The Sydney Business School operates from two main locations: UOW’s main campus in Wollongong and the Sydney campus.

**Master of Business Administration (MBA)**

go.uow.edu.au/mba

CRICOS: 013031G

DURATION: 1 or 1.5 years* (72 cp)

STARTS: Trimesters 1 and 3

LOCATION: Wollongong and Sydney

ENTRY REQUIREMENTS: Recognised Bachelor degree with an equivalent average mark of 50%, a minimum of three years’ relevant full-time professional experience and a one-page Statement of Motivation.*

IELTS: 6.5 (with 6.0 in each band)

*The CRICOS-registered duration is 1.5 years, requiring completion of three subjects per trimester x four trimesters. Completion of four subjects per trimester may enable completion in three trimesters (1 year).

**Master of Business Administration Advanced**

go.uow.edu.au/mba-adv

CRICOS: 048696M

DURATION: 2 years (96 cp)

STARTS: Trimesters 1 and 3

LOCATION: Wollongong and Sydney

ENTRY REQUIREMENTS: Recognised Bachelor degree with an equivalent average mark of 50%, a minimum of three years’ relevant full-time professional experience and a one-page Statement of Motivation.*

IELTS: 6.5 (with 6.0 in each band)

*The Statement of Motivation should be no more than one page, written in English, and address your motivation for studying the MBA with the Sydney Business School; and how the degree will help achieve your career goals and aspirations.

### Course Structure

The MBA comprises 12 subjects. The MBA Advanced provides the opportunity to add a specialisation to the MBA through the completion of an additional 4 subjects.

MBA core subjects:
- Accounting for Managers
- Business Analysis
- Corporate Governance
- Economic Analysis of Business
- Financial Strategy
- International Business Strategies
- Management Project
- Managing for Success
- Managing People in Organisations
- Marketing Management
- Strategic Decision Making

MBA Advanced students complete the 12 MBA subjects plus four subjects from one of the specialisations below. All specialisations are offered at the Wollongong campus; Accounting, Finance, Logistics and Project Management are also offered at the Sydney campus.

#### Accounting
- Accounting Foundations for Professionals
- Applied Management Accounting
- Professional Practice – Auditing and Risk Assurance
- Professional Practice – Taxation

#### Finance
- Banking Theory and Practice
- Enterprise Risk Management
- Investment Management
- Multinational Financial Management

#### Human Resource Management
- Human Resource Development
- Job Analysis, Recruitment and Selection
- Strategic Human Resource Management

Plus one elective

#### Logistics
- Logistics Systems
- Procurement and Inventory Management
- Supply and Operations Management
- Strategic Supply Chain Management

#### Marketing
- Consumer Behaviour
- Marketing Strategy
- Social Marketing

Plus one elective

#### Project Management
- Advanced Project Management
- Information Systems for Project Management
- Negotiation Theory and Practice for Project Management
- Project Management
The Master of Business is designed for middle managers, or those aspiring to middle management in local or multinational organisations. The major options will enable students to develop and demonstrate technical knowledge and skills in these areas as well as general business knowledge gained through the foundation subjects and research skills gained through the research subjects. Those who aspire to progress their career through these functional areas or to a general management role would benefit from completion of this degree.

The following majors are available:

- Marketing
- Management
- Human Resource Management
- International Business
- Financial Management

**COURSE STRUCTURE**

To graduate with a single major, candidates are required to complete 12 subjects (72 cp) along with a business research principles and methods unit (zero cp). The 12 subjects comprise four foundation subjects, a capstone research project, and seven subjects (five compulsory and two electives) from one of the major studies available.

Foundation subjects for the Master of Business:

- Accounting and Financial Management
- Exploring Global Business Challenges from Multiple Perspectives
- Organisational Behaviour and Management
- Principles of Marketing Management

Research capstone subjects:

- Business Research Principles and Methods
- Management Project

**MAJORS**

Students have the option of taking one or two majors. To complete the course with one major requires completion of five compulsory subjects plus two electives. The double major requires completion of 10 specialisation subjects (the five compulsory subjects for each of two majors chosen) plus one elective available in those majors.

