Sydney Graduate School of Management
SGSM AT A GLANCE

TOP 2% OF UNIVERSITIES WORLDWIDE*

5 STARS
FACILITIES, INCLUSIVENESS, INNOVATION, TEACHING^^

#1 UNI
IN SYDNEY FOR EMPLOYER SATISFACTION#

86% OVERALL GRADUATE SATISFACTION ABOVE NATIONAL AVERAGE*

90% EMPLOYED 4 MONTHS AFTER GRADUATION*

A $87K SGSM GRADUATE MEDIAN SALARY*

SGSM MBA
TIER 1
FOR EARLY CAREER BUSINESS MANAGERS**

SGSM EXECUTIVE MBA
TOP 100
IN THE WORLD FOR SENIOR AND EXECUTIVE MANAGERS**

* Quality Indicators for Learning and Teaching (QILT) website (funded by the Australian Government Department of Education and Training), 2018 Postgraduate Coursework (Business and Management) qilt.edu.au
- Graduate satisfaction – overall satisfaction 85.9%
- Overall employment rate of graduates – 90.2%
- Graduate employment – median salary

** CEO Magazine Global MBA Ranking 2018
^ Times Higher Education World University Rankings 2018
^^ QS World University Rankings 2018
# Employer Satisfaction Survey 2018: 85.6% satisfaction rating
SYDNEY GRADUATE SCHOOL OF MANAGEMENT:

IN THE SCHOOL OF BUSINESS, WESTERN SYDNEY UNIVERSITY

STUDY BUSINESS WHERE THE ACTION IS
The Sydney Graduate School of Management (SGSM) is located within the School of Business, Western Sydney University, in the centre of Parramatta City. In the heart of Sydney and one of the fastest growing regions in Australia, Parramatta City is a focus of economic activity as multinationals and small and medium enterprises choose to locate operations here.

SGSM: AT THE EPICENTRE OF GROWTH
Study at SGSM at the Parramatta City campus and you will be at the epicentre of a national economic and jobs boom. Using innovative and creative learning methods, and balancing theory and real-world application, we will equip you to become a leader in the technology-driven global economy.

CONNECTING YOU WITH INDUSTRY
Courses are taught by academics with research and industry experience bringing subjects to life and making them relevant to the workplace of tomorrow. This is the SGSM Advantage. We will provide you the business knowledge to succeed in a comprehensive choice of different business sectors. We will immerse you in real businesses to put your new knowledge into action. SGSM engages with businesses to offer you opportunities to gain valuable experience in real-world situations and take your leadership skills to the next level.

GLOBAL CAREER DEVELOPMENT
With students coming from diverse cultural and professional backgrounds and different industries, you will connect with fresh perspectives and insights. Your fellow students will be local and international students, creating unique opportunities for networking on a personal and professional level. Within Parramatta City’s multicultural business community, you will have opportunities to gain knowledge and skills in cross-cultural business management practices.
STUDY WHERE THE JOBS ARE

As the geographic centre of the Sydney metropolitan area, Parramatta City is experiencing a population boom and jobs explosion. Unprecedented corporate and government investment in Parramatta’s economy is fueling growth in transport and logistics, the health care sector, property investment and development and education – creating study and career opportunities for students.

PARRAMATTA CITY JOBS EXPLOSION

PROPERTY INVESTMENT AND DEVELOPMENT
Corporate and private investors are putting more than $3.4 billion into developing commercial and residential buildings, giving Western Sydney a once in a lifetime boom. Parramatta City is at the centre of this boom, uniquely placed if you are studying property and business.

HEALTHCARE SECTOR
With private and government investment, Westmead Health Precinct, one of the largest in Australia, aims to become the state’s ‘Silicon valley of health innovation’. The precinct is predicted to generate up to 50,000 jobs over 20 years. It will also push ahead commercialising world-leading medical research. Other Western Sydney hospitals at Campbelltown and Penrith are also undergoing multi-million dollar expansions. With skills in management, you could get involved with directing the future of the healthcare sector.

