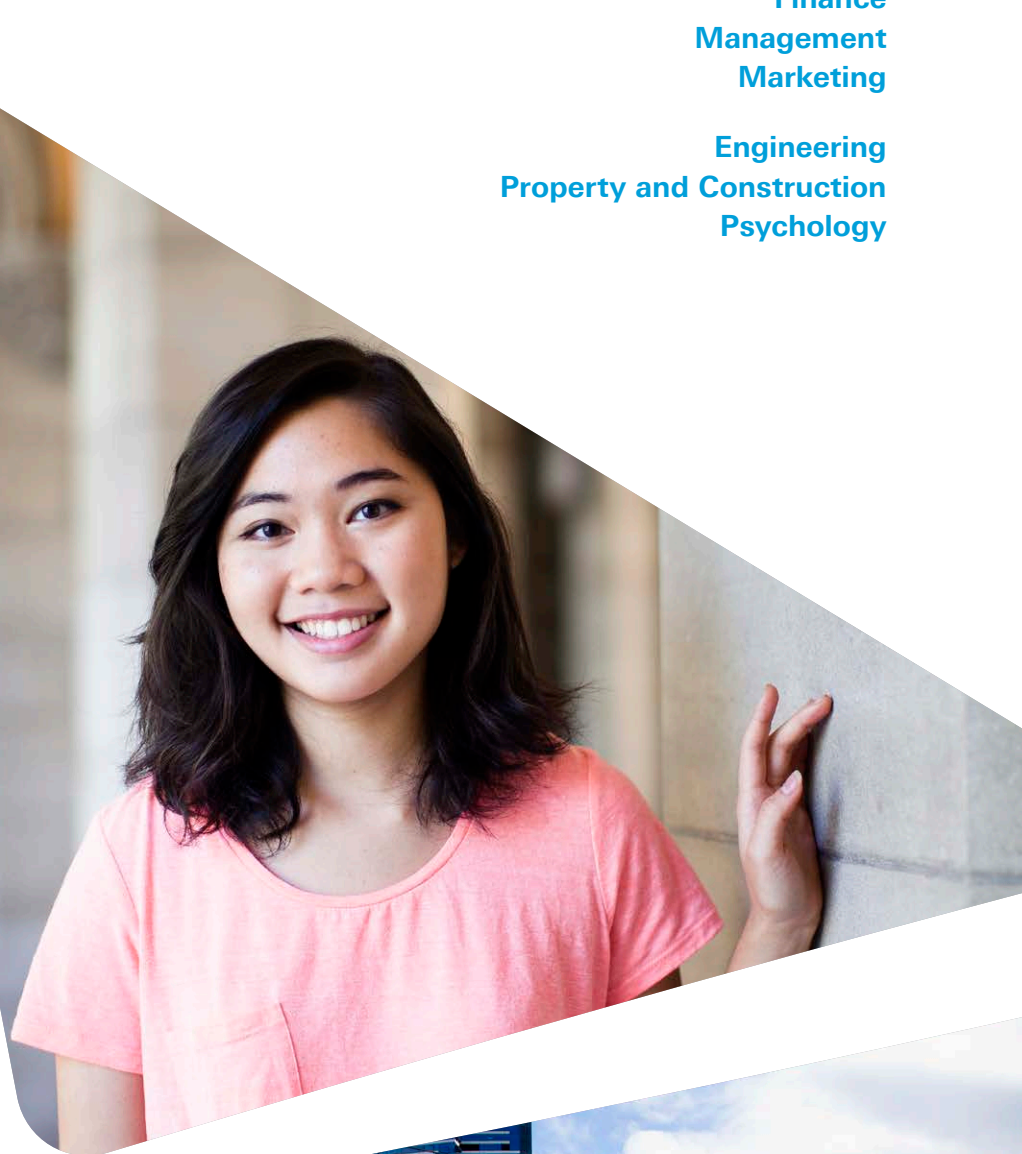


THE UNIVERSITY OF  
MELBOURNE

# 2015 Commerce

Accounting  
Actuarial Studies  
Business  
Economics  
Finance  
Management  
Marketing

Engineering  
Property and Construction  
Psychology





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Times Higher Education World  
University Rankings 2013–2014

# A degree that opens doors

## FLEXIBLE COURSE STRUCTURE

As a Commerce student you will get comprehensive business training and have the chance to explore complementary disciplines. There are seven Commerce majors available, and many elective subjects to choose from. You can also study Engineering, Psychology, Property or Construction as part of your degree.

## INTERNATIONALLY RECOGNISED TEACHING STAFF

Academics at the Faculty of Business and Economics are renowned worldwide for excellence in teaching and research. They collaborate in international research projects and publish significant works that inform industries across the globe.

## ACCESS TO SCHOLARSHIPS

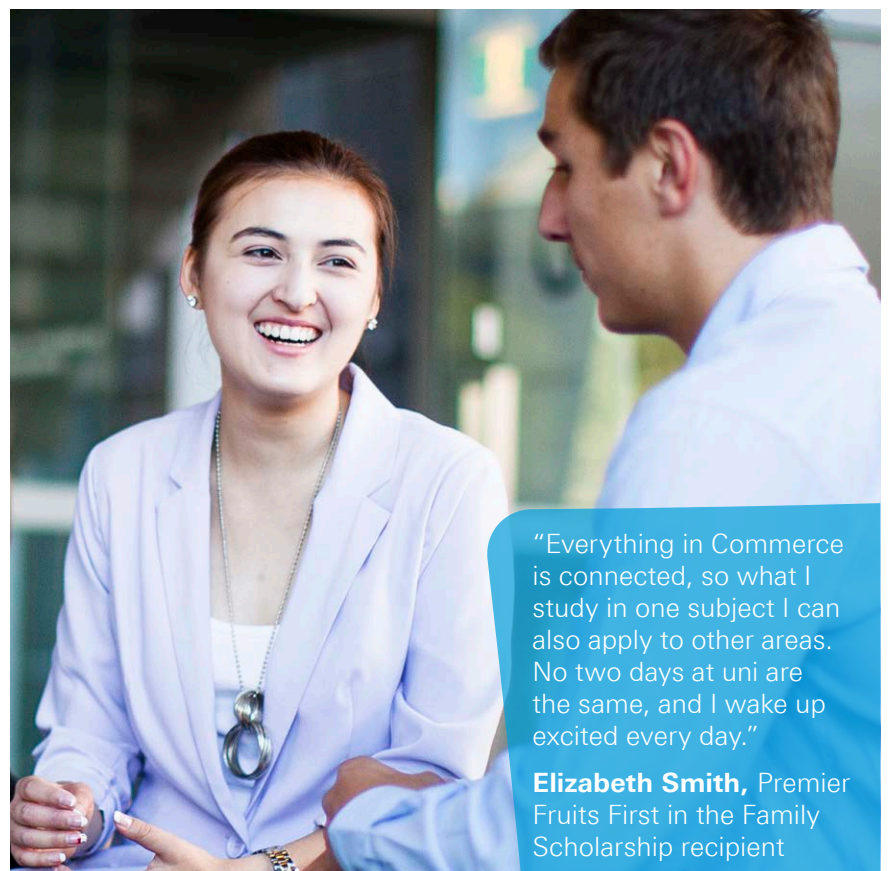
In addition to University scholarships, there is a range of faculty scholarships available to Commerce students. In many cases you are automatically considered for scholarships when you apply for the degree. Read more on page 20.

## STUDENT SUPPORT

We want to help you make a smooth transition to uni life. Our friendly student advisers will help you with everything you need, including course advice and administrative queries. There's always help available, so don't be afraid to ask.

## UNIQUE STUDENT EXPERIENCE

Uni isn't about studying all the time – not when there's so much to do outside the classroom! As a Commerce student you will have access to a variety of extracurricular activities that bridge the gap between theory and practice. Student experience activities are fun, challenging and interesting. Best of all, you get to choose what you want to do. Read more on pages 4 and 5.



"Everything in Commerce is connected, so what I study in one subject I can also apply to other areas. No two days at uni are the same, and I wake up excited every day."

**Elizabeth Smith**, Premier Fruits First in the Family Scholarship recipient

# Commerce

The Bachelor of Commerce is an ideal pathway to a professional career. Employment opportunities span the globe in business, government and the not-for-profit sector.

## BACHELOR OF COMMERCE

### Duration

3 years full time  
Part time available  
(domestic students only)

### Campus

Parkville

### Entry

Semester 1 or 2

### Contact hours (first year, full time)

Approximately 12 hours per week,  
plus independent study time of around  
20 hours per week

## FIND OUT MORE

 [bcom.unimelb.edu.au](http://bcom.unimelb.edu.au)

 [facebook.com/BusEcoMelb](https://facebook.com/BusEcoMelb)

 [twitter.com/buseconews](https://twitter.com/buseconews)

 [youtube.com/MelbourneFBE](https://youtube.com/MelbourneFBE)

## WHAT DO I STUDY?

The Bachelor of Commerce consists of 24 subjects, usually taken over three years of full-time study. You must complete at least one major.

A major is a sequence of subjects that you complete throughout your degree. Completing a major indicates that you are a specialist in that particular discipline.

The Bachelor of Commerce offers seven majors:

- Accounting
- Actuarial Studies
- Business
- Economics
- Finance
- Management
- Marketing.

Depending on your subject choices, you may be able to complete a double major. You can read more about majors on pages 6–12.

## CREATING YOUR COURSE PLAN

You will work one on one with an expert student adviser to design your course plan and select your subjects. Your course plan is tailored according to your interests and aspirations. Your subjects will include:

- **Compulsory subjects** – taken by all students enrolled in your degree
- **Major subjects** – taken by students studying your major
- **Elective subjects** – you can choose electives to suit your interests, from a select list relating to Commerce
- **Breadth subjects** – subjects from outside your core study area. Breadth allows you to learn about issues

from a different perspective and explore your other interests outside of your degree. If you are interested in a particular topic or area, you can choose to take a 'breadth track', which is a set of three or more related breadth subjects.

The sample course plans on pages 6–12 will give you an idea of how you might structure your degree.

## HONOURS

Honours is an additional (fourth) year of specialised study in a Commerce area. Honours will help you develop research skills, build professional skills and gain in-depth knowledge of your discipline.