**MARKETING MAJOR**

Compulsory subjects:

- Consumer Behaviour
- Marketing Communications
- Marketing Strategy
- Research for Marketing Decisions
- Social Marketing

Plus two electives from:

- Contemporary Issues in International Business
- Creating and Marketing New Products
- Digital Marketing
- Global Workplace Practice
- International Marketing Strategy
- Managing Services and Relationship Marketing
- Retail Marketing Management
- Strategic Brand Management
- Supply Chain Management

**MANAGEMENT MAJOR**

Compulsory subjects:

- Cross Cultural Management
- Management of Change
- Organisational Analysis
- Project Management
- Strategic Management

Plus two electives from:

- Contemporary Issues in International Business
- Supply Chain Management

or from any of the other specialisation subjects available.

**HUMAN RESOURCE MANAGEMENT MAJOR**

Compulsory subjects:

- Human Resource Development
- Job Analysis, Recruitment and Selection
- Management of Workplace Health and Safety
- Performance Management
- Strategic Human Resource Management

Plus two electives from:

- Contemporary Issues in International Business
- Cross-Cultural Management
- Global Workplace Practice
- Management of Change
- Organisational Analysis
- Organisational Behaviour
- Project Management
- Strategic Management
FINANCIAL MANAGEMENT MAJOR
Compulsory subjects:
- Financial Institutions
- Financial Statement Analysis for Business
- Financial Strategy
- Investment Management
- Statistics for Decision Making

Plus two electives from:
- Bank Lending and Securities
- Banking and Financial Institutions Law
- Banking Theory and Practice
- Contemporary Issues in International Business
- Economics for Professionals
- Enterprise Risk Management
- Entrepreneurial Finance
- Global Workplace Practice
- International Banking
- Multinational Financial Management
- Portfolio Management

INTERNATIONAL BUSINESS MAJOR
Compulsory subjects:
- Cross Cultural Management
- International Business Environment
- International Business Strategies
- International Marketing Strategy
- Multinational Financial Management

Plus two electives from:
- Contemporary Issues in International Business
- Supply Chain Management

or from any of the other specialisation subjects available.

Master of International Business

go.uow.edu.au/mintbus

CRICOS 026342G^  
DURATION 1 or 1.5 years* (72 cp)  
STARTS Trimesters 1, 2 and 3  
LOCATION Wollongong and Sydney  
ENTRY REQUIREMENTS Recognised Bachelor degree with an equivalent average mark of 50%  
IELTS 6.5 (with 6.0 in each band)  

^CRICOS code update in progress.  
*The CRICOS-registered duration is 1.5 years, requiring completion of three subjects per trimester x four trimesters. Completion of four subjects per trimester may enable completion in three trimesters (1 year).

The Master of International Business program prepares students to succeed in various international business, managerial and professional positions in the global economy. Globalisation of the marketplace requires businesses to be increasingly innovative and competitive. Managers need to understand the complexities of global culture, political, economic, marketing, organisational and financial forces and recognise how they can impact on the success of their business.

This course examines the global business environment and develops the management skills and competencies that are necessary in order to effectively operate in a global business environment.

COURSE STRUCTURE

Core Subjects:
- Financial Management
- International Business Environment
- International Business Strategies
- International Financial Management
- Management Project
- Managing People in Multi-National Companies
- Marketing in a Global Economy
- Operations and Supply Chain Management
- Organisational Behaviour and Management
- Principles of Marketing Management

Plus an additional two electives from:
- Business Spanish Language and Culture
- Business Chinese Language and Culture
- Contemporary Issues in International Business
- Global Workplace Practice
- Innovation Topics and Cases
- Project Management
- Quality Management
- Retail Management
- Retail Marketing
- Supply Chain and Operations Management
Master of Applied Finance

go.uow.edu.au/mappfin

CRICOS 083838M

DURATION 1 or 1.5 years* (72 cp)

STARTS Trimesters 1 and 3

LOCATION Wollongong and Sydney

ENTRY REQUIREMENTS Recognised Bachelor degree in finance with an equivalent average mark of 50%

IELTS 6.5 (with 6.0 in each band)

*The CRICOS-registered duration is 1.5 years, requiring completion of three subjects per trimester x four trimesters. Completion of four subjects per trimester may enable completion in three trimesters (1 year).

