

MBA

POSTGRADUATE COURSES IN BUSINESS ADMINISTRATION



2015

Melbourne | Cloud (online)



GEORGE JOSE

Master of Business Administration (Project Management)
and Master of International Business
Manager: Portfolio and Program Management
Advisory Services Ernst & Young Perth, Australia, page 3.

WELCOME TO THE DEAKIN MBA



Over thirty years ago Deakin University led the way by offering a high quality off-campus Master of Business Administration (MBA). Today we're globally recognized as a leader in providing a flexible, innovative and high quality program that meets the needs of mid-career professionals and local and global employers.

Over 30 years of experience means we understand your needs, the needs of your current and prospective employers, and the importance of matching one to the other. It also means we understand that circumstances change – we strive to fit your learning around your lifestyle.

We know that you need choice in how and what you study. The Deakin MBA, through on-campus, Cloud (online) and experiential delivery options, fits around your work, your family and your lifestyle. Our students live all over the world – and interact with us in multiple ways.

I'm delighted to introduce you to the range of learning approaches in the pages that follow. Some of our students come and meet us weekly in face-to-face lectures, many study exclusively online utilizing a range of learning technologies, some participate in study tours and residentials. Most structure their study with a combination of all of these.

Our study options are not just about 'knowledge' and 'skills' – but also about networking, career enhancement, and professional development. Our active alumni and industry partners work with us inside and outside the classroom to ensure your learning is grounded in the everyday reality of business, and the issues it faces.

Our approach continues to be highly regarded both nationally and internationally. The Deakin MBA is internationally recognised with EPAS accreditation by the European Foundation for Management Development (EFMD – one of only three accredited programs in Australia).

A 5-Star rating from the Graduate Management Association of Australia and an international QS 5-Star rating are testament to the standard and quality of our MBA.

Our teaching staff have advanced expertise in integrating theory into professional practice and in developing coursework that is current and relevant to today's workplace.

By choosing the Deakin MBA you will enjoy professional academic support services including writing workshops, mentoring programs and seminars.

The Deakin MBA will challenge you. It will capture your imagination and enthusiasm. It will be a lifelong benefit to your career and to your professional development.

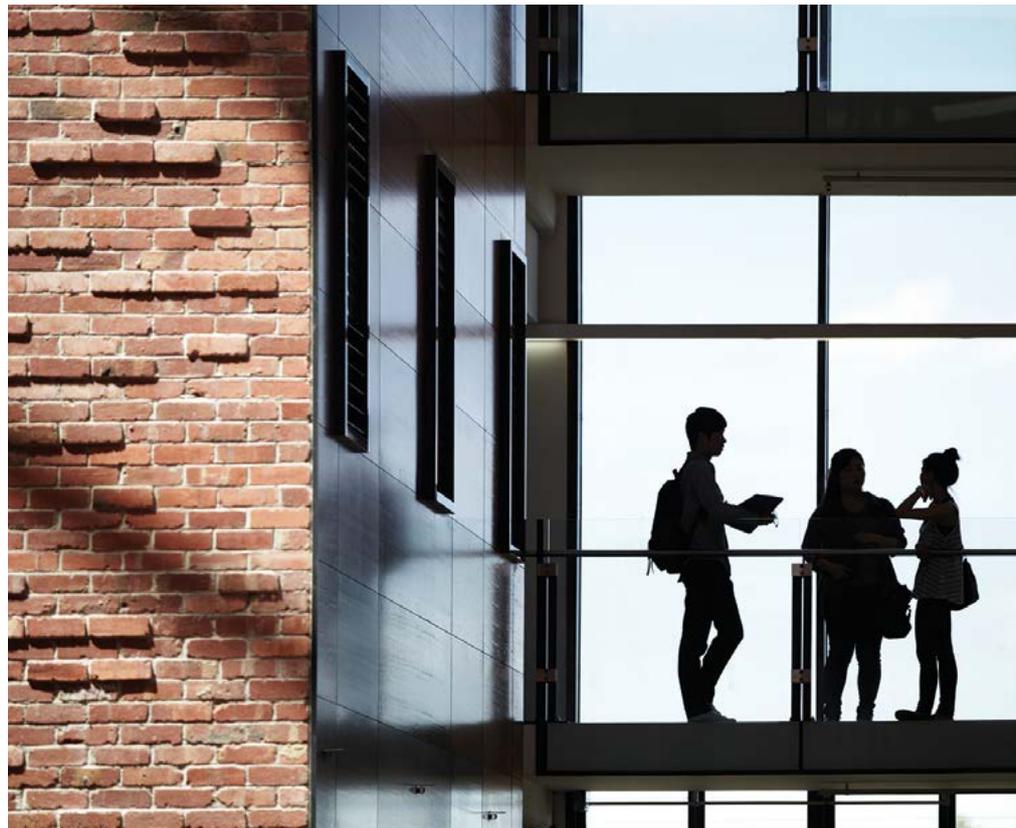
I look forward to welcoming you to Deakin University and a world of professional development.

