

Enhance your personal brand



SYDNEY
BUSINESS
SCHOOL

UNIVERSITY
OF WOLLONGONG

2019 Course Guide

Sydney Business School

We will advance business-related knowledge through ground-breaking research, innovative degree programs, inspirational teaching and industry collaboration to promote responsible leadership and sustainable business practice, and contribute to a stronger economy and a more just society.

Sydney Business School is the graduate school of the Faculty of Business at University of Wollongong. We offer a range of postgraduate business programs that are designed to expand your business expertise and build your leadership capabilities. The strong links we have fostered with industry, business and government ensure our programs reflect the needs of the fast-moving global business environment.

Our highly qualified academics – your teachers – are successful business people who are passionate about sharing their knowledge, while our alumni – your new business network – have a track record of securing excellent roles across the globe.

We understand that when it comes to enhancing your personal brand, what happens outside the classroom is just as important as what happens in it. That's why our students attend professional development events, masterclasses, social gatherings, and other major industry engagements hosted by Sydney Business School.

Top 1%

For the quality of our graduates
2018 QS Graduate Employability Rankings.

5 Star

Globally rated a 5 star university
QS World University Rankings 2018

Top 2%

Of universities in the world
QS World University Rankings 2018

Top 50

World's best modern universities
QS Top 50 Under 50 Rankings 2018

Number 1

Executive MBA in Australia
CEO Magazine 2018 Global MBA Rankings

Why UOW Sydney Business School?

- 1 Choice of two locations: Sydney and Wollongong
- 2 Scholarships to help you invest in your future
- 3 Flexible Delivery so you can work and study
- 4 Career and academic support to help you take your career to the next level
- 5 Degrees that reflect the needs of future employers:

- Accounting
- Business Administration
- Finance
- Human Resource Management
- Innovation and Entrepreneurship
- International Business
- Management
- Marketing
- Supply Chain Management
- Project Management
- Business Research

Locations



SYDNEY CAMPUS

Sydney



Sydney is the largest, oldest and most cosmopolitan city in Australia. Our campus in Circular Quay is at the upmarket end of Sydney's central business district. It overlooks both the Opera House and Sydney Harbour Bridge and is well serviced by buses, trains and ferries. It provides tailored learning and teaching facilities.

Wollongong



Wollongong is Australia's ninth largest city, situated in the Illawarra Region on the coast of the Pacific Ocean. The campus combines modern teaching and study spaces in a beautiful Australian landscaped garden setting. We have created a campus that includes academic support, accommodation, sports, culture and entertainment – so you can relax and focus on your education.

Scholarships

sydneybusinessschool.edu.au/future/scholarships

Domestic students

15%-50% SCHOLARSHIP FOR WOMEN IN MBA

Sydney Business School is committed to achieving gender equity in the MBA program by offering Women in MBA Scholarships. We will partner with businesses to identify and support females in middle management through an MBA by matching the contribution of the organisation dollar for dollar (up to 50 per cent). If an organisation contributes anywhere between 15% and 50%, we match the organisations contribution. In addition to financial support, the student will receive business partner support, mentoring and academic advice.

100% ILLAWARRA CONNECTION SCHOLARSHIP

All financial members of the Illawarra Connection are invited to identify potential candidates within their organisation and to encourage and assist them to submit their application for the award of this prestigious scholarship for 2019. For a list of eligible courses and terms and conditions, visit our scholarship website.

25% PARTIAL TUITION SCHOLARSHIP

There are 10 partial tuition scholarships available for domestic students commencing their first course at UOW's Sydney Business School across the year. The scholarship offers a 25 per cent reduction of the tuition fee for the standard duration of the course.

25% JUNIOR CHAMBER INTERNATIONAL ILLAWARRA SCHOLARSHIP

All members of JCI Illawarra are invited to apply for the scholarships which will support the tuition fees of a postgraduate business course. For a list of eligible courses, and terms and conditions, visit our scholarship website.

10% UOW ALUMNI

Alumni of the University of Wollongong are eligible for a 10% tuition fee waiver towards their postgraduate business course.

WORLD TRANSFORMATION SCHOLARSHIP

The United Nations 2030 Agenda for Sustainable Development seeks to resolve, between now and 2030, to end poverty and hunger everywhere; to combat inequalities within and among countries, to build peaceful, just and inclusive societies; to protect human rights and promote gender equality and the empowerment of women and girls; and to ensure the lasting protection of the planet and its natural resources.

The World Transformation Scholarship through the University of Wollongong provides the opportunity for rural and regional scholars to make unique and transformative contributions to this shared agenda of the Sustainable Development Goals, with a focus on goals which directly affect the immediate security and quality of life for individuals.

International students

25% PARTIAL TUITION SCHOLARSHIPS

There are fifteen partial tuition scholarships available for high achieving international students commencing their first course at UOW's Sydney Business School across the year. The scholarship offers a 25 per cent reduction of the tuition fee for the standard duration of the course.

15% STUDENT BURSARY

The 2019 bursary applies to all two-year Master's courses offered at our Wollongong and Sydney campus and offers a 15 per cent reduction of the full tuition fee. For a list of eligible citizenships and courses, visit the scholarship website.

10% UOW ALUMNI

Alumni of the University of Wollongong are eligible for a 10% tuition fee waiver towards their postgraduate business course.

Study delivery

We offer three intakes per year at both our Wollongong and Sydney CBD campuses.



Delivered between Monday and Friday, during regular class hours of 8.30am – 5.30pm.



This option offers classes after 5.30pm to help make attending classes convenient for students with commitments during the day.



Some postgraduate classes are offered on weekends, making it easier to fit your study around your work commitments and personal life.



Some of our postgraduate degrees are offered in successive full-day classes allowing you to rapidly cover course material.



The Graduate Certificate in Business can be studied online.

Career and academic support

Career support and advice

Throughout your study and for two years after you graduate, you will have access to a qualified careers consultant who specialises in business. The consultant can help you improve your employability and provide up-to-date information on the Australian job market, additional career programs, job search resources and career expos.

Careers Central offers a variety of short programs to help you prepare yourself for the challenges in obtaining a graduate position at the end of your degree. Additionally, you will have access to online tools, including UOW CareerHub, which is an online tool that will help you find and apply for jobs during your time with UOW (and after you graduate), and Career Leader, an online career development tool that can assist you to identify careers most likely to bring success, along with actions to help you work towards your career goals.

Professional development and corporate engagement events

UOW’s Sydney Business School offers a variety of events designed to develop your skills in a range of core business functions delivered by expert in their fields. These events give you the opportunity to build your network with industry, Alumni and students.

Academic support

As a student you’ll have the support you need to succeed. Not only do we offer the academic support mentioned below, but our campuses include personal support such as UOW Wellbeing, health, medical and counselling services, childcare services and religious spaces.

