



don't settle for less than extraordinary

For those who never stand still



Business School Postgraduate Guide 2015

Never Stand Still

Business School

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WELCOME TO UNSW BUSINESS SCHOOL

'UNSW Business School attracts sharp thinkers, shaping leaders who set the pace and agenda for business. By taking this opportunity to learn more about UNSW Business School, you've taken the first important step towards the next phase in your career.

A leading business school in the Asia Pacific region, the UNSW Business School is based in Sydney and has over 14,000 students advancing their careers through undergraduate, postgraduate, and research studies. We have a strong global focus with over one third of our student body, and over half of our staff, coming from overseas.

The Business School is committed to delivering the highest quality postgraduate education and is distinguished by our focus on technology and innovation in teaching. This year we have embarked on an ambitious program to "rethink" the classroom and have opened an exciting new teaching space for discussion and collaboration, for doing and engaging in a new model of experiential learning.

We recognise that the best learning happens when you take an active approach, and that our future business leaders need more than theoretical knowledge — they need to know how to apply their skills, work in teams, negotiate ideas and solve problems through analysis and brainstorming.

Joining the UNSW Business School will put you in world-class company. You will work alongside some of the best and brightest students in business and be taught by faculty whose research is internationally recognised for its rigour and relevance. Our research performance ranks among the highest across business schools in Australia and from day one at UNSW Business School you will be welcomed into our vibrant and influential global alumni community of over 75,000 students.

We know that our students are interested in outcomes — taking the next step in their career, starting a business or branching out



into a different area of expertise. Helping you to achieve your goals is what drives our education. Our programs are designed to have impact — on individuals, organisations and the broader community. Whether you are looking to broaden your knowledge, deepen your understanding in a specialist area or undertake a general management degree, we have a program for you.

Our program suite encompasses a Master of Commerce degree designed for pre-experience students who would like to expand their knowledge in business, outstanding specialist degrees in finance, marketing, risk management, economics, information systems, accounting and taxation, as well as our flagship MBA program.

We recognise the commitment and time it takes to pursue postgraduate studies and we offer flexible learning options with classes taught at the UNSW campus in Kensington and at our campus in the Sydney CBD with full-time, part-time, on-line courses and blended learning options available.

I encourage you to visit our website and engage with our Student Recruitment team about how the Business School community can help you achieve your career goals.'

Professor Chris Styles
Dean
UNSW Business School



YOUR BUSINESS SUCCESS BEGINS HERE

POSTGRADUATE COURSEWORK

BUSINESS FOUNDATION

BUILDING BUSINESS CAPABILITIES

Depending on your starting point, these programs provide a platform for career change or to acquire new knowledge. Whether you are transitioning from a non-business background or seeking to broaden your existing business knowledge, these programs offer you flexibility and choice.

COMMERCE

- Master of Commerce
- Master of Commerce (Extension)
- Graduate Certificate in Commerce*

INTERNATIONAL BUSINESS

- Master of International Business

PROFESSIONAL ACCOUNTING

- Master of Professional Accounting
- Master of Professional Accounting (Extension)

TECHNOLOGY AND MANAGEMENT

- Master of Technology and Innovation Management

SOCIAL IMPACT

- Graduate Certificate in Social Impact

SPECIALIST KNOWLEDGE

DEVELOPING EXPERTISE IN A SPECIALISED FIELD

Take your career to the next stage by developing professional excellence in your chosen field. These specialist programs are designed for early to mid-career professionals, and will build on your current business knowledge and experience, to develop your expertise.

ACCOUNTING

- Master of Accounting and Business Information Technology
- Master of Financial Analysis

ACTUARIAL STUDIES

- Master of Actuarial Studies
- Master of Actuarial Studies (Extension)

ECONOMICS

- Master of Economics
- Graduate Certificate in Economics

FINANCE

- Master of Finance
- Master of Financial Planning
- Graduate Diploma in Financial Planning
- Graduate Certificate in Financial Planning*

INFORMATION SYSTEMS

- Master of Information Systems Management

MARKETING

- Master of Marketing
- Graduate Certificate in Marketing*

RISK MANAGEMENT

- Master of Risk Management

TAXATION

- Master of Applied Taxation
- Master of Taxation
- Graduate Diploma in Advanced Taxation*



Whether you're looking to develop specialist knowledge, obtain professional accreditation, or position yourself for a leadership role, our world-class programs can propel you toward a new and exciting phase in your career success.

POSTGRADUATE RESEARCH

GENERAL MANAGEMENT AND LEADERSHIP (AGSM)

POSITIONING FOR BUSINESS LEADERSHIP

Accelerate your career and advance your management know-how with these challenging and inspiring programs offered by AGSM @ UNSW Business School. You'll acquire the high-level business knowledge and leadership skills to become a successful global business leader.

BUSINESS ADMINISTRATION

- AGSM MBA (Executive)
- AGSM MBA (Full-time)
- AGSM MBA Hong Kong

CHANGE MANAGEMENT

- Graduate Certificate in Change Management

BUSINESS AND TECHNOLOGY

- Master of Business & Technology
- Graduate Certificate in Business & Technology*

EXECUTIVE EDUCATION

- Executive Education

* Pathway options

RESEARCH EXCELLENCE

BECOMING A CATALYST FOR NEW KNOWLEDGE

Explore your passion for academic excellence, and make a significant contribution to knowledge and new ideas with our highly-sought and well respected research programs.

RESEARCH PROGRAMS

- Master of Philosophy
- Doctor of Philosophy

GLOBAL PARTNERSHIPS

LEVERAGING GLOBAL EXPERTISE AND ALLIANCE

Expand your perspectives and globalise your learning experience with a joint program at one of our prestigious partner universities. You'll be rewarded with a truly international educational and intercultural experience.

INTERNATIONAL BUSINESS

- Master of International Business Global — KAIST (South Korea)
- Master of International Business Global — SJTU (China)



A BUSINESS SCHOOL LIKE NO OTHER

At UNSW Business School we pride ourselves in creating and sharing the latest business knowledge and real life business experience with our students, partner organisations and society. In the process we develop ambitious and successful leaders in business, academia, government and the not-for-profit sector, with the skills and knowledge to succeed globally.

It's no wonder we're widely considered Australia's leading business school.



LEADER IN BUSINESS EDUCATION AND RESEARCH

When it comes to global business knowledge, size does matter! With more than 350 academics and researchers, 217 professional support staff and over 12,000 students, we are one of the largest business schools in the Asia-Pacific region. Our research and expertise spans eight disciplinary areas: accounting, banking and finance, economics, information systems, management, marketing, risk and actuarial, and taxation and business law. Together with nine research centres, five affiliated research institutes, and AGSM @ UNSW Business School, the Business School is a source of great intellectual strength and experience, making us a key and influential player in the field of business education and research in Australia and in the Asia-Pacific region.

DOUBLE ACCREDITATION, GLOBAL RECOGNITION

Our accreditations from AACSB (The Association to Advanced Collegiate Schools of Business) and EQUIS (European Quality Improvement System) put us in an elite group of the world's leading business schools and guarantee we provide exceptional and highly regarded business degrees. These accreditations represent the highest standard of achievement for any business school worldwide.

REAL WORLD EXPERTISE

With an unwavering focus on high impact research, we attract internationally renowned and widely published lecturers, researchers and professionals. These experts regularly contribute in the media, and bring a wealth of professional experience to the Business School. Many have worked for leading organisations in Australia and overseas, and have also held positions on executive boards.

STRONG INDUSTRY PARTNERSHIP

Recognising the value of business advice for leadership, education and community engagement, our Business Advisory Council plays an active role in developing and implementing the Business School's strategic direction. Chaired by Nicholas Moore, CEO of Macquarie Group Limited, the Council includes more than 50 leaders from industry and government, including Christine Bartlett (National Australia Bank), Dale Cottrell (Bain and Company), Catherine Harris AO PSM (Harris Farm Markets), Rod McLeod (Ernst & Young), Tom Saar (McKinsey & Company) and Ann Sherry AO (Carnival Australia). We are working closely with these industry leaders to strengthen our position as a leading centre for business education and research in the Asia-Pacific region.

OUTSTANDING RESEARCH PERFORMANCE

Our research is shaping business thinking and practice around the world, and is recognised internationally for its rigour and relevance. In the recent Excellence in Research for Australia (ERA), our research performance in the fields of Commerce, Management, Tourism and Services, Accounting, Auditing and Accountability, Banking, Finance and Investment, Econometrics, Business and Management, and Marketing, has also been rated as well above world standard.

BUSINESS EDUCATION LIKE YOU'VE NEVER KNOWN

Successful business leaders need more than first-class knowledge, so we're giving you access to the best opportunities and support to help you develop the skills and specialist capabilities you need to go further in your field.

Look to us to help you succeed both personally and professionally.



LEARN FROM THE BEST, WITH THE BRIGHTEST

Thanks to our reputation as an elite business school, we attract outstanding lecturers and researchers. Our top ranking in teaching and learning excellence for business, economics and law, combined with our continuous commitment to quality and excellence, mean you'll have an exceptional learning experience. And as our teaching is research-driven, you'll learn new ideas and proven techniques from experts who are helping to shape the latest business thinking.

CHALLENGE YOURSELF TO THINK IN NEW WAYS

We've designed our programs with you in mind: your strengths, interests and career aspirations. Our rigorous curriculum focuses on the latest developments and trends in global business. And as future leaders need to challenge the status quo, we'll expose you to ideas beyond the traditional curriculum.

