

UTS  
BUSINESS SCHOOL

POSTGRADUATE COURSES 2017

[business.uts.edu.au](http://business.uts.edu.au)



“Our vision at UTS Business School is to advance knowledge with impact through integrative thinking for the next generation leaders of a globalising world.

We provide integrative, practice-oriented business education of a standard few can match anywhere in the world, and deliver quality research outcomes, so we can all tackle the complex problems faced in today’s business environment.

The business world of the future is yours to shape – a compelling opportunity but also a great responsibility.”

**Professor Roy Green**  
**Dean, UTS Business School**

# A BUSINESS ENVIRONMENT LIKE NO OTHER



Level 4, Student Lounge

## Study, relax, connect

Student lounges feature informal student seating and facilities to help you relax, study and connect.

## 24 hour access

Spaces within the Haymarket campus are available to students 24 hours, 7 days a week.



Blue Room



Image: Coptercam

### Collaborative learning

The classrooms are based on an integrative and collaborative teaching and learning environment designed to encourage dialogue from all.



Oval classrooms, levels 2 and 3



### Study business where it happens

Perfectly located at the nexus of Australia's leading business, creative and entrepreneurial precincts.

# WHY UTS BUSINESS SCHOOL?

## Respected and accredited

- > Among a select few business schools around the world accredited by AACSB International (Association to Advance Collegiate Schools of Business) – the highest standard of achievement for business schools worldwide
- > Industry accreditation across all major business fields.



## Learn from the best

- > We have received national teaching awards and citations from the Australian Government's Office for Learning and Teaching. Our academic staff are experts in their field across both research and practice.

## Linked to industry

- > Academic programs are designed and delivered in consultation with leading business practitioners and associations, blending academic rigour with real-world application through live case studies and projects and guest lectures.
- > UTS Business School taps into the expertise of an Advisory Board of entrepreneurs, company directors and executives from some of the world's most powerful companies and organisations.

## Flexible study options

- > Benefit from classes offered at multiple timeslots, including day or evening classes, or part-time study options.



## UTS RANKED AUSTRALIA'S #1 YOUNG\* UNI

\*Times Higher Education 100 Under 50 rankings, 2015.  
QS World University Rankings Top 50 Under 50, 2015.



## IN AUSTRALIA FOR RESEARCH IN ECONOMICS AND FINANCE

In the 2015 ERA rankings we achieved 5 out of 5 in economics, placing us equal 1st in Australia and well above world standard



## IN THE WORLD FOR ACCOUNTING AND FINANCE

QS World University Rankings by Subject 2016.  
UTS also ranked 7th in Australia in the same ranking



## IN AUSTRALIA FOR RESEARCH IN COMMERCE AND MANAGEMENT

In the 2015 ERA rankings



## IN THE WORLD FOR BUSINESS & MANAGEMENT, AND ECONOMICS & ECONOMETRICS

QS World University Rankings by Subject 2016



## RATED 5 STARS FOR EXCELLENCE

UTS Business School achieved 5 stars in Employability, Engagement, Internationalisation and Diversity and Facilities by QS World University Rankings

# YOUR STUDY OPTIONS

There are many different paths to gaining a postgraduate qualification from UTS Business School. Our programs are offered in a range of different formats that provide alternative entry paths and study durations.

**Graduate Certificate** Duration: 1 session (full time), 1 year (part time)

The graduate certificate comprises of the first four subjects of the masters degree\*. It is designed for those who have an undergraduate degree in another disciplinary area, and applicants with no undergraduate degree but extensive work experience. The course will provide you with the key building blocks before undertaking advanced level subjects in a graduate diploma or masters program.