TOURISM SECTOR
Parramatta City is expanding tourism, opening a new mega-capacity Western Sydney Stadium for sport in 2019 and the new world-class Museum of Arts and Applied Sciences in Parramatta city in 2022. Western Sydney is doubling its hotel beds and serviced apartments. These developments offer career opportunities for students with skills and qualifications in marketing, hospitality and business management. Visitors to the city have increased by more than 40 per cent in the past five years.

TRANSPORT AND LOGISTICS
Sydney Metro Northwest, Sydney Metro West and a Parramatta light rail network are new rail links connecting the region to Parramatta City and to other Sydney locations. New train stations will support higher-density housing. WestConnex, the largest road transport infrastructure project in Australia, is creating faster links between Parramatta City and other parts of the eastern Sydney metropolitan area.

Western Sydney Airport, being built at Badgerys Creek, in close proximity to Parramatta City, will be a catalyst for 13,000 new jobs during construction and then 60,000 when fully operational.

TECHNOLOGY AND BUSINESS
The area surrounding Western Sydney Airport will become the Badgerys Creek Aerotropolis. This will include the Sydney Science Park, a focus for research and development focusing on aerospace, defence, healthcare, education and agribusiness, and draw together transport, communications and logistics. This will lead to over 12,000 new ‘smart’ jobs.

Thirty per cent of Australia’s top 100 businesses now have an office in Parramatta City. These include:

- National Australia Bank
- BHP Billiton
- Qantas
- Sony
- Canon
- Coca-Cola Amatil
- Deloitte Access Economics
- KPMG
- PwC – 200 staff in offices in the Parramatta City campus building

Government presence includes:

- Australian Taxation Office
- Sydney Water Corporation Headquarters
- NSW Department of Attorney General and Justice Headquarters
- Parramatta Justice Precinct

1. cityofparramatta.nsw.gov.au/economy
2. Parramatta 2027 Unlocking the Potential of a New Economy – PwC
4. Economic Development Plan 2017-2021 – City of Parramatta
5. Shaping Future Cities Designing Western Sydney The story so far, Deloitte
**THE FACTS**

**INFRASTRUCTURE**
The region is experiencing a once-in-a-lifetime economic expansion with governments, multinational corporations and private investors feeding an investment pipeline of more than $12 billion.¹

**JOBS**
Paramatta has a significant shortage of skilled and qualified workers.¹ The economic boom is predicted to create hundreds of thousands of new jobs over the next decade.

Sectors with most job opportunities:
- business and management
- finance and accounting
- logistics and transport

**POPULATION**
One in 10 Australians lives in Western Sydney. The growth rate is 2.5 per cent per year - twice the state average.¹

**ECONOMY**
Paramatta City is Australia’s third-largest economy. Gross Regional Product (GRP) at $23 billion continues to grow at more than two per cent per year, reaching $30 billion by 2021.²

**MULTICULTURALISM**
Residents speak more than 100 languages. Sixty per cent of new immigrants settle in Western Sydney.
EXCITING CAREERS THROUGH SYDNEY GRADUATE SCHOOL OF MANAGEMENT

Capitalise on job growth opportunities and study a postgraduate business program at SGSM.