- Advisers and postgraduate coordinators
- Learning development centre
- Library
- Business central
- English language program
- Student computer availability
- Bloomberg for education
- Peer academic coaches

Work integrated learning

UOWX

UOWx is all about building your personal brand. It is an extracurricular transcript documenting your leadership experiences outside of the classroom. The more ways you get involved, the better your UOWx transcript looks. uow.edu.au/student/life/uowx

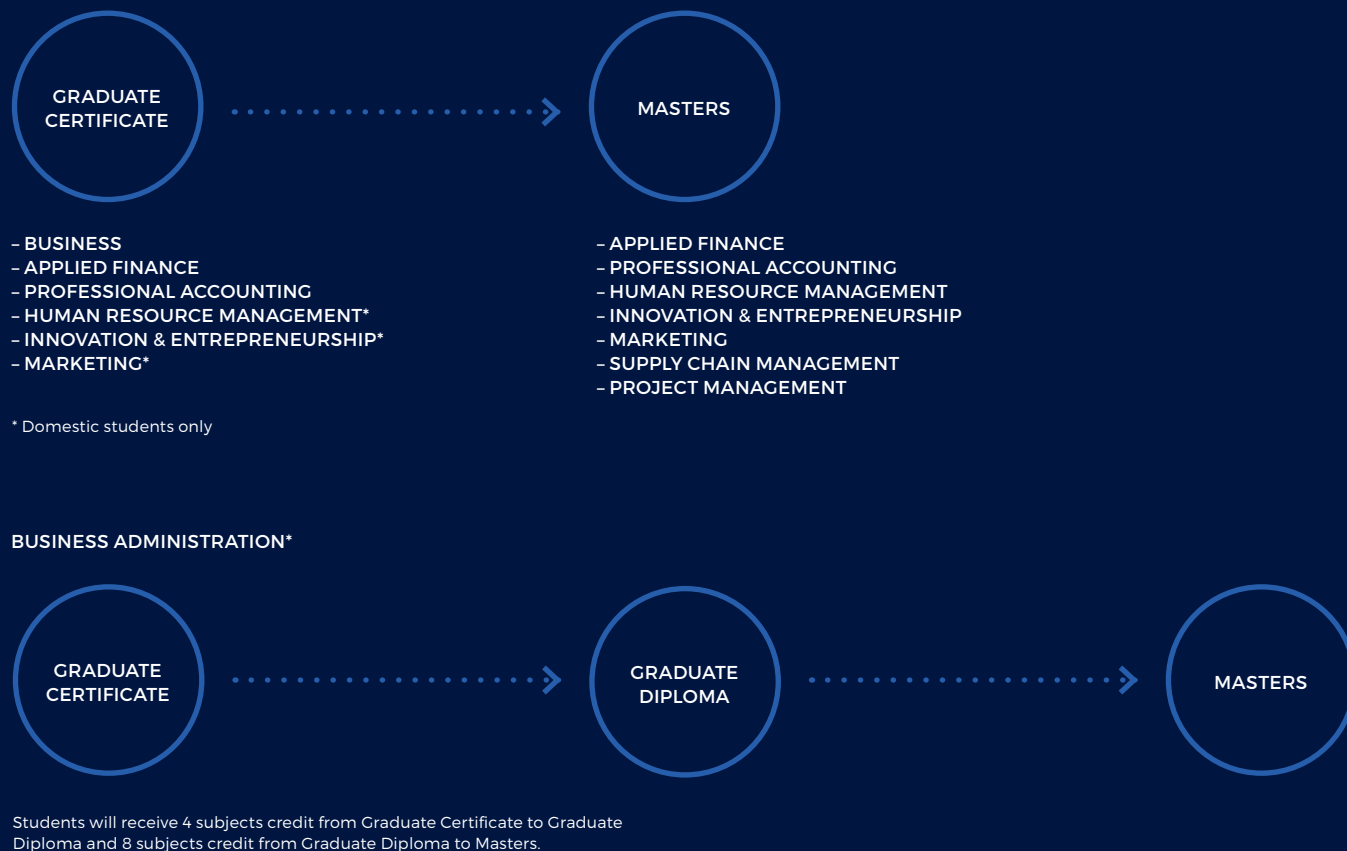
GLOBAL WORKPLACE PRACTICE

This subject is designed to meet the employment aspirations of international students to undertake work in Australia. The subject is a 10-week series of educational seminars and practical job seeking activities and can be taken as an elective subject for international students undertaking a two-year Master’s degree, a PhD Integrated or Master of Philosophy.

Courses

PATHWAY OPTIONS

Upon successful completion of a Graduate Certificate, students have the option to enrol into the associated Masters and receive 4 subjects credit, as outlined below.



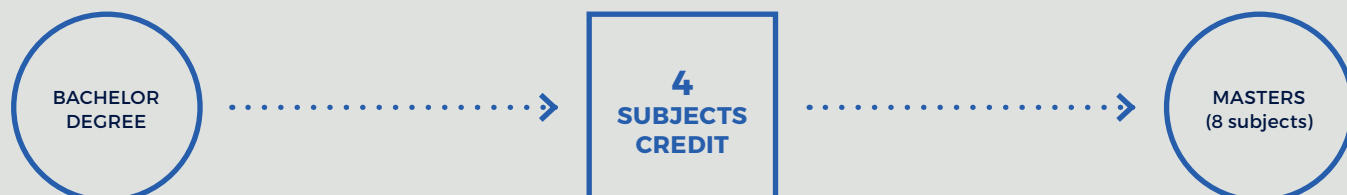
Study areas

Accounting	8	Innovation & Entrepreneurship	18
- GRADUATE CERTIFICATE IN PROFESSIONAL ACCOUNTING		- GRADUATE CERTIFICATE IN INNOVATION & ENTREPRENEURSHIP	
- MASTER OF PROFESSIONAL ACCOUNTING		- MASTER OF BUSINESS (INNOVATION & ENTREPRENEURSHIP)*	
- MASTER OF PROFESSIONAL ACCOUNTING ADVANCED			
Business	10	International Business	20
- GRADUATE CERTIFICATE IN BUSINESS		- GRADUATE CERTIFICATE IN BUSINESS	
- GRADUATE CERTIFICATE IN BUSINESS ADMINISTRATION		- MASTER OF BUSINESS (INTERNATIONAL BUSINESS)	
- GRADUATE DIPLOMA IN BUSINESS ADMINISTRATION			
- MASTER OF BUSINESS ADMINISTRATION		Management	22
- MASTER OF BUSINESS ADMINISTRATION ADVANCED		- GRADUATE CERTIFICATE IN BUSINESS	
- MASTER OF BUSINESS ADMINISTRATION (EXECUTIVE)		- MASTER OF BUSINESS (MANAGEMENT)	
Finance	12	Marketing	24
- GRADUATE CERTIFICATE IN APPLIED FINANCE		- GRADUATE CERTIFICATE IN MARKETING	
- MASTER OF APPLIED FINANCE		- MASTER OF BUSINESS (MARKETING)	
- MASTER OF APPLIED FINANCE (INVESTING & CORPORATE TREASURY)		Supply Chain Management and Project Management	26
- GRADUATE CERTIFICATE IN BUSINESS		- GRADUATE CERTIFICATE IN BUSINESS	
- MASTER OF BUSINESS (FINANCIAL MANAGEMENT)		- MASTER OF SCIENCE (SUPPLY CHAIN MANAGEMENT AND/OR PROJECT MANAGEMENT)	
Human Resource Management	16		
- GRADUATE CERTIFICATE IN HUMAN RESOURCE MANAGEMENT			
- MASTER OF BUSINESS (HUMAN RESOURCE MANAGEMENT)			

How to read this guide

6 COMPLETE A MASTER'S PROGRAM IN 1 YEAR

If you have successfully completed an undergraduate degree in Business, Commerce, Finance, Project Management, Logistics or Supply Chain Management, you may be eligible for credit for prior learning into a range of masters qualifications.