### Bachelor of Commerce

24 subjects (8 per year)

#### Compulsory subjects

5 subjects to cover Commerce fundamentals

#### Major and elective subjects

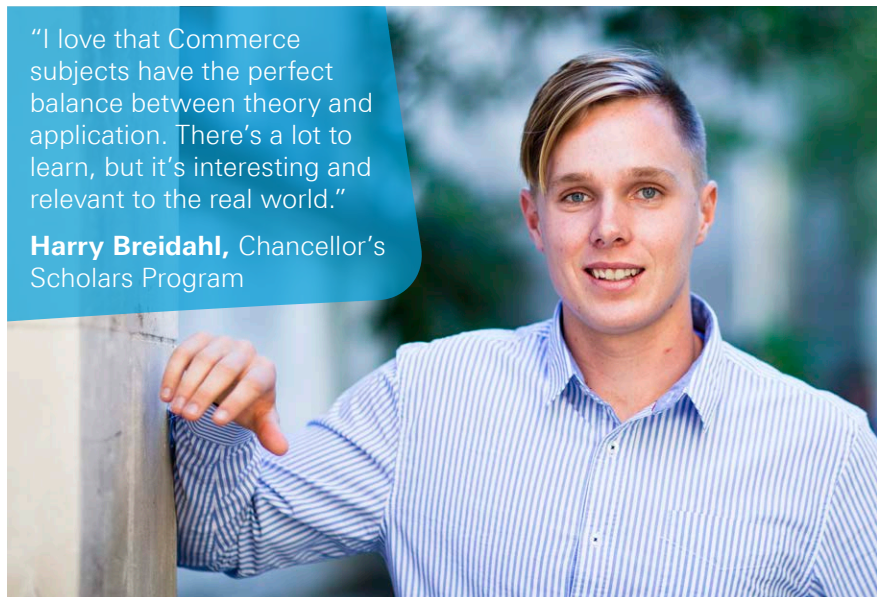
11–15 subjects to deepen your Commerce knowledge

#### Breadth subjects

4–8 subjects from other disciplines

"I love that Commerce subjects have the perfect balance between theory and application. There's a lot to learn, but it's interesting and relevant to the real world."

**Harry Breidahl**, Chancellor's Scholars Program





# Commerce student experience

Going to uni isn't just about lectures and assignments. Outside of the classroom, there are loads of activities available that will help you make the most of your degree, build your network and have fun.

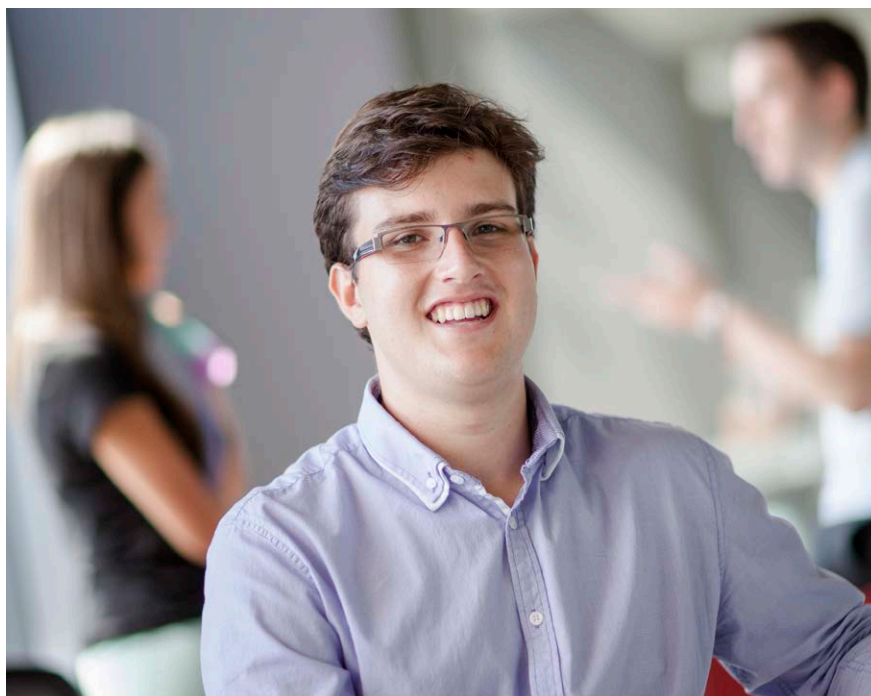
## LEADERSHIP

Employers like to see leadership experience on your resume, and we do all we can to help you get it. At Melbourne you can:

- Take part in leadership conferences
- Participate in peer mentoring programs
- Lead a community engagement project partnered with an eligible organisation
- Run a club or society.

When she was applying for internships during her Commerce degree, **Lorna Hu** found it difficult to find resources for females looking to work in finance. So she decided to found her own student club, Banking on Women – now an established University of Melbourne student society that aims to give members early insights into the finance sector and connect them with female role models in the industry.

In just two years, Banking on Women has attracted over 150 members and partnered with five corporate sponsors, which are all well-known international investment banks.



## VOLUNTEERING

Volunteering allows you to take your skills into the community and contribute to a cause you are passionate about – and to make a difference! You can volunteer in Melbourne or overseas, and we offer awards and grants to help you finance your volunteer work.

**Simon Matthews** is the lead tutor in the Maths Clinic at The Huddle, the community outreach arm of the North Melbourne Football Club. Along with other BCom student volunteers, Simon spends a few hours a week mentoring high school students, many of whom are from migrant families with English as a second language.

"It feels great to be helping others and be active in the community. I feel that tutoring at The Huddle has helped me develop as a person. I've made wonderful friends and connections, and have enjoyed the opportunity to hone my communication and presentation skills."



## OVERSEAS STUDY PROGRAMS

There are plenty of opportunities to take your Commerce studies overseas. You'll have the chance to apply your skills in an international setting, and experience other cultures while you learn.

**Lorraine Priestly** spent two weeks in India consulting for the National Australia Bank, as part of the Global Management Consulting subject.

"I learnt so much in those two weeks – about the finance industry in India, culture, teamwork and issues the banking sector faces. It was an extremely positive experience that gave me insights into the real and exciting applications of what I am currently learning."



## CASE STUDY COMPETITIONS

Would you like to work in a team to address a real business problem and hear feedback from an expert panel of judges? Case study competitions are a great way to apply what you learn to real-world situations, and are good practice for your future career.

Each year, the University sends teams to international case competitions where they battle it out against the world's top schools. In 2014, our students travelled to the US, Denmark, Serbia, Canada, New Zealand and Thailand. **Yetty Luseged, Nicholas Mackinnon, Saranee de Silva** and **Elias Vitsentzatos** represented the University of Melbourne at the McGill International Case Competition in Canada, and won first prize!

Or, if you want to stay closer to home, you could join 200 of your fellow students competing in the University of Melbourne BCom Case Competition.



# Commerce majors

The flexibility of the Bachelor of Commerce means you can wait until the beginning of second year to choose a major, or start to focus on a particular discipline from day one. If you plan your course carefully you might also be able to complete a second major.

This table shows the options available for your second major, depending on the first major you choose.

First major	Second major (optional)			
<b>Business</b>	Not available			
<b>Accounting (including accreditation)</b>	Economics	Finance	Management	Marketing
<b>Actuarial Studies (including accreditation)</b>	Not available			
<b>Economics</b>	Accounting	Finance	Management	Marketing
<b>Finance</b>	Accounting	Economics	Management	Marketing
<b>Management</b>	Accounting	Economics	Finance	Marketing
<b>Marketing</b>	Accounting	Economics	Finance	Management

## Business

Solving business problems often requires a multidisciplinary approach, so the Business major builds your capability across different functional areas.

To be successful in business you have to understand how it works. The Business major combines subjects from several disciplines, and allows you to design a course plan that suits your career goals and interests. The skills you develop in this major are useful in any industry.

### WHY CHOOSE BUSINESS AT MELBOURNE?

Thanks to their multidisciplinary training, Business graduates enjoy a variety of career prospects in many industries. You'll enter your chosen industry with skills that can be applied across diverse sectors, making you versatile, valuable and highly employable. These skills include:

- Oral and written communication skills
- Critical analysis and synthesis
- Problem-solving
- Operating in a team
- Working independently and taking responsibility for your learning.

### CAREER OUTCOMES

Your career goals will influence the disciplines you study. A strong marketing focus may lead to a career as a marketing professional, and a combination of finance and

management subjects may lead to work in the banking industry. Your training may suit organisations interested in a variety of disciplines, such as management consulting and professional services firms.

### Sample course plan – Bachelor of Commerce<sup>1</sup>

Major in Business

Includes breadth tracks in Property (leading to the two-year Master of Property), and Feeding the World's Population

Year 1	Semester 1	Introductory Micro-economics	Quantitative Methods 1	Food for a Healthy Planet	Famine: The Geography of Scarcity
	Semester 2	Introductory Macro-economics	Finance 1	Principles of Marketing	Managing and Leading Organisations
Year 2	Semester 1	Organisational Behaviour	Global Marketing	Business in Asia	Principles of Property
	Semester 2	Introductory Econometrics	Business Finance	Food for a Healthy Planet II	Principles of Property Valuation
Year 3	Semester 1	Investments	Derivative Securities	Property Management	Property Resource Analysis
	Semester 2	Organisations, Ethics and Society	Strategic Management	Advertising and Promotions	Internet Marketing

■ Compulsory subjects ■ Major subjects ■ Elective subjects ■ Breadth subjects

<sup>1</sup> This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.



# Accounting

**Accounting is described as the 'language of business' because it provides business intelligence that communicates how organisations work and how they are performing.**

Accountants organise, analyse and present business information for a variety of stakeholders. Accounting studies will teach you to produce and interpret financial data, and understand the financial structure of organisations. Accounting graduates are always sought after, and enjoy rewarding careers in a variety of industries.

## WHY CHOOSE ACCOUNTING AT MELBOURNE?

Melbourne is known for the quality of its accounting program, and many of our graduates immediately find work with professional services firms in key financial markets. In Australia, professionally qualified, accredited accountants are in constant demand, especially for roles in taxation or financial management and reporting.<sup>①</sup>

## PROFESSIONAL RECOGNITION

Melbourne Commerce graduates with a major in Accounting are eligible to apply for associate membership of:

- CPA Australia
- Institute of Chartered Accountants in Australia
- Institute of Public Accountants.