- Executive MBA
- MBA with specialisations in
  - Information and Communications Technology
  - Logistics and Supply Chain Management
  - Innovation and Entrepreneurship
  - Human Resource Management
  - Finance and Investment
  - Sustainable Business
  - Business Analytics
  - Management
  - Marketing
  - Property
- M Business (Operations Management)
- M Human Resources Management
- M Property Investment and Development
- M Professional Accounting
- M Business Analytics
- MBA/M Applied Finance
- M Marketing
- M Applied Finance
Our courses respond to industry demands and skill requirements of tomorrow

- fully accredited by industry associations
- 45-member industry advisory panel ensures degrees are industry-relevant

Participate in real-world industry experiences through internships and projects

- paid and unpaid internships transition you into professional practice
- academic supervisor and a specific business supervisor guide you throughout your internship

Benefit from the jobs explosion in Western Sydney

90.2% of Western Sydney University postgraduates employed four months after graduation

Postgraduate Business and Management average salary $87,000

Post-study work opportunities to work in Australia after you graduate using skills and qualifications that are in demand in the Australian labour market

- Enjoy a multicultural lifestyle
- Live on-campus or share with other students off-campus
- Watch sport at a local sports field or a performance at a theatre
- Shop at Westfield Parramatta, Australia’s third-largest shopping centre
- Relax on the Parramatta River. Explore parks and recreation facilities. Catch the ferry to Sydney Harbour

The Parramatta City vertical campus:

- located in a state-of-the-art office tower
- six floors of innovative, technologically infused learning spaces
- dynamic collaborative learning studios
- everywhere WiFi-connected
- interact with other campuses remotely
- private and open work spaces for group or individual study

Why study at the Sydney Graduate School of Management?

- INDUSTRY ACCREDITATION
  Gain industry specific accreditation from Australia’s leading institutions
  - CPA Australia (CPA)
  - Tax Practitioners Board (TPB)
  - Australian Property Institute (API)
  - Institute of Public Accountants (IPA)
  - Financial Planning Education Council (FPEC)
  - Australian Human Resources Institute (AHRI)
  - Financial Services Institute of Australia (FINSIA)
  - Financial Planning Association of Australia (FPA)
  - Chartered Institute of Management Accountants (CIMA)
  - Association of Chartered Certified Accountants (ACCA)
  - Chartered Accountants of Australia and New Zealand (CAANZ)

- PROGRAMS FOR INDUSTRY

- OPPORTUNITIES TO WORK IN AUSTRALIA

- WHY STUDY AT THE SYDNEY GRADUATE SCHOOL OF MANAGEMENT?

- WORLD-CLASS FACILITIES

- SUPPORTING YOU TO SUCCEED IN BUSINESS

- Student Services Hub – provides advice on enrolment, fees and exams and referrals
- Counselling service – qualified social workers and psychologists offering free and confidential service face-to-face, by phone or Skype
- Student Welfare Service – advice and support on financial issues, health and accommodation
- Careers Hub – assists your job search during study and after graduation
- Merit-based Partial Scholarships – help contribute to your course fees

- PARRAMATTA CITY LOCATION

- Parramatta City campus is:
  - in the heart of Parramatta City – Australia’s third-largest economy
  - located where more than 30% of Australia’s top 100 business are based
  - close to internship and job opportunities
  - a short walk to the Parramatta Transport Interchange, connecting to trains and buses to take you all over Sydney and NSW
  - right beside Westfield Parramatta, Australia’s third-largest shopping centre

- WORK WHERE THE JOBS ARE

- THE SYDNEY GRADUATE SCHOOL OF MANAGEMENT IS THE WORLD-CLASS HOME OF AUSTRALIA’S LEADING INSTITUTIONS

- THE PARRAMATTA CITY VERTICAL CAMPUS

- LEARN ON ONE OF AUSTRALIA’S SYSTEMS CAMPUSES
STUDY AT SGSM TO LEARN THE SKILLS OF THE FUTURE

SGSM is uniquely placed to help students get real-life experience, practical skills and knowledge they need for their future careers in the new world of work. We equip you to lead, influence, build, support and service the new-age future cities.

A CURRICULUM PREPARING YOU FOR TOMORROW'S WORLD
SGSM has a 45-member industry advisory panel that ensures all course content is industry relevant and adequately prepares you for the challenges of a future global workplace.