The Master of Applied Finance provides an advanced understanding of financial decision-making in one of three majors: Investing; Financial Services; or Corporate Treasury. Investing focuses on investment and portfolio management. Financial Services focuses on financial institutions, as well as bank management and lending. Corporate Treasury is concerned with the management of corporate finances.

COURSE STRUCTURE

The course comprises four core subjects, six compulsory subjects for the chosen major, plus two electives.

Core subjects:
- Financial Institutions
- Financial Statement Analysis for Business
- Financial Strategy
- Statistics for Decision Making

INVESTING MAJOR

Compulsory subjects:
- Corporate Governance
- Enterprise Risk Management
- Investment Management
- Portfolio Management
- Portfolio Simulation
- Research in Financial Markets and Institutions

Plus two electives from:
- Advanced Managerial Finance
- Bank Lending and Securities
- Economics for Professionals
- Global Workplace Practice
- Marketing Management
- Multinational Financial Management

FINANCIAL SERVICES MAJOR

Compulsory subjects:
- Banking and Financial Institutions Law
- Banking Theory and Practice
- Bank Lending and Securities
- Corporate Governance
- Enterprise Risk Management
- Research in Financial Markets and Institutions

Plus two electives from:
- Entrepreneurial Finance
- Economics for Professionals
- Global Workplace Practice
- International Banking
- Marketing Management
- Multinational Financial Management

CORPORATE TREASURY MAJOR

Compulsory subjects:
- Advanced Managerial Finance
- Banking Theory and Practice
- Corporate Governance
- Enterprise Risk Management
- Multinational Financial Management
- Research in Financial Markets and Institutions

Plus two electives from:
- Bank Lending and Securities
- Economics for Professionals
- Entrepreneurial Finance
- Global Workplace Practice
- Investment Management
- Portfolio Simulation

PROFESSIONAL RECOGNITION

Recognised by the Financial Services Institute of Australasia (FINSIA).
Master of Professional Accounting (MPA)

go.uow.edu.au/mpa

CRICOS 083841E
DURATION 2 years (96 cp)
STARTS Trimesters 1 and 3
LOCATION Wollongong and Sydney
ENTRY REQUIREMENTS Recognised Bachelor degree with an equivalent average mark of 50%
IELTS 6.5 (with 6.0 in each band)

The MPA is designed for non-Accounting graduates to gain the qualifications required to practise as an accountant. Students will develop an understanding of legal, practical and theoretical issues surrounding the practice of accounting.

COURSE STRUCTURE

- Accounting Foundations for Professionals
- Applied Financial Accounting A
- Applied Financial Accounting B
- Applied Management Accounting
- Business Research Principles and Methods
- Economics for Professionals
- Intercultural Professional Practice
- Law of Business Organisations
- Legal Studies for Professionals
- Management and Information Systems
- Management Project
- Managerial Finance
- Professional Practice – Auditing and Risk Assurance
- Professional Practice – Taxation
- Statistics for Decision Making
- Theoretical Foundations of Accounting

PROFESSIONAL RECOGNITION

The MPA is accredited by CPA Australia, the Institute of Chartered Accountants in Australia (ICAA), the Association of Certified Chartered Accountants (ACCA) and the Association of International Accountants (AIA). You are advised that if you intend to apply for membership with any of these institutions, you must also meet any additional membership requirements the institutions may have, which includes recognition of your previous qualifications.

Master of Science (Logistics/Project Management)

go.uow.edu.au/msci-log

CRICOS 042635F - single major
080830K - double major
DURATION 1 or 1.5 years* (72 cp) - single major
2 years (96 cp) - double major
STARTS Trimesters 1, 2 and 3
LOCATION Wollongong and Sydney
ENTRY REQUIREMENTS Recognised Bachelor degree, in a major related to Commerce, Engineering, Maths or IT with an equivalent average mark of 50%
IELTS 6.5 (with 6.0 in each band)

^CRICOS code update in progress.
*The CRICOS-registered duration is 1.5 years, requiring completion of three subjects per trimester x four trimesters. Completion of four subjects per trimester may enable completion in three trimesters (1 year).

