



SGSM

SYDNEY GRADUATE SCHOOL  
OF MANAGEMENT



# Master of Business Administration

# SGSM: KNOWLEDGE IN ACTION

When you're studying business, you want to be where the action is. Sydney Graduate School of Management (SGSM) is located in the centre of Parramatta, a city fast becoming an economic force to be reckoned with as more businesses – from large multinationals to small and medium enterprises – choose to locate their operations here.

SGSM engages with these businesses to provide students with opportunities to gain valuable experience in the real world of business, or take their leadership skills to the next level. It's how we have built a reputation for not only providing the business knowledge you will need to succeed, but also giving you the opportunity to work with real businesses and put your new knowledge into action.

Our location in the heart of the Greater Western Sydney region makes getting to class between work and home convenient, and many of your fellow students will be locals, creating opportunities for networking on a personal and professional level.

With students coming from diverse cultural backgrounds and a range of industries, you'll benefit from fresh perspectives and insights.

When you study at SGSM, you can be confident you're receiving a top-quality business education.

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# WHAT'S YOUR MASTER PLAN?

Whether you've got your eye on the MD's chair, or you're just making your first foray into the business world, you will need the skills and strategies to put your master plan into action.

SGSM offers a choice of Master of Business Administration (MBA) courses to take you to the next level of business success, no matter what stage you are at on your journey.

If you have some business experience, and are looking to move into the upper echelons of management, or take on tougher leadership challenges, the SGSM Executive MBA can help you get there.

If you began your career in a different discipline and want to break into the world of business, or you're a new graduate seeking a competitive edge, the SGSM MBA will give you the grounding you need.

Both SGSM MBAs and the combined MBA/Master of Applied Finance provide the right balance of academic work and practical experience, ensuring you have the knowledge you need to succeed and the opportunity to put that knowledge into action.

The content of both MBAs is informed by an External Advisory Committee (EAC). Comprised of senior Australian business people, the EAC provides ongoing consultation from the employers' perspective on real world trends and current challenges affecting business, as well as ensuring local businesses are actively engaged with the University.

As a student, you benefit through learning which is directly targeted at the skills and knowledge that will make you successful today and tomorrow, and the connections with Australian organisations to gain work experience.



# The SGSM MBA

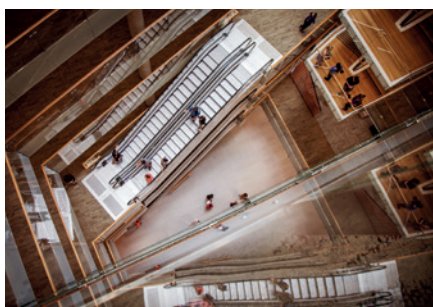
**This MBA is unique in that it has no work experience requirement.**

**If you're looking for a solid business and management qualification to move you forward in the business world, the SGSM Master of Business Administration (MBA) has you covered.**

**The course provides critical core knowledge, essential for a comprehensive understanding of the business environment, and you can choose your own specialisation.**

**You don't have to have studied business before, or have relevant work experience – we start from the basics and build your business knowledge through the course, and help you put it into action.**

**You will finish your course career-ready. Armed with management skills and knowledge of the forces shaping the global business environment, you'll be prepared to step up and take on key roles in business.**



## **FAST TRACK INTO CAREER SUCCESS**

SGSM provides a practical business education, allowing you to choose the specialisation which most appeals to you and a choice of capstone unit, potentially incorporating work experience opportunities.

The MBA program not only provides critical core knowledge, essential for a comprehensive understanding of the business environment, but you can opt to specialise in Marketing, Management, Logistics and Supply Chain Management, Human Resource Management, Innovation and Entrepreneurship, Sustainable Business, Finance and Investment, Property, Information and Communications Technology, Digital Knowledge and Innovation, Business Analytics and Policing, Public Safety and Security.

These specialisations provide a level of in-depth knowledge in an industry or function that will be valued highly by potential employers.