**Institute of  
Chartered Accountants  
Australia**



**IPA INSTITUTE OF PUBLIC  
ACCOUNTANTS**

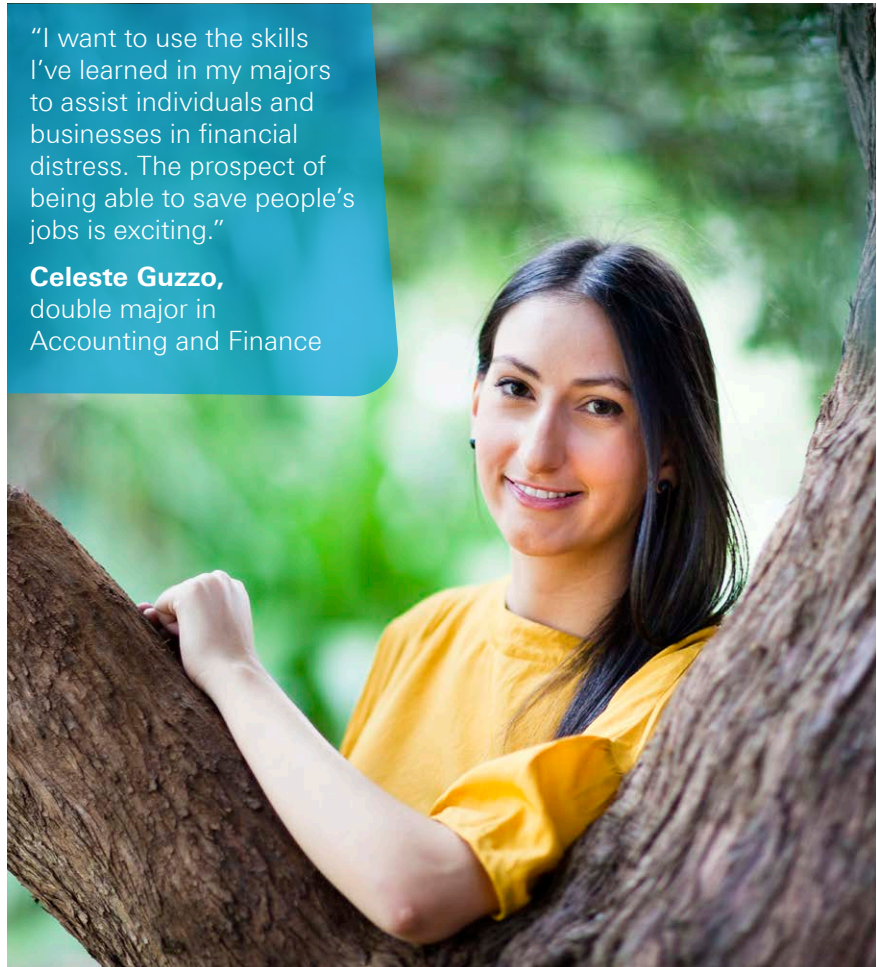
To practise as a professional accountant in Australia, graduates must first become a member of one of these professional accounting bodies. Each body has individual requirements that must be met to obtain full membership.

## CAREER OUTCOMES

- Accounting practices, including the 'Big Four' (Deloitte, Ernst & Young, KPMG and PricewaterhouseCoopers)
- Corporations
- Small and medium-sized enterprises
- Government
- Not-for-profit organisations

"I want to use the skills I've learned in my majors to assist individuals and businesses in financial distress. The prospect of being able to save people's jobs is exciting."

**Celeste Guzzo,**  
double major in  
Accounting and Finance



## Sample course plan – Bachelor of Commerce<sup>②</sup>

Double major in Accounting and Finance

Includes breadth track in Ancient Egypt and the Near East

Meets honours entry and professional accreditation requirements for Accounting, and honours entry requirements for Finance.

Year 1	Semester 1	Introductory Micro-economics <sup>③</sup>	Quantitative Methods 1 <sup>③</sup>	Accounting Reports and Analysis <sup>③</sup>	Ancient Egypt and Mesopotamia
	Semester 2	Introductory Macro-economics <sup>③</sup>	Accounting Processes and Analysis <sup>③</sup>	Introductory Financial Accounting <sup>③</sup>	Principles of Business Law
Year 2	Semester 1	Organisational Behaviour	Quantitative Methods 2 <sup>③</sup>	Corporate Law <sup>③</sup>	Egypt Under the Pharaohs
	Semester 2	Cost Management <sup>③</sup>	Intermediate Financial Accounting <sup>③</sup>	Business Finance <sup>③</sup>	Egyptian and Near Eastern Mythology
Year 3	Semester 1	Enterprise Performance Management <sup>③</sup>	Financial Accounting Theory <sup>③</sup>	Investments	Basic Econometrics
	Semester 2	Auditing and Assurance Services <sup>③</sup>	Derivative Securities	Corporate Finance	Taxation Law 1 <sup>③</sup>

■ Compulsory subjects ■ Major subjects: Accounting ■ Major subjects: Finance  
■ Elective subjects ■ Breadth subjects

<sup>①</sup> Department of Employment, May 2013

<sup>②</sup> This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

<sup>③</sup> These subjects are required for accounting accreditation.

# Actuarial Studies

**Actuaries evaluate and manage the financial risks faced by individuals, organisations and governments to assist with planning and risk management.**

The risks assessed by actuaries include illness, disability and death, the effects of natural disasters such as cyclones and earthquakes, and major economic or social change.

If you major in Actuarial Studies you will have a firm grounding in the traditional actuarial skill set of mathematics, statistics, demography, finance and economics.

## WHY CHOOSE ACTUARIAL STUDIES AT MELBOURNE?

Actuarial graduates have specialist knowledge that is vital to a range of industries. For this reason actuaries have a very high earning potential.

The University of Melbourne is one of only six institutions in the country that enjoys full accreditation from the Actuaries Institute. Full accreditation means you can obtain exemptions from Parts I and II of the Institute's professional exams.

## PROFESSIONAL RECOGNITION

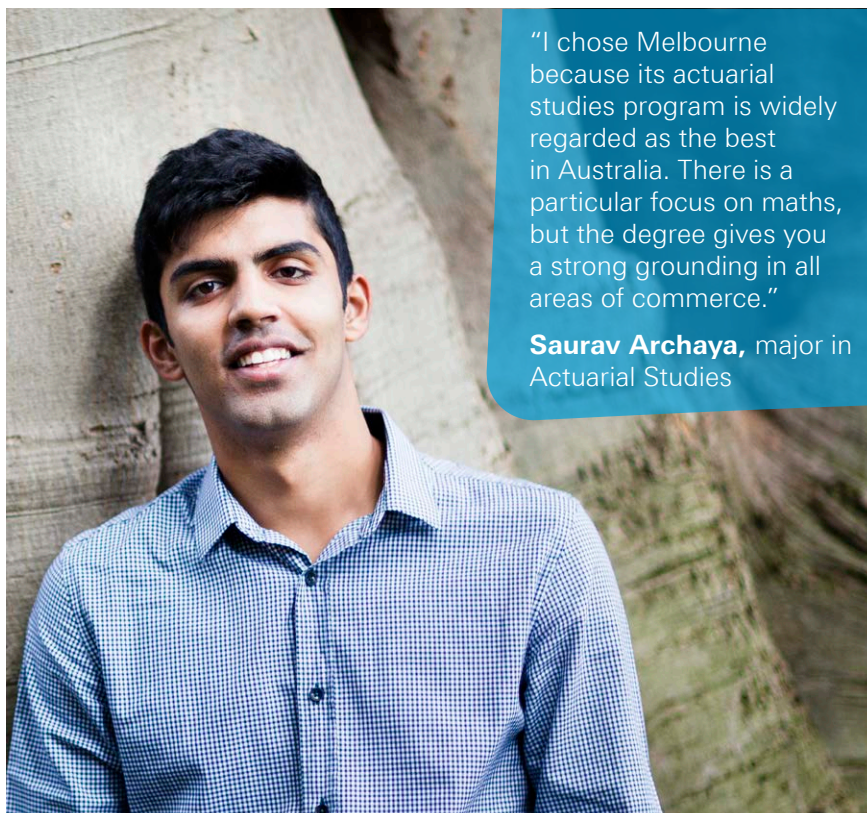
To qualify as an actuary you must pass (or be exempt from) all three parts of the professional accreditation process as prescribed by the Actuaries Institute. Parts I and II can be undertaken as part of your Bachelor of Commerce (Honours) degree. Part III is administered by the Actuaries Institute.

Actuarial bodies overseas recognise the Actuaries Institute qualification, subject to supplementary training. Partial recognition is available for exams passed (or obtained through exemptions) under the Actuaries Institute.



## CAREER OUTCOMES

- Banking and finance
- Capital and risk management
- Financial planning
- Financial reporting and performance management
- Insurance, including product pricing, design and distribution
- Investments and asset management
- Superannuation
- Valuation of insurance liabilities and financial instruments



"I chose Melbourne because its actuarial studies program is widely regarded as the best in Australia. There is a particular focus on maths, but the degree gives you a strong grounding in all areas of commerce."

**Saurav Archaya**, major in Actuarial Studies

## Sample course plan – Bachelor of Commerce<sup>①</sup>

### Major in Actuarial Studies<sup>②</sup>

Meets honours entry and professional accreditation requirements

Year 1	Semester 1	Introductory Micro-economics	Accounting Reports and Analysis	Principles of Business Law	Accelerated Mathematics 1
	Semester 2	Introductory Macro-economics	Introductory Financial Accounting	Introduction to Actuarial Studies	Accelerated Mathematics 2
Year 2	Semester 1	Probability	Organisational Behaviour	Financial Mathematics I	Business Finance
	Semester 2	Statistics	Intermediate Macro-economics	Financial Mathematics II	Business in the Global Economy
Year 3	Semester 1	Actuarial Modelling I	Actuarial Modelling II	Financial Mathematics III	Competition and Consumer Law
	Semester 2	Contingencies (double subject)		Actuarial Statistics	Models for Insurance and Finance

■ Compulsory subjects (including quantitative subjects counted as breadth) ■ Major subjects  
■ Elective subjects ■ Breadth subjects

<sup>①</sup> This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment. All subjects in this plan besides the law and elective subjects are required for actuarial accreditation.

<sup>②</sup> Students majoring in Actuarial Studies who intend to pursue full professional accreditation cannot complete a double major.



