Delegations are available for all postgraduate onshore coursework degrees offered by the Graduate School of Business. Courses are arranged by area of study as per the following index:

<table>
<thead>
<tr>
<th>School</th>
<th>Area of Study</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graduate School of Business</td>
<td>Business Administration</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>International Business</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Logistics</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>Retail Management</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Management</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Project Management</td>
<td>7</td>
</tr>
</tbody>
</table>

This document sets out the minimum entry requirements for admission to specific postgraduate courses. Levels of achievement are as applied to an Australian degree: for example a 60% requirement means a 60% average mark or equivalent marking system in a degree at an Australian university.

Equivalent levels of achievement in countries with different marking or mark distribution systems (for example, India, Bangladesh, Nepal, Pakistan, China) will be set out in separate documents maintained by UniAdvice. The ranking or standard of individual institutions will be taken into account in such overseas equivalence documents.

Please note that the attached requirements are to be used as a guide only and do not guarantee that an offer will be made as other relevant criteria will be taken into account, such as English language, assessment of individual qualifications completed by the applicant and relevant professional experience as required.

All enquiries should be directed to the relevant admissions staff in UniAdvice.
<table>
<thead>
<tr>
<th>Course</th>
<th>Duration (years)</th>
<th>Cpts</th>
<th>Campus/Intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Business Administration (Advanced) – MBA (Advanced)</td>
<td>2</td>
<td>96</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Master of Business Administration (MBA)</td>
<td>1.5</td>
<td>72</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Diploma in Business Administration (GDipBA)</td>
<td>1</td>
<td>48</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Business Administration (GCertBA) **</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
</tbody>
</table>

**QUALIFICATION OFFER COMMENTS**

**A degree equivalent to an Australian bachelors**
Major: Any
Average Mark: 60% (GPA 2.4 out of 4.0)
PLUS
Relevant professional experience of at least 2 year’s full-time or part-time equivalent

**A degree equivalent to an Australian Graduate Diploma**
Average Mark: 50% (GPA 2.0 out of 4.0)
Major: Any
PLUS
Relevant professional experience of at least 2 year’s full-time or part-time equivalent

**A degree equivalent to an Australian Graduate Certificate**
Average Mark: 60% (GPA 2.4 out of 4.0)
PLUS
Relevant professional experience of at least 2 year’s full-time or part-time equivalent

Applicants with other relevant qualifications plus substantial relevant professional experience will be referred to the Faculty for consideration.

Students articulating into the MBA following completion of another Masters program at UOW require only one year full-time or part-time equivalent of professional experience in order to meet the MBA requirement.

For example, a package offer to MIB+MBA can be made to a student meeting the MIB entry requirements and who has one year of professional experience.

The **relevant professional experience** must be evidenced by completion of the Employment Details section of the application form and the following attachments:
- details of previous positions held including a general description of duties and responsibilities, key achievement, the number of persons supervised, and the number of hours worked (if employed part-time)
- two referees reports on company letterhead confirming your employment details; contact details including telephone number and email address of referees must be included.

**Offer Note on MBA (Advanced):** Progression to the Advanced component requires a weighted average mark of 60% over the initial 72 credit points of the MBA

**Offer Note/Condition on GDipBA:**
Progression to the MBA or MBA (Advanced) is subject to satisfactorily completing the GDipBA with an average mark of 50%. A further 4 subjects will be required to complete the MBA, or 8 subjects to complete the MBA (Advanced).

**Offer Note/Condition on GCertBA:**
Progression to the GDipBA, MBA or MBA (Advanced) is subject to completing the GCertBA with an average mark of at least 55%. A further four subjects will be required for the GDipBA, 8 subjects for the MBA, or 12 subjects for the MBA (Advanced).

**Available as an exit qualification for those in the MBA (Advanced), MBA, or GDipBA and who discontinue enrolment after completion of the requirements for the GCertBA. This course may also be available to currently enrolled UOW PhD students in other Faculties, as an introductory course in business management to complement their PhD. Currently enrolled UOW PhD students must apply separately for admission to the GCertBA and the application will be assessed by the Graduate School of Business.**

I approve that any applicant for the above course who has attained the entry qualifications as indicated above may be automatically offered a place in that course.