Gaining practical experience is also a cornerstone of the SGSM MBA program, and is supported by our strong links with Australian businesses.

You will have the opportunity to complete either a business internship or a business project unit, applying the knowledge you have gained during the course of your degree.

These units provide you with the chance to solve a real-world business problem in collaboration with an organisation or business entity while completing an internship, or to undertake a research project in your chosen field.

It's a great experience and an extra advantage when you're competing for jobs after graduation.



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## GENERAL FOUNDATION UNITS

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### 200817 Business Communication Skills

This unit assists students to enhance their research skills and their ability to make written and oral reports suitable for presentation to employers and clients in a modern business and commercial environment.

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### 200825 Understanding Contemporary Organisations

This unit provides an overarching framework for students who have not previously undertaken a business program in their studies. It brings together the various discipline areas underpinning the operations of the firm and how to achieve integrated sustainable outcomes.

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### 200831 Integrated Business Experience

Successful managers must be able to view organisational issues from multiple perspectives and be able to utilise a range of different skills to make the best decisions. This unit helps students apply the knowledge gained in earlier units via case studies of real businesses.

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Choose one of

### 200820 The Contemporary Business Environment

This unit provides the foundational knowledge needed to appreciate the major functional areas of a business and the complexities involved in managing these in an uncertain and complex global setting. You will participate in formulating and implementing strategic interventions for enhancing competitiveness.

OR

### 200737 Marketing Systems

This unit introduces students to marketing from a holistic point of view which considers social, economic and organisational marketing systems. The unit also covers the evolution of marketing environments and the corresponding adaptations to marketing. Further emphasis is given to business's capacities to engage in markets and therefore consider areas such as risk management, governance and financial assessments. This unit exposes students to the systematic and analytical approaches expected from them in postgraduate studies in marketing.

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## CORE UNITS

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### 200821 Financial Reports for Decision Making

Students develop the ability to use accounting information, as extracted from financial reports, to assist with managerial decision making. The unit emphasises the function of both financial and management accounting in measuring, processing and communicating information useful for decision making.

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### 200843 Integrated Business Experience 2

Students will apply the knowledge they gained in earlier units to simulations of international business issues. Working in groups, students will use critical, integrative and creative thinking.

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### 200425 Economics

This unit presents a broad overview of economics to provide students with the tools to succeed in business, finance, government and other organisations. Students will reflect critically on microeconomics, macroeconomics, ethical, social, and environmental responsibility, and the state of the global economy. Students will be given the tools to understand how cycles and crises occur, how government policy can be used to respond to them, and the uneven development of different countries and cultural groups in the global economy.

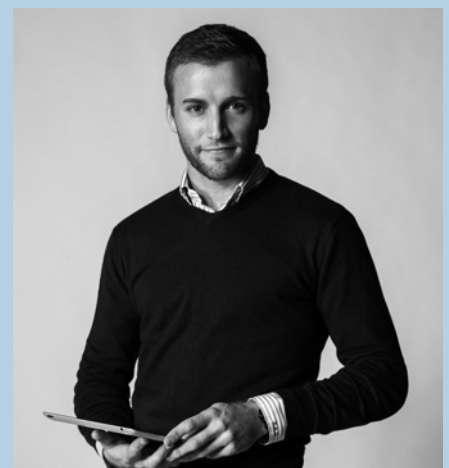
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### 200826 Contemporary People Management

This unit serves as an introduction to human resource management for those considering careers in employment relations and those who will potentially have people management responsibilities. HR processes and practices are studied in contexts, and with a consideration of stakeholders' interests, leading to an appreciation of the contribution of human resource management to organisational success. Students will evaluate particular approaches to human resource management through analysing real-world cases and practical activities.