# Economics

**Economists study the behaviour of individuals, groups and organisations to understand the mechanisms of markets and national economies.**

Many students choose the Economics major to gain an informed perspective on business competition, government policy and Australia's place in the global economy. Studying economics can lead you to a career as a professional economist, but the skills you develop are also complementary to many other disciplines.

## WHY CHOOSE ECONOMICS AT MELBOURNE?

Because of our unique economics curriculum, Melbourne-trained economists are highly regarded in Australia and around the world. Economists are in demand in academia and across the public and corporate sectors, and possess transferable skills that are useful in any field.

## CAREER OUTCOMES

- Merchant and trading banks, investment firms, stockbroking and insurance companies
- Transport, communications, mining, retail and manufacturing
- Consulting and political analysis
- Industry associations and trade unions
- Government

### Sample course plan – Bachelor of Commerce<sup>1</sup>

Double major in Economics and Management

Includes breadth track in Mathematics for Economics<sup>2</sup>, and meets honours entry requirements for Economics

Year 1	Semester 1	Introductory Micro-economics	Managing and Leading Organisations	Accounting Reports and Analysis	Calculus 1
	Semester 2	Introductory Macro-economics	Finance 1	Linear Algebra	Calculus 2
Year 2	Semester 1	Probability for Statistics	Managing Operations	Intermediate Micro-economics	Business Finance
	Semester 2	Organisational Behaviour	Statistics	Intermediate Macro-economics	Australia in the World 1914 to 2014
Year 3	Semester 1	Micro-economics	Econometrics	Managing Entrepreneurship and Innovation	Chinese Business and Economy
	Semester 2	Macro-economics	Environmental Economics	Experimental Economics	Business Communication

■ Compulsory subjects (including quantitative subjects counted as breadth)

■ Major subjects: Economics ■ Major subjects: Management

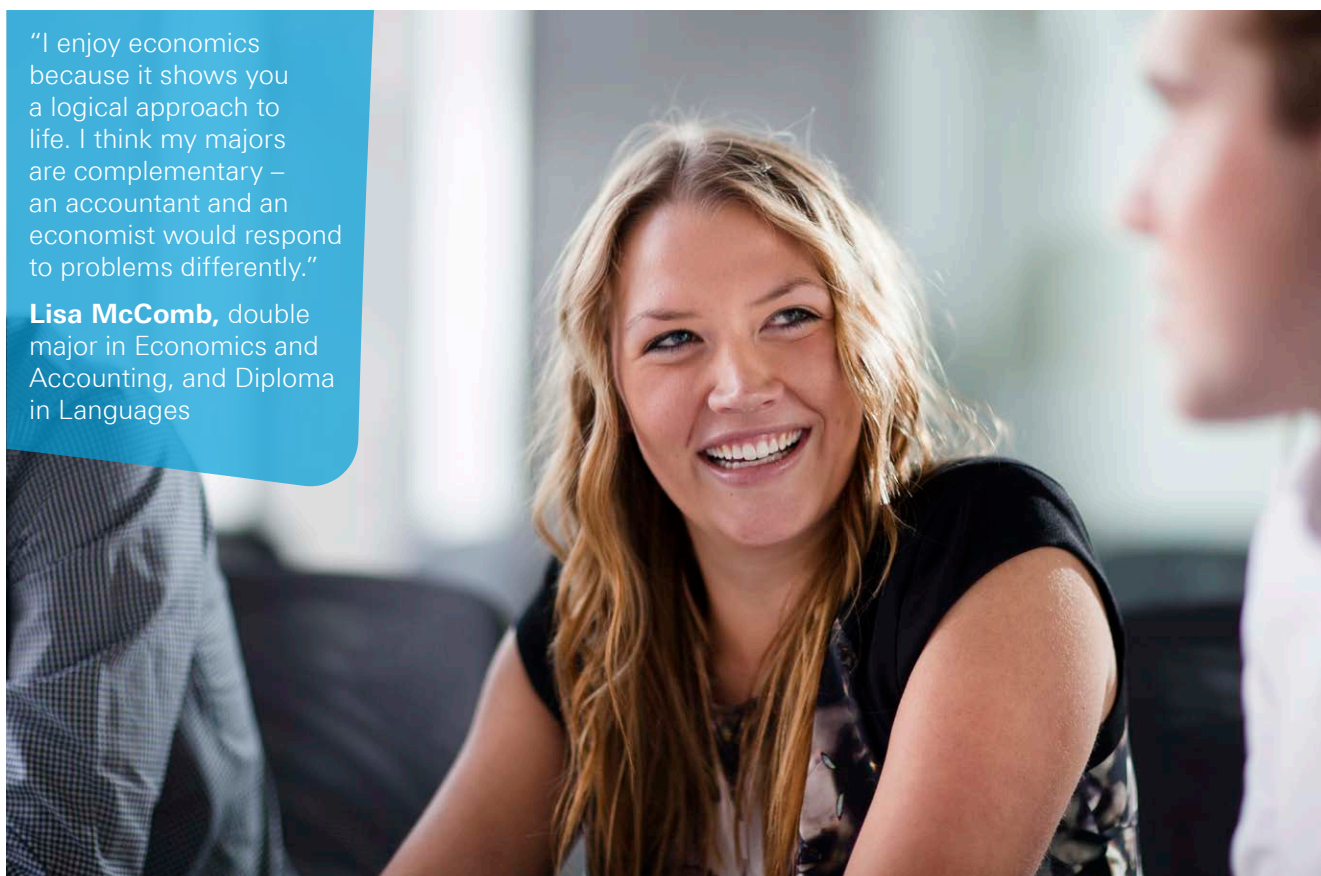
■ Elective subjects ■ Breadth subjects

<sup>1</sup> This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

<sup>2</sup> This course plan illustrates how students can satisfy the course's compulsory quantitative requirement by taking mathematics as breadth. It is suitable for students who have an aptitude for and enjoy mathematics, and wish to study complementary subjects in mathematics as part of their breadth component.

"I enjoy economics because it shows you a logical approach to life. I think my majors are complementary – an accountant and an economist would respond to problems differently."

**Lisa McComb**, double major in Economics and Accounting, and Diploma in Languages



# Finance

**Finance professionals manage assets to create and grow wealth for investors and companies.**

Finance examines how individuals, businesses and institutions raise funds to implement investment strategies, and how they allocate these funds to a variety of investment opportunities. The Finance major covers capital markets and financial institutions, investments and financial planning, and corporate finance. You will also have the option to study personal finance and real estate finance.

## WHY CHOOSE FINANCE AT MELBOURNE?

Melbourne Finance graduates are highly regarded in the financial services sector, and are represented in the world's most important financial centres. In Australia, finance and insurance services are projected to sustain growth, with low unemployment and high median earnings to continue in the sector.<sup>①</sup>

## PROFESSIONAL RECOGNITION

The University of Melbourne is a Program Partner of the CFA Institute, the global association for investment professionals that awards the prestigious Chartered Financial Analyst® (CFA) designation. Recognition as a CFA Program Partner means that the Bachelor of Commerce major in Finance is closely tied to professional practice and is well suited to preparing students to sit for the CFA exams.



## CAREER OUTCOMES

- Financial planning and advising for individual investors
- Funds management
- Retail, commercial and investment banking
- Financial analysis
- Corporate finance
- Treasury management
- Trading and dealing
- Management consulting



"I'm enjoying uni because what I'm learning is relevant to me. I get to choose subjects that are directly related to my interests."

**Samuel Barnden**, major in Finance, breadth sequence in Mechanical Systems

## Sample course plan – Bachelor of Commerce<sup>②</sup>

### Major in Finance

Includes breadth sequence in Civil Systems that leads to the two-year Master of Engineering (Civil), and meets honours entry requirements for Finance

Year	Semester				
	1	2	3	4	5
Year 1	Semester 1	Introductory Micro-economics	Finance 1	Principles of Marketing	Calculus 2 <sup>③</sup>
	Semester 2	Introductory Macro-economics	Quantitative Methods 1	Engineering Systems Design 2	Linear Algebra
Year 2	Semester 1	Introductory Econometrics	Business Finance	Project Management	Engineering Mathematics
	Semester 2	Organisational Behaviour	Strategic Marketing	Earth Processes for Engineering	Engineering Materials
Year 3	Semester 1	Derivative Securities	Investments	Econometrics	Fluid Mechanics
	Semester 2	Corporate Finance	International Finance	Systems Modelling and Design	Engineering Mechanics

■ Compulsory subjects ■ Major subjects ■ Elective subjects ■ Breadth subjects

<sup>①</sup> Australian Jobs 2013

<sup>②</sup> This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

<sup>③</sup> Students who have not completed VCE Specialist Mathematics should consult with a student adviser about which mathematics subject to take.



# Management

**Managers lead people and coordinate resources to facilitate business operations and produce optimal results.**

Effective managers lead businesses and organisations in achieving their goals. Studying management equips you with the leadership, analysis, planning and decision-making skills you need to succeed from day one. Key management responsibilities include:

- Providing direction through leadership, strategic planning and decision making
- Recruiting, training and managing the workforce, and developing organisational capability
- Achieving efficiency, quality and innovation in operations in a global context.

## WHY CHOOSE MANAGEMENT AT MELBOURNE?

Management and leadership skills are essential for career progression and are vital in many professional roles. There is strong demand across sectors for capable managers.

Melbourne Commerce students can choose to develop expertise in a variety of fields including business management, human resources management, international business and operations management. The degree is extremely flexible and allows you to combine management studies with a major in another functional area, improving your job prospects. You'll enjoy industry experience through capstone opportunities in Melbourne and abroad, exposing you to management practices in the real world.

## CAREER OUTCOMES

- Management consulting
- Government and not-for-profit organisations
- Human resources
- Operations and supply chain management
- Business process improvement and quality assurance
- Project management
- Organisational development and change

"I wanted to try different subjects before choosing a major, and I thought studying things outside of Commerce would be interesting. I am doing breadth in Spanish and I love it."

