WELCOME TO UNSW BUSINESS SCHOOL

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© Wilson Joseph, Iconographer from the Noun Project
UNSW Business School is developing the next generation of adaptable, creative problem solvers and socially responsible business leaders. By taking this opportunity to find out more about postgraduate opportunities with one of the Asia Pacific’s leading business schools, you’ve already shown your commitment to the next phase of your career.

Our postgraduate students bring diverse perspectives, experiences and knowledge to the Business School’s community of ambitious, sharp-thinking students and world-class teaching staff. More than 13,000 students are on our Sydney campus, developing their skills through undergraduate, postgraduate, and research studies. From day one you’ll also be part of our vibrant and influential global alumni community, a network of over 75,000 business professionals.

When you study with us, you can expect a very different approach to business thinking. 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.

That’s why our teaching is highly personalised, career-focused and active, taking place in flipped classrooms, learning labs and innovation centres. Our research is renowned for its rigour and fresh perspective on the most relevant and urgent issues. And we offer outstanding global opportunities for collaboration and cultural exchange.

Our programs are also flexible – work around your other commitments, and create your own postgraduate pathway with a range of cross-disciplinary programs.

Above all, we’re firmly focused on the future. That includes leveraging new technology to support the way we’ll all learn in the future, focusing on Australia’s economic and social future – and most importantly, supporting your future ambitions.

I encourage you to take the next step in realising those ambitions, whether it is to take the next step in your leadership journey, make a career change, or acquire the entrepreneurial drive and skills to start your own venture.

We’re here to help – please talk with our Student Recruitment team or visit our website to find out more.

Professor Chris Styles
Dean
UNSW Australia Business School
# FIND A PROGRAM

## Degree Programs

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**NO UNDEGRADUATE DEGREE?**

*Graduate Certificate in Commerce
*Graduate Certificate in Marketing
*Graduate Certificate in Financial Planning
** MBA (Full-Time)
***MBA (Technology, Change or Social Impact) and MBA (Executive)

The Graduate Certificate is a pathway option into the relevant Masters degree for applicants who do not have an undergraduate degree but who have significant professional work experience.

Requires GMAT.

Applicants with extensive management work experience will be considered without an undergraduate degree.
WHERE GREAT MINDS DO BUSINESS

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.

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.

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, Accounting, Auditing and Accountability, Banking, Finance and Investment, Econometrics, Business and Management, and Marketing, has also been rated as well above world standard.

LEADER IN BUSINESS EDUCATION AND RESEARCH

When it comes to global business knowledge, size does matter! With more than 300 academics and researchers, 245 professional support staff and over 14,000 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 studies, and taxation and business law. Together with nine research centres, five affiliated research institutes, and AGSM @UNSW Business School offering our world class MBA programs, 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.

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 49 leaders from industry and government, including Christine Bartlett (National Australia Bank), Catherine Harris AO PSM (Harris Farm Markets), Rod McLeod (EY), 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.
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. You need only 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, means 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.

**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 (CIMA), CPA Australia, Chartered Accountants Australia and New Zealand (CAANZ), Actuaries Institute (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.

**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.

**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 EDGE Mentoring 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 AND FUTURE EMPLOYERS**

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. Past events include 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 UNSW Business School, you’ll become a part of an amazing global community. We currently have more than 75,000 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.
OUR REPUTATION SPEAKS FOR ITSELF

NO.1 UNIVERSITY FOR AUSTRALIA’S 30 MOST IN-DEMAND EMPLOYERS
Ranked #1 among Australian universities according to LinkedIn in the ‘Australia’s 30 Most InDemand Employers for 2015 (LinkedIn Sydney 2015)

NO.1 IN ACCOUNTING AND FINANCE IN AUSTRALIA
Ranked No.1 in Australia for Accounting and Finance (QS World University Rankings by subjects 2015*)
Ranked No.1 in the world for our Auditing research and 11th overall for Accounting (World of Accounting Research, Brigham Young University 2014)

MBA PROGRAM
Our Full-time AGSM MBA program is ranked in the top 100 globally (The Financial Times UK)

MORE ENTREPRENEURS IN AUSTRALIA
UNSW has produced more technology entrepreneurs in the past 15 years than any other Australian university (CrunchBase, 2013)

MORE CEOS
We have educated more CEOs from Australia’s top 50 ASX100 companies than any other Australian University (Australian Graduate Survey, 2012)

MORE MILLIONAIRES
UNSW boasts the largest number of millionaire alumni than any other university in Australia (Spear’s WealthInsight, 2014)
ACCOUNTING

Did you know Accounting at UNSW Business School is ranked number one in the world for research? Study Accounting at a postgraduate level, and you’ll be able to obtain professional accreditation towards being an accountant, or develop professional skills for a career in financial management. You can also combine Accounting with Business Information Technology to gain valuable systems knowledge.

MASTER OF ACCOUNTING AND BUSINESS INFORMATION TECHNOLOGY

Program Code: 8426
Commencement: Feb and July
Duration: 1.5 years full-time
3 years part-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

For the 1 year full-time (or 2 years part-time) program (with credits):
A recognised bachelor degree (or equivalent qualification) with a credit average as determined by UNSW Business School; plus a major (at least seven courses) in accounting, or a major (at least seven courses) in information systems.

For the 1.5 years full-time (3 years part-time) program (without credits):
A recognised bachelor degree (or equivalent qualification) in business or commerce with a credit average as determined by UNSW Business School.

PROGRAM STRUCTURE

12 Courses (72 UOC) =
2 core accounting courses
2 core information systems courses
At least 3 accounting elective courses (from List A and C)
At least 3 information systems elective courses (from List B and C)
1 capstone course (from List C)

Accounting Core Courses
Financial Accounting
Management Accounting & Business Analysis

Information Systems Core Courses
E-Business
Accounting Information Systems

List A: Accounting Elective Courses (sample list)
International Financial Statement Analysis
Auditing & Assurance Services
Business Analysis & Valuation
Business Risk Management
Managing Intangible Resources
Strategic Management Accounting
Corporate Accounting & Regulation
Managing Agile Organisations

List B: Information System Elective Courses (sample list)
Business Process Management
Project, Portfolio & Program Management
Business Intelligence Methods
Enterprise Systems
IS Strategy, Innovation & Agility
Business Analytics
Security & Ethics in Cyberspace
Managing IS / IT Risk

List C: Capstone Courses
Enterprise Strategy for Management Accountants AND/OR
Business Systems Project
## MASTER OF PROFESSIONAL ACCOUNTING

**Program Code:** 8409  
**Commencement:** Feb and July  
**Duration:** 1.5 years full-time  
3 years part-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.

** ENTRY REQUIREMENTS**  
A recognised bachelor degree (or equivalent qualification) with a credit average, as determined by UNSW Business School.

** PROGRAM STRUCTURE**  
13 core courses (72 UOC)

**CORE COURSES**  
- Auditing and Assurance Services  
- Financial Accounting  
- Strategic Management Accounting  
- Corporate Accounting & Regulation  
- Management Accounting & Business Analysis  
- Corporate Finance  
- Legal Foundations for Accountants  
- Accounting Information Systems  
- Corporations & Business Associations Law  
- Taxation Law  
- Advanced Financial Reporting  

**ENTRY REQUIREMENTS**  
A recognised bachelor degree (or equivalent qualification) with a credit average, as determined by UNSW Business School.  