Dr Colin Higgins
MBA Program Director



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WHY STUDY AN MBA?

WHY STUDY AN MBA?

It opens doors, enhances career opportunities, broadens options and boosts salaries. In fact, nothing does it all quite like an MBA.

One of the most popular and widely regarded postgraduate qualifications, an MBA significantly increases your business knowledge. It also equips you with the very latest ideas and trends in areas such as leadership, marketing and management. It empowers you to offer a current or prospective employer the most up-to-date skills and knowledge, ensuring you stand head and shoulders above the rest in any competitive job market.

Additional education and qualifications commonly leads to higher salaries. According to the *Australian Financial Review Boss* magazine (May 2008, volume 9, 'Reinventing Leadership'), professionals holding a completed MBA were likely to enjoy an annual 20 per cent pay increase for the following five years.

Whether you want to enhance your opportunities for promotion or have your sights set on an exciting career change, by completing an MBA you are sending employers an all-important message: that you are prepared to invest in your career. In turn, they will have more confidence in their decision to invest in you.

BENEFITS OF POSTGRADUATE STUDY

- **Prepare yourself for success** – postgraduate study can empower you to pursue new opportunities that were previously out of reach.
- **Invest in yourself** – postgraduate study is an investment, in your sense of achievement, your job satisfaction and your financial security.
- **Change the way you see the world** – postgraduate study may help you to get that promotion, enjoy a better work/life balance or pursue a new direction.
- **Don't just keep up, lead** – postgraduate study can help you to stay in touch with the rapidly changing technological world we live in today.
- **Stand out from the crowd** – a postgraduate degree can complement your earlier studies and expand your knowledge base, giving you the edge in the employment market.
- **Make connections that can open doors** – studying with people who share your interests and ambitions is a great way to build and strengthen your professional network.



GEORGE JOSE

MANAGER: PORTFOLIO AND PROGRAM MANAGEMENT
ADVISORY SERVICES
ERNST & YOUNG PERTH, AUSTRALIA
MBA (PROJECT MANAGEMENT) AND
MASTER OF INTERNATIONAL BUSINESS: 2011

After studying and living overseas George Jose had the world on offer when choosing where to do his MBA. But Deakin was the stand out first choice. 'I needed formal project management qualifications to back up my practical skills, and I was looking for an MBA that focused on project management,' he explains. 'I thought Deakin was one of the most progressive universities; it was definitely the place to be. I also noticed how many of the staff had PhDs and the research papers they had presented.'

George says the Deakin MBA and MIB provided a pathway to his employer, Ernst & Young (EY). 'Having undertaken the course during the height of the global financial crisis, the degree allowed me to reposition myself in the job market. This has given me more leverage and more options in a tough job market; I can apply the MBA across different areas,' he explains.

The course has had important professional and personal impacts George adds. 'It has improved my credibility, confidence and ability to influence others. The learning activities and networking opportunities enabled me to interact with people all over the world and, in turn, grow as a person. I learnt quite a lot from people of diverse cultural and educational backgrounds which is reflective of the modern workforce.'

George was pleased with Deakin's relaxed feel, the friendliness and encouragement of staff members and the communication between lecturers and students. He also found the online learning approach fit his busy life. 'The Deakin Student Online (DSO) interface was a very intuitive tool. When I was unsure about accessing information, I knew I could easily reach out to the Postgraduate Mentor group, my peers or talk to academic staff directly.' They were always there and available to assist.