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**WHEREVER YOU ARE IN YOUR PROFESSIONAL JOURNEY, THE SYDNEY GRADUATE SCHOOL OF MANAGEMENT AT WESTERN CAN HELP TAKE YOU TO THE NEXT LEVEL.**





## SPECIALIST KNOWLEDGE UNITS

### Finance and Investment

200426	Corporate Finance
51163	Financial Institutions and Markets (MAF)
51211	International Finance
51212	Security Analysis and Portfolio Theory
200696	Property Investment Analysis
200891	Property Portfolio Analysis

### Human Resource Management

200719	Industrial Relations and Workplace Change
200722	Strategic Employment Relations
200827	Developing Human Capital and Organisational Capability
200717	Employment Relations Professional Practice
200721	Reward Management
200828	Diversity, Labour Markets and Workforce Planning

### Information and Communications Technology

301038	Programming Proficiency
301045	Advanced Topics in User System Interaction
300977	Systems Analysis and Database Management Systems
300695	Network Technologies

Choose one of

300693	Web Technologies
301043	Mobile Computing
300769	Intelligent Agents for E-Markets

Choose one of

300697	Content Management Systems and Web Analytics
301046	Big Data (PG)
301042	Cloud Computing
300692	Workflow Management Systems

### Innovation and Entrepreneurship

200851	Innovation for New Markets
200852	Innovation, Creativity and Foresight
200849	New Venture Finance
200850	Entrepreneurial Management Capabilities
200845	Innovation Through Digital Technology
200848	Governance, Ethics and Social Entrepreneurship

### Logistics and Supply Chain Management

200838	Business Operations and Logistics
51240	Project Management
200329	Supply Chain Management
51259	Purchasing and Materials Management
200776	Compliance Management
200836	Logistics Processes in Enterprise Resource Planning

### Management

200835	Managing in the Global Context
200841	Strategic Business Management
200776	Compliance Management
200833	Leading Contemporary Organisations
200848	Governance, Ethics and Social Entrepreneurship
200852	Innovation, Creativity and Foresight

### Marketing

200851	Innovation for New Markets
200823	Buyer Behaviour
200822	Applied Marketing Solutions
200832	Business Marketing
200824	Integrated Brand Management
200834	Strategic Marketing for Managers

### Policing, Public Safety and Security

101891.1	Contemporary Policing Practice
101892.1	Executive Leadership in Policing
101893.1	Governance and Accountability in Policing Practice
101894.1	Working with Offending Behaviour: Integrating Theory to Practice
102180.2	Translation from Theory and Research to Policy
102418.1	Vulnerability and Public Safety

### Property

200892	Property Valuation
200895	Property Finance and Taxation
200893	Property Feasibility Study
200696	Property Investment Analysis
200894	Property Development
200891	Property Portfolio Analysis

### Digital Knowledge and Innovation

102292	Strategic Communication
101962	Researching Convergent Media
101743	Mobile Media
102412	Global Digital Futures
200845	Innovation Through Digital Technology

### Sustainable Business

200853	Creating Sustainable Organisations
200847	Business, Society and the Environment
200497	Social and Environmental Accounting (PG)
200848	Governance, Ethics and Social Entrepreneurship
101636	Developing Sustainable Places
200852	Innovation, Creativity and Foresight

### Business Analytics

301112	Visualisation
301113	Programming for Data Science
301114	The Nature of Data
301116	Social Media Intelligence
301117	Predictive Analytics
301044	Data Science

## CAPSTONE UNITS

### 200829 Business Project

This unit provides students with the opportunity to apply the knowledge and skills gained in previous sessions to solve a real-world business problem. This would be an action-learning project with the student working closely with an organisation or business entity to undertake an assignment for the organisation (e.g. evaluation of a particular international business opportunity culminating in specific recommendations for future action).

### 200830 Internship

The Business Internship is designed for students who want to gain industry experience and further their studies through a business internship. This Business Internship unit is based on a project-style unit which requires students to undertake a research project in their chosen field while attending an industry-based internship. These highly sought after internships will be filled on a competitive basis.

### 200971 Start-up

Developing start-ups and rejuvenating existing businesses are essential for industry and regional development and regeneration. This unit integrates knowledge from the Master of Business Administration (MBA) Program into frameworks for students to experience developing an idea into prototype products and services and start-up businesses.