**PROGRAM STRUCTURE**  
17 courses (96 UOC) =  
13 core courses  
4 elective courses

## MASTER OF PROFESSIONAL ACCOUNTING (EXTENSION)

**Program Code:** 8415  
**Commencement:** Feb and July  
**Duration:** 2 years full-time  
4 years part-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.

**ENTRY REQUIREMENTS**  
A recognised bachelor degree (or equivalent qualification) with a credit average, as determined by UNSW Business School.

**PROGRAM STRUCTURE**  
17 courses (96 UOC) =  
13 core courses  
4 elective courses
Actuaries manage risk. They are the backbone of financial security, insurance companies, investment banks, financial planners, multinational corporations and government departments. These industries consult an actuary to help them make certain decisions. Problems an actuary solves provide the safeguard against uncertainty and gives them the confidence to expand and grow their businesses.

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 Actuaries Institute (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 (February).

**ENTRY REQUIREMENTS**

A recognised bachelor degree (or equivalent qualification) in actuarial studies, econometrics, mathematics or statistics with a credit average, as determined by UNSW Business School.

**PROGRAM STRUCTURE**

12 courses (72 UOC) =

4 core courses
8 elective courses

4 Core Courses

- Probability & Statistics for Actuaries
- Financial Mathematics
- Finance & Financial Reporting for Actuaries

8 Elective Courses (sample list)

- Superannuation & Retirement Benefits
- Project Report – Actuarial Studies
- Actuarial Theory & Practice A
- Stochastic Modelling for Actuaries
- Actuarial Statistics
- Life Insurance & Superannuation
- Insurance Risk Models
- Financial Economics for Insurance & Superannuation
- Actuarial Theory & Practice B
- Risk and Capital Management
- Models for Risk Management
- Asset-Liability Management
- Risk Management Strategies
- Retirement Saving & Spending over the Life cycle
- Fundamentals of Risk & Risk Management
- Risk Tools
- Risk Decisions

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 (Extension), 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 qualification) in actuarial studies, econometrics, mathematics or statistics, with a credit average, as determined by UNSW Business School.

**PROGRAM STRUCTURE**

16 courses (96 UOC) =

4 core courses
12 elective courses
Our finance postgraduate programs expose you to the latest finance theories, techniques and practices. Developed in close consultation with industry, each offers a challenging learning environment to develop advanced analytical and technical skills you can use in the financial services industry and other business sectors.

**MASTER OF FINANCE**

Program Code: 8406  
Commencement: Feb and July  
Duration: 1 years full-time  
2 years part-time  
Study mode: Face to face (UNSW Kensington campus)

Are you a finance graduate 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.

**ENTRY REQUIREMENTS**

A recognised bachelor degree (or equivalent qualification) with a credit average as determined by UNSW Business School; plus a major (minimum seven courses) in finance within the bachelor degree.

**SPECIALISATION OPTIONS**

Corporate Finance/ Finance/ Funds Management/ International Finance/ Investment Banking.

**PROGRAM STRUCTURE**

8 courses (48 UOC) =

4 core courses
4 elective courses

**4 Core Courses**

- Empirical Techniques & Applications in Finance
- Financial Risk Management for Financial Institutions
- Empirical Studies in Finance
- Financial Theory & Policy

**4 Elective Courses (sample list)**

- Corporate Finance
- Business Analysis & Valuation
- Alternative Asset Classes
- Risk & Insurance
- Real Estate Finance & Investment
- Derivatives & Risk Management Techniques
- Takeovers, Restructuring & Corporate Governance
- Funds Management
- Business Analysis & Valuation
- Alternative Asset Classes
- Real Estate Finance & Investment
- Strategic Management of Credit

Risk & Loan Policy
Derivatives & Risk Management Techniques
Fixed Income Securities & Interest Rate Derivatives
Financial Planning Advice
Investment Banking
Business Analysis & Valuation
Financial Institution Management
Risk and Insurance
Real Estate Finance & Investment
Strategic Management of Credit
Risk and Loan Policy
Derivatives & Risk Management Techniques
Fixed Income Securities & Interest Rate Derivatives
International Finance
Business Analysis & Valuation
International Corporate Finance
Asia-Pacific Financial Markets
Alternative Asset Classes
Derivatives & Risk Management Techniques
International Banking Management
Behavioural Approach Finance

For complete list of courses available visit: handbook.unsw.edu.au
MASTER OF FINANCIAL ANALYSIS

Program Code: 8413
Commencement: Feb 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 from the 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 qualification) with a credit average as determined by UNSW Business School; plus a major (at least seven courses) in accounting or a major (at least seven courses) in finance.

PROGRAM STRUCTURE
8 courses (48 UOC) =
At least 3 accounting elective courses (from List A and C)
At least 3 information systems elective courses (from List B and C)
1 capstone course (from List C)

List A: Accounting Courses (sample list)
International Financial Statement Analysis
Enterprise Strategy for Management Accountants
Business Risk Management
Managing Intangible Resources
E-Business: Strategy and Processes
Financial Accounting
Strategic Management Accounting
Corporate Accounting & Regulation
Advanced Financial Reporting
Managing Agile Organisations

List B: Finance Courses (sample list)
Investments & Portfolio Selection
Capital Budgeting & Financial Decisions
International Corporate Finance
Applied Portfolio Management & Modelling
Risk & Insurance
Real Estate Finance & Investment
Derivatives & Risk Management Techniques
Fixed Income Securities & Interest Rate Derivatives
Financial Planning Advice
Takeovers, Restructuring & Corporate Governance

List C: Capstone Course
Business Analysis & Valuation
AND/OR
International Corporate Governance
Accounting and Finance Perspectives
AND/OR
Financial Institution Management

MASTER OF FINANCIAL PLANNING

Program Code: 9273
Commencement: Feb and July
Duration: 1 year full-time
Study mode: Combination of face to face (UNSW Kensington campus) and online learning

Are you seeking an exciting career working with clients to build long lasting and trusted relationships, providing sound financial guidance? Then the Master of Financial Planning may be the degree for you. Designed not only to provide you with the Australian Securities and Investment Commission’s (ASIC) Regulatory Guidelines 146 (RG146) compliance assessed at AOF Level 9, Tax Agent Service Act (2009)/Tax Practitioners Board’s Tax (Financial) Advisor requirements in commercial law and taxation for financial planners compliance, the extensive studies also give you advanced standing towards Financial Planning Association’s CERTIFIED FINANCIAL PLANNER® certification program. The program will develop your knowledge and skills relating to financial markets, risk management, financial planning, taxation law and strategies, compliance, ethical and professional conduct.

ENTRY REQUIREMENTS
Category A: A recognised non-business related Bachelor degree (or equivalent qualification) with a credit average as determined by UNSW Business School.

Category B: A recognised non-business related Bachelor degree (or equivalent qualification) with a credit average as determined by UNSW Business School; plus a minimum of two years full-time professional work experience.