Head of Academic Unit……………………………………… Date: ………………………….. Updated: 22.8.07
**Faculty:** Graduate School of Business  
**Area of Study:** International Business

<table>
<thead>
<tr>
<th>Course</th>
<th>Duration (years)</th>
<th>Cpts</th>
<th>Campus/Intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of International Business (MIB)</td>
<td>1</td>
<td>48</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in International Business (GCertIB) **</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Business (GCertBus)</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring; Sydney – A, B, C, D</td>
</tr>
</tbody>
</table>

**QUALIFICATION OFFER COMMENTS**

- A degree equivalent to an Australian bachelors  
  - Major: Any  
  - Average Mark: 50% (GPA 2.0 out of 4.0)

**MIB**  
2-Year package offer: MIB + MBA.  
To be offered this package, the applicant must have at least one year full-time (or part-time equivalent) of relevant professional experience.  
**Offer Note/Condition:** Subject to successful completion of the MIB, you will be eligible for admission to the MBA which can then be completed with a further 6 subjects.

- Students meeting the entry requirement for the MIB above and who specifically request a 24 credit point program (normally domestic students only).

**GCertIB**  
**Offer Note/Condition on GCertIB:** Subject to completion of the GCertIB with an average mark of at least 55%, you will be eligible for admission to the MIB which can then be completed with a further 4 subjects.

- A degree equivalent to an Australian bachelors  
  - Major: Any  
  - Average Mark: 50% (GPA 2.0 out of 4.0)

**GCertBus**  
The **academic qualifications** must be in a relevant discipline and at least equivalent to a 2-year AQF Diploma studied on a full time basis. 75% of the subjects in the transcript must include business, communications/advertising/ design, education, computing/IT, law, engineering, health studies or science.  
No more than 25% of the subjects can be either VOCATIONAL (ie building techniques manufacturing, electronics, secretarial studies, sales, hairdressing, handicrafts), or THEORETICAL (ie philosophy, civics, religion), or PRACTICAL (ie martial arts etc).  
The **relevant professional experience** must be evidenced by completion of the Employment Details section of the application form and the requested supporting documentation.  
**Offer Note/Condition on GCertBus:** Subject to completion of the GCertBus with an average mark of at least 60%, you will be eligible for admission to the MIB.

**Available as an exit qualification for those in the MIB and who discontinue enrolment after completion of the requirements for the GCertIB.**

I approve that any applicant for the above course who has attained the entry qualifications as indicated above may be automatically offered a place in that course.

Head of Academic Unit........................................... Date: ............................... Updated: 22.8.07
### Course Offerings

<table>
<thead>
<tr>
<th>Course</th>
<th>Duration (years)</th>
<th>Cpts</th>
<th>Campus/Intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Science (Logistics)</td>
<td>1</td>
<td>48</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Logistics (GCertLog) **</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Business (GCertBus)</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring; Sydney – A, B, C, D</td>
</tr>
</tbody>
</table>

**QUALIFICATION OFFER COMMENTS**

A degree equivalent to an Australian bachelors
Major: related to Commerce, Engineering, Maths or IT (see “comments on assessment of majors”)
Average Mark: 60% (GPA 2.4 out of 4.0)

- MSc (Logistics)
- Notes on assessment of other majors:
  If the degree is any other major, then the applicant may be accepted if the applicant either:
  i) has completed at least 4 subjects relating to commerce, engineering, maths or IT/computing in the degree; OR
  ii) can demonstrate an understanding of the business environment. This could be satisfied by relevant work experience (any duration) in a role involving supply chain/transport/logistics issues, including sales, marketing, warehousing or distribution; or through, for example, involvement in a family business; an internship or work placement or business project.

- 2-Year package offer: MSc(Log) + MBA.
  To be offered this package, the applicant must have at least one year full-time (or part-time equivalent) of relevant professional experience.

- Offer Note/Condition: Subject to successful completion of the MSc(Log), you will be eligible for admission to the MBA which can then be completed with a further 6 subjects.

A degree equivalent to an Australian bachelors
Major: Any
Average Mark: 50% (GPA 2.0 out of 4.0)
PLUS
2 years’ full-time relevant professional experience

- GCertLog
- Offer Note/Condition on GCertLog: Subject to completion of the GCertLog with an average mark of at least 55%, you will be eligible for admission to the MSc(Logistics) which can then be completed with a further 4 subjects.

Students meeting the entry requirement for the MSc(Log) above and who specifically request a 24 credit point program (normally domestic students only).

<table>
<thead>
<tr>
<th>Course</th>
<th>Duration (years)</th>
<th>Cpts</th>
<th>Campus/Intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graduate Certificate in Business (GCertBus)</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring; Sydney – A, B, C, D</td>
</tr>
</tbody>
</table>

Other academic qualifications and/or relevant professional experience may be considered. (For example: 2 years’ full-time academic qualifications plus 2 years’ relevant professional experience; or 3 years’ full-time academic qualifications).

