

GRADUATE SCHOOL OF BUSINESS

Business Briefing Newsletter

SUMMER / AUTUMN 07

WHAT WE OFFER AT THE GSB

- > Master of Business Administration (MBA)
- > Master of Business Administration (Advanced)
- > Master of Health Leadership & Management (MHLM)
- > Master of International Business (MIB)
- > Master of Management (MM)
- > Master of Quality Management (MQM) – *Dubai Only*
- > Master of Science (Logistics) (MSc)
- > Doctor of Philosophy (Phd)
- > Doctor of Business Administration (DBA)
- > Executive Education (short courses)
- > Tailored Programs for corporations

NOTE TO CURRENT/ PROSPECTIVE STUDENTS

For qualifying programs, articulation into the MBA has been revised to 6 specified subjects. For further details contact Mike Rafferty, MBA Coordinator +612 4221 5989 or email at rafferty@uow.edu.au



Graduate School of Business Dean Professor John Glynn with guest speaker Chris Dionne.

TOWN AND GOWN 2006

The Graduate School of Business held its annual Town and Gown function at the City Beach function centre on Wednesday 29 November. Over 100 people attended the function which was hailed as a great success.

This year's speaker was Chris Dionne, Global Director of Shirlaws. Shirlaws is an international business coaching company, founded on the innovative idea that business decisions in small to medium sized companies are based on people and emotions, and therefore the instructive management style of big consulting firms does not always suit a small business environment.

Chris's topic was "Is There a Need for Business Coaching". His aim was to dispel some common myths surrounding the subject. His talk was well received with many questions following the presentation.

Professor John Glynn, Dean of the Graduate School of Business, also spoke at the function, presenting the School's highlights for 2006, plans for 2007 and also farewelling the Deputy Dean, Phil Scott, who has retired from his

position as Deputy Dean. Professor Glynn also announced that Dr Nelson Perera has taken up the position as Deputy Dean of the Graduate School of Business.

NEW PRIZES ANNOUNCED FOR 2007

The Graduate School of Business recently announced the prizes that will be awarded in 2007. The are:

- **Outstanding Academic Achievement for MBA, MIB, MSc (Logistics) and MM**
- **Dean's Award**
- **Meyrick and Associates Prize for Logistics**
- **Rod Optical and Angela Devitt Solicitors MBA prize**

For information on the criteria for each prize, please see our website at www.uow.edu.au/gsb



STUDENT PROFILE

FRANCISCA REBOLLEDO

Master of International Business (MIB)

Master of Business Administration (MBA)

Former controller analyst and investor relator for one of the largest Chilean electric generator companies, Francisca Rebolledo graduated with a Master of International Business and a Master of Business Administration with Distinction at the Sydney Business School in 2005.

Francisca now runs her own consulting business focusing on international trade. The Chilean alumni believes that her MBA greatly enhanced her business and decision making skills, and gave her the opportunity to interact with people from different cultures.

"I decided to come to Australia for my postgraduate studies because of the great life style and it is cheaper than, for example, the UK or US. I chose Sydney for its cosmopolitan life style. I think that the academic level at SBS is very high. Lecturers have both practical industry experience and theoretical knowledge. I also enjoyed studying at SBS because of it being a small campus the atmosphere is very personal and warm."

GRADUATE SCHOOL OF BUSINESS /ILLAWARRA BUSINESS CHAMBER MASTERS SCHOLARSHIP

In order to support local businesses and the development of staff in the Wollongong region, the GSB has donated a scholarship for course fees for either a Master of International Business, Master of Management or Master of Science (Logistics) to **Illawarra Business Chamber members**.

Applicants are required to detail benefits to their career and current employer in undertaking this study, and also need to submit a letter of support from their employer. Applicants will also need to complete the Masters Scholarship Program **nomination form**.

Applications close Thursday 1st February 2007. The winner will be announced at the **GSB - IBC Business After Hours function** on 28 February 2007.

This prize is in addition to the MBA scholarship awarded to an employee of an Illawarra Connection member organisation.



GSB is keen to support local businesses.

Illawarra Business Chamber

Affiliate of



CORPORATE LINKS

The Graduate School of Business has recently successfully tendered for 3 corporate contracts. The GSB will be working with Australia Post to develop and run a tailored Graduate Certificate in Management for about 30 of its managers in 2007. The GSB has also been successful in gaining contracts for corporate training with Plaut, a leading Australian IT consultancy. The GSB has also partnered with Accenture to provide corporate training in supply chain management to major Australian based retail organisations.