PROGRAM STRUCTURE
12 courses (72 UOC) =
8 compulsory core courses
2 to 4 core elective courses (if only 2 core elective courses are completed, choose 2 flexible elective courses from List A and/or List B.)

CORE COURSES
6 Financial Planning Core Courses
Financial Markets & Institutions
Investments & Portfolio Selection
Personal Financial Planning & Management
Financial Planning Advice & Ethics
Risk & Insurance
Estate planning, Succession & Asset Protection

2 Taxation and Business Law Core Courses
Legal Foundations of Business
Tax Strategies in Financial Planning

Elective Courses
(If needed, choose up to 2 courses from the following – at least 1 course from List A.)

List A (sample list)
Asia-Pacific Financial Markets
Alternative Asset Classes
Real Estate Finance & Investment
Fixed Income Securities & Interest rate Derivatives
Capstone Portfolio Management Process

List B (sample list)
Taxation of Corporations
Taxation of Superannuation
Taxation of Capital Gains
Tax of Employee Remuneration
Taxation Law
Tax of Property Transactions
This four course program develops your knowledge and skills in financial markets, financial planning, taxation law and strategies, all essential for 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 qualification) in any discipline, as determined by UNSW Business School; plus, a minimum of two years full-time relevant work experience.

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No undergraduate degree:
Minimum four years full-time relevant work experience, plus demonstrated completion of a professional course or study. You will be required to provide a detailed resume (outlining relevant competencies and achievements) and evidence of other academic and professional qualifications.

**PROGRAM STRUCTURE**
4 courses (24 UOC) = 
2 to 4 core courses
2 elective courses

**Core Courses**
Financial Markets & Institutions
Financial Planning Advice & Ethics
Investments & Portfolio Selection

**Elective Courses (sample list)**
Retirement Planning
Legal Foundations of Business
Tax Strategies in Financial Planning
SMSF Law

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Program Code: 5273  
Commencement: Feb and July  
Duration: 1 year full-time  
Study mode: Combination of face to face (UNSW Kensington campus) and online learning
AGSM @ UNSW Business School attracts visioneers who aren’t afraid to dream big and put ideas into action. We help ambitious professionals prepare for the challenges of a rapidly changing world through our full-time MBA and part-time MBA (Executive) programs.

**MBA (FULL-TIME)**

**Program Code:** 8350  
**Commencement:** January  
**Duration:** 16 months  
**Study mode:** Face to face

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**

There are two pathways into the AGSM MBA program:

1. A recognised bachelor degree (or equivalent qualification) and a minimum of 2 years professional or managerial work experience
2. At least 6 years of professional work experience. Applicants must also submit supporting documentation including four personal statements (each approximately 250 words in length), examining leadership, experience, community connectivity and problem solving capability; a detailed curriculum vitae demonstrating business management leadership potential; two referee reports and proof of identify. Applicants must also provide a minimum overall GMAT score of 550 with minimum scores of verbal 25, quantitative 35 and AWA 4.0.

**PROGRAM STRUCTURE**

The AGSM MBA program has a two-stage structure – the core phase and the elective phase.

**Stage 1: 9 Core courses completed over 2 sessions**

- Foundations of Managerial Skills
- Accounting
- Data Analysis & Decision Making under Uncertainty
- Economics
- Finance

**Stage 2: 7 elective courses from the following disciplines**

- Accounting
- Economics
- Finance
- General management
- Marketing
- Organisational behaviour
- Statistics & operations management
- Entrepreneurship

During the elective phase, you may apply to go on an international exchange program at one of the prestigious partner schools in Europe, North America and Asia including London Business School, The Wharton School of the University of Pennsylvania and Kellogg School of Management. Internships, management projects and individual studies in management may also be undertaken during this phase.
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 timeframe that suits your professional and personal needs.

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

No undergraduate degree: You will be required to have at least six years full-time professional work experience.

PROGRAM STRUCTURE
The AGSM MBA (Executive) program is a part-time program which 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).

Stage 1
- Foundations of Managerial Skills
- Accounting & Financial Management
- Data Analysis & Statistical Modelling for Business
- Marketing Management
- Managing People & Organisation
- Economics in Management Practice
- Corporate Finance
- International Business

Stage 2
An overall weighted average mark (WAM) of 65% or higher across all Stage 1 courses qualifies you for progression to the final stage of the MBA (Executive) Program.

Stage 2 continues the development of personal leadership attributes and prepares students to become general managers of large, established organisations, or leaders of small entrepreneurial start-up firms.

Students start Stage two with Leadership course which assists students to identify useful models for making sense of their managerial experiences and for developing the capacity to think and act as leaders. Personal, tacit theories about what works (from experience and previous learning) are unearthed and discussed against management research insights to instil an evidence-based approach to management.

On the successful completion of Leadership course, students enter the Strategic Management Year.
**BUSINESS TECHNOLOGY**

**MBA (TECHNOLOGY)**

**Program Code:** 8625  
**Commencement:** February, May and September  
**Duration:** 2 to 6 years part-time  
**Study mode:** Online

MBAX is AGSM’s next generation online MBA. A unique online management degree that also allows you to specialise in either Technology, Change Management or Social Impact. The MBAX will prepare you to seize the opportunities in front of you and give you the edge you need to succeed.

**ENTRY REQUIREMENTS**

There are two pathways into the AGSM MBA (Technology) program:

1. A strong undergraduate degree (or equivalent qualification) and a minimum of 2 years professional or managerial work experience.
2. At least 6 years of professional work experience.

**PROGRAM STRUCTURE**

12 courses (72 UOC) =

- 6 core courses
- 6 specialisation courses

International students can only study this program outside of Australia through distance learning.

**Core Courses**

Select six courses from the following:

- Introduction to Management
- Principles of Marketing
- Accounting: A User Perspective
- Business Economics
- Fundamentals of Corporate Finance
- Fundamentals of People Management
- Quantitative Methods for Business Decision Making
- Leadership in a Complex Environment
- Strategy

**Select six elective courses:**

- Project Management
- Business Management for a Sustainable Environment
- Sustainable Energy Management
- Information Systems Management
- Information Technology in Business e-Business Strategy & Management
- Managing for Organisational Sustainability
- Business Law & Technology
- Supply Chain Management
- Enterprise Risk Management
- Intrapreneurship
- Managing Agile Organisations
- Development of New Products & Services
- Managing Organisational Resources
- Management of Innovation & Technical Change (Capstone)
- Strategic Management of Business & Technology (capstone)

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**CHANGE MANAGEMENT**

**MBA (CHANGE)**

**Program Code:** 8625  
**Commencement:** February, May and September  
**Duration:** 2 to 6 years part-time  
**Study mode:** Online

**ENTRY REQUIREMENTS**

There are two pathways into the AGSM MBA (Change) program:

1. A strong undergraduate degree (or equivalent qualification) and a minimum of 2 years professional or managerial work experience.
2. At least 6 years of professional work experience.

**PROGRAM STRUCTURE**

12 courses (72 UOC) =

- 6 core courses
- 6 specialisation courses

*International students can only study this program outside of Australia through distance learning.