Under the Master of Science degree you can specialise in either Logistics or Project Management, or complete both majors.

LOGISTICS MAJOR

This course is designed to provide professionals working in logistics and operations management, particularly in the manufacturing, transport, retail and service industries, with the skills to manage the flow of materials and information within and between organisations and their business environments. Students will learn how to implement a supply chain strategy within an organisation and develop skills in forecasting, production and service planning.

PROJECT MANAGEMENT MAJOR

Efficient project management provides organisations with improved ability to plan, implement and control their business activities. The growth of new forms of technology in project management has prompted organisations to look for skilled project managers who can enhance the performance of their businesses. The Master of Science (Project Management) equips students with comprehensive project management skills and teaches strategies for dealing with a broad range of issues encountered within business organisations.
COURSE STRUCTURE
Candidates are required to complete a total of eight core subjects (48 cp) with either four subjects (24 cp) from one of the major options if taking a single major, or eight subjects (48 cp) if taking the double major option.

Core subjects:
- Financial Management
- Management Project
- Operations and Supply Chain Management
- Organisational Behaviour and Management
- Principles of Marketing Management
- Project Management
- Quality in Management
- Supply Chain Management

Additional subjects for the Logistics major:
- Logistics Systems
- Procurement and Inventory Management
- Strategic Supply Chain Management
- Quantitative Methods for Decision Making

Additional subjects for the Project Management major:
- Advanced Project Management
- Information Systems for Project Managers
- Managing People in Organisations
- Negotiation Theory and Practice for Project Management

PROFESSIONAL RECOGNITION
The Master of Science (Logistics) is accredited by the Chartered Institute of Logistics & Transport in Australia, the Logistics Association of Australia, and the Chartered Institute of Purchasing and Supply.

PATHWAY TO MASTERS COURSES AT SYDNEY BUSINESS SCHOOL

Graduate Certificate in Business

go.uow.edu.au/gcert-bus
CRICOS 081244G
DURATION 3 months (24 cp)
STARTS Trimesters 1, 2 and 3
LOCATION Wollongong and Sydney
ENTRY REQUIREMENTS Bachelor degree or other combination of tertiary qualifications and 3 years' relevant professional experience or equivalent.
IELTS 6.0 (with 6.0 in reading & writing, 5.0 in speaking & listening)

The Graduate Certificate in Business is for students who do not currently meet the requirement for direct entry to a Masters program offered by the Sydney Business School. The course is fully nested with Master of Business and Master of Science degrees, meaning that students can progress to those Masters programs with credit for all four subjects completed.

COURSE STRUCTURE
Students complete four subjects:
- Accounting and Financial Management
- Organisational Behaviour and Management
- Principles of Marketing Management

Plus one of the following:
- Contemporary Perspectives in Business* or
- Operations and Supply Chain Management**

*recommended for students intending to progress to the Master of Business or MBA.

**recommended for students intending to progress to the Master of Science or Master of International Business.

PROGRESSION TO MASTERS COURSES
Upon successful completion of the Graduate Certificate in Business, students may enrol in a Masters program offered by Sydney Business School. Students will be granted credit for four subjects in the following degrees:
- Master of Business (all single or double major programs)
- Master of International Business
- Master of Science (Logistics and/or Project Management)

Progression to other Masters programs offered by the Sydney Business School, including the MBA, may also be possible with some credit.
COMPLETE TWO MASTERS DEGREES

Through approved articulation arrangements between various courses offered by the Sydney Business School, you can complete two Masters degrees and minimise the time taken to complete both programs.

The following is a summary of articulation arrangements between Masters courses, showing the number of subjects which may be granted as advanced standing into the second course, and the minimum/maximum duration to complete both.