- GCertBus
- The academic qualifications must be in a relevant discipline and at least equivalent to a 2-year AQF Diploma studied on a full time basis. 75% of the subjects in the transcript must include business, communications/advertising/ design, education, computing/IT, law, engineering, health studies or science. No more than 25% of the subjects can be either VOCATIONAL (ie building techniques manufacturing, electronics, secretarial studies, sales, hairdressing, handicrafts), or THEORETICAL (ie philosophy, civics, religion), or PRACTICAL (ie martial arts etc).

- The relevant professional experience must be evidenced by completion of the Employment Details section of the application form and the requested supporting documentation.

- Offer Note/Condition on GCertBus: Subject to completion of the GCertBus with an average mark of at least 60%, you will be eligible for admission to the MSc (Logistics).

**Available as an exit qualification for those in the MIB and who discontinue enrolment after completion of the requirements for the GCertIB.**

I approve that any applicant for the above course who has attained the entry qualifications as indicated above may be automatically offered a place in that course.

Head of Academic Unit………………………………………  Date: …………………………..    Updated:  22.8.07
**Faculty:** Graduate School of Business  
**Area of Study:** Retail Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Duration (years)</th>
<th>Cpts</th>
<th>Campus/Intakes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Retail Management (MRM)</td>
<td>1</td>
<td>48</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Management (GCertRM)</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring, Summer; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Business (GCertBus)</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring; Sydney – A, B, C, D</td>
</tr>
</tbody>
</table>

### QUALIFICATION OFFER COMMENTS

**MRM**
- A degree equivalent to an Australian bachelor's Major: Any  
  Average Mark: 50% (GPA 2.0 out of 4.0)  
  Applicants with other academic qualifications (minimum duration at least two years) PLUS at least two years relevant professional experience may be considered.

**GCertRM**
- A degree equivalent to an Australian bachelor's Major: Any  
  Average Mark: 50% (GPA 2.0 out of 4.0)  
- Other academic qualifications and/or relevant professional experience may be considered. (For example: 2 years’ full-time academic qualifications plus 2 years’ relevant professional experience; or 3 years’ full-time academic qualifications)

**GCertBus**
- A degree equivalent to an Australian bachelor's Major: Any  
  Average Mark: 50% (GPA 2.0 out of 4.0)  
- Relevant professional experience must be evidenced by completion of the Employment Details section of the application form and the requested supporting documentation.

**Offer Note/Condition on GCertRM:** Subject to completion of the GCertLog with an average mark of at least 55%, you will be eligible for admission to the MRM which can then be completed with a further 4 subjects.

**Offer Note/Condition on GCertBus:** Subject to completion of the GCertBus with an average mark of at least 60%, you will be eligible for admission to the MRM.

I approve that any applicant for the above course who has attained the entry qualifications as indicated above may be automatically offered a place in that course.

Head of Academic Unit.................................................  
Date: ..................................................  
Updated: 22.8.07
Faculty: Graduate School of Business
Area of Study: Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Duration (years)</th>
<th>Cpts</th>
<th>Intakes</th>
<th>Campus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Management (MMgmt)</td>
<td>1^</td>
<td>48</td>
<td>A, B, C, D Autumn, Spring</td>
<td>Lofus, Shoalhaven*, Bega*, Batemans Bay* Wollongong</td>
</tr>
<tr>
<td>Graduate Certificate in Management (GCertMgmt)</td>
<td>0.5^</td>
<td>24</td>
<td>A, B, C, D Autumn, Spring</td>
<td>Lofus, Shoalhaven*, Bega*, Batemans Bay* Wollongong</td>
</tr>
</tbody>
</table>

^ duration quoted is based on a normal full-time study load. Part-time duration is normally a minimum of 2 years for the Masters or 1 year for the Graduate Certificate, depending on the subject load taken.