**Core Courses**

Select six courses from the following:

- Introduction to Management
- Principles of Marketing
- Accounting: A User Perspective
- Business Economics
- Fundamentals of Corporate Finance
- Fundamentals of People Management
- Quantitative Methods for Business Decision Making
- Leadership in a Complex Environment
- Strategy

**Select six elective courses:**

- Approaches to Change
- Change Skills
- Redesigning the Organisation
- Systems for Change
- Project Management
- Managing Agile Organisations
- Managing for Organisational Sustainability
- Research Skills and Work Place Project (Capstone)
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 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 qualification) in science, engineering or technology with a credit average overall, as determined by UNSW Business School.

**PROGRAM STRUCTURE**

12 courses (72 UOC) =

1 capstone course
3 elective courses from the UNSW Business School
4 elective courses either from UNSW Engineering and/or UNSW Science

**4 Core Courses**

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

**Elective Courses**

Of the 7 elective courses, you study 3 from UNSW Business School and 4 either from UNSW Engineering and/or UNSW Science.

**Capstone Course**

Strategy, Marketing & Management
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 study core business courses 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.

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

PROGRAM STRUCTURE
4 courses (24 UOC) =
2 core courses
2 gateway courses from the Master of Commerce

SPECIALISATIONS AVAILABLE

You have an undergraduate degree and now you wish to increase your knowledge in another discipline? The Master of Commerce is a specialist program designed just for you. With 11 specialisations to choose from – if you are an engineer wanting finance knowledge, a science grad wanting to study marketing, or you have a business degree in finance and need more organisation and management skills to enhance your career, this is the program for you.

ENTRY REQUIREMENTS
A recognised bachelor degree (or equivalent) in any discipline with a credit average as determined by UNSW Business School.

PROGRAM STRUCTURE
12 courses (72 UOC) =
2 core courses
3 gateway courses
6 specialisation courses
4 additional MCom courses
1 capstone course

Note: Upon application, a maximum of 4 course credits may be awarded as based on your previous studies.

You have an undergraduate degree and now you wish to increase your knowledge in another discipline? The Master of Commerce is a specialist program designed just for you. With 11 specialisations to choose from – if you are an engineer wanting finance knowledge, a science grad wanting to study marketing, or you have a business degree in finance and need more organisation and management skills to enhance your career, this is the program for you.

ENTRY REQUIREMENTS
A recognised bachelor degree (or equivalent) in any discipline with a credit average as determined by UNSW Business School.

PROGRAM STRUCTURE
16 courses (96 UOC) =
2 core courses
3 gateway courses
6 specialisation courses
4 additional MCom courses
1 capstone course

Note: Upon application, a maximum of 4 course credits may be awarded as based on your previous studies.
THE SPECIALISATIONS (TO BE SELECTED WHEN APPLYING) ARE:

**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.

3 Gateway courses:
- Financial Literacy Business
- Business Economics
- Financial Markets & Institutions

5 Core Courses
- Investments & Portfolio Selection
- Capital Budgeting & Financial Decisions
- Financial Institution Management
- Credit Risk & Loan Policy
- International Banking Management

1 Elective Course (sample list)
- International Corporate Finance
- Applied Portfolio Management & Model
- Alternative Asset Classes
- Interpersonal Corporate Governance
- Risk & Insurance
- Real Estate Finance & Investment
- Derivatives and Risk Management Techniques

**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.

3 Gateway Courses
- Financial Literacy for Business Decisions
- Business Economics
- Financial Markets & Institutions

3 Core Specialisation Courses
- Financial Economics
- Financial Systems & Economy
- Investments and Portfolio Selection

3 Elective Specialisation Courses (sample list)
- Real Estate Economics & Public Policy
- Financial Econometrics
- Business Forecasting
- Capital Budgeting & Financial Decisions
- Financial Institution Management
- Derivatives and Risk Management Techniques
- Social Impact Field Project

**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.

3 Gateway Courses
- Financial Literacy for Business Decisions
- Business Economics
- Financial Markets & Institutions

2 Core Specialisation Courses
- Investments & Portfolio Selection
- Capital Budgeting & Financial Decisions

4 Elective Specialisation Courses (sample list)
- Personal Financial Planning & Management
- International Corporate Finance
- Applied Portfolio Management & Model
- International Corporate Governance
- Financial Institution Management
- Risk & Insurance
- Real Estate Finance & Investment
- Credit Risk & Loan Policy
- Derivatives & Risk Management Techniques

**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.

3 Gateway courses:
- Financial Literacy Business
- Business Economics
- Managing & Leading People

4 Core Specialisation Courses
- Organisational Economics
- Global Business & Multinational Enterprise
- Global Business Strategy & Management
- Management Work & Organisation

2 Elective Specialisation Courses (sample list)
- Strategic Management Accounting
- Global Business Operations & Management
- Financial Systems & the Economy
- Business Forecasting
- Corporate Strategy in East Asia
- Management Work & Organisation
- Strategic Management Technology Innovation

**ENTERPRISE SYSTEMS AND BUSINESS DESIGN**
2 Gateway Courses
- Financial Literacy for Business Decisions
- e-Business

1 Elective Gateway Course (sample list)
- Business Economics
- Elements of Marketing
- Financial Markets & Institutions
- Fundamentals of Risk & Risk Management
- Legal Foundations of Business

2 Core Specialisation Courses
- Enterprise Systems
- Business Analysis & Consulting

3 Elective Specialisation Courses (sample list)
- Business Process Management
- Project Management
- Business Analytics
- Service and Quality Management
- Information Systems Auditing & Assurance
- Security & Ethics in Cyberspace
- Managing IS/IT Risk
- Business Intelligence Methods

1 Elective Specialisation Course (sample list)
- International Corporate Governance
- Distribution, Retail Channels and Logistics
- Global Business and Multinational Enterprise
- e-Business and the Law

**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.

2 Gateway courses
- Financial Literacy for Business Decisions
- Managing & Leading People

1 Elective Gateway Course
- Business Economics
- e-Business
- Elements of Marketing
- Financial Markets & Institutions
- Fundamentals of Risk & Risk Management
- Legal Foundations of Business

4 Core Specialisation Courses
- Organisations & People
- Human Resource Management
- Employment Relations
- Strategic Human Resource Management

2 Elective Specialisation Courses (sample list)
- Cross-Cultural Management
- Employment & Industrial Law
MERITING INVESTMENTS AND PORTFOLIO SELECTION

Business Economics
Financial Accounting

3 Gateway Courses
Managing Organisational Change
Remuneration & Performance Management
International Human Resource Management
Social Impact Field Project

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.

2 Gateway Courses
Managing and Leading People

1 Elective Gateway Course (sample list)
Business Economics
e-Business
Elements of Marketing
Financial Markets & Institutions
Fundamentals of Risk & Risk Management
Legal Foundations of Business

4 Core Specialisation Courses
Global Business & Multinational Enterprise
Cross-Cultural Management
Global Business Strategy & Management
Asia-Pacific Business & Management

2 Elective Specialisation Courses (sample list)
Management Control Systems
International Corporate Finance
Business Law in a Global Economy
International Business Tax
Corporate Strategy in East Asia
Global Business Operations & Management
International Human Resource Management
Entrepreneurship and New Venture Management
Social Impact Field Project
Business and Security

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.