ACHIEVE PROFESSIONAL ACCREDITATION WHILE YOU STUDY

You can tailor your studies to meet the education requirements of Australian and global professional bodies, including Chartered Institute of Management Accountant, CPA Australia, Institute of Chartered Accountants in Australia, Institute of Actuaries in Australia, Institute and Faculty of Actuaries (United Kingdom), Australian Human Resources Institute, Australian Computer Society, Australian Marketing Institute, and the Tax Institute. So you can be confident your qualification is recognised and highly-regarded, wherever your career takes you next.



MAKE THE MOST OF YOUR STUDIES WITH OUR SUPPORT

Our dedicated postgraduate support includes student mentoring, academic advising, learning assistance and career guidance. We also offer a range of leadership programs, such as ACE Leadership Development Program and LEAD Business Leadership Program, modelled on Harvard and Stanford student development programs.

It's the support we offer that differentiates us from the other business schools.

CONNECT WITH INDUSTRY LEADERS

Our close connections with senior industry leaders give you the opportunity to meet and learn from prominent speakers from leading global companies. You'll also have the opportunity to attend alumni events such as Meet the CEO. Distinguished speakers included CEOs and notable leaders from Australian Securities Exchange, Commonwealth Bank, Fairfax Media Ltd, Macquarie Group Ltd, National Australia Bank, NBN Co Limited, Origin Energy, Toyota Finance Australia, Reserve Bank of Australia, SingTel, Telstra, Qantas, and Westfield Group. It's just the beginning of your valuable new business network.

BE PART OF OUR DYNAMIC GLOBAL ALUMNI NETWORK

When you graduate from the Business School, you'll become a part of an amazing global community. We currently have more than 70,000 alumni living and working in more than 100 countries, providing you with a powerful career networking resource. Many of our alumni hold prominent positions in commerce, government, research and academic life, and are active ambassadors for the Business School.



CREATING INNOVATIVE LEADERS TODAY

At Australia's leading Business School, you'll find the world's future business, academic, government and not-for-profit leaders. Gain the knowledge, skills and entrepreneurial mindset, and be ready for an exciting and fulfilling career, where you can not only shape your own future but also make a real impact in your chosen field.

Be part of our success story!



'STUDYING AT UNSW BUSINESS SCHOOL GAVE ME THE KNOWLEDGE, SKILLS AND ENTREPRENEURIAL MINDSET TO PITCH ZENOGEN, AND SUCCESSFULLY CLOSE MY FIRST ROUND OF ANGEL INVESTMENT. SINCE 2013, I HAVE BEEN BUILDING THE BUSINESS, INCLUDING CUSTOMER DEVELOPMENT AND INSTALLING A \$500,000 PROTOTYPING LABORATORY. I AM NOW PREPARING TO RAISE A MULTI-MILLION DOLLAR SERIES A FINANCING FOR ZENOGEN.'

Daniel Zafrir
Founder, Director and CEO
Zenogen



RANKED
NUMBER
ONE

UNSW Business School is Ranked No. 1

- for excellence in teaching and learning*
Australian Federal Government
- full-time MBA program in Australia
Financial Times (UK) 2007-2014
- part-time MBA Executive program in Australia
AFR Boss MBA Rankings 2011-12
- full-time MBA program in Australia
Poets and Quants MBA Rankings 2012
- Number 1 full-time MBA program in Australia
Forbes Magazine 2011

MORE TOP ENTREPRENEURS

UNSW has produced more technology entrepreneurs in the past 15 years than any other Australian university – research by CrunchBase 2013.



MORE CEOs

UNSW have educated more CEOs from Australia's top 50 companies than any other Australian university, according to research by Leading Company 2012.



MORE MILLIONAIRES

UNSW boasts more millionaire alumni than any other university in Australia, according to research by Spear's WealthInsight 2014.



MASTER OF COMMERCE

Program code: **8404** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Thinking of a career change? This highly regarded business qualification is ideal for graduates from other disciplines seeking a career in business. Taught by experts in their specialist fields, you'll acquire breadth and depth of knowledge that is innovative, industry relevant and incorporates the latest business thinking. You'll learn how to apply concepts to contemporary business situations, and develop the business acumen for career success. With a choice of 11 specialisations, you'll have the flexibility to design a program that meets your interests and career aspirations.

The program is also suitable for business graduates looking to broaden their knowledge in another business area.

Specialisations available: Banking; Business Strategy; Economics and Finance; Enterprise Systems and Business Design; Finance; Human Resource Management; International Business; Management Accounting; Marketing; Organisation and Management Studies; Risk Management.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline with a credit average, as determined by the Business School.

WHY CHOOSE THIS PROGRAM?

- Solid grounding in business knowledge
- Design a program to meet your professional needs
- Wide range of specialisations
- Accredited by Australian Human Resources Institute (AHRI) and Chartered Institute of Management Accountants (CIMA) — depending on your specialisation
- Eligible for credits based on prior learning

POSTGRADUATE COURSEWORK PROGRAMS

PROGRAM STRUCTURE

The program consists of 12 courses (72 UOC):

2 core courses
3 gateway courses
6 specialisation courses
1 capstone course

Core courses

Teams, Ethics and Competitive Advantage
Data Analysis course

(Choose 1 course depending on your specialisation)

Quantitative Methods for Business
Data Analysis for Business

Gateway courses

(Choose 3 courses depending on your specialisation)

Business Economics
e-Business
Elements of Marketing
Financial Accounting
Financial Literacy for Business Decisions
Financial Markets and Institutions
Fundamentals of Risk and Risk Management
Investments and Portfolio Selection
Legal Foundations of Business
Managing and Leading People

Specialisation courses

(Choose 6 courses depending on your specialisation)

Capstone course

(Choose 1 course depending on your specialisation)

Capstone — Portfolio Management Process
Enterprise Systems and Business Design Practicum
Strategic Management Accounting
Strategy, Marketing and Management

For a complete list of courses available, visit:
handbook.unsw.edu.au

MASTER OF COMMERCE | SPECIALISATIONS

MASTER OF COMMERCE (BANKING)

Growing uncertainty over the future of world economy has posed significant challenges to the dynamic banking environment. If you're passionate about the issues driving domestic and global financial institutions and markets, this is the specialisation for you.

MASTER OF COMMERCE (BUSINESS STRATEGY)

Many factors affect a business organisation and its decision-making process. By understanding the strategic behaviour among firms and acquiring the tools for effective business decision-making, you'll be able to think functionally and act strategically.

MASTER OF COMMERCE (ECONOMICS AND FINANCE)

Capital, futures, equities, derivatives, hedging and foreign exchange are important functional elements of the financial markets. By studying this specialisation, you'll learn how to use economic theory and economic models to understand the financial markets and their products, and analyse decision-making under market risk and uncertainty.

MASTER OF COMMERCE (ENTERPRISE SYSTEMS AND BUSINESS DESIGN)

As technology advances, firms are increasingly looking to enterprise systems to run their business more efficiently and effectively. This specialisation is designed to give you the skills and knowledge required for the strategic planning and implementation of enterprise systems to support business operations.

MASTER OF COMMERCE (FINANCE)

Finance plays a key role in today's business. With this specialisation, you'll gain a broader understanding of finance and financial decision-making related to personal financial planning, portfolio selection, mergers and acquisitions, capital budgeting, and option pricing and hedging. You'll have the knowledge and capacity to meet the financial challenges faced by individuals and organisations.

MASTER OF COMMERCE (HUMAN RESOURCE MANAGEMENT)

The best strategy will only succeed if staff are committed to it, and if they have the right skills to work collectively to make it happen. This specialisation provides a strong practical and theoretical grounding for understanding the policies and procedures associated with the strategic management of an organisation's employees.

MASTER OF COMMERCE (INTERNATIONAL BUSINESS)

As business becomes increasingly global, so will the challenges faced by corporations. Explore the key concepts and principles that deal with the development, strategy and management of multinational organisations, and learn how to manage businesses strategically in a changing global environment.

MASTER OF COMMERCE (MANAGEMENT ACCOUNTING)

Business leaders need to know how to use financial information to make strategic decisions. By studying Management Accounting, which combines Accounting, Finance and Management, you'll gain the tools and techniques to analyse financial information and help formulate strategies to drive business success.

MASTER OF COMMERCE (MARKETING)

The marketing of any business is critical to its success. Gain an insight into the marketing world through market research and analysis, e-marketing and new product development, and develop the knowledge and practice to become a more coherent marketer.

MASTER OF COMMERCE (ORGANISATION AND MANAGEMENT STUDIES)

Successful managers know how to establish the most productive relationships between organisations and people. Gain an in-depth understanding of management principles and their applications, and develop the skills and capacity required to work as an effective manager.

MASTER OF COMMERCE (RISK MANAGEMENT)

To succeed in a volatile business environment, companies must deploy risk management strategies to minimise the risks incurred in running a business. This specialisation focuses on the management of operational risks that arise from an organisation's day-to-day activities through its people, systems and processes, and the challenges associated with their effective management.