CONSULT TO INDUSTRY
Engage in real-world consultancy projects, with students and their academic mentors collaborating to develop practical solutions for actual clients. Through this process, students see the relevance of their learning and put theory into practice.

INDUSTRY INTERNSHIP
Get involved in an industry internship of up to 240 hours work with companies or government departments and gain valuable workplace experience. These competitive internships are project-based and aligned with specific units of study, so you receive academic credit. They aim to transition you into professional practice. You have an academic supervisor and a specific business supervisor. All SGSM students combined will complete more than 9,600 internship hours in 2018.

CAREER PROJECT
You can also do a career project and base it around a real-life industry study.

Examples of career projects include:
- Faheem Nazeer from Pakistan focused on the family business Nazeer Dyeing and Bleaching in Karachi. His project looked at reducing wastage in his business.
- Saifa Haque, working with an NGO in her home country of Bangladesh, investigated how a digital framework could improve marketing for handicraft artisans.

ENTREPRENEURSHIP
Launching a startup is another option for students seeking a future as an entrepreneur. The Start-Up unit offers you the opportunity to develop an idea into a prototype product, service and new business. Michael Quinn, managing partner of Innovation Capital, an Australian venture capital firm building global technology businesses, has formed a group of potential investors. As a student entrepreneur you can ‘pitch’ your ideas to the group in a ‘Shark Tank’ atmosphere.

Examples of startup projects include:
- Tony Tahan who developed an app to assist speech pathology online
- James Newman who developed GRIBBLE, the world’s first fully integrated online, full-service real estate agent.

LAUNCH PAD
Do you have a startup idea you want to bring to life? As a student, you can access the research and development to help a startup succeed. Launch Pad is a business accelerator and incubator that gives student entrepreneurs access to meeting spaces, mentoring, events, networking and training. Entrepreneurs can tap into the university’s expertise and knowledge to develop new business opportunities through technology and innovation.

SKILLS-FOCUSED
Our teaching focuses on you gaining robust technical skills and developing expert professional skills in areas such as:
- leadership and networking
- collaboration and teamwork
- resilience and resourcefulness
- agile and creative thinking
- communication, influencing and negotiating.

INDUSTRY AND GOVERNMENT PARTNERS INCLUDE:
CNHI, IKEA, The Coca-Cola Company, KPMG, Linfox, Bevchain, Crescent Wealth, Forrester Cohen, Thrive (a not-for-profit assisting refugees to build new businesses), Camden City, Southwest Community Transport, Kimberly Clark, United Nations (India), Willis Tower Watson, Weber Shandwick, Youth Action, PwC, Deloitte, United Celias (United LifeStyle Group)
SYDNEY GRADUATE SCHOOL OF MANAGEMENT

I am very impressed by the way Western Sydney University is putting down roots in the business community. They want engagement to happen.

DAVID BORGER, WESTERN SYDNEY DIRECTOR, NEW SOUTH WALES BUSINESS CHAMBER

STUDENT AND GRADUATE SUCCESS

MBA (SUPPLY CHAIN MANAGEMENT)

MARIA VICTORIA MALDONADO ARGENTINA

After five years as an engineer in her home country, Maria came to SGSM to study an MBA. Her six-month internship was a big highlight. She worked with Linfox, Australia’s largest privately owned logistics company, analysing their supply chain relationship with Arnott’s, the country’s biggest biscuit maker. “I developed a tool to allow Linfox to analyse where they want to be in the future and improve their decision-making,” she says. “I couldn’t be happier because it really helped me understand their whole supply chain. I had a big picture of everything, and it was really good to apply the skills and tools that I learned at uni.”

MASTER OF APPLIED FINANCE

RACHEL THOM-MANUEL NIGERIA

Rachel aspires to become a financial planner. She has already taken the first step to achieve that dream. PwC, one of the global ‘big four’ full-service firms, has hired Rachel as a financial analyst while she’s in the midst of her Master of Applied Finance at SGSM. PwC has offices on the upper floors of the SGSM Parramatta City Campus so Rachel travels only a few floors between her work and classes. “It’s been amazing,” Rachel says. “I’m dealing with a lot of client files. I never thought I’d be able to get this job while studying at the same time. I’m very grateful for the impact this has had on my life.”