THE EFMD ANNUAL MEETING FOR DEANS AND DIRECTORS GENERAL

The Dean, Professor John Glynn, was one of six Australian Business School Deans to attend this annual conference. This year's conference was held in January in Barcelona at IESE Business School (University of Navarra). Some 240 Deans from around the world were in attendance and the theme of the conference was "Challenging the purpose of Business Schools". This annual forum allows for an exchange of ideas and networking between Deans on the threats and challenges to building successful business schools.

Key themes discussed at this year's conference included: changing the paradigm and content in business and management postgraduate programmes; the needs of pre- and post- management experience students; strategic alliances with companies and professional organisations and the challenges of life-long learning.

DECEMBER 2006 GRADUATION

138 Graduate School of Business Sydney and Wollongong Campus students graduated at a ceremony held on 13 December 2007 at the University of Wollongong. The GSB graduation proceedings were opened by the Chancellor, Mr Michael H Codd. Professor John Glynn, Dean of the Graduate School of Business presented the awards and congratulated the 138 students who graduated.

AISAM 2007

Through its membership of the Australian National Business School (ANBS) the School offers students the opportunity to complete an advanced management program in South East Asia. The Asian Intensive School for Advanced Management (AISAM) is a two week program allowing students to complete up to two subjects towards their postgraduate degree.

The program is primarily targeted to MBA students, however, those enrolled in other Masters degrees may attend provided they meet specified criteria and gain approval from their Course Coordinator. Five GSB students attended the program in 2006 and found it to be a rewarding and unique experience.

In 2007, the two week program is scheduled from July 2 to July 13 in Penang, Malaysia. Students are encouraged to book early as there are a limited number of scholarships available. Students will complete the Unit "Business in Asia" along with an elective subject. The program also involves visits to local corporations and students will also be given some free time to discover the local sites.

For further information visit:

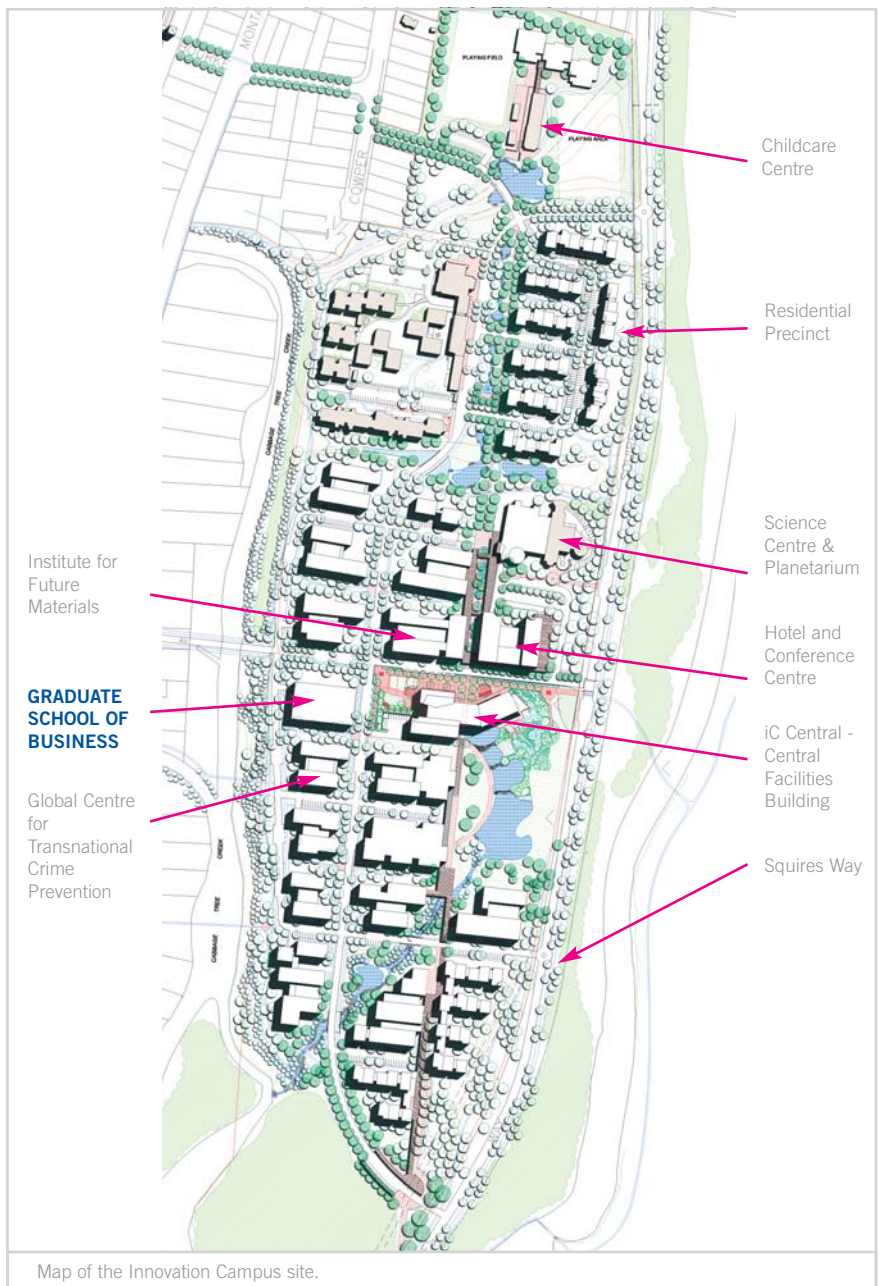
www.anbs.com.au

NEW SCHOOL BUILDING UPDATE

Detailed discussions are now underway on the relocation of the GSB from the main campus in Wollongong to the University's innovation campus. A brief on the specification of the GSB's needs is being developed in order to brief the appointed developer and the architect. Subsequent editions of Business Briefing will provide further details.



Aerial view of the Innovation Campus site.



Map of the Innovation Campus site.

RECENT RESEARCH

Professor John Glynn, along with UOW colleagues Corinne Cortese and David Aylward, recently published "Our Retirement in Their Hands: A User Perspective" in the Australian Accounting Review, Vol. 40, No. 16 pp 32-40. This paper was published in a special journal edition focussing on the theme "Rebuilding Superannuation". The authors report on a survey of Australian retirees' attitudes to financial planning advice before, at or after retirement. The results demonstrate that, despite government initiatives aimed at enhancing consumer confidence in the financial services market, most retirees feel dissatisfied with, and lack confidence in, the services provided by their financial advisers. This suggests an increased role for financial planners in providing not only the additional information required under government policy, but also information that is understandable and useful to retirees. The full article can be viewed at

ro.uow.edu.au/commpapers/225/.

Geoff Kelly of the Business School has written a paper "Renewable energy strategies in England, Australia and New Zealand" for publication early 2007 in GeoForum Vol 38, No 2, pp 326-338. The paper considers an important element of climate change policy – the manner in which renewable energy development may be fostered by governments as part of emission reduction strategies. Pricing and quota (quantity) strategies are the two main means of industry development. The



Financial planners may have a greater role to play in helping retirees understand relevant information

paper compares the means adopted in three countries each of which have adopted a different form of quota/tradeable certificate system, to provide incentive for industry development. The differing results suggest that the detailed design of schemes is as important as the basic approach selected. The full article may be viewed at ro.uow.edu.au/gsbpapers.

2007 EXECUTIVE EDUCATION COURSES COMMENCE IN MARCH

The Graduate School of Business is again running a program of Executive Education Courses in 2007. The first of which will be on Social Marketing. The GSB has managed to secure Professor Gerard Hastings from the University of Stirling, Scotland to present this program which will be held at Sydney Business School on 5 March 2007.

For further details of the Executive Education Courses for 2007, please see our website at www.uow.edu.au/gsb.

2007 LOGISTICS/ SUPPLY CHAIN FORUM

The Graduate School of Business, in conjunction with Ohio State University will be conducting a 5 day logistics/ supply chain forum from 25-29 June 2007 in Sydney. This is an opportunity for organisations to learn a unique approach to using cross-functional business processes to drive performance in their supply chain.



STUDENT PROFILE

SHARON COOPER

Graduated with an Master of Business Administration (MBA) with Distinction in December 2005

Sharon Cooper commenced her MBA course at the Sydney Business School whilst she held a managerial position in Sydney's CBD. Sharon was able to transfer her course to the Wollongong campus on obtaining a senior position closer to home.

Sharon chose to study at UOW because of its reputation as one of the state's leading universities. Working in a full time managerial role, Sharon enjoyed the convenience of attending some lectures in intensive weekend mode as well as evening classes held outside business hours.

This publication is produced by the



GRADUATE SCHOOL OF BUSINESS

University of Wollongong

Wollongong campus

University of Wollongong
Wollongong NSW 2522 Australia

Phone: (61 2) 4221 3751
Facsimile: (61 2) 4221 4709
Web: www.uow.edu.au/gsb

Sydney campus

Graduate School of Business
Level 14, 175 Liverpool Street,
Sydney NSW 2000

Phone: (61 2) 9266 1300
Facsimile: (61 2) 9266 1399
Web: www.uow.edu.au/gsb

Dubai campus

University of Wollongong in Dubai
Blocks 5 & 15, Knowledge Village
P.O. Box 20183 Dubai, U.A.E.

Phone: +971 4 3672400
Fax: +971 4 3672760
Web: www.uowdubai.ac.ae/