## Dragan Jancic

MBA, MASTER OF INTERNATIONAL BUSINESS

Dragan Jancic began his professional life as an electrical consultant before transitioning into sales and general management roles in Europe, the Middle East and Australia. He currently manages three businesses with turnover of almost \$20 million and 50 staff. He has completed the MBA and Master of International Business at SGSM, and received the Dean's Medal for Excellence in Postgraduate Studies in 2012.

'I chose to do an MBA because I wanted a new skill set and to be pushed out of my comfort zone, and I was looking for career development and progression.'

'When I first started to study again, I was almost in a panic for the first three classes. It took a bit of time to do the necessary adjustments, but I really enjoyed it. The lecturers were supportive, and the administration staff look after all the students well.'

'As a result of completing the Master programs, I progressed from middle management to senior management, my salary increased, and the door to opportunities for a CEO role was opened. I developed significant relationships with other students which will serve me well throughout my business career. We still discuss problems within the organisations we work for and share opinions.'



# SGSM Executive MBA

Do you have a goal to be a business leader or a CEO and achieve more challenge, more learning, more fulfilment?

To get there, do you need useful frameworks to help manage the complexities of the business world, more skills, more professional contacts?

Whether you are climbing the corporate ladder, building your own business or taking a not-for-profit to the next level, the SGSM Executive MBA can help you achieve your aspirations. The Executive MBA will provide insights into contemporary management practice, innovation and entrepreneurship, corporate finance and strategy – all the tools you will need to lead an organisation in today's fast-evolving, competitive business landscape.

SGSM Executive MBA graduates come to us seeking a challenge – and leave ready to take on the world.

## **TAKING LEADERSHIP TO THE NEXT LEVEL**

The Executive MBA has been designed specifically to address the challenges you will face as a business leader. You will complete four general foundation units, eight Developing Expertise units, and four Expert Practice units, including a capstone Applied Business Project unit.

### **200783 The Business Environment**

Students are introduced to different aspects of the business environment. Management, marketing, legal and economic perspectives are explored as components of business structures taking into account the interactions between political, social, and fiscal environments. It is recommended that students undertake this unit in their first quarter of study.

### **200784 Financial Decision Making**

Students explore the role accounting information plays in managerial decision making and will gain financial literacy through practical understanding of the information contained in financial reports. Appreciating the variety of uses of accounting information for planning and controlling enhances the ability to extract relevant data. This unit emphasises the function of both financial and management accounting in measuring, processing and communicating information useful for managerial decision making.

### **200785 Foundations of Management**

Developing one's professional skills, being able to assess and develop the skills of others, and astutely reading the environment are core to high-achieving executives. Foundations of Management introduces new managers to the fundamentals of management. The unit takes a holistic view of three main elements related to optimal performance of managers, drawing from, and reflecting upon, participants' experiences: the awareness of the self as manager, the skills needed when dealing with other people, and awareness of the dynamic organisational environment.

### **200786 Marketing Management**

Students gain an introduction to the key concepts, principles and practices of the Marketing discipline. Marketing as a business philosophy that underpins the activities of the firm is a key focus. Areas covered include: the marketing process and marketing implementation, marketing and strategic planning – including return on marketing investment (ROMI), the marketing environment, marketing research and marketing information systems, consumer and business buying behaviour, market segmentation of consumer and business markets, product development and product management, brand management, pricing strategy, communication strategy, competitive marketing strategy, and marketing implementation.

### **200789 Emerging Leaders**

The focus of Emerging Leaders is the development of skills and knowledge that underpin capacities for successful strategic partnering, both within and outside the organisation. These emerging leaders will have engaged with the current research and debates on leadership practice in various contexts, putting them in a position to lead and ensure the performance of individuals, teams and organisations.

### **200788 Contemporary Organisation Behaviour**

Contemporary Organisation Behaviour has been designed to provide tools which can help you manage people in an increasingly complex organisational climate. The unit focuses on critically evaluating how organisations, groups and teams, and individual behaviour, can affect work performance and productivity.



