A key ingredient of a successful organisation is good management. The more you know about the organisation and how people behave, the better you will be in managing and directing its resources to achieve the organisation’s strategic goals.

Management examines the processes, structures, capabilities and work functions involved in managing people and organisations effectively. The main components of Management are planning, leading and directing, as well as building and developing relationships between people and organisations for effective performance.

Studying Management allows students to develop skills to manage a wide array of different functions required to achieve business objectives successfully. The goal is to equip future managers to effectively apply knowledge and skill to the complex problems facing organisations in today's dynamic global business environment.

OUTSTANDING CAREER OPPORTUNITIES
Management positions exist across a wide range of organisations and industries. Recent graduate positions include Business Analyst, Client Service Manager, Corporate Planning Officer, Management Consultant, Strategic Planner and Operations Coordinator, as well as roles in Business Development, General Management, Human Resource and Change Management, Operations Management, Occupational Health and Safety, and Quality Management.

Organisations recruiting Management graduates include ALDI, ANZ, Boral, Centrelink, Department of Defence, Dimension Data, Emerson Network Power, IBM, KPMG, Qantas, RailCorp, Siemens, STW Group Ltd, Sydney Water, Unilever, and Xstrata.

TAKING THE FIRST STEP
The Management major is designed for students who are interested in the complex relationship between people, power and resources. If you are thinking of leading or managing an organisation and its people, or perhaps aiming to be your own boss, then a Management major could be right for you. Management study complements other business disciplines such as Accounting, Finance, Information Systems or Marketing.
HONOURS PROGRAM
Students with above average grades in their Management major are invited to join the Management Honours Program, requiring an additional year of study. An Honours year adds extra value to an undergraduate degree by developing strong analytical and research skills. It is also highly regarded by employers and industry.

BACHELOR OF COMMERCE
Compulsory core courses
ACCT1501 Accounting and Financial Management 1A
ECON1101 Microeconomics 1
ECON1203 Business and Economic Statistics
MGMT1001 Managing Organisations and People

Flexible core courses
Students choose four courses from the following list:
ACCT1511 Accounting and Financial Management 1B
COMM1000 Creating Social Change
ECON1102 Macroeconomics 1
FINS1613 Business Finance
INFS1602 Information Systems in Business
MARK1012 Marketing Fundamentals
MGMT1101 Global Business Environment
TABL1710 Business and the Law

BACHELOR OF ECONOMICS
Compulsory core courses
ACCT1501 Accounting and Financial Management 1A
ECON1101 Microeconomics 1
ECON1102 Macroeconomics 1
ECON1202 Quantitative Analysis
ECON1203 Business and Economic Statistics
ECON1401 Economic Analysis
ECON2101 Microeconomics 2
ECON2206 Introductory Econometrics

MANAGEMENT MAJOR
Compulsory courses
MGMT1001 Managing Organisations and People
MGMT1002 Managing Organisational Behaviour
MGMT2001 Managing Innovation and Organisational Change
MGMT2002 Managing Business Communication
MGMT3101 International Business Strategy

Electives
MGMT2101 Innovation and Entrepreneurship
MGMT2102 Managing Across Cultures
MGMT2106 Comparative Management Systems
MGMT2718 Human Resource Management
MGMT2725 Career Planning & Management
MGMT2726 Business Ethics and Sustainability
MGMT3003 Global Entrepreneurship
MGMT3702 International Human Resource Practice
MGMT3708 Research Methods in Employment & Management
MGMT3721 Negotiation Skills
MGMT3728 Managing Pay and Performance
MGMT3729 Managing Workplace Training

The Management major is also offered in the BScience (Advanced Science) and BPsychological Sciences degrees. For further details on your chosen program and major(s), visit handbook.unsw.edu.au

DEGREE OPTIONS
The Management major is offered in the BCommerce, BCommerce (International) and BEconomics (as a 2nd major option). Plus dual degree options BCommerce with: BArts, BAviation Management, BDesign (Hons), BEconomics, BEngineering (Hons), BFine Arts, Blformation Systems, BLaws, BMedia (PR and Advertising), BMusic, BScience, BScience (Advance Mathematics), BScience (Computer Science).

For further details on your chosen program and major(s), visit handbook.unsw.edu.au