**Magalie Réveil**,  
from Mauritius, double  
major in Management and  
Marketing, BCom Global  
Scholarship recipient



## Sample course plan – Bachelor of Commerce<sup>1</sup>

Double major in Management and Marketing

Includes breadth tracks in Information Technology in Organisations, and Spanish

Year 1	Semester 1	Introductory Micro-economics	Quantitative Methods 1	Principles of Marketing	Spanish 1
	Semester 2	Introductory Macro-economics	Managing and Leading Organisations	Finance 1	Foundations of Information Systems
Year 2	Semester 1	Organisational Behaviour	Business Decision Analysis	Human Resource Management	Shaping the Enterprise with ICT
	Semester 2	Cross-Cultural Management and Teamwork	Entrepreneurial Marketing	Business Finance	Spanish 2
Year 3	Semester 1	Supply Chain Management	International Corporate Governance	Retail Management	Spanish 3
	Semester 2	Managing Conflict in Global Workplaces	Neuro-marketing	Advertising and Promotions	Business Analytics

■ Compulsory subjects ■ Major subjects: Management ■ Major subjects: Marketing  
■ Elective subjects ■ Breadth subjects

<sup>1</sup> This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

# Marketing

**Organisations use marketing intelligence to respond to needs, growth and trends in the marketplace, and to maximise profitability.**

Effective marketing is essential to the health of any profitable enterprise. All organisations engage in marketing activities and must decide on a marketing mix that suits them best.

The Marketing major will provide you with the skills you need to build relationships with your stakeholders:

- Identifying goods and services that customers and clients need and want
- Positioning organisations strategically in the marketplace to meet customer expectations
- Determining the best ways to advertise, price and distribute goods and services.

## WHY CHOOSE MARKETING AT MELBOURNE?

Marketing is one of the most popular professions for business graduates. Knowledge of marketing is important for both marketing specialists and generalist managers who are involved in developing marketing strategies for their organisation.

The Marketing major covers: advertising, product and brand management, strategic marketing, market research, relationship marketing, global marketing, electronic marketing and buyer behaviour. Throughout the degree you will enjoy sustained industry exposure, including free student membership in the Australian Marketing Institute, the largest professional body for Australian marketing practitioners.



## CAREER OUTCOMES

- Marketing services, including advertising and media buying
- Market research
- Marketing communications
- Events and public relations
- Fast-moving consumer goods industries
- Financial services
- Tourism and hospitality
- Telecommunications
- The not-for-profit sector
- Government

“Uni presents amazing opportunities to pursue your passion. I want to work in the film industry, so I did breadth subjects in film and attended the Telluride and Sundance film festivals in the US.”

**Bronte Payne**, double major in Marketing and Finance, Chancellor’s Scholars Program



## Sample course plan – Bachelor of Commerce<sup>①</sup>

### Major in Marketing

This plan demonstrates the APAC-accredited Psychology subject sequence, required for entry into the Postgraduate Diploma in Psychology<sup>②</sup>

Year	Semester	Sample course plan – Bachelor of Commerce <sup>①</sup>			
		Compulsory subjects	Major subjects	Elective subjects	Breadth subjects
Year 1	Semester 1	Introductory Micro-economics	Quantitative Methods 1	Managing and Leading Organisations	Mind, Brain and Behaviour 1
	Semester 2	Introductory Macro-economics	Principles of Marketing	Finance 1	Mind, Brain and Behaviour 2
Year 2	Semester 1	Organisational Behaviour	Consumer Behaviour	Business Finance	Biological Psychology
	Semester 2	Quantitative Methods 2	Managing Employee Relations	Personality and Social Psychology	Cognitive Psychology
Year 3	Semester 1	Retail Management	Service and Relationship Marketing	Marketing and Society	Developmental Psychology
	Semester 2	Management Consulting	Managing Strategic Change	Psychological Science: Theory and Practice	The Psychopathology of Everyday Life

■ Compulsory subjects ■ Major subjects ■ Elective subjects ■ Breadth subjects

<sup>①</sup> This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

<sup>②</sup> Students wishing to take the APAC-accredited Psychology subject sequence must consult their course adviser to ensure they have selected the required subjects. It is not possible to complete the Psychology subject sequence in all Commerce major streams due to subject restrictions.



# Engineering

As Australia's number one engineering and IT school, we can take you further.

## ENGINEERING THROUGH THE BACHELOR OF COMMERCE<sup>1</sup>

Commerce and engineering are a strong combination. You will enter the engineering profession with a solid grounding in business, and with skills that are highly sought by leading employers.

To become a professionally accredited engineer you'll complete a Bachelor of Commerce with an Engineering breadth sequence, qualifying you to apply for the Master of Engineering. You will study engineering subjects from first year, then choose a specialisation in your second year, which will be your focus through to the Master of Engineering.

See the sample course plan on page 10.

## MASTER OF ENGINEERING

In the Master of Engineering you will gain technical expertise, industry exposure and professional accreditation, giving you insight into the social, environmental and economic aspects of real-world engineering problem-solving.

The Master of Engineering is the first degree in Australia to be accredited under the EUR-ACE<sup>®</sup> system – allowing graduates to work as professional engineers in continental Europe. The Master of Engineering is also accredited<sup>2</sup> by Engineers Australia, a signatory of the Washington Accord, which allows graduates to work as professional engineers in 12 of the world's leading economies.

## MASTER OF ENGINEERING (WITH BUSINESS)<sup>3</sup>

This program, developed in partnership with Melbourne Business School, combines a technical specialisation in engineering with the business and management skills that can help fast-track your career.

## CAREER OUTCOMES

Qualified engineers are in demand and can command high salaries. As a Master of Engineering graduate you will enter the profession at an advanced level, armed with a unique set of business, technical, analytical and interpersonal skills.

The Melbourne Accelerator Program is the University's incubator, offering mentorship, seed funding and support to our student and graduate entrepreneurs.

[map.eng.unimelb.edu.au](http://map.eng.unimelb.edu.au)

## SCHOLARSHIPS

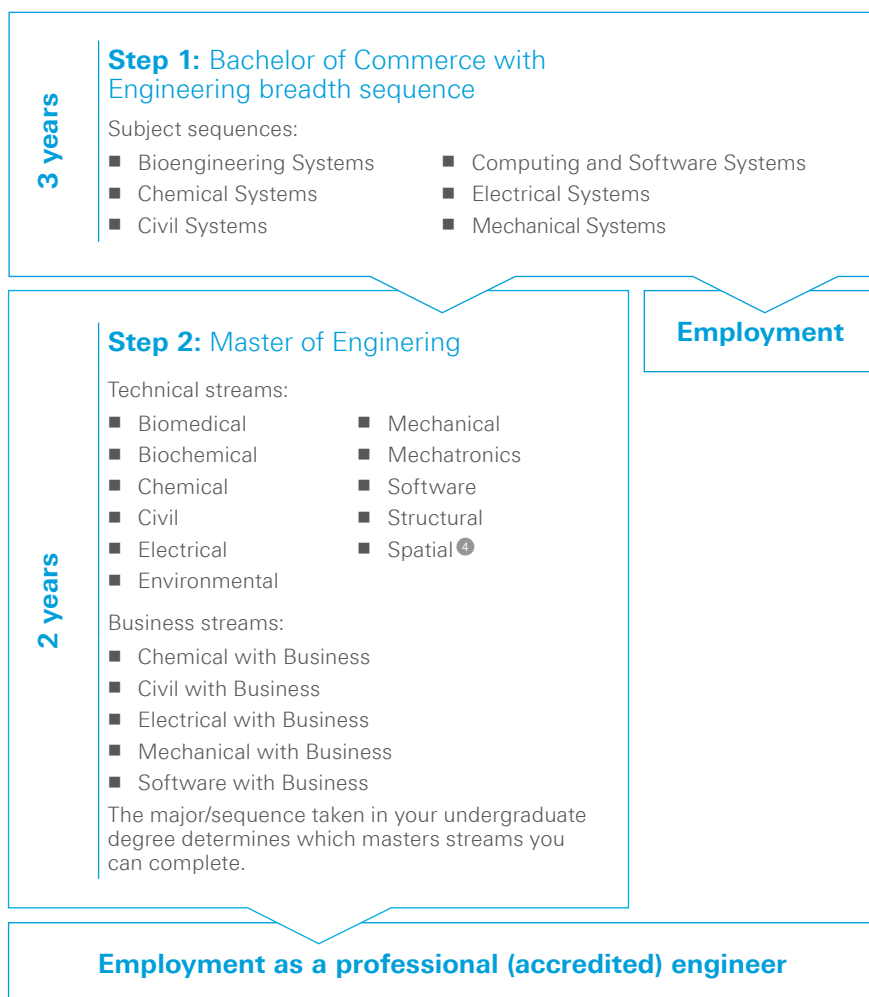
The Master of Engineering is supported by a generous scholarship program for domestic and international students.

[eng.unimelb.edu.au/study/scholarships.html](http://eng.unimelb.edu.au/study/scholarships.html)

## FIND OUT MORE

 [eng.unimelb.edu.au](http://eng.unimelb.edu.au)

## HOW TO STUDY ENGINEERING THROUGH COMMERCE – SCHOOL LEAVERS



Times Higher Education World University Rankings 2013–2014

- <sup>1</sup> Commerce students pursuing professional accreditation in Accounting or Actuarial Studies cannot complete an Engineering breadth sequence due to the subject requirements of their chosen major.
- <sup>2</sup> The Master of Engineering is accredited by Engineers Australia. The Master of Engineering (Geomatics) is provisionally accredited until sufficient students graduate from the program. The process for obtaining full accreditation for the new Master of Engineering (with Business) is underway.
- <sup>3</sup> Students will undertake a Master of Engineering of 2.5 years' duration if they study Bioengineering Systems or Chemical Systems in the Bachelor of Commerce. Course duration for the Master of Engineering (with Business) will vary depending on individual course plans.
- <sup>4</sup> Subject to Academic Board approval.

# Property and Construction

Property and construction specialists work closely with a variety of other professionals on real-world issues, including those related to commercial and financial interests.

As a Bachelor of Commerce student you can take a breadth track in Property or Construction<sup>①</sup> and learn specialised analytic and management tools for a career in the built environment.

Pathways to further study in property and construction are also available through other degrees.

See the sample course plan on page 6.

## FURTHER STUDY IN PROPERTY AND CONSTRUCTION

The Property and Construction breadth tracks offer you an approved pathway to apply for one of the following professionally accredited two-year masters programs:

- Master of Construction Management (via the breadth track in Construction)
- Master of Property (via the breadth track in Property).

You must enrol in the required breadth subjects from the first year of your degree to satisfy the prerequisites for the Master of Construction Management or the Master of Property. You must also meet any additional admission requirements for successful entry to your chosen masters program.