'STUDYING AT UNSW BUSINESS SCHOOL GAVE ME THE OPPORTUNITY TO NETWORK WITH LIKE-MINDED PEOPLE, DEVELOP MY LEADERSHIP AND BUSINESS SKILLS, AND MOST IMPORTANTLY, DEVELOP CONFIDENCE IN MY ABILITY TO MAKE THINGS HAPPEN. I STARTED MIJURA.COM WITH MY BUSINESS PARTNER AND ALSO WORK AT NEWSOUTH INNOVATIONS TO HELP STUDENTS WITH THEIR STARTUPS, AND ACTUALISE THEIR VISION OF BECOMING A SUCCESSFUL ENTREPRENEUR.'

Melissa Ran

Student Entrepreneur Development Associate
NewSouth Innovations
Co-founder of Mijura.com

MASTER OF COMMERCE (EXTENSION)

Program code: **8417** | Commencement: **March and July** | Duration: **2 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

If you're looking to expand your business knowledge even further, this program is perfect for you. The Master of Commerce (Extension) builds on the rigour of the Master of Commerce and extends your learning by adding four more courses to increase breadth or depth. As a graduate, you'll have the relevant skills and knowledge to be competitive in today's job market.

Specialisations available: Banking; Business Strategy; Economics and Finance; Enterprise Systems and Business Design; Finance; Human Resource Management; International Business; Management Accounting; Marketing; Organisation and Management Studies; Risk Management.

Additional study options available: Accounting; Business Law; Entity Planning and Performance; Finance; Information Systems; Marketing; Taxation.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline with a credit average, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of **16 courses (96 UOC)**:

2 core courses
3 gateway courses
6 specialisation courses
1 capstone course
4 elective courses

WHY CHOOSE THIS PROGRAM?

- Solid grounding in business knowledge
- Design a program to meet your professional needs
- Wide range of specialisations
- Opportunity to increase breadth or depth of knowledge
- Accredited by Australian Human Resources Institute (AHRI) and Chartered Institute of Management Accountants (CIMA) — depending on your specialisation
- Eligible for credits based on prior learning

GRADUATE CERTIFICATE IN COMMERCE

Program code: **7355** | Commencement: **March and July** | Duration: **0.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

If you have extensive work experience but no undergraduate degree, the Graduate Certificate in Commerce is an excellent pathway option to a business qualification. This four course program provides the knowledge and capabilities to continue your studies in business, and once you complete it with a credit average grade (65%), you can articulate into our Master of Commerce. You'll gain full credit for the four completed courses in the Master of Commerce.

ENTRY REQUIREMENTS

Professionals without a Bachelor degree require at least 5 years full-time relevant work experience. Entry is determined on review of the following documentation upon application:

- A detailed resume (outlining competencies, business acumen and achievements)
- Supporting statements responding to the following questions:
 - Why do you want to study business at UNSW? (500 words)
 - What are your most significant professional achievements and why do you view them as such? (500 words)

PROGRAM STRUCTURE

The program consists of **4 courses (24 UOC)**:

2 core courses
2 gateway courses

Core courses

Teams, Ethics and Competitive Advantage
Quantitative Methods for Business

Gateway courses

(Choose 2 courses depending on your specialisation)

Business Economics
e-Business
Elements of Marketing
Financial Accounting
Financial Literacy for Business Decisions
Financial Markets and Institutions
Fundamentals of Risk and Risk Management
Investments and Portfolio Selection
Legal Foundations of Business
Managing and Leading People

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Ideal for professionals without an undergraduate qualification
- Exposure to contemporary business principles and their applications
- Opportunity to articulate to the Master of Commerce

MASTER OF INTERNATIONAL BUSINESS

Program Code: **8371** | Commencement: **March and July** | Duration: **2 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Are you seeking to obtain an in-depth knowledge in international business? This program will provide you with a unique experience of internationally based learning, as well as knowledge and skills for business at the global level. You'll develop the ability to think globally and strategically, and become an effective and successful leader in the global business environment.

The program is suitable for graduates from any discipline seeking a rewarding career with a multinational company, government, agency, trade commission or any organisation with global business connections.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 16 courses (96 UOC):

7 core courses

8 elective courses

1 capstone course

Core courses

Asia-Pacific Business and Management
Corporate Strategy in East Asia
Cross-Cultural Management
Global Business and Multinational Enterprise
Global Business Operations and Management
International Business Negotiation
International Human Resource Management

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain an in-depth knowledge in international business
- Acquire business capabilities and competencies
- Wide range of elective courses
- Opportunity to go on an overseas exchange
- Eligible for credits based on prior learning



'THE MASTER OF PROFESSIONAL ACCOUNTING NOT ONLY GAVE ME A SOLID FOUNDATION TO PURSUE A CAREER IN CHARTERED ACCOUNTING, BUT ALSO HELPED ME DEVELOP STRONG RESEARCH SKILLS, ANALYTICAL SKILLS AS WELL AS IMPROVED WRITING SKILLS. THESE SKILLS BECAME ESSENTIAL TO MY CURRENT WORK AS A SENIOR ACCOUNTANT AT PITCHER PARTNERS.'

Sunny Song
Senior Accountant
Pitcher Partners

MASTER OF PROFESSIONAL ACCOUNTING

Program Code: **8409** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Looking to join the ranks of globally recognised accountants? This program offers you the opportunity to acquire business knowledge with a strong accounting focus. You'll gain a solid understanding of accounting principles and their applications, and other relevant knowledge in economics, finance, information systems, law and statistics. Learn with one of the world's top accounting schools, and gain the knowledge, skills and professional capabilities to launch a career in accounting.

The program is ideal for graduates with limited or no exposure to accounting who'd like to become a certified accountant.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 13 courses (72 UOC):

12 core courses
1 elective course

Core courses

Accounting Information Systems
Auditing and Assurance Services
Business Economics
Corporate Accounting & Regulation
Corporate Finance
Corporations & Business Association Law
Financial Accounting
Introduction to Statistics & Data Analysis (half course)
Legal Foundations for Accountants (half course)
Management Accounting & Business Analysis
Strategic Management Accounting
Taxation Law

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Acquire business capabilities and competencies
- Gain an in-depth knowledge in accounting
- Accredited by CPA Australia, Institute of Chartered Accountants in Australia, and Institute of Public Accountants
- Eligible for credits based on prior learning

MASTER OF PROFESSIONAL ACCOUNTING (EXTENSION)

Program Code: **8415** | Commencement: **March and July** | Duration: **2 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

If you'd like to gain a greater depth of knowledge in accounting and accounting procedures, consider the Master of Professional Accounting (Extension). The program builds on the academic and professional rigour of the Master of Professional Accounting and adds four elective courses to expand your skills further.

The program is ideal for graduates with limited or no exposure to accounting who'd like to become a certified accountant.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 17 courses (96 UOC):

12 core courses
5 elective courses

Core courses

Accounting Information Systems
Auditing and Assurance Services
Business Economics
Corporate Accounting & Regulation
Corporate Finance
Corporations & Business Association Law
Financial Accounting
Introduction to Statistics & Data Analysis (half course)
Legal Foundations for Accountants (half course)
Management Accounting & Business Analysis
Strategic Management Accounting
Taxation Law

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Acquire business capabilities and competencies
- Gain depth and breadth of knowledge in accounting
- Accredited by CPA Australia, Institute of Chartered Accountants in Australia, and Institute of Public Accountants
- Eligible for credits based on prior learning

MASTER OF TECHNOLOGY AND INNOVATION MANAGEMENT

Program Code: **8009** | Commencement: **March and July** | Duration: **1.5 years** (full-time) | Study mode: **Face to face** (UNSW Kensington campus)

The rapid advancement of technology has changed the way business operates, and managing technology and innovation is key to improving productivity and global competitiveness.

In this flexible and multidisciplinary program, you'll develop skills and knowledge to effectively manage technology and innovation by building on your previous tertiary studies in science, engineering or technology. Expand your technical expertise while gaining valuable business and management skills, and position yourself for a career in the strategic management of technology and innovation.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in science, engineering or technology with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of **12 courses (72 UOC)**:

4 core courses
3 Business elective courses
4 elective courses (chosen from Engineering and/or Science)
1 capstone course

Core courses

Competitive Advantage Through People
Financial Literacy for Business Decisions
Strategic Management of Technology and Innovation
Technology, Management and Innovation

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain business and management skills to complement your science, engineering or technology background
- Co-taught by experts in business, engineering and science at UNSW Australia

GRADUATE CERTIFICATE IN SOCIAL IMPACT

Program Code: **7357** | Commencement: **March and July** | Duration: **1 to 2 years** (part-time) | Study mode: **Intensive face to face** (UNSW CBD campus)

Are you ready to lead social change? This highly innovative program will provide you with the essential knowledge, real-world case studies, frameworks and best practice to lead sustainable and systemic change in Australia. You'll have the opportunity to network with peers across the corporate, government and third (not-for-profit) sectors. Our graduates are change agents and innovators, ready to lead organisations with social purpose and create social value across the sectors.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) with a credit average grade, as determined by the Business School.

If you do not have a Bachelor degree, you'll need at least 5 years full-time relevant work experience in the corporate, government or third (not-for-profit) sector. You must provide a detailed resume (outlining relevant competencies and achievements) and evidence of other academic and professional qualifications.

PROGRAM STRUCTURE

The program consists of **4 courses (24 UOC)**:

1 core course
3 elective courses

(Note: Courses are delivered in intensive mode, usually from 9am to 4pm, one day per alternate week for six weeks.)