Degree name. ☒ Master of Applied Finance

Normal minimum duration of this degree. 1.5 years (1 year with credit)* (72 cp) Trimesters 1 (February) and 3 (August)

The CRICOS code for this degree. Wollongong and Sydney

English language requirement for IELTS. 083838M

Credit recognition on the basis of prior completed undergraduate studies. Overall 6.5 (R:6, W:6, L:6, S:6)

ENTRY REQUIREMENTS A recognised Bachelor degree in a Business, Engineering, Maths or IT related specialisation with an equivalent average mark of 50% or a Graduate Certificate in Applied Finance. Other tertiary qualifications combined with extensive professional work experience will be considered. If you hold a Bachelor degree in Finance you may be granted credit for up to 24 cp (4 core subjects).

UOW campuses where you can study this degree. Minimum requirements to be eligible for enrollment to this course.

Accounting



“I selected UOW Sydney Business School for my postgraduate study as the campus was in the heart of Sydney and was in close proximity to my work. I was able to do a 2min walk from work to get to the campus if I had to meet with professors or catch up for group work. The Sydney Business School campus is also phenomenal with state of the art facilities.

Oliver Cropley
Master of Professional Accounting
Analyst – Deloitte Australia

Graduate Certificate in Professional Accounting

DURATION	6 months* (24 cp)
STARTS	Trimesters 1 (February) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	095778G
IELTS	Overall 6.0 (R:6, W:6, L:5, S:5)
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years’ full-time equivalent. Applicants with 3 years’ full-time equivalent managerial/ professional work experience in accounting will also be considered.

The Graduate Certificate in Professional Accounting is a course that provides a general understanding of accounting and related areas in business, including finance and economics.

Course structure

- Accounting Foundations for Professionals
- Economics for Professionals
- Statistics for Decision Making
- Managerial Finance

Students will also undertake the subject Transitioning to Business Study, a complimentary subject to help students succeed at their studies.

Progression to Masters Courses

Upon successful completion of the Graduate Certificate in Professional Accounting, you may enrol in a Master of Professional Accounting and be eligible for credit for the 4 subjects completed within the Graduate Certificate of Professional Accounting. Progression to other Masters programs, including the MBA, may also be possible with some credit.

Master of Professional Accounting

DURATION	1.5 years (72 cp)
STARTS	Trimesters 1 (February) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	087681F
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50% or a Graduate Certificate in Professional Accounting. Applicants with other relevant tertiary qualifications and/or substantial relevant professional or managerial experience will also be considered for entry.

The Master of Professional Accounting (MPA) is designed for students who want a career in the accounting profession. The learning experience and knowledge areas in this program are focused on the practice of accounting.

The course first introduces the fundamental principles of accounting, economics and aspects of the economic system and then proceeds to the study of specific knowledge areas which are vital for accounting professionals. You will develop knowledge and skills to apply accounting principles in the preparation and interpretation of financial statements and to enable you to research current accounting issues. You will also have an understanding of the differences between accounting principles and taxation law, and the tax implications of business activities.

Course structure

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

Master of Professional Accounting Advanced

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	087680G
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50% or a Graduate Certificate in Professional Accounting. Applicants with other relevant tertiary qualifications and/or substantial relevant professional or managerial experience will also be considered for entry.

The Master of Professional Accounting Advanced is a two-year course designed for non-accounting graduates who want a career in the accounting profession and want to enhance their learning experience by including another discipline specialisation within their course. The learning experience and knowledge areas in the MPA Advanced are focused on the practice of accounting.

Course structure

Master of Professional Accounting Advanced students undertake a total of 16 subjects. In addition to the Master Professional Accounting 12 core subjects, students are required to study 4 subjects within the International Business or Financial Management specialisation outlined below.

FINANCIAL MANAGEMENT

- Financial Statement Analysis for Business

Plus 3 subjects from an approved list of Finance subjects

INTERNATIONAL BUSINESS

- Cross Cultural Management
- International Business Environment

Plus 2 elective subjects from an approved list of International Business Subjects.

Professional Recognition

The Master of Professional Accounting and the Master of Professional Accounting (Advanced) enables students to meet the educational and membership requirements of CPA Australia, Chartered Accountants ANZ, the Institute of Public Accountants, and international professional associations ACCA and CIMA.

For more information visit
business.uow.edu.au/accreditation

Business Administration



“I can apply a lot of what I’ve learnt from my MBA in everyday situations. The teachers were really good, they were really passionate and they were so understanding of each person’s circumstances, it was so personal – you’re not just a face in a big lecture theatre. Postgrad study was really worth it, it was about what you learn and also who you meet too.

Carla Vandenheuvel
Master of Business Administration
Alliances Specialist at Virgin Australia

Graduate Certificate in Business Administration

DURATION	6 months (24 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years’ full-time equivalent, plus a minimum of three years’ relevant full-time professional or managerial experience and a one-page Statement of Motivation. Other tertiary qualifications combined with extensive professional work experience will be considered.

This course is only available to domestic students.

The Graduate Certificate in Business Administration is a pathway into the Master of Business Administration or a standalone qualification for experienced professionals with ambition and drive to develop their responsible and sustainable leadership skills and start to gain the holistic strategic business point-of-view required to operate effectively in an increasingly competitive and changing global business world.

Completely embedded in the MBA, this course focuses on marketing, talent management and accounting from a variety of perspectives. You’ll also develop communication, information and analytical skills while taking account of business ethics, regulatory governance and context-specific constraints.

Course structure

- Accounting for Managerial Decision Making
- Strategic Marketing Management
- Responsible Talent Management Strategies

Plus 1 elective from an approved list.

Progression to Masters Courses

This course is embedded in the Graduate Diploma of Business Administration and the Master of Business Administration, which means you can progress to this master program with credit for all 4 subjects completed.

Graduate Diploma in Business Administration

DURATION	1 year (48 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years’ full-time equivalent, plus a minimum of three years’ relevant full-time professional or managerial experience and a one-page Statement of Motivation. Other tertiary qualifications combined with extensive professional work experience will be considered.

This course is only available to domestic students.