**Graduate Diploma** Duration: 1 year (full time), 2 years (part time)

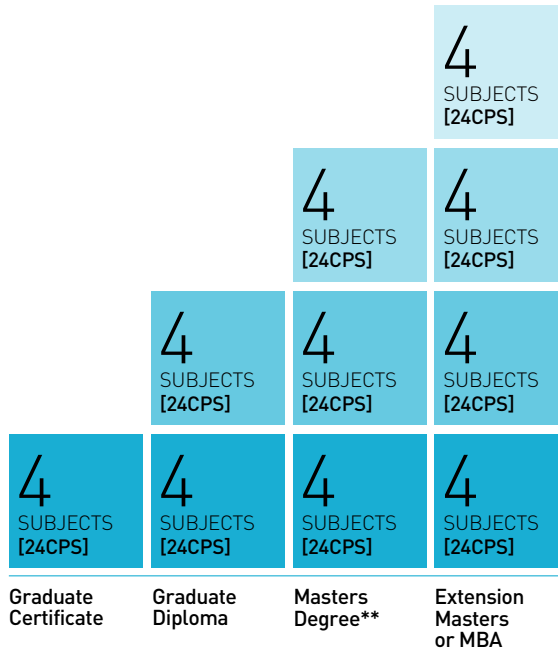
A graduate diploma consists of the first eight subjects of the masters degree. It provides you with the core knowledge of your study area, allowing you to develop foundation competencies as well as some specialised, more advanced skills.

**Masters Degree** Duration: 1.5 years (full time), 3 years (part time)

Our most popular and well-recognised postgraduate offering; a masters degree equips you with a professional level skillset and a thorough grasp of theoretical foundations and how these are applied in your field. Many of our masters degrees also fulfil the requirements for recognition and qualification by leading professional bodies across a number of fields.

**Extension Masters Degree** Duration: 2 years (full time), 4 years (part time)

An extension masters degree offers the opportunity to further explore a particular area of study beyond the conventional masters structure, allowing more flexibility in subject choices and giving you a stronger element of diversity in your education.



\* With the exception of the EMBA (see page 10) and the MBAe (see page 12)  
 \*\* The Master of Quantitative Finance consists of 9 x 8 credit point subjects.

## LEARN SOMETHING NEW

If you've recently completed an undergraduate degree or have undertaken other study at a postgraduate level, your prior learning may be recognised.

Many of our courses allow for recognition of prior learning, giving you credit for subjects you've already completed and helping you to complete your studies sooner.

Credit may be granted where your previous study is deemed equivalent to UTS subjects.

COURSE*	RECOGNITION OF PRIOR LEARNING
<b>Master of Business Administration (MBA)</b>	Maximum of 10 subjects including up to 4 core subjects based on undergraduate studies
<b>Master of Business Administration in Entrepreneurship (MBAe)</b>	Maximum of 4 subjects can be granted only for Accounting for New Ventures, Entrepreneurial Finance, Entrepreneurial Statistics and Entrepreneurial Marketing and Sales
<b>Specialised Masters Courses</b>	Maximum of 8 subjects including up to 4 core subjects based on undergraduate studies
<b>Graduate Diploma</b>	Maximum of 5 subjects including up to 2 core subjects based on undergraduate studies

\* No credit is given for any subjects in Graduate Certificates or in the Executive MBA.



## THE RIGHT MBA FOR YOU

Depending on where you aspire to be professionally, UTS Business School provides three MBA programs to meet your individual needs and circumstances.

### Master of Business Administration (MBA)

The MBA enables students to accelerate their career trajectory. The program is designed for professionals with a specialist background wanting to develop their management and leadership capabilities that will take them to the next level.

### Executive MBA (EMBA)

Designed for experienced, capable and ambitious managers, the EMBA builds the essential capabilities, networks and confidence to progress to the next step in your career.

### MBA in Entrepreneurship (MBAe)

The MBAe is a unique 1-year intensive MBA designed for professionals who want to gain the necessary skills and capabilities to develop an entrepreneurial or innovation project while they study.