George completed a real life business ss practicum unit that included working in a real organisation. 'Because of my mentor



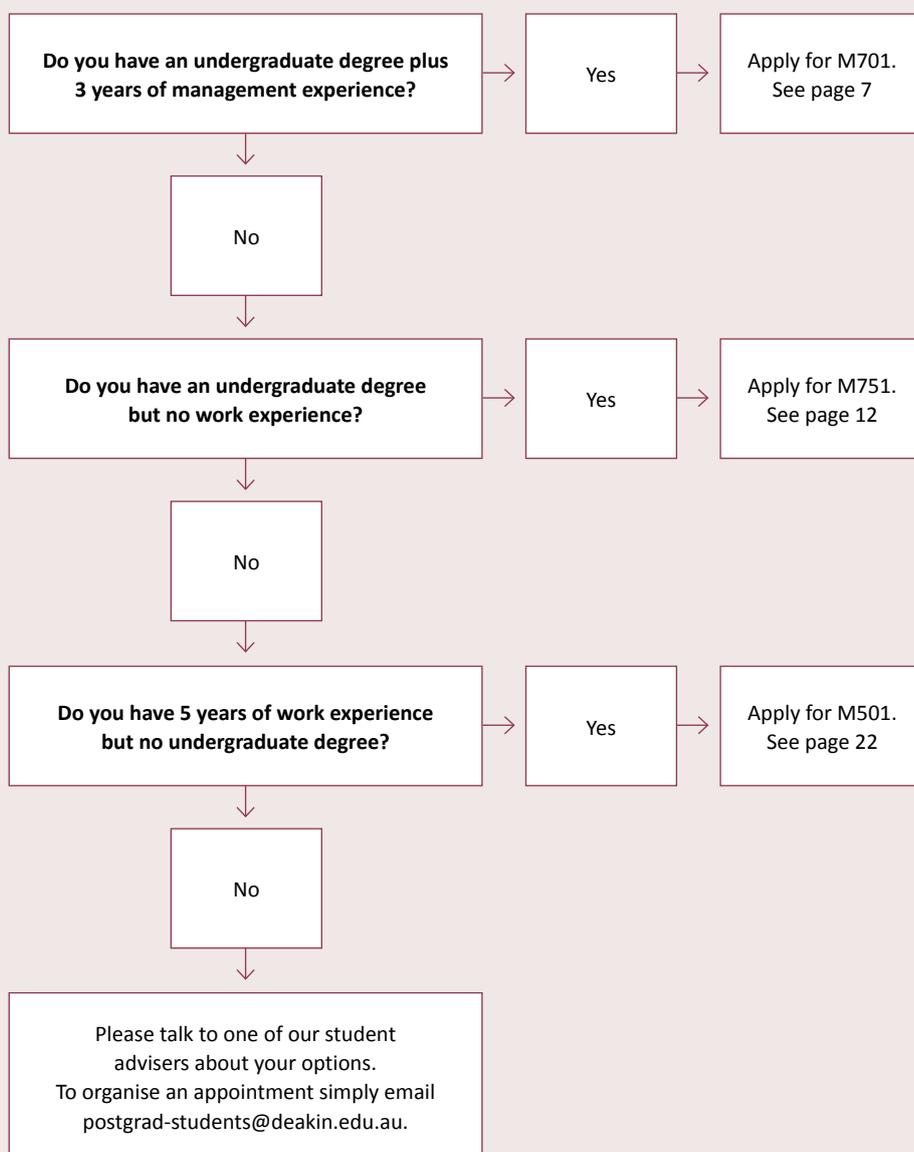
network, I was fortunate to forward this idea to my mentor who championed my project proposal,' he says. 'EY sponsored my research project which was later used as an internal white paper and subsequently awarded the best business practicum project for the term.'

Reflective of his desire to give back, in 2012 George was awarded the Deakin Young Alumni of the Year Award for outstanding service to Deakin. He has been president of Deakin Graduate School of Business (DGSB) and Deakin's Toastmasters Club, faculty guest speaker, representative on the Deakin University Council and a member of the Postgraduate Mentoring Program, the MBA and MIB course review panels and the MBA Advisory Board.

These experiences, plus the value of his Deakin mentor, leave George grateful for his opportunities. 'One should never underestimate the power of networking. There is more to benefit, both personally and professionally if you consciously invest in university life.'

MBA PATHWAYS

If you're interested in studying an MBA, we offer a number of pathways and programs to match your education background and work experience.