### **200790 Developing Business Enterprise**

This unit addresses the development of key skills of understanding and using a range of business information to make strategic decisions. You will learn to apply a multi-disciplinary approach to the analysis of business situations, recognising the inter-related nature of business disciplines. Simulations of complex situations will be applied to provide an experiential learning environment.

### **200787 Managerial Finance**

With a corporate-oriented focus, this unit is designed to provide students with the knowledge and skills required for understanding, analysing and solving corporate financial management issues. The emphasis of this unit is on the practical application of economic theory in financial decisions confronting business today.

### **200791 Customer Value Management**

This unit examines the opportunities and challenges in identifying customers and adding value to supplier/consumer relationships. You will analyse tools that organisations can use to prove value for customers while ensuring profitability over the life of the relationship. This unit aims to give you the skills to not only strive for excellence in product-centric perspectives, but to also foster and strengthen those that are customer-centric.

### **200792 Innovation Creativity and Entrepreneurship**

The focus here will be on gaining the skills to understand, execute and manage entrepreneurial innovation processes, and be better prepared to succeed within an increasingly complex, global entrepreneurial environment. Organisations of various sizes that are innovative and entrepreneurial provide vision and nurture creativity and idea management in their everyday operations and to seek long-term sustainability.

### **200794 Strategic Management**

Strategic Management integrates business functional knowledge. The unit's practical approach provides opportunities to use a range of strategic analysis tools, and to engage in problem solving (individually and collaboratively). Students will undertake simulated strategic decision making which includes data interpretation and the generation of strategic options in a number of organisational contexts. This will require the exercise of communication, research, and information literacy capabilities.

### **200793 Managerial Economics**

As an introduction to the application of basic economic concepts to managerial decision making, you will learn how to apply microeconomic tools to common problems facing business managers — maximising profit, setting prices, creating efficient incentive structures, and selecting competitive strategies. Case studies are used to demonstrate the value of these tools in making business decisions, and to foster their application in your own business.

### **200795 Corporate Governance and the Global Environment**

This unit examines corporate governance systems — the policies, processes and laws affecting the direction and administration of an organisation — and how these contribute to sustainable enterprise. Corporate governance models are analysed, and decision making processes are evaluated in various economic and social contexts, taking into account the institutions of the legal system, with particular emphasis on domestic and international corporations law.

### **200796 Negotiation and Conflict Resolution Management**

Negotiation and Conflict Resolution Management will provide theoretical frameworks for students to develop the practical skills needed to manage the negotiation and conflict resolution needs of any organisation. Through the use of role play and simulations, students will be required to analyse corporate data and apply strategies to create a negotiated agreement. It examines negotiation in different contexts and identifies the causes of conflict, leading to an analysis of the different conflict modes and patterns.

### **200797 One Hundred Days**

The premise of this unit is that regardless of their level of experience, all managers undertaking new responsibilities need to identify key stakeholders and to understand the business's HR practices, financial objectives and marketing strategies. This unit focuses on the first one hundred days of a business executive who has commenced in a new management role. Developing and applying the leadership and management skills introduced earlier in the course, students will be given scenarios covering a range of business environments with problems to solve.

### **200798 Applied Business Project**

This capstone unit gives you the responsibility for the timely completion of a significant project under academic guidance. You will take a real business issue or problem and apply the relevant theories, frameworks and/or concepts learned throughout the MBA. Projects focus on issues that would be addressed by senior management within a company, and are expected to apply a consultancy perspective.



## Katharina Koch

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MASTERS IN STRATEGIC AND INTERNATIONAL MANAGEMENT (GERMANY), MBA (LOGISTICS AND SUPPLY CHAIN MANAGEMENT)

As a Masters student at the Deggendorf Institute of Technology in Bavaria, Katharina Koch welcomed the opportunity to complete her double degree in Australia.