## MBA OPTIONS

	MBA	Executive MBA	MBA in Entrepreneurship
<b>Who is it for?</b>	Early to mid-level professionals	Mid to senior-level managers	Entrepreneurs, innovators
<b>What is it for?</b>	Career Change / Development	Career Development	Career Change / Startup
<b>Course Duration</b>	2 years full-time (4 subjects per semester) or 4 years part-time (2 subjects per session)	2 years part-time (1 subject over Summer and Winter, 2 subjects in Autumn and Spring sessions)	1 year full-time (Autumn, Spring and Summer sessions)
<b>Number of subjects</b>	16	11	10
<b>Structure</b>	8 x 6 credit point subjects (core subjects) across key business areas + 8 x 6-credit point electives (choice of 1 major, 2 sub-majors or 1 sub-major and electives)	9 x 8-credit point subjects (core subjects) + 1 x stream (choice of Global Immersion stream or Innovation and Entrepreneurship stream) including 1 x 8-credit point subject and 1 x 16-credit point capstone subject	4 x 3-credit point subjects + 2 x 6-credit point subjects + 4 x 12-credit point subjects
<b>How is it taught?</b>	Weekly classes taught during the night or day.	Mix of block, weekly (night and weekend) classes built around the needs of busy managers	Mix of weekly (night and weekend) and online classes
<b>Entry requirements</b>	Degree with credit average or degree plus work experience or degree plus Graduate Management Admission Test (GMAT) with an overall minimum score of 550.  Work experience only option - available for Graduate Certificate.	Degree plus minimum of 5 years' work experience. Work experience only option - available for Graduate Certificate.  Successful interview with the Course Director	Degree with credit average or degree plus work experience.  Work experience only option - available for Graduate Certificate.  Successful interview with the Course Director

# MASTER OF BUSINESS ADMINISTRATION

## ALUMNI PROFILE



**Sumedha Zadoo**  
Management Consultant,  
IT Advisory Practice  
Ernst and Young

"I was working as a Systems Engineer when I realised that my engineering degree was not enough, and I needed a strong business acumen and understanding to move forward in my career. The dual degree of Engineering Management and the MBA was a perfect fit for me as it built on my undergraduate engineering degree as well as helped me gain a strong understanding of business.

UTS has a great reputation among industry. Graduates have strong practical experience combined with theoretical knowledge that is highly valued by employers."

The reasons people choose to do a Master of Business Administration (MBA) are as diverse as the MBA experience itself. It may be that you love what you do and are looking to progress or maybe you want to broaden your career opportunities or even change paths completely. The MBA can help you achieve all those things. It is a highly transportable and globally recognised qualification.

The business sector has become increasingly diverse, that's why we offer over 150 discipline based and sector-specific postgraduate subjects. We know that you are the best judge of your own learning needs, so we enable you to choose half of your MBA subjects from this vast range of electives so you can design your degree to match your career aspirations.

### Alternative study options

Many of the majors available within the MBA are also available as specialist degrees. Alternatively, those with more professional experience may choose to apply for the Executive MBA.

### How this program works

The UTS MBA provides a solid managerial foundation based on 8 introductory core subjects across all key business disciplines. Students then complete the degree with a choice of a single major (see next page), two sub-majors or a sub-major and electives, with a total of 8 additional subjects.

Students in the Graduate Diploma complete the 8 introductory core subjects, while those in the Graduate Certificate complete a set program of 4 of the core subjects.

# MASTER OF BUSINESS ADMINISTRATION COURSE STRUCTURE

## PROGRAM OPTIONS AND STRUCTURE

### Master of Business Administration

**16**  
SUBJECTS  
[96CPS]

= 8  
CORE  
SUBJECTS  
[48CPS]

+ 1  
MAJOR  
(8 SUBJECTS)  
[48CPS]

OR

8  
CORE  
SUBJECTS  
[48CPS]

+ 1 X SUB-MAJOR  
(4 SUBJECTS)  
[24CPS]  
OR  
1 X SUB-MAJOR  
(4 SUBJECTS)  
[24CPS]