## HOW TO STUDY PROPERTY AND CONSTRUCTION THROUGH COMMERCE – SCHOOL LEAVERS

3 years

**Step 1:** Bachelor of Commerce with Property or Construction breadth sequence

2 years

**Step 2:** Further study

**Master of Property**  
**Master of Construction Management**

The breadth sequence taken in your undergraduate degree determines which masters program you can take.

**Employment**

**Employment as a registered property or construction professional**



<sup>①</sup> Students pursuing professional accreditation in Accounting or Actuarial Studies cannot complete the required breadth sequence due to the subject requirements of their chosen major.



# Psychology

Psychology is the study of the human mind and behaviour. If working with people and exploring how they think, feel and behave appeals to you, Psychology is a great choice.

## HOW TO STUDY PSYCHOLOGY AT MELBOURNE<sup>1</sup>

At Melbourne, you will study psychology either as an accredited sequence of subjects or as breadth in the Bachelor of Commerce, Arts or Science.

You can complete a sequence of 125 credit points of study through the Bachelor of Commerce that is accredited by the Australian Psychology Accreditation Council (APAC). You will develop a broad understanding of psychology and progressively develop your knowledge and skills, leading to advanced subjects in third year.

See the sample course plan on page 12.

## FURTHER STUDY IN PSYCHOLOGY

In order to register as a psychologist in Australia you must complete a four-year accredited undergraduate program in psychology, followed by at least two years of professionally accredited training at the masters level – for example, the Master of Psychology at Melbourne.

When you complete the Bachelor of Commerce with an APAC-accredited Psychology breadth sequence, your fourth year will be the Postgraduate Diploma in Psychology, which is also accredited by APAC.

## MASTER OF PSYCHOLOGY

The Master of Psychology at Melbourne is a two-year program that prepares graduates to work as clinical psychologists or clinical neuropsychologists. Graduates are eligible for membership in the relevant college of the Australian Psychological Society. For students interested in an academic career as well as professional training we offer a combined Master of Psychology and PhD program. The combined program is offered full time (four years), and part-time study is offered to domestic students.

## FIND OUT MORE

 [psych.unimelb.edu.au/study/bachelors](http://psych.unimelb.edu.au/study/bachelors)

## HOW TO STUDY PSYCHOLOGY THROUGH COMMERCE – SCHOOL LEAVERS

3 years

**Step 1:** Bachelor of Commerce with Psychology accredited sequence

1 year

**Step 2:** Postgraduate Diploma in Psychology

A fourth-year program equivalent to honours for students who have completed a three-year major sequence of psychology studies.

*If you did not major in Psychology in your undergraduate degree or complete the approved sequence of subjects you must complete the Graduate Diploma in Psychology (1 year full-time or 3 years part-time additional study) before undertaking the Postgraduate Diploma.*

2 years

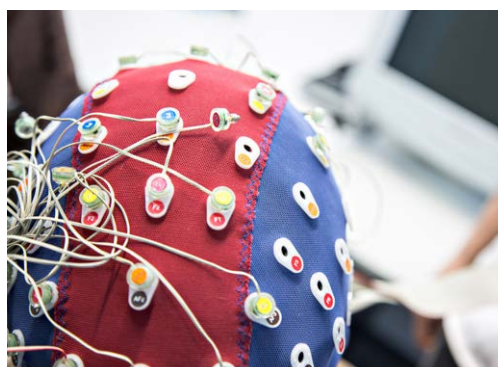
**Step 3:** Master of Psychology

Choose the **Master of Psychology** specialising in Clinical Psychology or Clinical Neuropsychology

OR

The combined **Master of Psychology/PhD** (four years).

**Become a registered psychologist in Australia**



QS World University Rankings by Subject 2014



<sup>1</sup> Commerce students pursuing professional accreditation in Accounting or Actuarial Studies cannot complete the Psychology breadth sequence due to the subject requirements of their chosen major.

# Your outstanding career

A degree from Australia's number one university<sup>①</sup> is your ticket to an extraordinary future.

## YOU'LL BE IN DEMAND

Melbourne Commerce graduates are highly sought after. Many of our students secure their desired position soon after completing their course – or even while they are still studying!

Some of our most recent graduates are now working at:

- Accenture
- AMP Limited
- ANZ, Commonwealth Bank, NAB and Westpac
- BHP Billiton
- Boston Consulting Group
- Citigroup
- Country Road
- Deloitte
- Ernst & Young
- Goldman Sachs
- IBM
- KPMG
- Kraft Foods
- Lazard
- Lion
- Macquarie Group
- Moore Stephens
- Morgan Stanley
- Parliament of Victoria
- Pitcher Partners
- PricewaterhouseCoopers
- Singapore Airlines
- Telstra
- Unilever.

## PREPARED FOR YOUR FUTURE

Whatever pathway you choose, we will be there to support you and challenge you to achieve your best. Careers and Employment provides the following services for every student, free of charge:

- One-on-one consultations with a career counsellor who specialises in your field
- Degree-based career workshops on everything from finding internships to crafting cover letters and acing interviews
- Networking events, career fairs and industry nights, where you can meet employers looking to hire Melbourne graduates
- Career exploration seminars, where guest speakers from industry answer all your questions about your future profession.

## COMMERCE CAPSTONE STUDIES

Capstone studies, taken in third year, give you a feel for working in industry and help you develop your practical business skills and network.

### Management Consulting

As part of a multidisciplinary team, you can work with a Melbourne-based client on a real business project over the course of a semester.

Past students have worked with clients in a range of industries and organisations, from large Australian and multinational companies to niche agencies and not-for-profit organisations.

### Global Management Consulting

Travel overseas and work with a client on a two-week consulting project.

Past students have completed projects in industries such as banking, advertising, entertainment, construction, professional services, FMCG and insurance.

#### You could travel to one of these exciting destinations:

- Shanghai, China
- Singapore
- Hong Kong
- Bangkok, Thailand
- Mumbai, India
- Santiago, Chile

### International Accounting Study Program

Travel to Europe or the US to learn how different industries use accounting in their day-to-day operations.

Host organisations on the program include Tesco, NYSE, Siemens, BMW, Volkswagen, Deloitte, the Australian Embassy, Nestlé, Walt Disney Pictures and TV, GE, IBM Ltd, the Securities and Exchange Commission and PricewaterhouseCoopers.

#### North American destinations:

- Los Angeles, CA
- Purchase, NY
- Fairfield, CT
- Norwalk, CT
- Armonk, NY
- Washington, DC

#### European destinations:

- London
- Paris
- Berlin
- Munich
- Wolfsburg
- Warsaw
- Lausanne/Vevay
- Zurich



QS World University  
Rankings 2013

"We aim to hire the best talent, and University of Melbourne students demonstrate the profile of strong academic performance and extra-curricular achievement that we look for."

**Elia Ngai**, Deutsche Bank, Germany

<sup>①</sup> Times Higher Education World University Rankings 2013–2014





## Preparing for a career with a difference

Student societies are a great way to explore your interests, develop your professional skills and apply what you learn in the classroom. Commerce student **Anisha Kidd** wants to pursue a career in economic policy, so she joined the Melbourne Microfinance Initiative (MMI).

"I chose MMI because I'm interested in how economics can influence real social change," she says. "It's been a great way to meet people who are also passionate about social development. There's been a steep learning curve, but I've learned so much about social enterprise and how I can make a difference."

Established in 2010 at the University of Melbourne, MMI is a student-run organisation that provides consulting services to microfinance institutions around the world. MMI has completed projects in Vietnam, Nepal, Sri Lanka, Ghana and Cambodia, and has a portfolio of active projects in Southeast Asia.



## From Melbourne to NYC

Internships are the best way to get first-hand industry experience and figure out if your dream career is meant for you. Internship positions are usually available during semester break. Some companies also offer cadetships, which allow you to work for them while completing your degree.

As a first-year cadet at Ernst & Young, Commerce student **Kyle Sutcliffe** discovered a passion for finance. Switching gears, Kyle then sought experience with an investment bank and won a prized two-month summer internship with J.P. Morgan in New York City. The internship led to a full-time job offer, so Kyle is moving back to New York after graduation.

"The Commerce degree gave me the opportunity to broaden my perspective and understand Australia's place in the world," Kyle says. "I know that the skills I have developed are highly transferable, and the knowledge I've learned will help me to excel in my career abroad."

# Concurrent diplomas

Concurrent diplomas offer you another way to follow your passion and earn an additional qualification alongside your degree.

## FLEXIBLE STUDY OPTIONS

Our diplomas give you many flexible options. You can add a further year of study and complete a diploma alongside your undergraduate degree. Or you can cross-credit some of the subjects in your undergraduate degree to your diploma and complete both in the same time it would take you to complete just the undergraduate degree.

You can apply for a concurrent diploma once you have enrolled in your undergraduate degree.

## DIPLOMA IN INFORMATICS

The Diploma in Informatics will provide you with the IT tools and technologies employers are looking for. It is designed to complement your core studies with fundamental programming and data management skills.

### Prerequisites

There are no additional prerequisites once you are enrolled in your undergraduate degree.

[msi.unimelb.edu.au/study/undergraduate/concurrent-diplomas](http://msi.unimelb.edu.au/study/undergraduate/concurrent-diplomas)

## DIPLOMA IN LANGUAGES

Languages available: Ancient Greek, Arabic, Chinese, French, German, Hebrew, Indonesian, Italian, Japanese, Latin, Russian and Spanish.

Domestic students may be eligible to receive the final 50 points of the diploma HECS free.

### Prerequisites

There are no additional prerequisites once you are enrolled in your undergraduate degree.

[ba.unimelb.edu.au/enrich](http://ba.unimelb.edu.au/enrich)

## DIPLOMA IN MATHEMATICAL SCIENCES

The Diploma in Mathematical Sciences enables you to gain a mathematics qualification while completing an undergraduate degree.

Domestic students may be eligible to receive the final 50 points of the diploma HECS free.

### Prerequisites

A study score of 30 in VCE Specialist Mathematics 3/4 or equivalent, or successful completion of equivalent university-level studies.<sup>①</sup>

[studentcentre.unimelb.edu.au/eastern/course\\_information/concurrent\\_diplomas#math](http://studentcentre.unimelb.edu.au/eastern/course_information/concurrent_diplomas#math)

## DIPLOMA IN MUSIC (PRACTICAL)

The Diploma in Music provides you with individual instrumental or vocal tuition. It is specially designed for students who are interested in complementing their bachelors degree with advanced musical study.