MBA AND OTHER BUSINESS MANAGEMENT COURSES

	Years full time and campus	Trimester intake options ²	Indicative 2014 annual fee FT ¹	Page
BUSINESS ADMINISTRATION				
Graduate Certificate of Business Administration M501	0.5 B X	T1 T2 T3 ³	\$11 510	22
Graduate Diploma of Business Administration M601	1 B X	T1 T2 T3	\$22 980	22
Master of Business Administration M701	1.5 B X	T1 T2 T3	\$22 970	7
Graduate Certificate of Business Administration (International) M531	0.5 B X	T1 T2 T3 ³	\$11 500	23
Graduate Diploma of Business Administration (International) M631	1 B X	T1 T2 T3	\$23 000	23
Master of Business Administration (International) M751	2 B X	T1 T2 T3	\$23 000	12
Doctor of Business Administration M901	3 B X	T1 T2 T3	\$23 000	25

Information correct at July 2014, Deakin University reserves the right to alter, amend or delete course offerings and other information listed.

- 1 Fees quoted are for Australian domestic students and should be used as a guide only. Fees are based on a typical enrolment in one year of full-time study. All fees quoted are for Fee Paying Places, unless indicated CSP (Commonwealth Supported Place). Actual tuition fee charged may depend on the units studied and are subject to change. Master's program students please note: where the length of the master's program is 12 units or 1.5 years of full time study equivalent, the indicative fee may not be a full fee for the course. For further fee information, including information about the FEE-HELP loan program, please visit deakin.edu.au/fees.
- 2 Most courses start in Trimester 1. This column indicates whether you have the option of commencing your studies in Trimester 2 or Trimester 3. Not all units are offered in every trimester.
- 3 Availability of units may be limited in Trimester 3.

3	Course duration in years	T1	Trimester 1
FT	Full time	T2	Trimester 2
PT	Part time	T3	Trimester 3
B	Melbourne Burwood Campus		
X	Cloud (online)		

MBA COURSE STRUCTURE

BUSINESS ADMINISTRATION

Deakin's distinctive Master of Business Administration (MBA) is one of Australia's premier business education programs.

For more than 30 years, the Deakin MBA has been offering relevant skills, contemporary knowledge and real experience, while developing the business leaders of tomorrow. Recently the Deakin MBA was internationally recognised with EPAS accreditation by the European Foundation for Management Development (EFMD). The Deakin MBA is one of only three EPAS accredited programs in Australia.

Our MBA currently has a 5-Star rating for standard and value, from the Graduate Management Association of Australia.

More recently the Deakin MBA achieved a 5-Star QS rating in Facilities, Internationalisation and Diversity, Teaching and Student Quality, Engagement, and Specialist Strength for its MBA. More information on our MBA accreditation can be found on page 6.

The Deakin MBA aims to provide managers with opportunities to develop their knowledge, skills and understanding; and to assist them in becoming business leaders who are able to make positive contributions within their organisations and the broader community.

The mix of core and capstone units facilitates understanding of the vital cross-functional and cross-disciplinary aspects of successful organisational management within a contemporary business environment. The core units address themes of globalisation, sustainability, and social responsibility.

The program content is informed by research, scholarship and industry engagement. Deakin's MBA offers practical learning with real experience.

REAL LEARNING EXPERIENCES

The Deakin MBA program is renowned for its experiential learning opportunities.

Innovative teaching techniques include our intensive residential units where you can fast track your course with group networking opportunities and visits with industry experts. You can also choose to enrich and diversify your program with study tours offered in Australia, China, India, the United States and Europe.

The Deakin MBA may be undertaken in any combination of full-time or part-time study and in any combination of off-campus, on-campus, residential and overseas study modes. Whatever you choose the Deakin MBA is designed to be a stimulating and satisfying study experience.

Our MBA is accessible to people anywhere in the world, who have access to the internet to be able to interact with staff and fellow students.



MASTER OF BUSINESS ADMINISTRATION

1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M701	<ul style="list-style-type: none"> Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years of full-time (or equivalent part time) managerial or professional work experience, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus at least five years professional or managerial work experience. Alternative admission is available on completion of the Graduate Diploma of Business Administration (see page 22) or Graduate Certificate of Business Administration (see page 22). Applicants are required to submit with their application a current resume, current contact details of two referees and a one page brief outlining why they believe their work experience would be valued by their MBA peers.
CRICOS CODE 035037J	

The Deakin MBA is one of the most highly regarded MBA programs on offer. It integrates a case-based teaching approach with the reality of business and professional practice.