3 Gateway Courses
Financial Accounting
Business Economics
Investments and Portfolio Selection

4 Core Specialisation Courses
Business Analysis & Valuation
Corporate Accounting & Regulation
Management Accounting & Business Analysis
Project Management

2 Elective Specialisation Courses (sample list)
Capital Budgeting & Financial Decisions
Accounting Information Systems
Elements of Marketing
Global Business & Multinational Enterprise
Human Resource Management
Social Impact Field Project

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.

2 Core Gateway Courses
Elements of Marketing

1 Elective Gateway Course (sample list)
Business Economics
e-Business
Elements of Marketing
Financial Markets & Institutions
Fundamentals of Risk & Risk Management
Legal Foundations of Business

3 Core Specialisation Courses
Consumer Behaviour
Creativity and Innovation
Applied Marketing Research

3 Elective Specialisation Courses (sample list)
Marketing Communication & Promotion
Distribution & Retail Channels & Logistics
e-Marketing
International Marketing in Asia
Services Marketing
Contemporary Issues in Market
Non-Profit & Social Marketing
Events Management & Marketing
Brand Management
Marketing Analytics
Social Impact Field Project

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.

3 Gateway Courses
Financial Literacy for Business Decisions
Managing and Leading People

1 Elective Gateway Course (sample list)
Business Economics
e-Business
Elements of Marketing
Financial Markets & Institutions
Fundamentals of Risk & Risk Management
Legal Foundations of Business

3 Core Specialisation Courses
People, Organisations & Risk Legal Risk Analysis
Investments & Portfolio Selection

3 Elective Specialisation Courses (sample list)
Business Risk Management
Managing IS/IT Risk
Governing & Managing Organisational Risk
Financial Institution Management
Risk & Insurance
Strategic Management of Risk & Loan Policy
Social Impact Field Project
Business and Security

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

Join UNSW Business School ranked 45th in the world in the field of Economics and Econometrics under the 2015 QS World University Rankings and be prepared to pursue independent research, using complex statistical data, be interested in studying social issues, and have a background in qualitative and quantitative research methods.

MASTER OF ECONOMICS

Program Code: 8412
Commencement: Feb only
Duration: 1 year full time
Study mode: Intensive face to face (UNSW CBD 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

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

OR

Category B
A recognised bachelor degree (or equivalent) majoring in economics with a minimum overall average of 70%, as determined by UNSW Business School. The economics major must include second- or third-year courses in microeconomics, macroeconomics, econometrics and mathematical economics at a minimum average grade of 70% for these courses.

OR

Category C
See Graduate Certificate entry requirements below.

PROGRAM STRUCTURE

8 courses (48 UOC) =
4 core courses
4 elective courses

4 Core Courses
Microeconomic Analysis
Macroeconomic Analysis

4 Elective Courses (sample list)
Advanced Microeconomic Analysis
Advanced Macroeconomic Analysis
Advanced Econometric Theory
Policy Evaluation Methods
Applied Econometrics
Strategic Market Behaviour
International Trade
Economics of Labour Markets
Environmental Economics
Microeconomic Modelling
Health Economics
Special Topics in Economics
Economic Measurement
Advanced Experimental Economics

Note: Other electives economic courses may be selected with approval.

GRADUATE CERTIFICATE IN ECONOMICS

Program Code: 7412
Commencement: Feb 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 if you do 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.

ENTRY REQUIREMENTS

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

OR

A recognised bachelor degree (or equivalent qualification) 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 UNSW Business School.

PROGRAM STRUCTURE

4 courses (24 UOC) =
1 microeconomics course
1 quantitative course
1 econometric course
1 elective course

Sample Program Structure
Advanced Microeconomic Analysis
Financial Econometrics
International Macroeconomics
Mathematical Economics
INFORMATION SYSTEMS

Studying Information Systems will equip you with the latest knowledge, skills and understanding to manage business information systems in a fast changing environment, and the organisational implications of technology decisions. It is designed to be comprehensive, challenging and contemporary.

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

Admission to the Master of Information Systems Management is based on relevant academic qualifications and professional experience. There are two categories of entry:

Category A – Entry with Core 1 credits (48 UOC)
1. A recognised Honours degree (with a research thesis) majoring in information systems, information technology, computer science or software engineering, as determined by UNSW Business School, OR
2. A recognised bachelor degree (or equivalent qualification) majoring in information systems, information technology, computer science or software engineering with a credit average and a minimum of two years full-time relevant professional experience after completion of the relevant degree.

Category B – Entry without credits (72 UOC)
1. A recognised bachelor degree (or equivalent qualification) as determined by the UNSW Business School and a minimum of one year of relevant professional work experience after completion of the degree.

PROGRAM STRUCTURE

12 courses =
4 “core 1” courses
4 “core 2” courses
2 elective courses and 1 capstone course (equivalent to 2 courses)

Core 1
Enterprise Systems
Operations Management
e-Business
Managing IS/IT Risk

Core 2
Information Systems Strategy, Innovation & Agility
Business Analysis & Consulting
Project Management, AND
Business Analytics OR Business Process Management

Elective Courses (sample list)
Business Process Management
Business Analysis & Consulting
Service and Quality Management
Information Systems Auditing & Assurance
Security & Ethics in Cyberspace
Business Intelligence Methods
e-Business & the Law
Legal Foundations of Business

Capstone Course
IS Executive Capstone Report

See also Master of Commerce (Enterprise Systems and Business Design) PAGE 23
Are you seeking to obtain 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 if you are a graduate 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 qualification) with a credit average, as determined by UNSW Business School.

**PROGRAM STRUCTURE**
16 courses (96 UOC) =
7 core courses
8 elective courses
1 capstone course

**Core Courses**
Global Business & Multinational Enterprise
Cross-Cultural Management
Corporate Strategy in East Asia
Asia-Pacific Business & Management
International Business Negotiation
International Human Resource Management
Global Business Operations & Management

**8 Elective Courses (sample list)**

1. **4 Business Foundation Electives**
   - Financial Accounting
   - Quantitative Methods for Business
   - Business Economics
   - Investments and Portfolio Selection

2. **4 Electives Courses**
   - International Financial Statement Analysis
   - Financial Systems & the Economy
   - International Corporate Finance
   - International Banking Management
   - Supply Chain & Logistics Design
   - International Marketing in Asia
   - Global Business Strategy & Management
   - Chinese Business & Management
   - Business Law in a Global Economy
   - International Business Taxation
   - Project Management

3. **1 Capstone Course**
   - Integrative Cases in International Business

For more information visit: business.unsw.edu.au/pg

UNSW Business School, in partnership with the Korean Advanced Institute of Science and Technology (KAIST), and with Shanghai Jiao Tong University (SJTU), also offers a dual degree program: Master of International Business (Global). Students will complete a one-year Master of International Business at UNSW Business School and a Master of Business Administration (MBA) at the partner institution.
MARKETING

Study Marketing at UNSW Business School, where you’ll learn from internationally renowned academics and marketing leaders, gaining advanced-level knowledge in Marketing, and the ability to think strategically about brand equity, competitive advantage, positioning and value. In the Master of Marketing you’ll also have the opportunity for professional accreditation, meeting the requirements of the Certified Practicing Marketer program from the Australian Marketing Institute.