The Graduate Diploma in Business Administration is designed as a pathway into the Master of Business Administration or a standalone qualification for experienced professionals with ambition and drive who wish to develop their responsible and sustainable leadership skills. You will gain a holistic strategic business point-of-view required to operate effectively in an increasingly competitive and changing global business world.

In addition to the first phase of the MBA structure where you will learn to diagnose issues in real organisations you will also start to explore the latest thinking and practices from leading organisations and research worldwide, and evaluate emerging options in today’s business environment. You’ll also get the chance to fine tune your skills in research, creative thinking and problem-solving, ethical decision making, communication and team work.

Course structure

- Accounting for Managerial Decision Making
- Strategic Marketing Management
- Responsible Talent Management Strategies
- Design Thinking and Business Transformation
- Innovation, Entrepreneurship and Commercialisation
- Financial Strategy and Governance

Plus 2 electives from an approved list.

Progression to Masters Courses

This course is embedded in the Master of Business Administration, which means you can progress to this master program with credit for all 8 subjects completed.

Master of Business Administration

DURATION	1.5 years (72 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	013031G
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%, plus a minimum of 3 years’ relevant full-time professional or managerial experience and a one-page Statement of Motivation. Other tertiary qualifications combined with extensive professional work experience will be considered

The Master of Business Administration (MBA) is designed for experienced professionals with ambition and drive who wish to develop their responsible and sustainable leadership skills. You will gain a holistic strategic business point-of-view required to operate effectively in an increasingly competitive and changing global business world.



The course has been designed to cover three stages: Diagnostics, where you learn to diagnose issues in real organisations with a focus on marketing, employee engagement, talent management and accounting; Exploration, where you explore the latest thinking and practices in organisations and research worldwide, while developing skills in innovation and business transformation; and Integration and Application, where you develop your strategic decision-making skills, undertake a real-world business project and hone your personal effectiveness as a responsible leader.

Course Structure

- Accounting for Managerial Decision Making
- Strategic Marketing Management
- Responsible Talent Management Strategies
- Design Thinking and Business Transformation
- Innovation, Entrepreneurship and Commercialisation
- Financial Strategy and Governance
- Decision Effectiveness in Strategic Management
- Strategic Business Project
- Responsible Leadership Effectiveness
- Leading Edge Management Cases

Plus 2 electives from an approved list.

Master of Business Administration Advanced

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	 Wollongong and  Sydney
CRICOS	048696M
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%, plus a minimum of 3 years' relevant full-time professional or managerial experience and a one-page Statement of Motivation. Other tertiary qualifications combined with extensive professional work experience will be considered.

The Master of Business Administration Advanced provides you with the opportunity to specialise further in your area of interest by completing 4 additional subjects from a specialisation of your choice.

Course structure

In addition to the MBA subjects, you will complete 4 elective subjects from 1 of the specialisations below.

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
- Derivatives
- Multinational Financial Management

HUMAN RESOURCE MANAGEMENT

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

Plus 1 elective from an approved list.

INNOVATION AND ENTREPRENEURSHIP

- Insights into Innovation and Entrepreneurship
- Contemporary Leadership Skills for Entrepreneurs
- Financial Skills for Entrepreneurs
- Applied Innovation Project

SUPPLY CHAIN MANAGEMENT

- Logistics Systems
- Supply Chain Management
- Advanced Supply Chain Management
- Strategic Procurement Management


MARKETING

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

PROJECT MANAGEMENT

- Advanced Project Management
- Project Management
- Project Management in Practice
- Negotiation Theory and Practice for Project Management

Master of Business Administration (Executive)

DURATION	2 years (84 cp) Part time only
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	 Sydney
ENTRY REQUIREMENTS	A degree equivalent to an Australian Bachelor with an average mark: 60%, plus 5 years of senior management work experience. In exceptional cases, candidates who are able to demonstrate senior executive work experience will be considered for admission to the program on an individual basis.

This course is only available to domestic students.

The Master of Business Administration Executive (EMBA) delivers an integrated suite of sophisticated theoretical and professional capabilities for executives, those aspiring to executive positions, and entrepreneurs.

The program develops the skills needed to respond to the dynamic business environment through identifying, implementing and managing best business practices through all stages of business and professional life cycles.

Leadership skills and approaches are enhanced to enable effective responses to the management of all business models. Graduates are equipped to be innovative, visionary and strategic in the delivery of customer-driven outcomes.

To allow senior managers to manage their work and study commitments, the program is taught in an intensive mode over long weekends, including a residential weekend and an intensive offshore study tour.

Course structure

- Leadership in Contemporary Business Environment
- International Business and Market Analysis
- Managing New Business Ventures and Opportunities
- Managing Businesses in Growth
- Managing Mature Businesses
- Managing Business for Regeneration or Termination
- Business Consultancy Report



Finance



I studied at Sydney campus which is very modern and located in the heart of the city. Sydney is a vibrant city with lots of different cultures and a fantastic lifestyle. In my position I need to travel a lot and adapt quickly to a different business environment and culture. My degree gave me the business knowledge for my career and helped me prepare for all kind of challenges in life.

Katharina Sauer
Senior Consultant, Automotive Training & Consulting

Graduate Certificate in Applied Finance

DURATION	6 months (24 cp)
STARTS	Trimesters 1 (February) and 3 (August)
CAMPUS	 Wollongong and  Sydney
CRICOS	095779G
IELTS	Overall 6.0 (R:6, W:6, L:5, S:5)
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years' full-time equivalent. Applicants with 5 years' full-time equivalent managerial/ professional work experience in finance will also be considered

The Graduate Certificate in Applied Finance is a course designed to provide a general understanding of areas in Applied Finance.

Course Structure

- Financial Statement Analysis for Business
- Advanced Managerial Finance
- Statistics for Decision Making
- Financial Institutions

Students will also undertake the subject Transitioning to Business Study, a complimentary subject to help students succeed at their studies.

Progression to Master’s Courses

Upon successful completion of the Graduate Certificate in Applied Finance, you may enrol in a Master of Applied Finance and be eligible for credit for the 4 subjects completed within the Graduate Certificate of Applied Finance. Progression to other Masters programs, including the MBA, may also be possible with some credit.

Master of Applied Finance

DURATION	1.5 years (1 year with credit)* (72 cp)
STARTS	Trimesters 1 (February) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	083838M
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	A recognised Bachelor degree in a Business, Engineering, Maths or IT related specialisation with an equivalent average mark of 50% or a Graduate Certificate in Applied Finance. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT*	If you hold a Bachelor degree in Finance you may be granted credit for up to 24 cp (4 core subjects).

The Master of Applied Finance will provide you with an advanced understanding of one of three specialisations: Investing; Financial Services; or Corporate Treasury. You will study the theory and practice of financial management and gain an understanding of the global financial system. Additionally, competing approaches to corporate governance and business ethics will be developed, and you will learn how to provide protection against portfolio, financial and corporate risks. 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

You will study 12 subjects including 4 core subjects, 6 compulsory subjects from your chosen specialisation, plus 2 electives from an approved list.