Core course

Social Impact: Entrepreneurs and Social Innovation

Elective courses

(Choose 3 courses from the following)

Corporate Responsibility and Accountability
Demonstrating Social Impact
Design for Social Innovation
Leadership for Social Impact
Social Impact Field Project
Social Investment and Philanthropy

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Taught by experts in the field of social impact and responsibility
- Harvard-style learning environment
- Opportunity to network with professionals from corporate, government and not-for-profit sectors
- Intensive delivery mode



MASTER OF ACCOUNTING & BUSINESS INFORMATION TECHNOLOGY

Program Code: **8425** | Commencement: **March and July** | Duration: **1 year (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Businesses increasingly rely on systems and software to manage and maintain their business processes. Make the most of your accounting or IS/IT knowledge with this specialist degree and expand your understanding of business systems for strategic decision-making. You'll have the opportunity to develop in-depth understanding of using leading edge business systems (including SAP and SaaS) to support a range of business decisions and strategies.

Accounting graduates will acquire the IS skills needed to assist companies to review, design and deploy the best accounting information systems. IS/IT graduates will have the added knowledge in accounting to work on the technical side of the accounting information systems used by businesses.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) majoring in accounting, information systems or information technology with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 8 courses (48 UOC):

- | |
|--|
| 3 Accounting courses |
| 3 Information Systems courses |
| 2 elective courses chosen from Accounting and/or Information Systems |

Sample program

Accounting Information Systems
Advanced Financial Reporting
Auditing and Assurance Services
Business Analysis and Consulting
Business Process Management
Enterprise Resource Planning (ERP) Systems
Financial Accounting
Management Accounting and Business Analysis

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Interdisciplinary study in accounting and information systems
- Design a program that meets your professional needs
- Wide range of elective courses



'FOUR WORDS SUMMED UP MY UNIQUE EXPERIENCE OF THE MASTER OF FINANCIAL ANALYSIS: **DIVERSITY**, OF CULTURES, OPINIONS AND BELIEFS; **TEAMWORK**, AMONG PEERS AND LIKE-MINDED PEOPLE; **LEADERSHIP**, THROUGH A GOOD NUMBER OF LEADERSHIP PROGRAMS OFFERED; AND **FLEXIBILITY**, IN CHOOSING SUBJECTS AND AREAS OF INTEREST.'

Anastasiia Bessonova

Analyst

Goldman Sachs — Investment Banking division

MASTER OF FINANCIAL ANALYSIS

Program Code: **8413** | Commencement: **March and July** | Duration: **1 year (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Seeking to develop management accounting and financial modelling skills? This specialist and integrated program builds on your previous studies in accounting or finance, and expands your learning to include auditing and assurance, corporate finance and governance, financial planning, investment and portfolio management and risk management techniques.

Drawing on the cutting edge teaching and research in the disciplinary schools of accounting, and banking and finance, you'll gain a solid grounding in financial analysis knowledge and open the door to new career opportunities as a business analyst, financial analyst, funds manager or investment analyst.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) majoring in accounting or finance with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of **8 courses (48 UOC)**:

3 Accounting courses

3 Finance courses

2 elective courses chosen from Accounting and/or Finance

Sample program

Advanced Financial Reporting
Applied Funds Management
Auditing and Assurance Services
Business Analysis and Valuation
Capital Budgeting and Financial Decisions
Financial Accounting
Financial Planning Advice and Ethics
Investments and Portfolio Selection

For a complete list of courses available, visit:

handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Interdisciplinary study in accounting and finance
- Design a program that meets your professional needs
- Wide range of elective courses

MASTER OF ACTUARIAL STUDIES

Program Code: **8411** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

If you're looking to enter the financial services or insurance industry in a quantitative role, consider the Master of Actuarial Studies. This challenging and highly rewarding degree combines studies in actuarial studies, economics, finance and mathematics, and provides you with the necessary analytical, statistical and modelling skills needed to pursue an actuarial profession. You can also use your unique actuarial skills in non-financial services industries, including general business operations, climate change, information technology, e-commerce, telecommunications and public infrastructures.

If you achieve the required academic standard, you'll gain exemptions from Part I and/or Part II of the Institute of Actuaries of Australia professional examinations, as well as the Core Technical subjects of the Institute and Faculty of Actuaries (UK) professional examinations.

Graduates with a background in actuarial studies may be eligible for some advanced standing (assessed upon application). Non-actuarial graduates should apply to the Master of Actuarial Studies (Extension) in order to meet Part I and Part II requirements; but they can only apply to start the program in Semester 1 (March).

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) majoring in actuarial studies, econometrics, mathematics or statistics with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 12 courses (72 UOC):

4 core courses
8 elective courses

Core courses

Business Economics
Finance and Financial Reporting for Actuaries
Financial Mathematics
Probability and Statistics for Actuaries

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain a solid grounding in actuarial studies
- Wide range of elective courses
- Opportunity to complete Part I and/or Part II of the Institute of Actuaries of Australia professional examinations
- Eligible for credits based on prior learning

MASTER OF ACTUARIAL STUDIES (EXTENSION)

Program Code: **8416** | Commencement: **March and July** | Duration: **2 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

If you're seeking a more comprehensive program in actuarial studies, this is the program for you. Building on the academic and professional rigour of the Master of Actuarial Studies, you'll have the unique opportunity to study advanced level actuarial and risk management courses beyond the education requirements of the actuarial professional bodies. You'll then gain the required competencies and quantitative risk management skills to accelerate your actuarial career.

If you did not graduate in actuarial studies, this program will give you Part I and Part II exemptions from the professional actuarial examinations. Non-actuarial graduates can only apply to start the program in Semester 1 (March).

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) majoring in actuarial studies, econometrics, mathematics or statistics with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 16 courses (96 UOC):

4 core courses
12 elective courses

Core courses

Business Economics
Finance and Financial Reporting for Actuaries
Financial Mathematics
Probability and Statistics for Actuaries

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain an in-depth knowledge in actuarial studies
- Wide range of elective courses
- Study unique advanced actuarial and risk management courses
- Opportunity to complete Part I and/or Part II of the Institute of Actuaries of Australia professional examinations
- Eligible for credits based on prior learning

MASTER OF ECONOMICS

Program Code: **8412** | Commencement: **March** | Duration: **1 year (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Advance your economics skills and professional or academic career with the specialist Master of Economics. Taught by one of world's top economics schools, this innovative program offers advanced level training in contemporary economics. The four core courses provide an in-depth knowledge of current thought in microeconomics, macroeconomics and econometrics, while the wide range of elective courses gives you flexibility to gain technical training and knowledge in a range of economics fields. Once you graduate, you'll also have the opportunity to pursue a PhD program in economics in Australia or overseas.

ENTRY REQUIREMENTS

A recognised Honours degree (with a research thesis) in economics with a Second Upper Class (2.1) or better.

OR

A recognised Bachelor degree (or equivalent) majoring in economics with a minimum overall average of 70%, as determined by the Business School. Applicants must also complete second- or third-year courses in microeconomics, macroeconomics, econometrics and mathematical economics at a minimum average grade of 70% for these courses.

PROGRAM STRUCTURE

The program consists of 8 courses (48 UOC):

4 core courses
4 elective courses

Core courses

Econometrics Analysis
Macroeconomics Analysis
Microeconomics Analysis
Mathematical Economics

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain advanced level economics knowledge from one of the world's leading economics schools
- Develop strong analytical and technical skills
- Wide range of elective courses
- Unique opportunity to pursue a PhD degree in economics after completion

GRADUATE CERTIFICATE IN ECONOMICS

Program Code: **7412** | Commencement: **March and July** | Duration: **0.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

The Graduate Certificate in Economics is designed as a pathway option for those who did not meet the entry requirements of our Master of Economics. The four course program will provide you with advanced training in theoretical and applied aspects of economics and prepare you for the vigorous Master program. You'll need to obtain a minimum average grade of 70% to advance to the Master program.

Note that the four courses completed will not count as credits toward the Master of Economics.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) majoring in economics with a credit average grade, as determined by the Business School.

OR

A recognised Bachelor degree (or equivalent) in other related disciplines such as finance, mathematics or statistics, with a credit average, including a compulsory component of intermediate level microeconomics, macroeconomics, and econometrics, as well as competency in mathematical or statistical methods, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 4 courses (24 UOC):

1 microeconomics course
1 quantitative course
1 econometric course
1 elective course

Sample program

Advanced Microeconomic Analysis
Financial Econometrics
International Macroeconomics
Mathematical Economics

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Excellent pathway to a qualification in economics
- Study with one of the world's leading economics schools
- Develop essential knowledge in microeconomics, econometrics, plus strong quantitative skills
- Wide range of elective courses

MASTER OF FINANCE

Program Code: **8406** | Commencement: **March and July** | Duration: **1 year (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Are you a finance graduate or professional seeking to upgrade your knowledge? This specialist finance program will expose you to the latest thinking and research in finance. Developed in close consultation with industry, it offers a challenging learning environment to develop advanced analytical and technical skills you can use in the financial services industry and other business sectors. Plus you can choose a specialisation according to your interests and ambitions. Tap into the collective expertise of our finance teaching staff, and gain access to the latest finance theories, techniques and practices.