MASTER OF MARKETING

Program Code: 8423
Commencement: Feb and July
Duration: 1-1.5 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, learn how to think more strategically about brand equity, competitive advantage, positioning and value. Be equipped with the latest marketing tools and techniques for strategic development and marketing decision-making.

ENTRY REQUIREMENTS

For the 1 year full-time (or 2 years part-time) program (with credits):
Category A
A recognised bachelor degree (or equivalent qualification) in commerce or business with a credit average as determined by UNSW Business School; plus at least 2 years full-time relevant professional and marketing experience; also demonstrated competency in business statistics.

Category B
A recognised bachelor degree (or equivalent qualification), as determined by the UNSW Business School; plus at least 5 years full-time relevant professional and marketing experience; also demonstrated competency in business statistics.

Program Code: 8423
Commencement: Feb and July
Duration: 1-1.5 years full-time
Study mode: Face to face (UNSW Kensington campus)

Category C applicants who have achieved a distinction average in their degree may be exempted from the 1 year full-time work experience requirement.

4 Core Courses
Marketing Management: Contemporary Analytical Perspectives
Strategic Skills for Marketers Creativity, Innovation & Change in Marketing
Creativity, Innovation & Change in Marketing

Elective (MARK 6) Courses – sample list
Services Marketing Management
Relationship Marketing & CRM
Brand Management
Strategic Digital Marketing
Business-to-Business Marketing & Key Account Management
Global Marketing Strategy
Advertising, Promotion & Integrated Marketing Communication

Elective (MARK 5) from the MCom Courses (with approval)

Program Code:
7414
Commencement:
Feb 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 the Masters.

ENTRY REQUIREMENTS

No undergraduate degree: You will need at least 5 years full-time professional marketing and business experience. You are required to 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

4 courses (24 UOC) =
2 (or 3) core courses
2 (or 1) elective courses
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, 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 qualification) in business or finance with a credit average overall, as determined by UNSW Business School.

PROGRAM STRUCTURE
12 courses =

8 core courses
4 elective courses

8 Core Courses
Managing IS/IT Risk
People Organisation & Risk
Governing and Managing Risk
Fundamentals Risk & Risk Management

Program Code: 8428
Commencement: Feb only
Duration: 1.5 years full-time
3 years part-time
Study mode: Face to face (UNSW Kensington campus)

Risk Management Strategies
Operational Risk Analysis & Management
Tax Risk Management
Technology Management & Innovation
Asset-Liability Management
Risk and Capital Management
Models for Risk Management
Business & Security
Risk Decisions
Case Studies in Risk Management
Legal Risk Analysis

In an uncertain world, risk management experts are in demand – and risk managers is an emerging role across all industries and sectors. This area of study offers you insights into its applications and implications for a wide range of organisations.

Refer to Master of Commerce (Risk Management) PAGE 23
SOCIAL IMPACT

Gain a keen understanding of the dynamics of the social economy, and how business, social enterprise, government, foundations and community organisations can work together. You’ll also build skills and knowledge in social entrepreneurship, innovation, investment and governance, as well as global trends.

GRADUATE CERTIFICATE IN SOCIAL IMPACT

Program Code: 7357
Commencement: February, May and September
Duration: 1 to 2 years part-time
Study mode: Online and 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 qualification) with a credit average grade, as determined by UNSW 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
4 courses (24 UOC) = 1 core course and 3 elective courses.

For more information visit: www.csi.edu.au

Core Course
Social Impact: Entrepreneurs & Social Innovation

3 Elective Courses
Corporate Responsibility & Accountability
Demonstrating Social Impact
Design for Social Innovation
Leadership for Social Impact
Social Impact Field Project
Social Investment & Philanthropy

MBA (SOCIAL IMPACT)

Program Code: 8625
Commencement: February, May and September
Duration: 2 to 6 years part-time
Study mode: Online

The innovative online format allows you to gain an MBA from a leading business school with a flexibility that fits in with your lifestyle. You’ll be able to apply the concepts and tools to your professional life immediately, while preparing for great things in the future; accelerating your current career, following a new path or building a new enterprise.

ENTRY REQUIREMENTS
There are two pathways into the AGSM MBA (Social Impact) program:
1. A strong undergraduate degree (or equivalent qualification) and a minimum of 2 years professional or managerial work experience
2. At least 6 years of professional work experience.

PROGRAM STRUCTURE
This is a newly designed flexible online specialist MBA. The program is contemporary and relevant and suitable for busy professionals seeking career advancement. The program consists of 12 courses (72 UOC) = six core courses and six Social Impact courses.

*International students can only study this program outside of Australia through distance learning.

6 Core Courses
Introduction to Management
Principles of Marketing
Accounting: A User Perspective
Business Economics
Fundamentals of Corporate Finance

6 Specialisation Courses – sample list
Demonstrating Social Impact
Social Investment & Philanthropy
Social Impact Field Project
Design for Social Innovation
Leadership for Social Impact
Management of Innovation of Technical Change (capstone)
In the dynamic and evolving world of contemporary business you can no longer advise clients on matters involving tax without the benefit of in depth study. You need the confidence to advise your clients on complex business decisions and transactions and to do this you need to develop and refine your understanding of the latest taxation issues and practices in Australia and across international borders. Our tax system is constantly evolving. Cross-border transactions are common place in the digital age and as these changes emerge, so do new challenges and an even greater depth of taxation complexity. Your undergraduate degree may not be sufficient to keep you skilled for these new professional demands.

**MASTER OF TAXATION**

- **Program Code**: 9250
- **Commencement**: Feb and July
- **Duration**: 1 year full-time, 2 years part-time
- **Study mode**: Online, or Face-to-Face

Our Master of Taxation is a high level, specialist degree providing you as a tax advisor, accountant, financial planner, lawyer, or consultant with a critical and deep understanding of the Australian taxation system. As a taxation specialist you understand the importance of maintaining and expanding your knowledge of the ever more complex taxation system in Australia.

**SPECIALISATIONS AVAILABLE**
- International Taxation
- Revenue Administration
- Taxation
- Taxation and Financial Planning

**ENTRY REQUIREMENTS**
A recognised bachelor degree (or equivalent qualification) in taxation, law or commerce (including one taxation course) with a credit average, as determined by UNSW Business School.

**PROGRAM STRUCTURE**
- **7 Elective Courses (sample list)**
  - Taxation of Corporations
  - Asia Pacific Tax Regimes
  - Taxation of Corporate Finance
  - International Tax: Anti-Avoidance
  - Taxation of Superannuation
  - Taxation of Capital Gains
  - Taxation Strategies in Financial Planning
  - Principles of Revenue Administration
  - Tax Risk Management
  - Self-Managed Superannuation Funds Law
  - International Tax Research

- **1 Core Course**
  - Tax Policy

**MASTER OF APPLIED TAXATION**

- **Program Code**: 9260
- **Commencement**: Feb and July
- **Duration**: 2 years part-time
- **Study mode**: Online, or Face-to-Face

Our Master of Applied Taxation is your on-the-ground, professional development degree for tax specialists and other practitioners who have to deal with tax. We have created the ideal practical qualification for taxation specialists from private and government sectors, in Australia and throughout the Asia-Pacific.