‘Studying at the Sydney Graduate School of Management has given me a global perspective,’ says Katharina, who is due to graduate with an MBA from SGSM in September 2015. ‘It’s given me a big-picture overview of how supply chains work in Australia, as well as Europe.’

Katharina recommends studying at the Sydney Graduate School of Management to anyone considering a career in management. ‘For me, studying overseas was always a dream – so I’m glad I took the chance. I do recommend the Sydney Graduate School of Management as a learning institution. One day I want to work in a management team, so I see the degree as an investment in my future.’

With small class sizes, Katharina has enjoyed her studies with a combination of face-to-face lectures, individual study, online learning and group work. ‘The lecturers are from Australia and around the world. Some are from China and Sri Lanka, and have 30 years of industry experience. Their teaching style balances theory with real-world experience which has helped me to understand how the subject matter translates in practical terms.’

While in Sydney, Katharina has also undertaken an internship with global company Kimberly-Clark. Through the internship, she gained hands-on experience with the whole supply chain, from receiving customer orders to organising logistics and supply.

‘I’ve enjoyed the internship,’ she says. ‘It’s helped me understand how everything fits together, and the variables that can affect delivery. Also, the team is young and dynamic, with people from all over the world. It’s been a great experience.’



# Double Degree Program

**MASTER OF BUSINESS ADMINISTRATION/MBA  
MASTER OF APPLIED FINANCE/MAF**

**The Master of Business Administration/Master of Applied Finance double degree offers a comprehensive range of units equipping graduates with the skills and knowledge necessary for careers in the finance, banking and investment sectors.**

Upon completion of the program, students will have acquired a firm foundation in economic and financial theories as well as state-of-the-art quantitative financial skills.

The Master of Applied Finance program is specifically intended to equip students with cutting-edge knowledge and skills in applied finance.

The curriculum is carefully designed to strike the right balance between theory and practice.

An exciting feature of the program is that it has been designed in conjunction with the Bombay Stock Exchange (BSE) situated in Mumbai, India. Students may elect to study their first four units with the BSE Institute (BSEI) in Mumbai. BSE Limited is Asia's first and fastest stock exchange with a trading speed of 200 microseconds and one of India's leading exchange groups. With more than 5,000 companies listed on BSE, it is the world's number one exchange in terms of listed members, so students would have a unique experience studying in this environment at the BSEI.

## **KEY FACTS OF THE PROGRAM**

### **Target group**

The program is right for you if you wish to build a career in applied finance, banking and investment, and if you have the desire and the commitment to immerse yourself in the challenging world of modern financial analysis and practice. There are no specific requirements as to the discipline of your first degree, though we do expect some exposure to quantitative analysis at university level.

### **Accreditation**

The Master of Business Administration/Master of Applied Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of the Financial Services Institute of Australasia (Finsia). Senior Associate membership with Finsia also requires at least three years' career experience in the financial services industry. The Master of Business Administration/Master of Applied Finance also allows graduates to satisfy the education requirements for professional membership of the Finance and Treasury Association (FTA) - Certified Finance and Treasury Professional (CFTP).

### **CFA Institute University Recognition Program**

The Western Sydney University Master of Applied Finance has been accepted into the Chartered Financial Analyst (CFA) Institute University Recognition Program. This status is granted to institutions whose degree program(s) incorporate at least 70% of the CFA program Candidate Body of Knowledge (CBOK), which provide students with a solid grounding in the CBOK and positions them well to obtain the Chartered Financial Analyst® designation, which has become the most respected and recognised investment credential in the world. Entry into the CFA Institute University Recognition Program signals to potential students, employers, and the marketplace that the Master of Applied Finance curriculum is closely tied to professional practice and is well-suited to preparing students to sit for the CFA examinations. Through participation in this program, Western Sydney University is eligible to receive a limited number of student scholarships for the CFA program each year.