Specialisations: Corporate Finance; Finance; Funds Management; International Finance; Investment Banking.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) majoring in finance with a credit average grade in the finance major and a credit average overall, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of 8 courses (48 UOC):

- | |
|--------------------|
| 4 core courses |
| 4 elective courses |

Core courses

Empirical Studies in Finance
Empirical Technology and Applications in Finance
Financial Risk Management for Financial Institutions
Financial Theory and Policy

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain advanced level finance knowledge
- Develop strong analytical and technical skills
- Wide range of elective courses

MASTER OF FINANCIAL PLANNING

Program Code: **9273** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Combination of face to face (UNSW Kensington campus) and online learning**

'Market leader seeks bright graduates in financial planning to join their team.' If this sounds like the opportunity you've been looking for, apply to study the Master of Financial Planning. Designed to exceed the Australian Securities and Investment Commission's Regulatory Guide 146 (ASIC RG 146), you'll develop comprehensive knowledge and skills relating to financial markets, financial products, investment, risk management, financial planning, taxation law and strategies, compliance, ethical and professional conduct. It's everything you need for a successful career in the financial services industry.

The program is recognised by the Financial Planning Association of Australia, and may be awarded advanced standing toward their Certified Financial Planner (CFP) Certification Program.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in commerce or finance with a credit average grade, as determined by the Business School.

OR

A recognised Bachelor degree (or equivalent) in any discipline with a credit average, as determined by the Business School, plus a minimum of two years full-time relevant work experience.

PROGRAM STRUCTURE

The program consists of 12 courses (72 UOC):

- | |
|-------------------------------|
| 7 compulsory finance courses |
| 2 compulsory taxation courses |
| 3 elective courses |

Core courses

Advanced Investment and Advanced Funds Management
Applied Portfolio Management and Modelling
Derivatives and Risk Management Techniques
Financial Markets and Institutions
Financial Planning Advice and Ethics
Investments and Portfolio Selection
Personal Financial Planning and Management
Self-Managed Superannuation Funds Law
Tax Strategies in Financial Planning

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain a financial planning degree with RG 146 compliance
- Develop comprehensive knowledge in finance and financial planning
- Choose from a combination of distance, online and face-to-face courses
- Opportunity to obtain advanced standing for CFP Certification Program

GRADUATE DIPLOMA IN FINANCIAL PLANNING

Program Code: **5273** | Commencement: **March and July** | Duration: **1 year (full-time)** | Study mode: **Combination of face to face (UNSW Kensington campus) and online learning**

If you're seeking a postgraduate qualification that meets ASIC RG 146 compliance – but faster – the Graduate Diploma in Financial Planning is ideal. This eight course program is challenging and rewarding, and covers foundation knowledge in investments and personal financial planning. You'll develop the analytical skills to assess, develop and implement financial plans, and gain the training you need to embark on a career in personal financial and investment advisory.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline, as determined by the Business School, plus a minimum of two years full-time relevant work experience.

PROGRAM STRUCTURE

The program consists of 8 courses (48 UOC):

-
- 4 compulsory finance courses
 - 2 compulsory taxation courses
 - 2 elective courses
-

Core courses

Financial Markets and Institutions
Financial Planning Advice and Ethics
Investments and Portfolio Selection
Personal Financial Planning and Management
Self-Managed Superannuation Funds Law
Tax Strategies in Financial Planning

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Obtain a postgraduate qualification with RG 146 compliance within one year (full-time)
- Gain foundation knowledge in finance and financial planning
- Choose from a combination of distance, online and face-to-face courses

GRADUATE CERTIFICATE IN FINANCIAL PLANNING

Program Code: **7273** | Commencement: **March and July** | Duration: **0.5 years (full-time)** | Study mode: **Online learning, plus optional face to face (UNSW Kensington campus)**

If you have extensive work experience but no undergraduate degree, the Graduate Certificate in Financial Planning is an excellent pathway to a qualification in financial planning. The four course program develops your knowledge and skills in financial markets, financial products, financial planning, taxation law and strategies, all essential for personal financial management. When you complete with a credit average grade (65%), you can then articulate into the Graduate Diploma in Financial Planning or the Master of Financial Planning, and you'll gain full credit for the four completed courses in those programs.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline, as determined by the Business School, plus a minimum of two years full-time relevant work experience.

If you don't have a Bachelor degree you must have at least four years full-time relevant work experience, plus demonstrated completion of professional course or study. You must provide a detailed resume (outlining relevant competencies and achievements) and evidence of other academic and professional qualifications.

PROGRAM STRUCTURE

The program consists of 4 courses (24 UOC):

-
- 2 compulsory finance course
 - 2 compulsory taxation courses
-

Core courses

Financial Markets and Institutions
Personal Financial Planning and Management
Self-Managed Superannuation Funds Law
Tax Strategies in Financial Planning

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Ideal for professionals without an undergraduate qualification
- Gain foundation knowledge in finance and taxation
- Choose from a combination of distance, online and face-to-face courses
- Opportunity to articulate to the Graduate Diploma in Financial Planning or Master of Financial Planning

MASTER OF INFORMATION SYSTEMS MANAGEMENT

Program Code: **8435** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Are you seeking the advanced competencies needed to effectively manage information systems and technologies? This innovative and comprehensive program gives you the core skills you need to succeed as an industry leader in information, communications and technology. It's practical and informative, providing a deeper understanding of information systems and the organisational implication of technology decisions. Your enhanced knowledge and strong analytical skills will allow you to assess, design, implement and manage business information systems in a fast-changing business environment, across multiple organisations.

ENTRY REQUIREMENTS

Entry with Core 1 courses exempted

A recognised Honours degree (with a research thesis) in information systems, information technology or computer science, as determined by the Business School.

OR

A recognised Bachelor degree (or equivalent) in any discipline with a credit average, as determined by the Business School, plus a minimum of two years full-time relevant work experience.

Entry without exemption

A recognised Bachelor degree (or equivalent) in information systems, information technology or computer science with a credit average grade, as determined by the Business School, plus a minimum of one year full-time relevant work experience.

PROGRAM STRUCTURE

The program consists of 11 courses (72 UOC):

4 Core 1 courses
4 Core 2 courses
2 elective courses
1 capstone course

Core courses

Core 1

e-Business
Enterprise Resource Planning (ERP) Systems
Managing IS/IT Risk
Operations Management

Core 2

IS Executive Contemporary Seminar Series
IS Operational Excellence
IS Strategy, Innovation and Agility
Project, Portfolio and Program Management

For a complete list of courses available, visit:
handbook.unsw.edu.au



'THIS IS A TOP NOTCH IS PROGRAM THAT FOCUSES ON THE EMERGING TRENDS AND TECHNOLOGIES WITH A C-LEVEL FOCUS ON THE CHALLENGES AND OPPORTUNITIES THAT ARE PREVALENT IN BUSINESSES TODAY. THE VISIT TO THE NSW POLICE FORENSICS LABORATORY WAS A GREAT WAY OF LEARNING IS FORENSICS AND APPLYING IT TO THE REAL WORLD.'

Clinton Goodwin
National IT Manager
Fujitsu General (Aust) Pty Limited

WHY CHOOSE THIS PROGRAM?

- Gain advanced level knowledge and competencies in information systems
- Develop strong analytical and technical skills
- Eligible for credits based on prior learning
- Accredited by Australian Computer Society



'I CHOSE THE MASTER OF MARKETING BECAUSE OF THE INNOVATIVE LEARNING ENVIRONMENT, COMBINED WITH A THEORETICAL AND PRACTICAL APPROACH. I PARTICULARLY LIKED THE INTERACTIVE STYLE OF THE LECTURES AS WELL AS THE NUMEROUS GUEST LECTURES, WHICH PROVIDED A MORE PRACTICAL APPROACH TO THE APPLICATION OF THE DIFFERENT MARKETING THEORIES. THE PROGRAM HAS HELPED ME BECOME A BETTER MARKETING MANAGER AS IT ENCOURAGED ME TO THINK MORE CRITICALLY AND ACT MORE STRATEGICALLY.'

Ilaria De Fusco
Marketing Manager
Simeoni & Co Accountants Advisors Auditors

MASTER OF MARKETING

Program Code: **8423** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Ready to enhance your marketing skills and expertise? This program provides advanced marketing knowledge and prepares you for a senior management role. With an analytical approach to understanding brand management, consumer behaviour, marketing communications, and marketing research, you'll learn how to think more strategically about brand equity, competitive advantage, positioning and value. You'll be equipped with the latest marketing tools and techniques for strategic development and marketing decision-making.

ENTRY REQUIREMENTS

Category A — Applicants with limited professional experience

A recognised Bachelor degree (or equivalent) in commerce or business and a major in marketing (or related discipline) with a credit average grade, plus a minimum of one year full-time relevant work experience and demonstrated competency in business statistics, as determined by the Business School.

Category B — Applicants with extensive professional experience

A recognised Bachelor degree (or equivalent) in commerce or business, plus a minimum of two years full-time professional marketing experience and demonstrated competency in business statistics, as determined by the Business School.

Category C — Applicants with a non-business degree

A recognised Bachelor degree (or equivalent) in any discipline, plus a minimum of five years full-time professional marketing experience, evidence of formal marketing training and demonstrated competency in business statistics, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of **12 courses (72 UOC)**:

- | |
|--------------------|
| 3 core courses |
| 8 elective courses |
| 1 capstone course |

(Note: Core courses are conducted on Saturdays.)