CORE SUBJECTS

- Financial Institutions
- Financial Statement Analysis for Business
- Advanced Managerial Finance
- Statistics for Decision Making

INVESTING SUBJECTS

- Corporate Governance
- Enterprise Risk Management
- Derivatives
- Portfolio Management
- Portfolio Simulation
- Research in Financial Markets and Institutions

Plus 2 electives from an approved list.

FINANCIAL SERVICES SUBJECTS

- Banking Theory and Practice
- Bank Lending and Securities
- Corporate Governance
- Enterprise Risk Management
- International Banking
- Research in Financial Markets and Institutions

Plus 2 electives from an approved list.

CORPORATE TREASURY SUBJECTS

- Financial Strategy
- Banking Theory and Practice
- Corporate Governance
- Enterprise Risk Management
- Multinational Financial Management
- Research in Financial Markets and Institutions

Plus 2 electives from an approved list.

Master of Applied Finance
(Investing & Corporate Treasury)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	087684C
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	A recognised Bachelor degree in a Business, Engineering, Maths or IT related specialisation with an equivalent average mark of 50% or a Graduate Certificate in Applied Finance. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT	If you hold a Bachelor degree in Finance you may be granted credit for up to 24 cp (4 core subjects).

The Master of Applied Finance with a double specialisation in Investing and Corporate Treasury is for students who are interested in focusing on investment, portfolio management and corporate treasury. The degree will allow you to integrate technical, theoretical and industry knowledge on the operation and organisation of – and participation in – local and international finance. Corporate Treasury specialisation aims at exposing you to specialised knowledge and skills necessary to operate as the interface between a firm and financial markets and institutions, while the Investing specialisation focuses on investment and portfolio management.

Course structure

You will study 16 subjects (96 credit points) including 4 core, 9 compulsory and 3 elective subjects from either of the specialisation electives.

Professional Recognition

Graduates of the Master of Applied Finance may be eligible for membership of the Financial Services Institute of Australasia (FINSIA) and the Finance & Treasury Association (FTA): For more information visit: **business.uow.edu.au/accreditation**

Graduate Certificate in Business

DURATION	6 months (24 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	095231K
IELTS	Overall 6.0 (R:6, W:6, L:5, S:5)
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years' full-time equivalent or 3 years' fulltime equivalent managerial/professional work experience or 7 years' full-time equivalent general work experience.

The Graduate Certificate in Business is suitable for current managers and employees who are seeking a career promotion by upskilling their knowledge of marketing, accounting and finance, organisational behaviour and management, and global business challenges and perspectives. It's also for those wanting to improve their insight on the application of theory and practice in business.

Course structure

- Accounting and Financial Management
- Organisational Behaviour and Management
- Principles of Marketing Management
- The Economics of Global Business

Students will also undertake the subject Transitioning to Business Study, a complimentary subject to help students succeed at their studies.

Progression to Masters Courses

Upon successful completion of the Graduate Certificate in Business, you may enrol in a Masters program offered by Sydney Business School. You will be granted credit for 4 subjects in the Master of Business and Master of Science. Progression to other Masters programs, including the MBA, may also be possible with some credit.

Master of Business
(Financial Management)

DURATION	1.5 years (1 year with credit)* (72 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082826A
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT*	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

This degree is suitable for managers seeking to further their career in a specialised field of business. Theoretical and practical knowledge and skills are developed through the study of foundation, specialisation specific core subjects and electives.

The Financial Management specialisation will enable you to develop and demonstrate technical knowledge and skills in financial management. You will study topics such as investment management, financial strategy, financial statement analysis and learn how to review the global financial system and understand the principles of descriptive and inferential statistics and their applications in the business environment.

Course structure

CORE SUBJECTS:

- Accounting and Financial Management
- The Economics of Global Business Challenges
- Organisational Behaviour and Management
- Principles of Marketing Management

RESEARCH CAPSTONE SUBJECT:

- Business Research Project

SPECIALISATION SUBJECTS:

- Financial Institutions
- Financial Statement Analysis for Business
- Managerial Finance
- Portfolio Management
- Statistics for Decision Making

Plus 2 electives from an approved list.

Professional Recognition

Graduates of the Master of Business (Financial Management) are eligible for membership of the Financial Services Institute of Australasia (FINSIA). For more information, visit **business.uow.edu.au/accreditation**

Master of Business (Double Specialisation)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082829J
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

You have the option to undertake a two-year course that allows you to select two specialisations in the Master of Business. Under this option, you will complete a total of 16 subjects. In addition to the four foundation subjects from the Master of Business, you will study 10 specialisation subjects (comprising the 5 core subjects for each of the 2 specialisations chosen), 1 elective subject from either of the specialisation electives, and the capstone research subject. Other specialisations include:

- Human Resource Management
- Innovation and Entrepreneurship
- International Business
- Management
- Marketing

Human Resource Management



“I think my learning at UOW gave me a very open perspective on the world. The learning environment at UOW is built around a system of inclusion which allows everyone in the class to participate regardless of whether they are a domestic student or international student like myself. I have been able to apply this key learning in my workplace as I constantly strive to use my position as a HR Administrator to drive an inclusive work environment in which every employee in my organisation has a voice.

Paul Ikutegbe
HR Administrator, MMJ Real Estate
Master of Business (Human Resource Management)

Graduate Certificate in Human Resource Management

DURATION	6 months (part-time only)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	095231K
IELTS	Overall 6.0 (R:6, W:6, L:5, S:5)
ENTRY REQUIREMENTS	A Bachelor degree deemed equivalent to an Australian Bachelor degree, or a tertiary qualifications of at least three years, plus three years of full-time professional experience in a business context. The Faculty will consider applicants with other tertiary qualifications OR those with at least five years of relevant full-time professional work experience. This course is only available to domestic students.

This course is only available to domestic students.

The Graduate Certificate in Human Resource Management is designed for those who are seeking to progress their career in Human Resources, or those currently working in the industry who wish to gain a relevant postgraduate qualification to update their skills and knowledge.

Course structure

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

Progression to Masters Courses

Upon completion of the Graduate Certificate in Human Resource Management, those who enrol in the Master of Business with a specialisation in Human Resource Management will be eligible for credit for the 4 subjects completed within the Graduate Certificate.

If you have successfully completed the Graduate Certificate in Human Resource Management and meet the additional work experience requirements for the MBA you will be eligible for 3 subjects credit into the MBA.

Master of Business (Human Resource Management)

DURATION	1.5 years (72 cp) (1 year with credit)*
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082826A
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT*	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

This degree is suitable for managers seeking to further their career in a specialised field of business. Theoretical and practical knowledge and skills are developed through the study of foundation subjects, specialisation specific core subjects and electives.

The Human Resource Management specialisation equips you with skills to make new opportunities and adapt quickly to changing conditions within the workplace. You will examine structures, systems, culture and leadership, including how to implement organisational change and how to leverage competitive advantage in the global marketplace.