### **Certification**

#### **Stockbrokers Association of Australia**

The Stockbrokers Association of Australia, formerly known as the SDIA, is the peak industry body representing institutional and retail broking firms and investment banks in Australasia. Since formation in 1999 they have been hard at work to deliver on their mandate and actively engage their members, regulators and other market participants to further strengthen the broking profession. The Stock Brokers Association of Australia offers wide range of accreditations to enable professionals to advise and trade on the Australian Securities Exchange as per the requirement set out in ASIC market integrity rules.

### **Theory with Practice**

The program balances academic rigour, via a technically challenging curriculum, with practical applications. The specialised curriculum integrates mathematical, statistical, and computer science tools with finance theory as applied in institutional settings. The Business Project and Internship units serve as a capstone to the foundational curriculum.



## PROGRAM STRUCTURE

Qualification for this award requires the successful completion of 200 credit points. This includes four foundation units, fourteen core specialist knowledge units and a 20 credit point capstone unit as per the structure below.

### Specialist MAF units undertaken at BSE Institute

- Financial Institutions and Markets
- International Finance
- Derivatives
- Security Analysis and Portfolio Theory

### General foundation units undertaken at Western Sydney University

- The Contemporary Business Environment
- Business Communication Skills
- Understanding Contemporary Organisations
- Integrated Business Experience 1

### Specialist knowledge units continue at Western Sydney University

- Financial Reports for Decision Making
- Contemporary People Management
- Economics
- Applied Business Statistics
- Integrated Business Experience 2
- Financial Institution Management
- Corporate Finance
- Financial Modelling
- Credit and Lending Decisions
- Funds Management and Portfolio Selection

### Capstone unit

Business Project

### Alternate capstone unit

Internship

### Early Exit – 2761 Master of Business Administration

Students in the Master of Business Administration/Master of Applied Finance who have completed 160 credit points of MBA units may exit with 2761 Master of Business Administration.

### Early Exit – 2759 Master of Applied Finance

Students in the Master of Business Administration/Master of Applied Finance who have completed 160 credit points of Master of Applied Finance units may exit with 2759 Master of Applied Finance.

### Early Exit – 2765 Graduate Certificate in Business

Students in the Master of Business Administration/Master of Applied Finance who have completed 40 credit points of MBA or MAF units (excluding capstone units) may exit with the 2765 Graduate Certificate in Business.





# ACHIEVING YOUR ASPIRATIONS

## WE RECOGNISE YOUR PRIOR QUALIFICATIONS AND EXPERIENCE

Even if you've never been to university before, SGSM recognises the wealth of knowledge and skills gained through industry or business experience. This recognition of prior learning can offer you a fast track to the Executive Master level.

If you have a first degree but it's been a while since you last studied, we can understand your hesitation – even confident, successful professionals can feel daunted by returning to referencing and assignments. We help you ease back into the swing of things.

And don't worry if you haven't studied business before – we help you develop your expertise as you work through the course. You'll finish your Master program ready to take on the world.

## QUALITY TEACHING IN A FLEXIBLE PACKAGE

Our dedicated teaching staff have a passion for business, and use their solid industry experience to turn theoretical concepts into practical information grounded in the real world. Our small class sizes mean you won't be lost in the crowd, but will actually get to know and interact with your fellow students and lecturers.

We know that your life is busy, and you need to balance your career, personal life and other commitments with study. The SGSM MBAs have been designed with this in mind.

While most units are offered face-to-face at our Parramatta campus, others incorporate online learning in a flexible delivery model. With four quarters during the academic year, you will be able to choose which units you would like to take in each quarter.

The Executive MBA program is structured to allow you to still be effective at work while fitting in your study. With classes starting at a convenient time in the evening, you won't need to leave work early.

The library and other facilities are open in the evenings and on the weekend, and our great range of online tools and e-resources mean you can do a lot of your study from home while juggling family and work commitments.

Our client services team is dedicated to enhancing the student experience for you, and will help you manage your competing priorities by being available to lend a hand with any queries or issues you might have.