Core courses

Creativity, Innovation and Change in Marketing
Marketing Management: Contemporary Analytical Perspective
Strategic Skills for Marketers

Capstone course

Marketing Consulting Project

For a complete list of courses available, visit:

handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain advanced level knowledge in marketing
- Develop strong analytical skills
- Opportunity to apply concepts learnt to a company or industry context
- Unique combination of teaching tools to enhance learning
- Eligible for credits based on prior learning

GRADUATE CERTIFICATE IN MARKETING

Program Code: **7414** | Commencement: **March and July** | Duration: **0.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

The Graduate Certificate in Marketing is an excellent pathway option to a qualification in marketing, especially if you have extensive work experience but no undergraduate degree. You'll gain a foundation in marketing and once you successfully complete the program with a credit average grade (65%) you can articulate into our Master of Marketing. You'll also gain full credit for the four completed courses in the Master of Marketing.

ENTRY REQUIREMENTS

If you don't have a Bachelor degree, you need at least five years full-time professional marketing and business experience. You must provide a detailed resume (outlining relevant competencies and achievements) and evidence of other academic and professional qualifications. You may need to undergo an assessment of prior knowledge.

PROGRAM STRUCTURE

The program consists of **24 UOC**, and requires completion of:

- | |
|--|
| 2 core courses |
| 1 elective course |
| plus a further course to be taken either from the remaining core course or from the elective courses |

(Note: Core courses are conducted on Saturdays.)

Core courses

(Choose at least 2 courses from the following)

Creativity, Innovation and Change in Marketing
Marketing Management: Contemporary Analytical Perspective
Strategic Skills for Marketers

For a complete list of courses available, visit:

handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain advanced level knowledge in marketing
- Develop strong analytical skills
- Opportunity to apply concepts learnt to a company or industry context
- Unique combination of teaching tools to enhance learning
- Opportunity to articulate to the Master of Marketing

MASTER OF RISK MANAGEMENT

Program Code: **8428** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Every business faces a certain amount of risks that must be managed and controlled in order to be successful. The Master of Risk Management provides a broad understanding of risk management, and the spectrum of risks organisations confront including credit, financial, health, safety, environmental, information security, market, operational, regulatory and reputation. You'll also have the opportunity to study quantitative methods of risk management and modelling in financial institutions. As a graduate, you'll have the skills and risk management tools and techniques to monitor, analyse and manage established and emerging risks to ensure sustainable growth for any business organisation.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in business or finance with a credit average grade, as determined by the Business School.

PROGRAM STRUCTURE

The program consists of **12 courses (72 UOC)**:

-
- 8 core courses
 - 4 elective courses
-

Core courses

Case Studies in Risk Management
 Fundamentals of Risk and Risk Management
 Governing and Managing Risk
 Legal Risk Analysis
 Managing IS/IT Risk
 People Organisation and Risk
 Risk Decisions
 Risk Tools

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Gain the knowledge and skills unique to risk management
- Wide range of elective courses
- Real-world case studies and research to enhance learning

MASTER OF APPLIED TAXATION

Program Code: **9260** | Commencement: **March and July** | Duration: **1 year (part-time)** | Study mode: **Online learning, plus optional face to face (various locations)**

If you're a qualified chartered accountant looking to upgrade your skills, the Master of Applied Taxation is an excellent choice. The program provides practical and up-to-date knowledge on current taxation practice and legislation issues, and gives you the opportunity to develop knowledge in applied taxation or superannuation with flexible study options.

The program recognises the academic rigour of the ICAA's Graduate Diploma in Chartered Accountants, and offers advanced standing of four courses from the GradDipCA. You'll study four elective courses in taxation to complete the program.

Specialisations available: Applied Taxation; Applied Taxation (Superannuation).

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in taxation, law or commerce with a credit average grade, as determined by the Business School, plus completion of the Graduate Diploma in Chartered Accountants from the Institute of Chartered Accountants in Australia.

PROGRAM STRUCTURE

The program consists of **8 courses (48 UOC)**:

-
- 4 core courses (exempted)
 - 4 elective courses
-

Sample elective courses

Principles of Revenue Administration
 Self-Managed Superannuation Funds Law
 Tax Administrative Process
 Tax Policy
 Tax Strategies in Financial Planning
 Taxation of Capital Gains
 Taxation of Corporations
 Taxation of Superannuation

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Meets the developmental requirements of chartered accountants in Australia and the Asia-Pacific region
- Design a program that meets your professional needs
- Wide range of elective courses
- Choose from a combination of distance, online and face-to-face courses

MASTER OF TAXATION

Program Code: **9250** | Commencement: **March and July** | Duration: **1 year (full-time)** | Study mode: **Online learning, plus optional face to face (various locations)**

The Master of Taxation is a specialist program for business or law graduates seeking a qualification in taxation, or taxation professionals and practitioners looking to upgrade their skills and knowledge. Taught by leading tax academics, the program exposes you to current taxation issues and practice, with a critical understanding of the Australian taxation system. You'll have the opportunity to develop knowledge in specific areas of taxation, and to choose a study mode that best suits your professional needs.

The Master of Taxation is accredited by CPA Australia as a specialist taxation program, and is recognised by key accounting professional bodies as meeting their continuing professional education requirements.

Specialisations available: International Taxation; Revenue Administration; Taxation; and Taxation and Financial Planning.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in taxation, law or commerce with a credit average grade, as determined by the Business School. If you do not have a taxation qualification, you may need to complete a qualifying taxation course first.

PROGRAM STRUCTURE

The program consists of 8 courses (48 UOC).

(Note: Each specialisation has a different set of core courses.)

Sample program (Revenue Administration)

Principles of Australian International Tax
Principles of Revenue Administration
Self-Managed Superannuation Funds Law
Tax Policy
Tax Risk Management
Tax Strategies in Financial Planning
Taxation of Capital Gains
Taxation of Superannuation

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Flexibility to design a program that meets your professional needs
- Choice of four unique specialisations
- Wide range of elective courses
- Choose from a combination of distance, online and face-to-face courses
- CPA Australia's accredited specialist program

GRADUATE DIPLOMA IN ADVANCED TAXATION

Program Code: **5540** | Commencement: **March and July** | Duration: **1 year (full-time)** | Study mode: **Online learning, plus optional face to face (various locations)**

The Graduate Diploma in Advanced Taxation has been designed specifically to meet the needs of busy taxation professionals and practitioners. This six course program provides an in-depth understanding of current tax and legislation issues, and enables you to obtain a specialist professional qualification in taxation within a shorter period of time. You can also choose a study mode that best suits your time and professional needs.

The Graduate Diploma in Advanced Taxation is accredited by CPA Australia as a specialist taxation program, and is recognised by key accounting professional bodies as meeting their continuing professional education requirements.

The program is also suitable for those seeking a pathway program into the Master of Taxation but who do not meet the entry requirements.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in taxation, law or commerce, as determined by the Business School. If you do not have a taxation qualification, you may need to complete a qualifying taxation course first.

PROGRAM STRUCTURE

The program consists of 6 courses (36 UOC).

Sample courses

Asia Pacific Tax Regimes
International Tax: Anti-Avoidance
Principles of Australian International Tax
Principles of Revenue Administration
Tax Policy
Tax Risk Management
Taxation of Superannuation
Taxation of Trusts

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Design a program that meets your professional needs
- Wide range of elective courses
- Choose from a combination of distance, online and face-to-face courses
- Opportunity to articulate to the Master of Taxation
- CPA Australia's accredited specialist program



'I COMPLETED MY MBA (EXECUTIVE) WITH AGSM, AS WELL AS MY GRADUATE CERTIFICATE IN CHANGE MANAGEMENT. I HAVE A VERY HIGH REGARD FOR THE SCHOOL, SO CONTINUING MY LIFELONG LEARNING OPPORTUNITY, I ALSO SIGNED UP FOR THE CREATIVITY AND STRATEGIES FOR INNOVATION, AN EXECUTIVE EDUCATION PROGRAM. YOU COME TO EXPECT A HIGH STANDARD OF SUBJECT MATTER EXPERTS AT AGSM. YOU NOT ONLY RECEIVE THE THOUGHT LEADERSHIP BUT ALSO THE TOOLS TO APPLY YOUR LEARNING. YOU WALK AWAY WITH THE CONFIDENCE TO APPLY THE CONCEPTS YOU'VE LEARNED.'

Dan Suto
Director, Outsourcing
UXC Connect

AGSM @ UNSW BUSINESS SCHOOL

As Australia's leading graduate school of management, AGSM @ UNSW Business School attracts visioneers who aren't afraid to dream big, think imaginatively and put ideas into action.

Through our programs we help ambitious professionals like yourself prepare for the challenges of a rapidly changing world. With an over 16,000 strong global alumni community, you'll build a powerful professional network that could transform your future.

At AGSM @ UNSW Business School, we believe in helping great people achieve great things.

AGSM MBA (EXECUTIVE)

Program Code: 8355 | Commencement: February, May and September | Duration: 2.5 to 7 years (part-time) | Study mode: Weekly classes, intensive weekend and intensive residential (for some courses)

Broaden your management skills and professional competencies with the flexible AGSM MBA (Executive) program. Designed for busy executives, this program gives you the opportunity to gain one of the world's leading MBA qualifications in a time-frame that suits your professional and personal needs.

Commence the program by selecting eight integrated multidisciplinary courses that will give you a broad understanding of business and management and enhance your analytical skills, strategic thinking and leadership ability. Once you successfully complete these eight courses with an overall average grade of 65% or more you can progress to Stage 2, Leadership and Strategic Management Year (SMY). Building on the foundations of Stage 1, you'll transform your strategic capabilities to be ready for general management and business leadership through intensive residential learning experiences. When you graduate, you'll be prepared take on a range of senior management roles.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline, plus a minimum of two years full-time professional work experience.