8  
CORE  
SUBJECTS  
[48CPS]

+ 4 X ELECTIVES  
(4 SUBJECTS)  
[24CPS]

1 X SUB-MAJOR  
(4 SUBJECTS)  
[24CPS]

More information see: [mba.uts.edu.au](http://mba.uts.edu.au)

### Graduate Diploma in Business Administration

**8**  
SUBJECTS  
[48CPS]

= 7  
CORE  
SUBJECTS  
[42CPS]

+ 1  
ELECTIVE  
[6CPS]

### Graduate Certificate in Business Administration

**4**  
SUBJECTS  
[24CPS]

= 4  
CORE  
SUBJECTS  
[24CPS]

The subject sequence is indicative only. Students may choose to vary the sequence to suit their needs providing any prerequisite(s) are met.

## CORE SUBJECTS

	MASTER	GRAD DIP	GRAD CERT
21878 Organisational Dialogue: Theory and Practice	x	x	x
21937 Managing, Leading and Stewardship <sup>1</sup>	x	x	x
23706 Economics for Management	x	x	x
22747 Accounting for Managerial Decisions	x	x	x
21928 People, Work and Employment	x	x	
24734 Marketing Management	x	x	
25742 Financial Management	x	x	
21715 Strategic Management	x		

### Footnotes:

- Students who apply to ICAA, IPA or CPA Australia membership on completion of the Professional Accounting major and have not previously completed an undergraduate or postgraduate law subject by examination, must replace MBA core subject 21937 Managing, Leading and Stewardship with law subject 79708 Contemporary Business Law.

## MAJOR [48 CREDIT POINTS]

### A major consists of 8 subjects, each 6 credit points

Business Law	Information Technology	Professional Accounting
Finance	International Business	Project Management
Financial Analysis	Management	Technology Management
Human Resource Management	Marketing	

## SUB-MAJOR [24 CREDIT POINTS]

A sub-major consists of 4 subjects, each 6 credit points. See online for a complete list of over 20 options across key business and management disciplines.

## ELECTIVES

Up to 4 postgraduate elective subjects offered by the Business School.

# EXECUTIVE MASTER OF BUSINESS ADMINISTRATION

## STUDENT PROFILE



### Joshua Woods

**Portfolio Manager –  
Retail Technology  
Commonwealth Bank**

“The UTS EMBA is a program for experienced mid-career managers looking to prepare themselves for senior roles.

The program is selective, and designed to address the needs of a small cohort of working executives looking for a rich and engaging educational experience.”

UTS Business School’s Executive MBA (EMBA) redefined the MBA in Australia when it was launched over a decade ago. Our rich heritage of innovation in business leadership education continues with the current program.

Designed for experienced, intelligent and ambitious managers, the program builds your essential capabilities, networks and confidence to take you to the next level in your career. We provide a truly integrative experience that facilitates the transition from tactical to strategic roles in your career.

#### How this program works

The EMBA consists of 11 integrated subjects that develop your strategic capability across key business decision-making fields. After 9 subjects you choose between either the Innovation and Entrepreneurship or the Global Immersion Stream.

#### Entry into the EMBA

Eligible candidates will typically have an undergraduate degree combined with significant management experience. If you have other qualifications and very extensive managerial experience but no undergraduate degree, you may be eligible to enrol in the Graduate Certificate in Executive Business Administration. The Graduate Certificate (EMBA) consists of the first three subjects of the Executive MBA. On successful completion of the Graduate Certificate at a credit average level you can articulate to complete the full Executive MBA.