* available only on a part-time basis at Shoalhaven, Bega and Batemans Bay

The Master of Management and the Graduate Certificate in Management are available to international students only at the Wollongong campus

<table>
<thead>
<tr>
<th>QUALIFICATION</th>
<th>OFFER</th>
<th>COMMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>A degree equivalent to an Australian bachelors Major: related to Business: 60% (GPA 2.4 out of 4.0)</td>
<td>MMgmt</td>
<td>The relevant professional experience must be evidenced by completion of the Employment Details section of the application form and the requested supporting documentation.</td>
</tr>
<tr>
<td>A degree equivalent to an Australian bachelors Major: Any Average Mark: 50% (GPA 2.0 out of 4.0) PLUS 2 years’ full-time relevant professional experience</td>
<td>MMgmt</td>
<td>The relevant professional experience must be evidenced by completion of the Employment Details section of the application form and the requested supporting documentation.</td>
</tr>
<tr>
<td>A degree equivalent to an Australian bachelors Major: Any Average Mark: 50% (GPA 2.0 out of 4.0)</td>
<td>GCertMgmt</td>
<td>The academic qualifications must be in a relevant discipline and at least equivalent to a 2-year AQF Diploma studied on a full time basis. 75% of the subjects in the transcript must include business, communications/advertising/ design, education, computing/IT, law, engineering, health studies or science. No more than 25% of the subjects can be either VOCATIONAL (ie building techniques manufacturing, electronics, secretarial studies, sales, hairdressing, handicrafts), or THEORETICAL (ie philosophy, civics, religion), or PRACTICAL (ie martial arts etc). The relevant professional experience must be evidenced by completion of the Employment Details section of the application form and the requested supporting documentation.</td>
</tr>
<tr>
<td>Applicants with other academic qualifications (minimum duration at least two years) PLUS at least two years relevant professional experience may be considered.</td>
<td>GCertMgmt</td>
<td></td>
</tr>
</tbody>
</table>

I approve that any applicant for the above course who has attained the entry qualifications as indicated above may be automatically offered a place in that course.

Head of Academic Unit.................................................. Date: .................................. Updated: 22.8.07
### Faculty: Graduate School of Business

### Area of Study: Project Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Duration (years)</th>
<th>Cpts</th>
<th>Campus/Intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Project Management (MPM)</td>
<td>1</td>
<td>48</td>
<td>Wollongong – Autumn, Spring; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Project Management (GCertPM) **</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring; Sydney – A, B, C, D</td>
</tr>
<tr>
<td>Graduate Certificate in Business (GCertBus)</td>
<td>0.5</td>
<td>24</td>
<td>Wollongong – Autumn, Spring; Sydney – A, B, C, D</td>
</tr>
</tbody>
</table>

**QUALIFICATION OFFER COMMENTS**

A degree equivalent to an Australian bachelors Major: related to Commerce, Engineering, Maths or IT  
Average Mark: 60% (GPA 2.4 out of 4.0)

**OFFER**  
MPM

**COMMENTS**

2-Year package offer: MPM + MBA.  
To be offered this package, the applicant must have at least one year full-time (or part-time equivalent) of relevant professional experience.  
**Offer Note/Condition:** Subject to successful completion of the MPM, you will be eligible for admission to the MBA which can then be completed with a further 6 subjects.

A degree equivalent to an Australian bachelors Major: Any  
Average Mark: 50% (GPA 2.0 out of 4.0)  
PLUS  
2 years’ full-time relevant professional experience

**OFFER**  
GCertPM

**COMMENTS**

Subject to completion of the GCertPM with an average mark of at least 55%, you will be eligible for admission to the MPM which can then be completed with a further 4 subjects.

Students meeting the entry requirement for the MPM above and who specifically request a 24 credit point program

**OFFER**  
GCertPM

**COMMENTS**

Subject to completion of the GCertPM with an average mark of at least 55%, you will be eligible for admission to the MPM which can then be completed with a further 4 subjects.

Applicants with other academic qualifications (minimum duration at least two years) PLUS at least two years relevant professional experience may be considered.

**OFFER**  
GCertBus

**COMMENTS**

The academic qualifications must be in a relevant discipline and at least equivalent to a 2-year AQF Diploma studied on a full time basis. 75% of the subjects in the transcript must include business, communications/advertising/ design, education, computing/IT, law, engineering, health studies or science. No more than 25% of the subjects can be either VOCATIONAL (ie building techniques manufacturing, electronics, secretarial studies, sales, hairdressing, handicrafts), or THEORETICAL (ie philosophy, civics, religion), or PRACTICAL (ie martial arts etc).

The relevant professional experience must be evidenced by completion of the Employment Details section of the application form and the requested supporting documentation.

**Offer Note/Condition on GCertBus:** Subject to completion of the GCertBus with an average mark of at least 60%, you will be eligible for admission to the MPM.

**** Available as an exit qualification for those in the MPM and who discontinue enrolment after completion of the requirements for the GCertPM.

I approve that any applicant for the above course who has attained the entry qualifications as indicated above may be automatically offered a place in that course.

Head of Academic Unit………………………………………  Date:  …………………………..    Updated:  22.8.07