Professionals without a Bachelor degree require at least six years full-time professional work experience.

Please visit business.unsw.edu.au/agsm for further information regarding AGSM MBA (Executive) application process.

PROGRAM STRUCTURE

The AGSM MBA (Executive) program has 2 stages:

Stage 1 — Consists of a Foundations of Managerial Skills course and 7 Foundation Courses

Stage 2 — Consists of an advanced Leadership course and Strategic Management Year (SMY)

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- High quality, research-driven, management education
- Comprehensive, self-contained learning package
- Flexibility to combine study with full-time employment
- Ability to attend classes in multiple locations
- Opportunity to network with industry leaders
- Opportunity to go on exchange with other leading business schools
- Access to AGSM Career Services

AGSM MBA HONG KONG

Please visit business.unsw.edu.au/agsm for further information regarding the AGSM MBA Hong Kong program.

AGSM MBA (FULL-TIME)

Program Code: 8350 | Commencement: January | Duration: 16 Months (full-time) | Study mode: Face to face (UNSW Kensington campus)

Accelerate your career and advance your management know-how with Australia's number one MBA (full-time) program. This is the ideal program for talented managers and business professionals looking to realise their leadership potential in a senior management role.

Using real-world case studies, scenario modelling and simulations, you'll develop strong analytical skills, strategic thinking and leadership ability to give you a significant advantage in a broad range of business areas and across organisations. You'll also have the opportunity to build a valuable network of peers and industry leaders from around the world.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline, a minimum of two years full-time professional work experience, plus a minimum GMAT score of 550.

Professionals without a Bachelor degree require at least six years full-time professional work experience, plus a minimum GMAT score of 550.

Please visit business.unsw.edu.au/agsm for further information regarding AGSM MBA (Full-time) application process.

PROGRAM STRUCTURE

The AGSM MBA (Full-time) consists of 16 courses (96 UOC):

9 core courses

7 elective courses

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Number 1 MBA (full-time) program in Australia
- High quality, research-driven, management education
- Opportunity to network with industry leaders from around the world
- Opportunity to go on exchange with other leading business schools
- Access to AGSM Career Services

AGSM GRADUATE CERTIFICATE IN CHANGE MANAGEMENT

Program Code: **7315** | Commencement: **February, May and September** |
Duration: **1 year (part-time)** | Study mode: **Online learning**

This unique program positions you as a leader who can inspire others to take a leap into the unknown and make a difference in any type of organisation. Study online when and where it suits you and opens the door to greater management challenges, opportunities and recognition.

In four courses you'll gain the required competencies for managing change and be ready to help your organisation or clients achieve their goals. The online program makes it simpler for busy managers to maintain their work and personal commitments while advancing their skills.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline, plus a minimum of two years full-time professional work experience.

Professionals without a Bachelor degree require at least six years full-time professional or managerial work experience.

Please visit business.unsw.edu.au/agsm for further information regarding AGSM Graduate Certificate in Change Management application process.

PROGRAM STRUCTURE

The program consists of **4 courses (24 UOC)**.

Courses

Approaches to Change
Change Skills
Redesigning the Organisation
Systems for Change

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Acquire knowledge and skills unique to change management
- Flexibility to combine study with full-time employment
- Interactive online study mode

AGSM MASTER OF BUSINESS & TECHNOLOGY

Program Code: **8616** | Commencement: **March and July** | Duration: **3 to 5 years (part-time)** | Study mode: **Online learning, plus optional face to face (various locations)**

Take your career to the next level with the Master of Business & Technology (MBT). This program combines the disciplines of business and technology, giving you the skills needed to develop corporate strategies across a wide range of industries.

Depending on your professional needs, you'll have the flexibility to choose from a wide range of fields including economics, environmental management, finance, law, organisational management, and project management. Your diverse MBT student cohort also provides a wealth of different perspectives when you analyse and address a range of business challenges. This unique program gives you the knowledge, skills and leadership capabilities to influence the management of business today, as well as in the future.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline, plus a minimum of two years full-time professional work experience.

Professionals without a Bachelor degree require at least six years full-time professional or managerial work experience to commence the Graduate Certificate in Business & Technology, and progress to the Master degree if they obtain an overall average grade of 65% or more.

PROGRAM STRUCTURE

The program consists of **12 courses (96 UOC)**.

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Strong focus on business, technology and how the two connect
- Flexibility to combine study with full-time employment
- Wide range of elective courses
- Choose from a combination of distance, online and face-to-face courses
- Opportunity to network with industry leaders



AGSM GRADUATE CERTIFICATE IN BUSINESS & TECHNOLOGY

Program Code: 7333 | Commencement: **March and July** | Duration: **1 year (part-time)** | Study mode: **Online learning, plus optional face to face (various locations)**

If you'd like to study the Master of Business & Technology (MBT) but do not meet the entry requirements, the Graduate Certificate in Business & Technology is an excellent pathway option. To advance into the MBT program, you'll need to complete four courses and obtain an overall average grade of 65% or more. You'll gain full credit for the four completed courses in the MBT program.

ENTRY REQUIREMENTS

Professionals without a Bachelor degree require at least six years full-time professional or managerial work experience.

PROGRAM STRUCTURE

The program consists of 4 courses (24 UOC):

- 1 compulsory course
- 3 elective courses

Core course

Introduction to Management

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Strong focus on business, technology and how the two connect
- Flexibility to combine study with full-time employment
- Wide range of elective courses
- Choose from a combination of distance, online and face-to-face courses
- Opportunity to network with industry leaders
- Opportunity to articulate to the Master of Business & Technology

AGSM EXECUTIVE EDUCATION

Preparing for tomorrow's challenges today.

As Australia's number one provider of leadership and management education, AGSM @ UNSW Business School's flexible executive education programs will help you develop the latest knowledge, skills, ability and confidence to succeed in today's rapidly changing business environment. We offer a wide range of programs and services across the major strategic and functional areas of any organisation, enabling you, your team and your organisation to choose a solution that meets your unique challenges and strategy.

- In-house programs
- Short course open programs
- Lean Six Sigma program
- Coaching and consulting solutions
- Executive consortium program
- Certificate in Executive and Management Development

Visit business.unsw.edu.au/executive to find out more.

WHY CHOOSE THIS PROGRAM?

- Partner with Australia's leading Management School
- Proven success in executive education
- Learn from industry professionals with diverse expertise and insights
- Flexibility to design a program or solution that meets your professional needs

MASTER OF INTERNATIONAL BUSINESS GLOBAL

Program Code: **8370** | Commencement: **March and July** | Duration: **1 year (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

Interested in a truly global business education? This unique program offers you the opportunity to undertake postgraduate study abroad, in South Korea or China, and graduate with two specialist qualifications: a Master of International Business Global from UNSW Australia, and a Master of Business Administration (MBA) from Korean Advanced Institute of Science and Technology (KAIST) or from Shanghai Jiao Tong University (SJTU). You'll gain valuable global insights and networks, with an international curriculum and in-depth international business study, and be well-equipped to take on a senior executive role across a wide range of industries.

ENTRY REQUIREMENTS

A recognised Bachelor degree (or equivalent) in any discipline with a credit average grade, as determined by the Business School, plus a minimum of two years full-time relevant work experience.

Additional entry requirements and application process apply depending on the choice of the partner university.

Please visit business.unsw.edu.au/futurestudents for further information regarding entry requirements and the application process.

PROGRAM STRUCTURE

The Master of International Business Global is part of a dual degree program which consists of two components:

8 courses (48 UOC) to be completed at UNSW Australia:

5 core courses

3 elective courses

48 UOC to be completed at KAIST (College of Business) or at SJTU (Antai College of Economics and Management)

Core courses

Corporate Strategy in East Asia
Cross-Cultural Management
Global Business and Multinational Enterprise
Integrative Cases in International Business
International Business Negotiation

For a complete list of courses available, visit:
handbook.unsw.edu.au

WHY CHOOSE THIS PROGRAM?

- Graduate with two specialist qualifications
- Develop global insights and networks
- Opportunity to study overseas



'I CHOSE UNSW BECAUSE I WANTED TO LEARN FROM THE BEST. WHILE A PHD INVOLVES A LOT OF SOLITARY WORK, IT'S GREAT TO HAVE EXPERTS WHO PROVIDE GUIDANCE, SUPPORT AND CONSIDERABLE EXPERTISE TO HELP ME ATTAIN A PHD.'

Jeffrey Scott
PhD in Taxation and Business Law

POSTGRADUATE RESEARCH PROGRAMS

If you're interested in developing in-depth knowledge in your business field through extensive, independent research, you've come to the right place.

Be part of our next generation of expert researchers, and make a significant and original impact on business thinking in your discipline.

MASTER OF PHILOSOPHY (MPHIL)

Program Code: **2585** | Commencement: **March and July** | Duration: **1.5 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

The Master of Philosophy gives you the chance to develop in-depth knowledge, expertise and skills in a specific field of business. You'll be exposed to advanced theory and research methods in your chosen discipline, and complete a research thesis on an approved topic under the supervision of our experienced researcher. The program is ideal for those looking to acquire basic research training.

PROGRAM STRUCTURE

The program consists of a combination of coursework and research component (72 UOC).