**SPECIALISATIONS AVAILABLE**
- Applied Taxation
- Superannuation

**ENTRY REQUIREMENTS**
A recognised bachelor degree (or equivalent qualification) in taxation, law or commerce, with a credit average, as determined by UNSW Business School.

**PROGRAM STRUCTURE**
- **8 courses (48 UOC)**
  - Sample 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
The Graduate Certificate in Taxation has been designed especially for you as a taxation specialist or taxation practitioner if you wish to gain deeper tax knowledge.

The program will develop your professional skills in taxation and allow you to keep up with the complexity of Australian tax legislation, policy and practice to better support your clients.

The Graduate Certificate in Taxation is also a pathway into the Masters of Taxation, if you do not meet the Masters entry requirements.

ENTRY REQUIREMENTS
A recognised bachelor degree (or equivalent qualification) in taxation, law or commerce as determined by the Business School.

If you do not have previous taxation studies, you may need to complete a qualifying taxation course before undertaking the four courses in the Graduate Certificate.

PROGRAM STRUCTURE
4 courses (24 UOC)

Sample Courses
- Principles of Australian International Tax
- Principles of Goods & Services Tax Law
- Taxation of Capital Gains
- Taxation of Corporations
- Taxation of Employee Remuneration
- Taxation of Superannuation
- Taxation of Trusts
RESEARCH PROGRAMS

The UNSW Business School is a global leader for research in business and economics. We have a number of core areas of research strength and we have placed research students in important academic, government, and industry positions.

More than 250 academics in the UNSW Business School conduct research that is both rigorous and relevant. Our researchers regularly win competitive grants and are closely engaged with government and industry. In addition, there are currently more than 200 research students from all over the world studying with us.

DOCTOR OF PHILOSOPHY (PHD)

Program Code: Check our website
Commencement: Feb and July
Expected Duration: 3-4 years full time
Study mode: Face to Face (UNSW Kensington Campus)

PhD candidates complete a piece of research that shows a significant, original contribution to knowledge in their field of study. You will acquire advanced specialist research training and produce a thesis that:
- shows expert knowledge of the discipline in the international context.
- provides evidence for independent thought and critical analysis
- demonstrates effective communication, and

Students undertake supervised research leading to the production of the doctoral thesis.

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

MASTER OF PHILOSOPHY (MPhil)

Program Code: 2585
Commencement: Feb and July
Expected Duration: 1-5 years full time
Study mode: Face to Face (UNSW Kensington Campus)

MPhil candidates complete a component of coursework, including research methodology relevant to their field of study. You will also produce an original piece of research that is less involved than a PhD. This degree is ideal for gaining basic research training.

Program Structure
The MPhil consists of four coursework subjects (usually undertaken in your first year) and a thesis.

APPLYING FOR A POSTGRADUATE RESEARCH PROGRAM:

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.

For more information about our PhD, MPhil programs and how to apply please visit: www.business.unsw.edu.au/pgresearch
AGSM EXECUTIVE EDUCATION

As Australia's number one provider of leadership and management education, the AGSM’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
- Open programs
- Consulting & Coaching solutions
- Short courses
  - Lean Six Sigma program
  - Certificate in Executive and Management Development
  - Executive Consortium program

For more information visit: www.agsm.edu.au
When can I start my postgraduate program?
Most programs are offered in Semester 1 (February) and Semester 2 (July), with the exception of the AGSM MBA programs, Graduate Certificate in Social Impact and Master of Economics.

When is the final date I can apply?
Application deadline for the two intakes are:
Semester 1 (February) – apply by 30 November
Semester 2 (July) – apply by 30 May
We do accept late applications after those dates. Please contact our UNSW Business School Student Recruitment on +61 2 9385 3507 or email us at studybusiness@unsw.edu.au for late application closing dates.
For AGSM Programs refer to: www.agsm.edu.au

What is the delivery mode?
The majority of our postgraduate coursework programs are offered face-to-face at the UNSW Kensington Campus.

Programs offering online courses include: AGSM Graduate Certificate in Change Management, AGSM MBA (X), Master of Applied Taxation, Master of Taxation, Graduate Certificate in Social Impact and Graduate Certificate in Taxation. Courses within the Master of Financial Planning, Graduate Diploma in Financial Planning and the Graduate Certificate in Financial Planning.

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 or in an intensive mode.

What is a typical study load for working adults?
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: www.scholarships.unsw.edu.au

Where can I find course information?
For information on course descriptions, program structures and specialisations visit: www.handbook.unsw.edu.au
Complete course outlines are available at www.business.unsw.edu.au/courseoutlines

Where can I find the class timetable?
Class timetables and locations are available online at www.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 our UNSW Business School Student Recruitment team on +61 2 9385 3507 or email us at studybusiness@unsw.edu.au.
For AGSM MBA Programs:
+61 9931 9490 or email admissions@agsm.edu.au
You can also attend one of our postgraduate information events run throughout the year. Visit www.business.unsw.edu.au/calendar for our next postgraduate information event.
MORE THAN AN EDUCATION

WHEN YOU COME TO UNSW BUSINESS SCHOOL, IT’S MORE THAN AN EDUCATION YOU’RE GETTING. **EXPLORE THESE OPPORTUNITIES AND WHY WE HAVE THE HIGHEST EMPLOYMENT AND GRADUATE STARTING SALARIES.**

<table>
<thead>
<tr>
<th>CAREER ACCELERATOR</th>
<th>Online Career Mentoring</th>
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<tbody>
<tr>
<td>ORION INITIATIVE</td>
<td>Online internships</td>
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<tr>
<td>PETER FARRELL CUP</td>
<td>Student Entrepreneurship competition</td>
</tr>
<tr>
<td>MEET THE CEO</td>
<td>A flagship alumni event where CEO’s share with us their insights into business leadership.</td>
</tr>
<tr>
<td>LEAD</td>
<td>Modelled on the world’s leading business schools this is a unique leadership program developed for our postgraduate students. <a href="http://www.business.unsw.edu.au/lead">www.business.unsw.edu.au/lead</a></td>
</tr>
<tr>
<td>BUSINESS PULSE</td>
<td>Your video news from UNSW Business School keeping you up to date with the latest news, events and achievement of the Business School.</td>
</tr>
<tr>
<td>MICHAEL CROUCH INNOVATION CENTRE</td>
<td>Find a better way: a platform for nurturing student innovation while making strong two-way connections with business</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOP 15 EMPLOYERS OF BUSINESS SCHOOL GRADUATES 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Commonwealth Bank</td>
</tr>
<tr>
<td>2. EY</td>
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<tr>
<td>3. Macquarie Group</td>
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<tr>
<td>4. Westpac</td>
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<td>5. Telstra</td>
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<tr>
<td>6. IBM</td>
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<td>7. ANZ</td>
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<td>8. Deloitte Australia</td>
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<td>9. PwC</td>
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<tr>
<td>10. Qantas</td>
</tr>
<tr>
<td>11. Optus</td>
</tr>
<tr>
<td>12. National Australia Bank</td>
</tr>
<tr>
<td>13. Accenture</td>
</tr>
<tr>
<td>14. University of Sydney</td>
</tr>
<tr>
<td>15. KPMG Australia</td>
</tr>
</tbody>
</table>

91.6% OF OUR POSTGRADUATE STUDENTS FIND FULL-TIME EMPLOYMENT WITHIN 4 MONTHS UPON GRADUATION

**BusinessThink**

BusinessThink translates research from our leading academics into business insight and ideas that can inform and change the way executives do business as well as influence policy and strategic decisions.