<table>
<thead>
<tr>
<th>First Masters</th>
<th>Articulation into 2nd Masters</th>
<th>Subjects (cp) advanced standing in 2nd Masters</th>
<th>Subjects (cp) to complete both courses</th>
<th>Duration to complete both courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Business (Financial Management)</td>
<td>Master of Applied Finance</td>
<td>4 subjects (24 cp)</td>
<td>12 + 8 = 20 subjects 72 + 48 = 120 cp</td>
<td>5 – 7 trimesters 20 – 28 months</td>
</tr>
<tr>
<td>Master of Business (any major)</td>
<td>Master of Science (Logistics or Project Management)</td>
<td>4 subjects (24 cp) Students who complete TBS 908 or TBS 935 as part of their specialisation will receive additional credit (maximum credit available 6 subjects)</td>
<td>12 + 8 = 20 subjects 72 + 48 = 120 cp</td>
<td>5 – 7 trimesters 20 – 28 months</td>
</tr>
<tr>
<td>Master of Science (Logistics or Project Management)</td>
<td>Master of Business (any major)</td>
<td>5 subjects (30 cp)</td>
<td>12 + 7 = 19 subjects 72 + 42 = 114 cp</td>
<td>5 – 7 trimesters 20 – 28 months</td>
</tr>
<tr>
<td>Master of Business (International Business)</td>
<td>Master of International Business</td>
<td>6 subjects (36 cp)</td>
<td>12 + 6 = 18 subjects 72 + 36 = 108 cp</td>
<td>5 – 6 trimesters 20 – 24 months</td>
</tr>
<tr>
<td>Master of International Business</td>
<td>Master of Business (International Business)</td>
<td>4 subjects (24 cp)</td>
<td>12 + 8 = 20 subjects 72 + 48 = 120 cp</td>
<td>5 – 7 trimesters 20 – 28 months</td>
</tr>
<tr>
<td>Master of International Business</td>
<td>Master of Business (any major excl. International Business)</td>
<td>4 subjects (24 cp)</td>
<td>12 + 8 = 20 subjects 72 + 48 = 120 cp</td>
<td>5 – 7 trimesters 20 – 28 months</td>
</tr>
<tr>
<td>Master of International Business</td>
<td>Master of Science (Logistics or Project Management)</td>
<td>5 subjects (30 cp)</td>
<td>12 + 7 = 19 subjects 72 + 42 = 114 cp</td>
<td>5 – 7 trimesters 20 – 28 months</td>
</tr>
<tr>
<td>Master of Science (Logistics or Project Management)</td>
<td>Master of International Business</td>
<td>3 subjects (18 cp)</td>
<td>12 + 9 = 21 subjects 72 + 54 = 126 cp</td>
<td>6 – 7 trimesters 24 – 28 months</td>
</tr>
<tr>
<td>Master of International Business</td>
<td>Master of Business Administration*</td>
<td>3 subjects (18 cp)</td>
<td>12 + 9 = 21 subjects 72 + 54 = 126 cp</td>
<td>6 – 7 trimesters 24 – 28 months</td>
</tr>
<tr>
<td>Master of Business (any major)</td>
<td>Master of Business Administration</td>
<td>4 subjects (24 cp)</td>
<td>12 + 8 = 20 subjects 72 + 48 = 120 cp</td>
<td>5 – 7 trimesters 20 – 28 months</td>
</tr>
</tbody>
</table>

*applicants must have at least two years' relevant professional experience if articulating into the MBA from another Masters degree at UOW.

WORKPLACE LEARNING SUBJECTS

Global Workplace Practice (GWP 900) is a subject designed to assist Sydney Business School students access the Australian workforce through work experience or an industry-based project, enabling the application of discipline-specific knowledge to practical workplace settings. By completing this subject you will be able to:

- understand intercultural issues required to work effectively in a global workplace environment
- communicate effectively with specialist and non-specialist audiences
- work collaboratively in a team environment
- critically reflect on the design, implementation and evaluation of a work-based project or placement

- create a tailored job application which aligns with an organisation’s values and specific job requirements
- create a dynamic career development plan

GWP 900 can be included as an elective subject in the MBA, MBA Advanced, Master of Business, Master of International Business and Master of Applied Finance.

Students in the Master of Professional Accounting have the subject Intercultural Professional Practice included as a 12 cp core subject: this subject similarly enables students to develop the knowledge and skills required to successfully enter the Australian workforce as an accounting professional.