Course structure

CORE SUBJECTS:

- Accounting and Financial Management
- The Economics of Global Business Challenges
- Organisational Behaviour and Management
- Principles of Marketing Management

RESEARCH CAPSTONE SUBJECT:

- Business Research Project

SPECIALISATION SUBJECTS:

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

Plus 2 electives from an approved list.

Professional Recognition

Graduates of the Master of Business (Human Resource Management) meet the accreditation requirements of the Australian Human Resources Institute. For more information, visit business.uow.edu.au/accreditation

Master of Business (Double Specialisation)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	0828293 (Double Specialisation)
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered. If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects). IELTS Overall 6.5 (R:6, W:6, L:6, S:6)
CREDIT	

You have the option to undertake a two-year course that allows you to select two specialisations in the Master of Business. Under this option, you will complete a total of 16 subjects. In addition to the four foundation subjects from the Master of Business, you will study 10 specialisation subjects (comprising the 5 core subjects for each of the 2 specialisations chosen), 1 elective subject from either of the specialisation electives, and the capstone research subject. Other specialisations include:

- Financial Management
- Innovation and Entrepreneurship
- International Business
- Management
- Marketing

Innovation & Entrepreneurship



“

Leaving behind everything at home and moving to Australia on your own can be daunting. But then I met great people who were interested in who I was. Great people who showed me the way things work and who wanted me to succeed. Sydney Business School made it incredibly easy, especially for international students to be integrated into a different culture by being approachable and supportive from the very beginning.

Sebastian Isbanner
PHD Candidate, UOW

Graduate Certificate in Innovation & Entrepreneurship

DURATION	6 months (24 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years' full-time equivalent or 3 years' fulltime equivalent managerial/professional work experience or 7 years' full-time equivalent general work experience.

This course is only available to domestic students.

The Graduate Certificate in Innovation & Entrepreneurship is suitable for students looking to learn the theoretical knowledge and tools to lead innovation and entrepreneurship in the world economy. This degree will equip you with creative tools and techniques, helping you to identify and exploit entrepreneurial opportunities, how to create an appropriate business model, and how to establish an appropriate financial basis for a start-up. You will learn how to foster a culture conducive to innovation and how to develop a business plan for the opportunity you identify.

Course structure

- Insights into Innovation and Entrepreneurship
- Contemporary Leadership Skills for Entrepreneurs
- Financial Skills for Entrepreneurs
- Applied Innovation Project

Progression to Masters Courses

Upon completion of the Graduate Certificate in Innovation and Entrepreneurship, those who enrol in the Master of Business with a specialisation in Innovation and Entrepreneurship will be eligible for credit for the 4 subjects completed within the Graduate Certificate.

If you have successfully completed the Graduate Certificate in Innovation and Entrepreneurship and meet the additional work experience requirements for the MBA, you will be eligible for 2 subjects credit into the MBA or 4 subjects credit into the MBA Advanced (Innovation and Entrepreneurship).

Master of Business (Innovation & Entrepreneurship)

DURATION	1.5 years (1 year with credit)* (72 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082826A
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business; or Graduate Certificate in Innovation Entrepreneurship. Other tertiary qualifications combined with extensive professional work experience will be considered. If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).
CREDIT*	

The Master of Business (Innovation and Entrepreneurship) is suitable for managers and middle managers seeking to further their career in a specialised field of business. Theoretical and practical knowledge and skills are developed through the study of foundation, specialisation specific core subjects and electives. The specialised knowledge and skills is consolidated through the completion of an industry based research project.

Learn the theoretical knowledge and tools to lead innovation and entrepreneurship in the world economy. The Innovation and Entrepreneurship specialisation provides you with knowledge in innovative leadership, financial skills for entrepreneurs, navigating the complexities of innovation and entrepreneurship, business innovation planning and creating and marketing new products.

You will learn how to create a culture conducive to innovation, understand how to raise capital, gain detailed knowledge of the complexities of initiating, developing, managing and exploiting innovation. You will explore the potential exploitation of your own business idea, evaluate opportunities from a range of perspectives including; financial, technical and legal and gain a thorough understanding of the processes associated with the development and marketing of a new product in today's complex environment.

Course Structure

FOUNDATION SUBJECTS:

- Accounting and Financial Management
- The Economics of Global Business Challenges
- Organisational Behaviour and Management
- Principles of Marketing Management

RESEARCH CAPSTONE SUBJECT:

- Business Research Project

SPECIALISATION SUBJECTS:

- Insights into Innovation and Entrepreneurship
- Contemporary Leadership Skills for Entrepreneurs
- Financial Skills for Entrepreneurs
- Applied Innovation Project
- Creating and Marketing New Products

Plus 2 electives from an approved list

Master of Business (Double Specialisation)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082829J
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered. If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).
CREDIT	

You have the option to undertake a two-year course that allows you to select two specialisations in the Master of Business. Under this option, you will complete a total of 16 subjects. In addition to the four foundation subjects from the Master of Business, you will study 10 specialisation subjects (comprising the 5 core subjects for each of the 2 specialisations chosen), 1 elective subject from either of the specialisation electives, and the capstone research subject. Other specialisations include:

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

International Business



“

I came to study with Sydney Business School not only because of the scholarship I was awarded but also because of the school’s reputation and that of the city of Wollongong. Sydney Business School has great lecturers and supportive staff who helped me in dealing with assignments and exams, which had to be done entirely in English and in different styles to what I had done previously.

Nhu Thi Cam Ho
Project Manager, WildAid
Master of Business (International Business)

Graduate Certificate in Business

DURATION	6 months (24 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	095231K
IELTS	Overall 6.0 (R:6, W:6, L:5, S:5)
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years’ full-time equivalent or 3 years’ fulltime equivalent managerial/professional work experience or 7 years’ full-time equivalent general work experience.

The Graduate Certificate in Business is suitable for current managers and employees who are seeking a career promotion by upskilling their knowledge of marketing, accounting and finance, organisational behaviour and management, and global business challenges and perspectives. It’s also for those wanting to improve their insight on the application of theory and practice in business.

Course structure

- Accounting and Financial Management
- Organisational Behaviour and Management
- Principles of Marketing Management
- The Economics of Global Business

Students will also undertake the subject Transitioning to Business Study, a complimentary subject to help students succeed at their studies.

Progression to Masters Courses

Upon successful completion of the Graduate Certificate in Business, you may enrol in a Masters program offered by Sydney Business School. You will be granted credit for 4 subjects in the Master of Business and Master of Science. Progression to other Masters programs, including the MBA, may also be possible with some credit.

Master of Business (International Business)

DURATION	1.5 years (1 year with credit)* (72 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082826A
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered. If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).
CREDIT*	

This degree is suitable for managers seeking to further their career in a specialised field of business. Theoretical and practical knowledge and skills are developed through the study of foundation subjects, specialisation specific core subjects and electives.