For a complete list of courses available, visit:
handbook.unsw.edu.au

DOCTOR OF PHILOSOPHY (PHD)

Program Code: **Check our website** | Commencement: **March and July** | Duration: **Minimum 3 years (full-time)** | Study mode: **Face to face (UNSW Kensington campus)**

When you undertake a Doctor of Philosophy you'll need to complete a piece of research that demonstrates an original and significant contribution to knowledge in a chosen field of business. You'll acquire advanced specialist research training, and develop independent thought and critical analysis, effective communication, and expert knowledge in the chosen discipline. By the end of the program, you should be capable of independently designing and executing original research that generates new knowledge.

PROGRAM STRUCTURE

The program involves a minimum of three years full-time study (144 UOC). Students undertake supervised research leading to the production of the doctoral thesis.

To start your research degree journey, visit:
business.unsw.edu.au/research

OUR WORLD-CLASS RESEARCH AREAS

MANAGEMENT

ACCOUNTING

TAXATION AND BUSINESS LAW

MARKETING

ECONOMICS

BANKING
AND
FINANCE

INFORMATION SYSTEMS,
TECHNOLOGY
AND MANAGEMENT

RISK AND
ACTUARIAL
STUDIES



WHEN CAN I START MY POSTGRADUATE PROGRAM?

Most programs are offered in Semester 1 (March) and Semester 2 (July), with the exception of the Master of Economics (Semester 1 only) and the AGSM Programs (refer to unsw.edu.au/agsm for dates).

WHEN IS THE FINAL DATE I CAN APPLY?

Application deadline for the two intakes are:
Semester 1 (March) — apply by 30 November
Semester 2 (July) — apply by 30 May

We do accept late applications after those dates. Please contact the Business School student recruitment team on **+61 2 9385 3507** or email businessinfo@unsw.edu.au for late application closing dates.

DO WE OFFER A SUMMER TERM?

Yes, we offer a range of courses over a summer term (November to February).

WHAT IS THE DELIVERY MODE?

The majority of our postgraduate coursework programs are offered face-to-face at the UNSW Kensington Campus.

Programs that offer distance or online courses include: AGSM Graduate Certificate in Change Management, Master of Business & Technology, Master of Applied Taxation, Master of Taxation, and Graduate Diploma in Advanced Taxation. Some courses within the Master of Financial Planning, Graduate Diploma in Financial Planning and Graduate Certificate in Financial Planning are also offered by distance or online.

ARE THERE FLEXIBLE STUDY OPTIONS?

Many of our postgraduate courses are offered in the evening, usually between 6pm and 9pm, to accommodate those with full-time employment. Some programs offer classes on Saturdays (the Master of Marketing) or in an intensive mode.

WHAT IS A PART-TIME STUDY LOAD?

If you're employed full-time, you'll typically study one or two courses (6-12 UOC) per semester. Each course (6 UOC) has approximately three contact hours per week, plus an average of seven hours of personal study time per week.

WHAT SCHOLARSHIPS ARE AVAILABLE?

There are a number of scholarships for postgraduate study. Please refer to the scholarships website for more information about scholarships and closing dates: scholarships.unsw.edu.au

WHERE CAN I FIND THE CLASS TIMETABLE?

Class timetables and locations are available online at timetable.unsw.edu.au.

NEED HELP?

If you need any help, or if you're not sure which program is right for you, please contact the Business School student recruitment team on **+61 2 9385 3507** or email businessinfo@unsw.edu.au.

You can also attend one of our postgraduate information events run throughout the year. Visit business.unsw.edu.au/calendar for our next postgraduate information event.

ASK US ABOUT THE APPLICATION FEE WAIVER!

YOUR QUESTIONS ANSWERED

HOW TO APPLY



STEP 1: CONSIDER YOUR OPTIONS

Our extensive choice of postgraduate coursework programs can help you meet your educational and professional goals. Use this guide to select the best study option based on your interests, personal commitments, experience and career ambitions.

STEP 2: CHECK ENTRY REQUIREMENTS

Entry into our programs is based on one or more of the following criteria:

- A recognised Bachelor degree (or equivalent qualification) at an acceptable academic standard — usually a credit average grade (65%)
- Satisfaction of any program prerequisites or requirements as listed under each program description
- Relevant professional or work experience

If you have considerable work experience but do not have a Bachelor degree, you may still be considered for entry through our pathway options.

English Language requirements

If English is not your first language, or if you did not complete an assessable qualification of at least one year of duration at a university or other post-secondary educational institution within the last two years where the medium of instruction is in English, you'll need to provide evidence to show that you meet the University's English Language requirement. Visit unsw.edu.au/english-requirements-policy for more information.

STEP 3: APPLY ONLINE

Applications can be made online at apply.unsw.edu.au.

Shortly after you've lodged an application, you'll receive a letter of acknowledge by email detailing your student ID number, and instructions on how to submit the supporting documentation to us.

STEP 4: ACCEPT YOUR OFFER

Successful applicants will receive a letter of offer by email. Read and follow the instructions contained in your letter to accept your offer and commence your studies with us.

More Information: unsw.edu.au/gettingstarted

POSTGRADUATE RESEARCH APPLICATIONS

If you're thinking of applying to our postgraduate research programs, you'll need to submit an expression of interest (EOI). The purpose of the EOI is to provide you with a preliminary assessment of your application, and to identify a potential supervisor for your research.

Please visit business.unsw.edu.au for further information regarding our research programs application process.

PROGRAM AND COURSE FEES

POSTGRADUATE COURSEWORK FEES

Postgraduate coursework programs are full fee-paying. Course fee is calculated on a six units of credit (UOC) basis. Program fee is an estimate only based on the total units of credit of the program. The fees stated here are indicative only for 2015 and are subject to change on a yearly basis. Visit business.unsw.edu.au for the most up-to-date information on fees.

	DURATION	DOMESTIC		INTERNATIONAL	
POSTGRADUATE COURSEWORK PROGRAMS	(FULL –TIME)	COURSE FEE	PROGRAM FEE	COURSE FEE	PROGRAM FEE
BUSINESS FOUNDATION					
Master of Commerce (8404)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Master of Commerce (Extension) (8417)	2 years	\$3,750	\$60,000	\$4,770	\$76,320
Graduate Certificate in Commerce (7355)	0.5 years	\$3,750	\$15,000	\$4,770	\$19,080
Master of International Business (8371)	2 years	\$3,750	\$60,000	\$4,770	\$76,320
Master of Professional Accounting (8409)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Master of Professional Accounting (Extension) (8415)	2 years	\$3,750	\$60,000	\$4,770	\$76,320
Master of Technology and Innovation Management (8009)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Graduate Certificate in Social Impact (7357)	0.5 years	\$3,750	\$15,000	\$4,770	\$19,080
SPECIALIST KNOWLEDGE					
Master of Accounting and Business Information Technology (8425)	1 year	\$3,750	\$30,000	\$4,770	\$38,160
Master of Financial Analysis (8413)	1 year	\$3,750	\$30,000	\$4,770	\$38,160
Master of Actuarial Studies (8411)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Master of Actuarial Studies (Extension) (8416)	2 years	\$3,750	\$60,000	\$4,770	\$76,320
Master of Economics (8412) – March intake only	1 year	\$3,750	\$30,000	\$4,770	\$38,160
Graduate Certificate in Economics (7412)	0.5 years	\$3,750	\$15,000	\$4,770	\$19,080
Master of Finance (8406)	1 year	\$3,750	\$30,000	\$4,770	\$38,160
Master of Financial Planning (9273)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Graduate Diploma in Financial Planning (7273)	1 year	\$3,750	\$30,000	\$4,770	\$38,160
Graduate Certificate in Financial Planning (5273)	0.5 years	\$3,750	\$15,000	\$4,770	\$19,080
Master of Information Systems Management (8435)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Master of Marketing (8423)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Graduate Certificate in Marketing (7414)	0.5 years	\$3,750	\$15,000	\$4,770	\$19,080
Master of Risk Management (8428)	1.5 years	\$3,750	\$45,000	\$4,770	\$57,240
Master of Applied Taxation (9260)	1 year*	\$3,750	\$30,000	\$4,770	\$38,160
Master of Taxation (9250)	1 year	\$3,750	\$30,000	\$4,770	\$38,160
Graduate Diploma in Advanced Taxation (5540)	1 year	\$3,750	\$22,500	\$4,770	\$28,620
GENERAL MANAGEMENT AND LEADERSHIP (AGSM)					
AGSM MBA (Executive) (8355)	3 years*	Visit business.unsw.edu.au/agsm for fees information			
AGSM MBA (Full-time) (8350)	16 months			\$4,740	\$75,840
AGSM Graduate Certificate in Change Management (7315)	1 year*	\$4,230	\$16,920		
AGSM Master of Business & Technology (8616)	3 years*	\$3,750	\$45,000		
AGSM Graduate Certificate in Business & Technology (7333)	1 year*	\$3,750	\$15,000		

* Part-time study

FEE-HELP

FEE-HELP is an Australian Government loan to assist full fee-paying students to help pay part or all of the tuition fees. FEE-HELP is available to students who are Australian citizens, Australian permanent resident with a humanitarian visa or Australian

permanent resident who is undertaking bridging study for a listed professional occupation.

For more information on FEE-HELP, visit studyassist.gov.au.

For advice about whether you're eligible for a FEE-HELP loan, please contact the FEE-HELP enquiry line on **1800 020 108**.

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