Subscribe now to be informed. [businessthink.unsw.edu.au](http://businessthink.unsw.edu.au)

(LinkedIn Sydney 2015)

VISIT [WWW.BUSINESS.UNSW.EDU.AU/MEETOURALUMNI](http://WWW.BUSINESS.UNSW.EDU.AU/MEETOURALUMNI)
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 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.

For AGSM Full-time MBA program:

Graduate Management Admissions Test (GMAT) is required for entry
Minimum scores: Verbal 25 Quantitative 35 AWA 4.0 Overall: 550

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 [www.unsw.edu.au/english-requirements-policy](http://www.unsw.edu.au/english-requirements-policy) for more information.

STEP 3: APPLY ONLINE

Applications can be made online at [www.apply.unsw.edu.au](http://www.apply.unsw.edu.au). You are able to upload your supporting documentation for assessment into the program so make sure you have them ready when applying.

STEP 5: 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.

Further assistance can be found at [www.business.unsw.edu.au/accept](http://www.business.unsw.edu.au/accept)
## PROGRAM & COURSE FEES

<table>
<thead>
<tr>
<th>PROGRAM</th>
<th>DURATION (full-time)</th>
<th>DOMESTIC Course Fee</th>
<th>Program Fee</th>
<th>INTERNATIONAL Course Fee</th>
<th>Program Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Accounting and Business Information Technology</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
<td>$60,840</td>
</tr>
<tr>
<td>Master of Professional Accounting</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
<td>$60,840</td>
</tr>
<tr>
<td>Master of Professional Accounting (Extension)</td>
<td>2 years</td>
<td>$3,900</td>
<td>$62,400</td>
<td>$5,070</td>
<td>$81,120</td>
</tr>
<tr>
<td>Master of Actuarial Studies</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
<td>$60,840</td>
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<td>$62,400</td>
<td>$5,070</td>
<td>$81,120</td>
</tr>
<tr>
<td>Master of Applied Taxation</td>
<td>1 year</td>
<td>$3,900</td>
<td>$31,200</td>
<td>$5,070</td>
<td>$40,560</td>
</tr>
<tr>
<td>Master of Commerce</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
<td>$60,840</td>
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<tr>
<td>Master of Commerce (Extension)</td>
<td>2 years</td>
<td>$3,900</td>
<td>$62,400</td>
<td>$5,070</td>
<td>$81,120</td>
</tr>
<tr>
<td>Graduate Certificate in Commerce</td>
<td>0.5 years</td>
<td>$3,900</td>
<td>$15,600</td>
<td>$5,070</td>
<td>$20,280</td>
</tr>
<tr>
<td>Master of Economics</td>
<td>1 year</td>
<td>$3,900</td>
<td>$31,200</td>
<td>$5,070</td>
<td>$40,560</td>
</tr>
<tr>
<td>Graduate Certificate in Economics</td>
<td>0.5 years</td>
<td>$3,900</td>
<td>$15,600</td>
<td>$5,070</td>
<td>$20,280</td>
</tr>
<tr>
<td>Master of Finance</td>
<td>1 year</td>
<td>$3,900</td>
<td>$31,200</td>
<td>$5,070</td>
<td>$40,560</td>
</tr>
<tr>
<td>Master of Financial Analysis</td>
<td>1 year</td>
<td>$3,900</td>
<td>$31,200</td>
<td>$5,070</td>
<td>$40,560</td>
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<tr>
<td>Master of Financial Planning</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
<td>$60,840</td>
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<tr>
<td>Graduate Diploma in Financial Planning</td>
<td>1 year</td>
<td>$3,900</td>
<td>$31,200</td>
<td>$5,070</td>
<td>$40,560</td>
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<td>Graduate Certificate in Financial Planning</td>
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<td>$15,600</td>
<td>$5,070</td>
<td>$20,280</td>
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<tr>
<td>Master of Information Systems Management</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
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<tr>
<td>Master of International Business</td>
<td>2 years</td>
<td>$3,900</td>
<td>$62,400</td>
<td>$5,070</td>
<td>$81,120</td>
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<tr>
<td>Master of Marketing</td>
<td>1.5 years</td>
<td>$3,900</td>
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<td>$5,070</td>
<td>$60,840</td>
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<td>Graduate Certificate in Marketing</td>
<td>0.5 years</td>
<td>$3,900</td>
<td>$15,600</td>
<td>$5,070</td>
<td>$20,280</td>
</tr>
<tr>
<td>Master of Risk Management</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
<td>$60,840</td>
</tr>
<tr>
<td>Graduate Certificate in Social Impact</td>
<td>0.5 years</td>
<td>$3,900</td>
<td>$15,600</td>
<td>$5,070</td>
<td>$20,280</td>
</tr>
<tr>
<td>Master of Taxation</td>
<td>1 year</td>
<td>$3,900</td>
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<td>$40,560</td>
</tr>
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<td>Graduate Certificate in Taxation</td>
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<td>$5,070</td>
<td>$20,280</td>
</tr>
<tr>
<td>Master of Technology and Innovation Management</td>
<td>1.5 years</td>
<td>$3,900</td>
<td>$46,800</td>
<td>$5,070</td>
<td>$60,840</td>
</tr>
<tr>
<td>MBA (Full-time)</td>
<td>16 months</td>
<td>$4,860</td>
<td>$77,760</td>
<td>Visit business.unsw.edu.au/agsm for fees information</td>
<td></td>
</tr>
<tr>
<td>MBA (Executive)</td>
<td>3 years*</td>
<td>Visit studyassist.gov.au.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MBA (Technology)</td>
<td>2 years*</td>
<td>$4,350</td>
<td>$52,200</td>
<td>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 2016 and are subject to change on a yearly basis.</td>
<td></td>
</tr>
<tr>
<td>MBA (Change)</td>
<td>2 years*</td>
<td>$4,350</td>
<td>$52,200</td>
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</tr>
<tr>
<td>MBA (Social Impact)</td>
<td>2 years*</td>
<td>$4,350</td>
<td>$52,200</td>
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<tr>
<td>GCCM</td>
<td>1 year*</td>
<td>$4,350</td>
<td>$17,400</td>
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**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.

Visit www.business.unsw.edu.au/pg for the most up-to-date information on fees.