The International Business specialisation will enable you to develop and demonstrate technical knowledge and skills in international business. You will study topics such as multinational financial management, cross-cultural management, gain an understanding of the international business environment and learn how to develop international business strategies to achieve business objectives.

Course structure

CORE SUBJECTS:

- Accounting and Financial Management
- The Economics of Global Business Challenges
- Organisational Behaviour and Management
- Principles of Marketing Management

RESEARCH CAPSTONE SUBJECT:

- Business Research Project

SPECIALISATION SUBJECTS:

- Cross Cultural Management
- International Business Environment
- International Business Strategies
- International Marketing Strategy
- Multinational Financial Management

Plus 2 electives from an approved list.

Master of Business (Double Specialisation)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	0828293 (Double Specialisation)
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

You have the option to undertake a two-year course that allows you to select two specialisations in the Master of Business. Under this option, you will complete a total of 16 subjects. In addition to the four foundation subjects from the Master of Business, you will study 10 specialisation subjects (comprising the 5 core subjects for each of the 2 specialisations chosen), 1 elective subject from either of the specialisation electives, and the capstone research subject. Other specialisations include:

- Financial Management
- Human Resource Management
- Innovation and Entrepreneurship
- Management
- Marketing

Management



“I selected UOW’s Sydney Business School after a year of researching universities within Sydney. In terms of cost – benefits, I found Sydney Business School to be the best option. I found the quality of lecturers and the subjects within the program exactly what I needed to enhance and actualise my knowledge. I found the ability to network with other students from different countries most valuable.

Tomas Vilajuana
Master of Business (Management)
Partner and CFO – Land Captial

Graduate Certificate in Business

DURATION	6 months (24 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	095231K
IELTS	Overall 6.0 (R:6, W:6, L:5, S:5)
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years’ full-time equivalent or 3 years’ fulltime equivalent managerial/professional work experience or 7 years’ full-time equivalent general work experience.

The Graduate Certificate in Business is suitable for current managers and employees who are seeking a career promotion by upskilling their knowledge of marketing, accounting and finance, organisational behaviour and management, and global business challenges and perspectives. It’s also for those wanting to improve their insight on the application of theory and practice in business.

Course structure

- Accounting and Financial Management
- Organisational Behaviour and Management
- Principles of Marketing Management
- The Economics of Global Business

Students will also undertake the subject Transitioning to Business Study, a complimentary subject to help students succeed at their studies.

Progression to Masters Courses

Upon successful completion of the Graduate Certificate in Business, you may enrol in a Masters program offered by Sydney Business School. You will be granted credit for 4 subjects in the Master of Business and Master of Science. Progression to other Masters programs, including the MBA, may also be possible with some credit.

Master of Business (Management)

DURATION	1.5 years (1 year with credit)* (72 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082826A (Single Specialisation)
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT*	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

This degree is suitable for managers seeking to further their career in a specialised field of business. Theoretical and practical knowledge and skills are developed through the study of foundation subjects, specialisation specific core subjects and electives. The Management specialisation helps to develop your professional, personal and technical skills in key management areas.

Course structure

CORE SUBJECTS:

- Accounting and Financial Management
- The Economics of Global Business Challenges
- Organisational Behaviour and Management
- Principles of Marketing Management

RESEARCH CAPSTONE SUBJECT:

- Business Research Project

SPECIALISATION SUBJECTS:

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

Plus 2 electives from an approved list

Master of Business (Double Specialisation)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082829J
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

You have the option to undertake a two-year course that allows you to select two specialisations in the Master of Business. Under this option, you will complete a total of 16 subjects. In addition to the four foundation subjects from the Master of Business, you will study 10 specialisation subjects (comprising the 5 core subjects for each of the 2 specialisations chosen), 1 elective subject from either of the specialisation electives, and the capstone research subject. Other specialisations include:

- Financial Management
- Human Resource Management
- Innovation and Entrepreneurship
- International Business
- Marketing

Marketing



“My degree from Sydney Business School has given me experience and opportunities to be successful at setting up and managing my own business. I studied a wide range of subject areas; from finance and marketing to human resources that equipped me with necessary skills to work anywhere in the world.

Tam Nguyen
Owner, Tammy Fashion

Graduate Certificate in Marketing

DURATION	6 months part-time
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
ENTRY REQUIREMENTS	A Bachelor degree deemed equivalent to an Australian Bachelor degree, or tertiary qualifications of three years' full-time, plus three years of full-time professional experience in a business context. The Faculty will consider applicants with other tertiary qualifications or those with at least five years of full-time relevant professional work experience.

This course is only available to domestic students

The Graduate Certificate in Marketing is designed for those who are seeking to progress their career in Marketing, or those currently working in the industry who wish to gain a relevant postgraduate qualification to update their skills and knowledge.

Course structure

- Principles of Marketing Management
- Marketing Communications
- Consumer Behaviour
- Research for Marketing Decisions

Progression to Masters Courses

Upon completion of the Graduate Certificate in Marketing, those who enrol in the Master of Business with a specialisation in Marketing will be eligible for credit for the 4 subjects completed within the Graduate Certificate.

If you have successfully completed the Graduate Certificate in Marketing and meet the additional work experience requirements for the MBA you will be eligible for 3 subjects, credit into the MBA.

Master of Business (Marketing)

DURATION	1.5 years (1 year with credit)* (72 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082826A (Single Specialisation)
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT*	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

This degree is suitable for managers seeking to further their career in a specialised field of business. Theoretical and practical knowledge and skills are developed through the study of foundation subjects, specialisation specific core subjects and electives.

This specialisation enables you to develop and demonstrate technical knowledge and skills in marketing, a field increasingly important for all types of organisations that need to deliver value through the products and services they create. You will have the opportunity to study a wide range of advanced topics in marketing and gain professionally oriented generalist and specialist marketing skills.

Course structure

- CORE SUBJECTS:**
- Accounting and Financial Management
 - The Economics of Global Business Challenges
 - Organisational Behaviour and Management
 - Principles of Marketing Management

- RESEARCH CAPSTONE SUBJECT:**
- Business Research Project

- SPECIALISATION SUBJECTS:**
- Consumer Behaviour
 - Marketing Communications
 - Marketing Strategy
 - Research for Marketing Decisions
 - Social Marketing

Plus 2 electives from an approved list

Professional Recognition

The Master of Business (Marketing) is recognised by the Chartered Institute of Marketing (UK) as part of its Graduate Gateway program. Graduates gain admission into the CIM Diploma in Professional Marketing with exemptions.

Graduates of the Master of Business (Marketing) may be eligible for membership of the Australian Marketing Institute (AMI), the Australian Market and Social Research Society (AMRS) and The Communication Council (TCC). For more information, visit business.uow.edu.au/accreditation

Master of Business (Double Specialisation)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	082829J
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree with an equivalent average mark of 50%; or a UOW Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT	If you hold a Bachelor degree in a Business or Commerce related area you may be granted credit for up to 24 cp (4 core subjects).