# Admission Requirements

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**Apply Direct Code** 2761

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**CRICOS Code** 079261D

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## **MASTER OF BUSINESS ADMINISTRATION**

Students will complete 160 credit points, however, students who have undergraduate degrees and some business experience may be eligible for recognition of prior learning. 80 credit points is the maximum credit allowable. Interested students need to discuss their particular situation with the SGSM.

### **Academic Entry Requirements**

Applicants must have successfully completed an undergraduate degree or higher in any discipline.

### **English Requirements (for International students)**

IELTS (Academic) 6.5 overall with a minimum 6 in each band (or equivalent).

### **Duration**

Two years

### **Intakes**

January, April, June, September

### **Campus**

Parramatta City campus

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**Apply Direct Code** 2762

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**CRICOS Code** 079922E

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## **EXECUTIVE MASTER OF BUSINESS ADMINISTRATION**

Students will complete 160 credit points, however, students who have undergraduate degrees and/or extensive business experience may be eligible for recognition of prior learning. 80 credit points is the maximum credit allowable. Interested students need to discuss their particular situation with the SGSM.

### **Academic Entry Requirements**

Applicants must have:

- successfully completed an undergraduate degree, or higher, in any discipline and have a minimum five (5) years full-time equivalent managerial/professional work experience **OR**
- successfully completed a Graduate Certificate in Business Administration or Graduate Certificate in Business or equivalent qualification and have a minimum five (5) years full-time equivalent managerial/professional work experience.

### **English Requirements (for International students)**

IELTS (Academic) 6.5 overall with a minimum 6 in each band (or equivalent).

### **Duration**

Two years

### **Intakes**

January, April, June, September

### **Campus**

Parramatta City campus

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**Apply Direct Code** 2782

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**CRICOS Code** 084780E

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## **MASTER OF BUSINESS ADMINISTRATION (MBA)/MASTER OF APPLIED FINANCE (MAF) COMBINED DEGREE**

Students will complete 200 credit points to achieve this unique double degree. Students who have an undergraduate degree and/or extensive business experience may be eligible for recognition of prior learning. 100 credit points is the maximum credit allowable. Interested students need to discuss their particular situation with SGSM.

### **Academic Entry Requirements**

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline.

### **English Requirements (for International students)**

IELTS (Academic) 6.5 overall with a minimum 6 in each band (or equivalent).

### **Duration**

2.5 years

### **Intakes**

January, April, June, September

### **Campus**

Parramatta City campus

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**Apply Direct Code** 2757

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**CRICOS Code** 044871M

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## **GRADUATE CERTIFICATE IN BUSINESS ADMINISTRATION**

Students will complete 40 credit points.

### **Academic Entry Requirements**

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum five years full-time equivalent managerial/professional work experience.

Or

Have a minimum of eight years full-time equivalent professional/managerial work experience.

Applicants seeking admission on the basis of work experience MUST support their application with a Statement of Service for all work experience listed on the application.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English.

International applicants must apply directly to Western Sydney University via the International Office.

### **Duration**

0.5 F/1P

### **Intakes**

January, April, June, September

### **Campus**

Parramatta City campus

## **HOW TO APPLY**

### **Local Students**

All Australian citizens, New Zealand citizens and permanent residents can apply through the Universities Admissions Centre (UAC). Apply online at [uac.edu.au](http://uac.edu.au) or direct to Western Sydney at [westernsydney.uac.edu.au/ws](http://westernsydney.uac.edu.au/ws). Direct applications do not have an application fee.

### **International Students**

International students apply direct to Western Sydney University at [westernsydney.edu.au/international/apply](http://westernsydney.edu.au/international/apply)

### **Further Information for International Students**

For more information about studying at Western Sydney University, including course information, English language requirements, intakes, tuition fees, assessment methods, accommodation options, financial obligations and living in Australia, please visit [westernsydney.edu.au/international](http://westernsydney.edu.au/international) or contact [internationalstudy@westernsydney.edu.au](mailto:internationalstudy@westernsydney.edu.au)

Western Sydney University reserves the right at all times to withdraw or vary courses listed within this publication.

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