### Prerequisites

Entry is by audition, usually held in early February.

[conservatorium.unimelb.edu.au/dipmusprac](http://conservatorium.unimelb.edu.au/dipmusprac)

## U21 DIPLOMA IN GLOBAL ISSUES<sup>②</sup>

The U21 Diploma in Global Issues is ideal for students who are considering careers that require an international perspective.

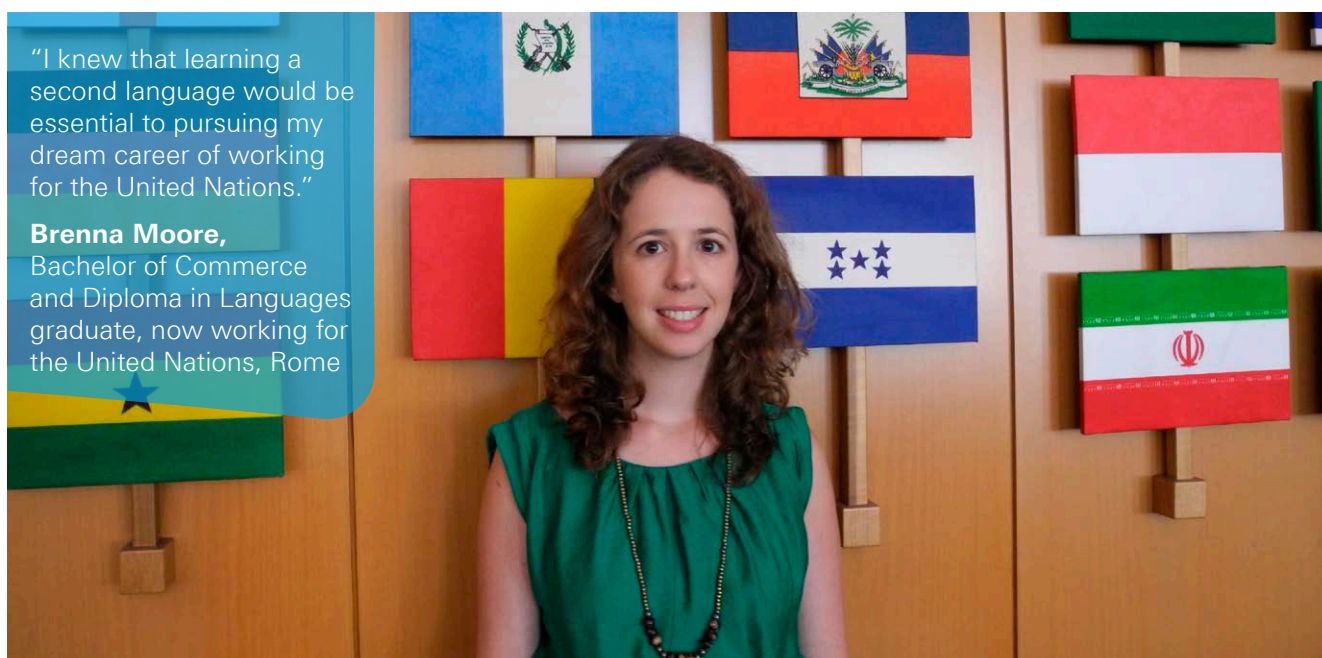
### Prerequisites

You must have completed at least 100 points of study at the time of applying, and obtained a weighted Grade Point Average (GPA) of at least H2B (70 per cent) across all subjects completed in your bachelors degree.

[mobility.unimelb.edu.au/outbound/u21/gip](http://mobility.unimelb.edu.au/outbound/u21/gip)

"I knew that learning a second language would be essential to pursuing my dream career of working for the United Nations."

**Brenna Moore,**  
Bachelor of Commerce  
and Diploma in Languages  
graduate, now working for  
the United Nations, Rome



<sup>①</sup> Subject to Academic Board approval.

<sup>②</sup> This course is not registered on the Commonwealth Register of Institutions and Courses for Overseas Students (CRICOS) and cannot be offered to international students who require a student visa to study in Australia.



# Chancellor's Scholars Program

The Chancellor's Scholars Program gives very high achieving students a guaranteed place in the graduate program of their choice as well as a range of other exciting benefits.

## YOU DESERVE THE REWARDS

Would you like to begin your Bachelor of Commerce degree at Melbourne with the security of knowing a graduate place is reserved for you when you finish? If you're studying in Australia, our Chancellor's Scholars Program makes this possible. As a Chancellor's Scholar you will be guaranteed a place in the graduate program of your choice. You will also be offered a comprehensive program of enrichment activities during your undergraduate studies.

## BENEFITS

### Excellence scholarship

Domestic students will receive a Melbourne National Scholarship, valued up to approximately \$30 000 (depending on your undergraduate degree).

International students will be considered for an International Undergraduate Scholarship, valued up to approximately \$106 000 (depending on your undergraduate degree).

### Overseas study scholarship

Access to up to \$2500 for approved overseas study is available for eligible students.

### Academic enhancement opportunities

Chancellor's Scholars have exclusive access to a wide range of special opportunities. Each degree offers a unique program that is tailored specifically for Chancellor's Scholars in that discipline. Opportunities might include:

- An internship, volunteer or work experience placement
- A unique research opportunity
- Mentoring from industry or student leaders
- Workplace tours and visits.

### A guaranteed place in the graduate program of your choice

Domestic students receive a guaranteed Commonwealth Supported Place (CSP) in the professional entry masters degree of your choice.<sup>1</sup>

International students receive a guaranteed international fee place in the professional entry masters degree of your choice.<sup>1</sup>

Entry is guaranteed into degrees such as Melbourne's Juris Doctor (Law), Master of Engineering, Master of Construction Management, Master of Property and Master of International Relations.

No minimum Grade Point Average (GPA) is required in your undergraduate degree. However, you may be required to meet course prerequisites and other requirements, such as an interview, for specific courses.

### Admission to the Chancellor's Scholars – Copland Program

Commerce students selected into the Chancellor's Scholars Program are automatically admitted into the Copland Program, which provides access to unique and exclusive opportunities such as individual mentoring by a senior Australian business leader, specialised faculty support throughout your degree and invitations to special faculty-sponsored events.

## SELECTION CRITERIA

You must:

- Complete an Australian Year 12 or the International Baccalaureate (IB) in Australia in 2014 (you must either enrol immediately following Year 12 or be granted a deferral by the University)
- Have an ATAR or notional ATAR of 99.90 or above
- Satisfy undergraduate course prerequisites (Bachelor of Music applicants must also meet specific extra requirements).

## FIND OUT MORE

 [chancellorscholars.unimelb.edu.au](http://chancellorscholars.unimelb.edu.au)

Get a  
**GUARANTEED  
PLACE**  
in the graduate  
program  
of your choice



## Meet senior business leaders

Our lucky Commerce Chancellor's Scholars can access exclusive individual mentoring opportunities with industry leaders, as well as specialised faculty support throughout their degree.

"I have had the privilege of being mentored by Anthony Di Pietro, Chairman of the Melbourne Victory Football Club," says **Sebastian Broome**, a third-year Commerce Chancellor's Scholar. "He has taught me so much about the inner workings of a sporting organisation, and our discussions have been engaging and insightful. I am eternally grateful to the University for opening this invaluable pathway for me."

<sup>1</sup> Some exclusions apply. For a list of applicable courses, visit [chancellorscholars.unimelb.edu.au](http://chancellorscholars.unimelb.edu.au)

# Scholarships

**Bachelor of Commerce students are lucky to have access to one of Australia's most generous and comprehensive scholarship programs.**

Some scholarships are offered through Melbourne Scholarships, while others are offered by the Faculty of Business and Economics.

While many scholarships do not require a separate application, each scholarship has its own eligibility criteria to consider. If you are interested in a particular scholarship, have a look at the criteria and any additional requirements.

## CHANCELLOR'S SCHOLARS PROGRAM

See page 19 for details.

## UNIVERSITY OF MELBOURNE SCHOLARSHIPS

Melbourne Scholarships recognise outstanding academic achievement and provide access to higher education to students who might otherwise be excluded by socioeconomic, cultural, geographic and other disadvantages.

Visit our website for the most up-to-date information on scholarships, including closing dates:

[unimelb.edu.au/scholarships](http://unimelb.edu.au/scholarships)

Up to 200 Melbourne Access Scholarships are available each year to students from a broad range of access groups. For information and how to apply, visit:

[services.unimelb.edu.au/scholarships/ugrad/future/access](http://services.unimelb.edu.au/scholarships/ugrad/future/access)

## FACULTY OF BUSINESS AND ECONOMICS SCHOLARSHIPS

Thanks to the generosity of alumni and industry partners, and through the excellent work of the Melbourne Foundation for Business and Economics, the Faculty of Business and Economics is able to offer scholarships to domestic and international students commencing the Bachelor of Commerce.

Additional scholarships and subject prizes are available to current students, so you can be rewarded for your hard work throughout your degree.

Although separate applications are not required for most scholarships, some are awarded on the basis of specific eligibility criteria. Please visit our website to check individual requirements:

[fbe.unimelb.edu.au/scholarships/opportunities](http://fbe.unimelb.edu.au/scholarships/opportunities)

**\$2  
MILLION+**  
in scholarships  
exclusively  
for Commerce  
students

"I know that somebody, somewhere, believes in me. This generous scholarship will allow me to focus on my studies as well as immerse myself in university life."

**Emad Zarghami,**  
First in the Family  
Scholarship recipient



**80**  
scholarship  
places were  
offered in  
the BCom  
in 2014



# Graduate degrees

Graduate study is an investment in your future. Choose Melbourne, and join the best and brightest students to pursue your passion and develop your career.

## INVEST IN YOUR FUTURE

We believe that personal satisfaction and career success are inextricably linked. That's why we encourage you to pursue your passion and become a master of your chosen field through specialist graduate study.

## EQUIPPED FOR LEADERSHIP

In the competitive global employment market, a graduate qualification sets you apart as someone who is looking to advance and lead, who has the skills and knowledge to succeed. Through graduate study you will learn how to be a leader in your field, and open up a wide range of career opportunities and earning potential.