## PROGRAM OPTIONS AND STRUCTURE

**Executive Master of Business Administration**11  
SUBJECTS  
[96CPS]

=

9  
CORE  
SUBJECTS  
[72CPS]

+

2  
SUBJECTS - GLOBAL  
IMMERSION STREAM  
[24CPS]

OR

9  
CORE  
SUBJECTS  
[72CPS]

+

2  
SUBJECTS - INNOVATION &  
ENTREPRENEURSHIP STREAM  
[24CPS]More information see: [emba.uts.edu.au](http://emba.uts.edu.au)**Graduate Certificate in Executive Business Administration**3  
SUBJECTS  
[24CPS]

=

3  
CORE  
SUBJECTS  
[24CPS]More information see: [emba.uts.edu.au](http://emba.uts.edu.au)

## CORE SUBJECTS

		MASTER	GRAD CERT
21921	Integrative Strategy and Leadership	x	x
25841	Analytical Techniques for Decision Making	x	x
21875	Managing People for High Performance	x	x
23845	Managerial Economics	x	
22814	Accounting for Value	x	
21871	Strategic Value Chain Management	x	
21874	Corporate Governance and the Sustainable Enterprise	x	
24800	Strategic Marketing	x	
25846	Applied Corporate Finance	x	

## STREAMS

**Global Immersion stream**

- 26800 Global Business Practice
- 26801 Global Integrated Business Consulting (16CPS)

**Innovation and Entrepreneurship stream**

- 21869 Innovation by Design
- 21898 Integrated Business Consulting (16CPS)

# MBA IN ENTREPRENEURSHIP

## STUDENT PROFILE



### Theresa Nguyen

**Managing Director  
Company Prophets**

“My passion is to guide and assist organisations operating in today’s dynamic business and funding environment, in a way that meets their individual needs and goals. I was attracted to the MBAe program due to its focus on entrepreneurship and business innovation. Through application of the tools and knowledge gained from the course, I believe I can add value to the growth and development strategies of existing and future clients.

While the MBAe course requires an investment in time and energy, the rewards (both personally and professionally) are significant.”

The UTS Business School Master of Business Administration in Entrepreneurship (MBAe) is a unique 1-year intensive MBA designed for entrepreneurs and innovators.

The program is designed to equip you with the skills to successfully take business ideas up to venture capital grade and develop them either into a start-up business or as an innovation project in existing organisations.

Immerse yourself in an entrepreneurial environment working on live projects and develop, test and launch your own ideas in collaboration with aspiring entrepreneurs and innovators.

#### How this program works

Uniquely constructed as three graduate certificates you can choose how, when and what you need to know whilst developing, with increasing confidence, your own enterprise ideas. The MBAe experience also includes taking advantage of a range of extra-curricular activities that develop your key competencies, experience and networks.

#### Graduate Certificate in Commercialisation

March – July

#### Graduate Certificate in Entrepreneurship

July – November

#### Graduate Certificate in Venture Acceleration

November – March

OR

#### Master of Business Administration in Entrepreneurship

March – February

## PROGRAM OPTIONS AND STRUCTURE

Master of Business  
Administration in  
Entrepreneurship10  
SUBJECTS

=

10  
CORE  
SUBJECTSMore information see: [mbae.uts.edu.au](http://mbae.uts.edu.au)

CORE SUBJECTS	MBAe	GRAD CERT COMMERCIALISATION	GRAD CERT ENTREPRENEURSHIP	GRAD CERT VENTURE ACCELERATION
22910 Accounting for New Ventures	x	x	x	x
25920 Entrepreneurial Finance	x	x	x	x
25930 Entrepreneurial Statistics	x	x	x	x
24910 Entrepreneurial Marketing and Sales	x	x	x	x
21940 Opportunity Commercialisation	x	x		
21941 Leadership, Teams and Scalability	x		x	
21942 Corporate Structures and Intellectual Property	x		x	
21944 Entrepreneurship and Innovation Practice	x		x	
21943 Venture Planning and Pitching	x			x
21945 Global Entrepreneurship	x			x



# THE NEXT STEP

## Minimum entry requirements

A recognised bachelor's degree or equivalent. Applicants who do not have an undergraduate degree but who have extensive relevant work experience in a related field and can demonstrate the capacity to undertake tertiary level study may also be considered eligible for entry into the graduate certificate.