You have the option to undertake a two-year course that allows you to select two specialisations in the Master of Business. Under this option, you will complete a total of 16 subjects. In addition to the four foundation subjects from the Master of Business, you will study 10 specialisation subjects (comprising the 5 core subjects for each of the 2 specialisations chosen), 1 elective subject from either of the specialisation electives, and the capstone research subject. Other specialisations include:

- Financial Management
- Human Resource Management
- Innovation and Entrepreneurship
- International Business
- Management

Supply Chain Management and Project Management



“The course structure and the subjects covered in the Master of Science (Supply Chain Management & Project Management) was perfectly in-line to support my career goals and aspirations of being a Supply Chain Professional. The course and assignments were designed to apply what you learn to real time business problems.

Rohit Balacheindian
Master of Science (Supply Chain Management and Project Management)
Business Solutions Analyst,
Demand Planning- Nestle

Graduate Certificate in Business

DURATION	6 months (24 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	095231K
IELTS	Overall 6.0 (R:6, W:6, L:5, S:5)
ENTRY REQUIREMENTS	A recognised Bachelor degree or a tertiary academic qualification with duration of at least 3 years' full-time equivalent or 3 years' fulltime equivalent managerial/professional work experience or 7 years' full-time equivalent general work experience.

The Graduate Certificate in Business is suitable for current managers and employees who are seeking a career promotion by upskilling their knowledge of marketing, accounting and finance, organisational behaviour and management, and global business challenges and perspectives. It's also for those wanting to improve their insight on the application of theory and practice in business.

Course structure

- Accounting and Financial Management
- Organisational Behaviour and Management
- Principles of Marketing Management
- Operations Management

Students will also undertake the subject Transitioning to Business Study, a complimentary subject to help students succeed at their studies.

Progression to Masters Courses

Upon successful completion of the Graduate Certificate in Business, you may enrol in a Masters program offered by Sydney Business School. You will be granted credit for 4 subjects in the Master of Business and Master of Science. Progression to other Masters programs, including the MBA, may also be possible with some credit.

Master of Science (Supply Chain Management or Project Management)

DURATION	1.5 years (1 year with credit)* (72 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
CAMPUS	W Wollongong and S Sydney
CRICOS	042635F
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree in a specialisation related to Business, Engineering, Maths or IT with an equivalent average mark of 50% or a Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT*	Students hold a Bachelor degree in a Project Management, Logistics, Supply Chain Management or a related area, may be granted credit for up to 24 cp (4 core subjects).

In today's world, it is not a company competing against another company; it is a company's supply chain competing against another company's supply chain. This course gives professionals working in logistics, supply chain management and operations management the skills to manage the flow of materials and information within and between organisations and other relevant stakeholders. You will learn how to diagnose existing processes/ supply chains and how to design and implement an innovative supply chain strategy. Skills and capabilities are developed on topics such as forecasting, sales and operational planning and procurement to name a few.

The Project Management specialisation provides comprehensive project management skills and capabilities on the full project life cycle, from project initiation, planning, execution to project closing. It teaches strategies for dealing with a broad range of issues encountered within business organisations.

Course structure

The Master of Science (Supply Chain Management or Project Management) comprises of 12 subjects, including 8 core subjects and 4 subjects from the chosen specialisation.

CORE SUBJECTS:

- Accounting and Financial Management
- Operations Management
- Organisational Behaviour and Management
- Principles of Marketing Management
- Project Management
- Total Quality Management
- Supply Chain Management

RESEARCH CAPSTONE SUBJECT

- Business Research Project (MSc)

SUPPLY CHAIN MANAGEMENT SUBJECTS:

- Logistics Systems
- Strategic Procurement Management
- Advanced Supply Chain Management
- Supply Chain Analytics

PROJECT MANAGEMENT SUBJECTS:

- Advanced Project Management
- Project Management in Practice
- Managing and Leading Project Teams
- Negotiation Theory and Practice for Project Management

Master of Science (Supply Chain Management and Project Management)

DURATION	2 years (96 cp)
STARTS	Trimesters 1 (February), 2 (May) and 3 (August)
Campus	W Wollongong and S Sydney
CRICOS	080830K
IELTS	Overall 6.5 (R:6, W:6, L:6, S:6)
ENTRY REQUIREMENTS	Recognised Bachelor degree in a specialisation related to Business, Engineering, Maths or IT with an equivalent average mark of 50% or a Graduate Certificate in Business. Other tertiary qualifications combined with extensive professional work experience will be considered.
CREDIT	Students who hold a Bachelor degree in a Project Management, Logistics, Supply Chain Management or a related area, may be granted credit for up to 24 cp (4 core subjects).

The Master of Science (Supply Chain Management and Project Management) is a two-year course that allows you to undertake two specialisations in Supply Chain Management and Project Management. This course requires you to complete a total of 16 subjects. In addition to the core subjects from the Master of Science, students study all eight subjects from both specialisations.

Professional Recognition

The Master of Science (Supply Chain Management) and the Master of Science (Supply Chain Management and Project Management) are accredited by the Chartered Institute of Procurement and Supply (CIPS).

For more information, visit business.uow.edu.au/accreditation

Research

Sydney Business School is the graduate school of the Faculty of Business at the University of Wollongong. The Faculty of Business aims to be a global leader in the theory and practice of responsible business.

We have a robust track record in the disciplinary and cross-disciplinary research conducted across all our disciplines.

Our world-class scholars are engaged in the community which ensures that our research has impact. This creates exciting opportunities for research students who have access to world-class facilities and excellent support from our award winning Faculty. Our alumni can be found throughout the world, making a difference in their home or adopted country; in both academia and in industry.

We offer the following higher degree research degrees:

- Doctor of Philosophy
- Doctor of Philosophy Integrated
- Doctor of Business Administration (DBA)
- Master of Philosophy
- Master of Research

Important dates

TRIMESTER 1 2019		TRIMESTER 2 2019		TRIMESTER 3 2019	
Applications Close	23 Jan	Applications Close	1 May	Applications Close	7 Aug
Orientation and enrolment of new students		Orientation and enrolment of new students		Orientation and enrolment of new students	
Sydney campus	5 - 6 Feb	Sydney campus	14 - 15 May	Sydney campus	20 - 21 Aug
Wollongong campus	7 - 8 Feb	Wollongong campus	11 - 12 May	Wollongong campus	22 - 23 Aug
Trimester Dates (Inclusive of Examination Week)	11 Feb - 3 May	Trimester Dates (Inclusive of Examination Week)	20 May - 9 Aug	Trimester Dates (Inclusive of Examination Week)	26 Aug - 21 Nov
Release of Results	15 May	Release of Results	21 Aug	Release of Results	5 Dec

How to apply

Please contact our recruitment team to learn more about our degrees and how to apply.

Australia: 1300 367 869
International: +61 2 4221 3218

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For more information visit sydneybusinessschool.edu.au/study

Fees

For fee information visit coursefinder.uow.edu.au

For further information about our school,
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