MBA (HUMAN RESOURCES MANAGEMENT)

NIKKI SHRESTHA NEPAL

In her MBA, Nikki completed an internship with IKEA in Western Sydney, giving her the opportunity to go behind the scenes at the global home furnishings store and gain practical knowledge to add to what she was learning at university. “I’ve seen Nikki grow and develop in the short time she was with us,” says Nicki Turner, HR partner at IKEA. “And to have a project for her to put on her resume, and to have her name on that project – which we will be using in the store moving forward – is an exciting thing for any student to be involved in.”

GRADUATE SUCCESS

Many Western Sydney University graduates are now leaders in industry. Their successful careers highlight the value of Western Sydney University degrees in Australia and overseas. For example, our graduates have strategic responsibilities for commercial property portfolios in excess of AUD$10 billion. These include:

- Charter Hall – Managing Director
- AMP Capital – Global Head of Real Estate
- Lendlease Investment Management – Global Chief Investment Officer
- UBS, Hong Kong – Managing Director, Global Head of Real Estate Equities Research
- JLL, US – Chairman of the Global Corporate Solutions Board and CEO of Americas Corporate Solutions
- Greater China. Goodman – Head
- VALAD Europe – Former CEO, now CEO, Arrow Property Investment
- Heitman, Hong Kong – MD
- Asia Pacific, Cushman & Wakefield – Head of Asset Services
- Preston, Rowe and Paterson – National Director
- Charter Hall – Former CEO, now Executive Chairman, Aliro Group
WORLD-CLASS FACILITIES IN THE HEART OF PARRAMATTA CITY

The Parramatta City vertical campus is one of the most technologically advanced university campuses in Australia. It occupies ten floors of a state-of-the art office tower located in the centre of Parramatta Central Business District.

Six floors are dedicated to innovative, technologically infused learning and teaching spaces. Each floor has four dynamic collaborative learning studios accommodating up to 60 students. Sit in a group pod of five to six students around a screen while the lecturer walks around advising you.

Interact with students in other campuses remotely without leaving the Parramatta campus. All walls are whiteboards to draw on during discussions. Surrounding the learning studios are WiFi-connected private and open work spaces for group or individual study.

SUPPORT AND CAREERS
Parramatta City campus has an onsite Student Services Hub – your first point of contact – providing advice on enrolment, fees and exams, and referrals to other areas.

Merit-based partial scholarships help contribute to your fees and include the Western Sydney Postgraduate Scholarship for international students and also the Vice-Chancellor Academic Excellence Postgraduate Scholarships.

Careers Hub assists you to search for jobs during your study or after graduation, giving you career information and opportunities to attend career events.

Student Welfare Service gives advice and support on financial issues, tax, emergency grants, health and accommodation.

Counselling service has qualified social workers and psychologists offering free and confidential service face-to-face, by phone or Skype.

RECREATION
Studying in Parramatta, you’ll discover a wide selection of department stores, cinemas, restaurants, cafes, local markets and specialty stores. You can explore major retail centres including Westfield Parramatta, one of Australia’s largest shopping centres. And with the city’s rich, multicultural population, you’ll find the flavours, foods and spices you’re accustomed to at home – or why not be adventurous and sample some new cuisines?

With nature close at hand, including national parks, abundant parklands and the Parramatta River, the area is ideal for outdoor and sports enthusiasts. It’s easy to find a place to jog, walk, cycle, row, kayak or swim – or enjoy a peaceful picnic, barbecue or a friendly game of cricket, soccer or frisbee with friends.

*Terms and conditions apply.
See westernsydney.edu.au/internationalscholarships