Email our staff with any questions about entry or recognition of prior learning: [business@uts.edu.au](mailto:business@uts.edu.au)

## How to apply – Local applicants

Applicants for postgraduate coursework can be submitted online at [business.uts.edu.au](http://business.uts.edu.au)

Please ensure you have the following documentation ready to submit your application:

- > A current CV in a PDF format
- > A Statement of Service or employment letter
- > Details on your qualifications, including Year 12, tertiary and other studies. Note that if your prior university education took place within an Australian university, you do not need to attach your academic record.

## 2017 Applications

Offers are made progressively from late September 2016.

### Final Application Closing dates:

Autumn Session (March 2017):  
31 January 2017

Spring Session (July 2017):  
30 June 2017

## Fees

For further information on fees for postgraduate students at UTS, visit [fees.uts.edu.au](http://fees.uts.edu.au)

## Alumni Advantage

From 1 January 2017, UTS Alumni will be eligible for the new Alumni Advantage, which provides a 10% saving on full fee paying degree programs.

For more info on your eligibility visit [alumni.uts.edu.au/advantage](http://alumni.uts.edu.au/advantage)

**10%**  
**ALUMNI**  
**ADVANTAGE**  
STUDY SAVINGS

## FEE-HELP

FEE-HELP is a government loan scheme that assists eligible local students to pay their tuition fees.

Using FEE-HELP means you do not have to pay for your tuition fees up front. You can inform your employer that you have a FEE-HELP loan and they will withhold your payments through the PAYG tax system.

If your postgraduate degree is related to your employment, your tuition fees may be tax deductible. For more information, contact your financial adviser or the Australian Tax Office (ATO) [ato.gov.au](http://ato.gov.au)

For more information about FEE-HELP  
Tel: 1800 020 108  
**Web:** [studyassist.gov.au](http://studyassist.gov.au)

## International applicants

Please note this guide is not intended for International students and not all courses are available to international students.

Course information for international students is available in the relevant UTS: International Course Guide.

**Free call within Australia** 1800 774 816  
**Tel outside Australia** (+61 3) 9627 4816  
**Fax:** +61 2 9514 1530  
**Email:** [international@uts.edu.au](mailto:international@uts.edu.au)

**Web:** [uts.edu.au/future-students/international](http://uts.edu.au/future-students/international)

## English language proficiency

If your previous studies were undertaken in an overseas country you may need to provide evidence of English proficiency.

**For details please visit:**  
[uts.edu.au/future-students/international](http://uts.edu.au/future-students/international)

## Further Information

### Student Centre

Tel: 1300 ASK UTS (1300 275 887)

**Web:** [ask.uts.edu.au](http://ask.uts.edu.au)

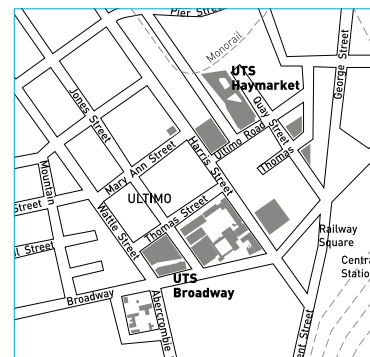
### Visit our website

[business.uts.edu.au](http://business.uts.edu.au)  
and [handbook.uts.edu.au/bus](http://handbook.uts.edu.au/bus)

### Attend an Information Session

To ensure you receive the very best information to better equip your decision, we offer a range of information evenings including course-specific sessions and general information about our postgraduate courses.

For a list of dates and to register your attendance visit [business.uts.edu.au](http://business.uts.edu.au)



Disclaimer: The information in this brochure is correct as of October 2016. Changes in circumstances after this date may alter the accuracy or currency of the information. UTS reserves the right to alter any matter described in this brochure without notice. Readers are responsible for verifying information that pertains to them by contacting the university.

[business.uts.edu.au](http://business.uts.edu.au)