## GRADUATE STUDY IN BUSINESS AND ECONOMICS

The University of Melbourne offers a range of programs that provide career entry opportunities for recent graduates and specialist education for professionals.

Programs are available in areas such as Accounting, Actuarial Studies, Business Administration (including the Master of Business Administration), Economics, Finance, Business Management, Human Resource Management, International Business, and Marketing.

[mbs.unimelb.edu.au](http://mbs.unimelb.edu.au)

## GRADUATE COURSES IN OTHER FIELDS

Graduate degrees outside of the Business and Economics field include:

- Executive Master of Arts
- Juris Doctor (Law)
- Master of Architecture
- Master of Energy Systems
- Master of Engineering
- Master of Information Systems
- Master of Information Technology
- Master of Journalism
- Master of Nursing Science
- Master of Psychology
- Master of Social Work
- Master of Teaching
- Master of Urban Planning.

For a full list of our graduate degrees visit:

[coursesearch.unimelb.edu.au](http://coursesearch.unimelb.edu.au)

## Guaranteed entry into graduate degrees<sup>1</sup>

Would you like to begin your undergraduate degree at Melbourne with the security of knowing a graduate place is reserved for you?

Guarantees depend on the ATAR/notional ATAR you achieve:

ATAR of  
**99.90+**

A guaranteed place in the graduate degree of your choice, subject to meeting the prerequisites. The guarantee applies to our professional entry masters degrees such as Juris Doctor (Law), Master of Engineering, Master of Construction Management, Master of Property and Master of International Relations. <sup>2</sup> No minimum Grade Point Average (GPA) is required in your undergraduate degree.

You may also be eligible for the Chancellor's Scholars Program for your undergraduate degree – see page 19.

ATAR of  
**96.00–99.85**

A guaranteed place in your choice of a range of graduate degrees, <sup>2</sup> subject to meeting the prerequisites and achieving a Grade Point Average (GPA) of 65% in your undergraduate degree.

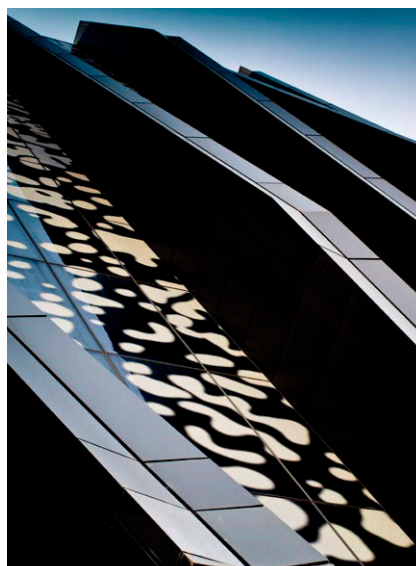
ATAR  
**below 96.00**

You may be eligible for a range of other guarantees. To see all your options, go to:

[futurestudents.unimelb.edu.au/guaranteed-entry](http://futurestudents.unimelb.edu.au/guaranteed-entry)

<sup>1</sup> The guaranteed entry pathways above are available to domestic and international students who complete an Australian Year 12 or the International Baccalaureate (IB) Diploma in Australia in 2014. Eligible students must enrol in a University of Melbourne undergraduate degree immediately following Year 12, or be granted a deferral by the University.

<sup>2</sup> Some exclusions apply. See [futurestudents.unimelb.edu.au/guaranteed-entry](http://futurestudents.unimelb.edu.au/guaranteed-entry) for the list of applicable courses.



A masters degree is a  
**HIGHER LEVEL**  
of qualification than a double bachelors degree

# Admissions

## HOW TO APPLY

### Domestic students

Domestic students applying for an undergraduate course must submit an application through the Victorian Tertiary Admissions Centre (VTAC). Domestic students studying overseas must also apply through VTAC.

Full details about the VTAC application process can be found at:

[vtac.edu.au](http://vtac.edu.au)

### International students

International students studying the VCE, an Australian Year 12 or IB in Australia must apply through VTAC for Semester 1 entry.

All other international students, including those undertaking foundation studies in Australia, must apply directly to the University or through one of our overseas representatives.

For a step-by-step guide on how to apply, visit:

[futurestudents.unimelb.edu.au/admissions/applications](http://futurestudents.unimelb.edu.au/admissions/applications)

## FEES

### Domestic students

All domestic undergraduate students are enrolled in a Commonwealth Supported Place (CSP), subsidised by the Australian Government. Payment of the student contribution amount can be deferred through HECS-HELP for eligible students.

### International students

Tuition fees are charged for each year that you are enrolled. You will pay tuition fees according to your specific enrolment in any given semester.

Detailed fee information, including the fee policy covering your enrolment, will be provided when you are offered a place at the University.

For full details about tuition fees, visit:

[futurestudents.unimelb.edu.au/admissions/fees](http://futurestudents.unimelb.edu.au/admissions/fees)

## SCHOLARSHIPS

The Melbourne Scholarships Program is one of the most generous and comprehensive in Australia. See page 20 for more information.

## ACCESS MELBOURNE

If you are a domestic student, you can enhance your opportunity for selection by applying for Access Melbourne, the University's special entry scheme.

Access Melbourne can help you gain a place in a course, even if your ATAR is below the Clearly-in Rank, by letting you explain the ongoing circumstances that have affected your education. Scholarships are also available.

[access.unimelb.edu.au](http://access.unimelb.edu.au)

### Get a guaranteed place

If you're from a rural or isolated area or have a disadvantaged financial background and achieve an ATAR/notional ATAR of 88 or more in 2014, you could be eligible for a guaranteed place in the Bachelor of Commerce in 2015. For more information, visit:

[access.unimelb.edu.au/seas-guaranteed](http://access.unimelb.edu.au/seas-guaranteed)

### How to apply

Applications are made using the Special Entry Access Scheme (SEAS) application on the VTAC website.



**\$2.3**  
million  
student  
financial aid

**\$4.7**  
million  
equity  
scholarships



# Entry requirements

QUALIFICATION	BACHELOR OF COMMERCE	BACHELOR OF COMMERCE CHANCELLOR'S SCHOLARS PROGRAM
Australian Year 12		
Domestic students: 2015 Minimum ATAR ❶	93.00	99.90 ❷
Domestic students: 2015 Guaranteed ATAR ❸	95.00	99.90
International students: 2015 Guaranteed ATAR ❹	93.00	99.90 ❷
VCE (units 3 and 4) prerequisite subjects ❺	A study score of at least 25 in English/English Language/Literature or at least 30 in EAL, and at least 25 in Mathematical Methods (CAS) or Specialist Mathematics	
International Baccalaureate (IB) Diploma		
2015 Guaranteed IB score ❹	35	99.90 (notional ATAR) ❷
IB prerequisite subjects ❺ ❻	English and Mathematics (or Further Mathematics)	
GCE A Levels/Singapore A Levels		
2015 Guaranteed score ❹	ABC	Not available to A Levels students
A Level prerequisite subjects ❺ ❼	At least Grade C in Mathematics and an accepted AS or A Level English subject	
Trinity College Foundation Studies		
2015 Guaranteed score ❹	86	Not available to TCFS students
TCFS prerequisite subjects ❺	EAP (a score of at least 50%), English, Mathematics 1 and History of Ideas (Adv). Mathematics 1 must be included in the 'Best 4' calculation. For specialisation in Actuarial Studies, Mathematics 2 is also required	

- <sup>①</sup> **Domestic students:** Applicants who achieve the minimum ATAR for a course will be eligible for a place, provided prerequisite studies and any other specific course requirements are met. The Clearly-in Rank may be higher, depending on demand for the course and the number of places available. Only applicants eligible for special entry schemes will be admitted below the minimum ATAR.
- <sup>②</sup> Students who achieve an ATAR or notional ATAR of 99.90 or above and satisfy course prerequisites will be guaranteed a place in the Chancellor's Scholars Program (this guarantee does not apply for the Bachelor of Music, where extra requirements apply). Students must have completed an Australian Year 12 qualification or the International Baccalaureate (IB) in Australia in the year prior to entry (students must either enrol immediately or be granted a deferral in the year following Year 12).
- <sup>③</sup> Eligible domestic students who satisfy course prerequisites and achieve an ATAR of 95.00 or above are guaranteed a place in the Bachelor of Commerce.
- <sup>④</sup> **International students:** The University guarantees admission to a course when an international student achieves the required score, meets prerequisite studies, satisfies the English language requirements and there are still places available in the course at the time of acceptance. If you do not meet the guaranteed score your application will not be considered for entry, except for recipients of the Bachelor of Commerce Global Scholarship who may be admitted with a lower entry score. Guaranteed scores apply only if no further study has been undertaken after completion of one of these programs.
- Domestic students completing an international qualification:** The score listed should be considered a minimum score to be eligible for a place in that course. The actual standard required may be higher depending on the demand for the course and the number of Commonwealth Supported Places (CSPs) available.
- <sup>⑤</sup> Applicants intending to major in Actuarial Studies or complete a breadth sequence in Engineering Systems in the Bachelor of Commerce are strongly encouraged to complete VCE Specialist Mathematics or equivalent. Applicants intending to undertake an Engineering sequence in Electrical or Mechanical Systems are encouraged to complete the VCE subject Physics or equivalent. If VCE Physics has not been completed applicants will incur the cost of undertaking additional physics subjects through the University's Community Access Program (CAP).
- If you have not met the mathematics prerequisite for the Bachelor of Commerce, you can do so by achieving 75% in the Unilearn Senior Mathematics program. You are required to provide your Unilearn results to be considered for a place in the degree. For details visit: [www.unilearn.net.au/our-courses/senior-mathematics](http://www.unilearn.net.au/our-courses/senior-mathematics)
- <sup>⑥</sup> For students with English as their second language a pass in English B at the required level will be accepted as satisfying the English prerequisite. Except where specified, IB subjects must be passed to at least Grade 4 Standard or Higher Level.
- <sup>⑦</sup> Accepted GCE AS and A Level English subjects are: General Paper, General Studies, English Language and Literature, English Literature, English Language. Singapore A Level subject Knowledge and Enquiry (H2) is also accepted.



## OPEN DAY

### Parkville and Southbank campuses

Sunday 17 August 2014

10.00am–4.00pm

## COURSE INFORMATION DAY

### Parkville campus

Wednesday 17 December 2014

## EVENTS NEAR YOU



[futurestudents.unimelb.edu.au/  
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### 2015 Bachelor of Commerce

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