COURSE STRUCTURE

The MBA requires completion of 12 credit points comprising 8 credit points of core units and 4 credit points of elective units and may include one specialisation. The four elective units may be selected in one specialisation as listed, or students may choose any 4 credit points from the range of specialisations. Students must complete at least four credit points of units from the core at Deakin.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
 MPE781/MPT781 Economics for Managers#
 MPF753/MPT753 Finance#
 MPK732/MPT732 Marketing Management#
 MPM701 Business Process Management
 MPM706/MPR706 Strategic Management*
 MPM721/MPR721 Organisational Behaviour*
 MPM790 MBA Capstone

Elective units

The remaining 4 credit points may be selected in one specialisation as listed or you may choose any units from the range of specialisations including the general elective unit listed below.

General elective unit

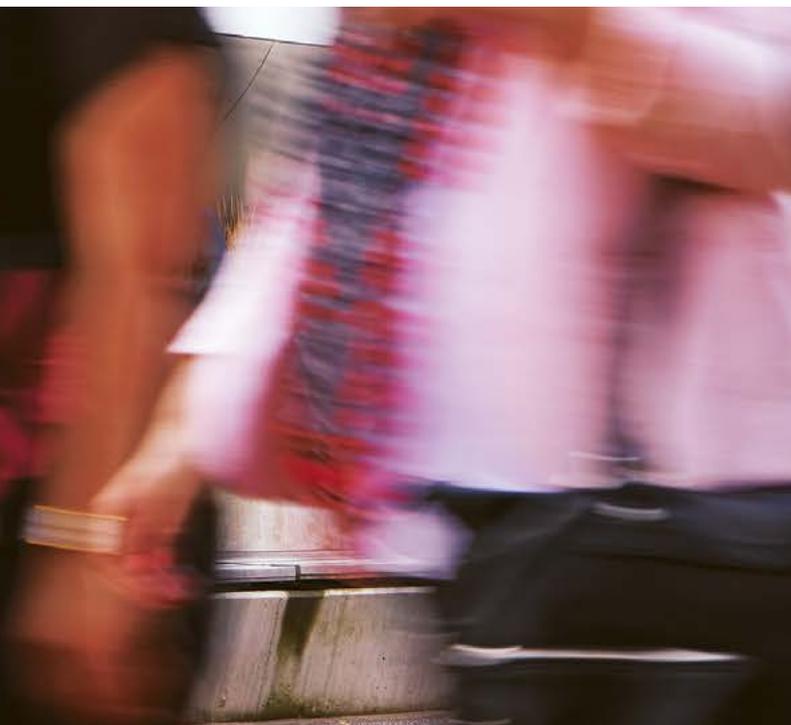
MPR709 Dispute Management#

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

SPECIALISATIONS

- Accounting
- Arts and entertainment management
- Business analytics
- Business consulting
- Corporate governance
- eBusiness and supply chain management
- Environmental sustainability
- Finance
- Financial planning
- Health and human services management
- Human resource management
- Innovation
- Insurance and risk management
- International and community development
- International trade and business
- Leadership
- Marketing
- Project management
- Property and real estate
- Public management
- Research project
- Retail management
- Strategy and planning



For more information, including unit descriptions, please visit deakin.edu.au/courses.

MBA SPECIALISATIONS

SPECIALISATIONS

Not all specialisations are available in all modes or trimesters of study.

ACCOUNTING

A capability in accounting is regarded as a core skill of MBA graduates. The accounting specialisation takes you beyond the general introduction of the MBA core units, enabling you to develop specialist expertise in this key area.

MPA701 Accounting
MPA751/MPR751 Financial Reporting and Analysis*

Plus 2 credit points of units from:

MAA703 Accounting for Management
MAA716 Financial Accounting
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

ARTS AND ENTERTAINMENT MANAGEMENT

Arts and entertainment is a significant business arena which is rarely supported by business management programs. Deakin's distinctive expertise in this area offers you the opportunity to obtain a unique capability.

Select 4 credit points of units from:

MMK792 Arts Marketing
MMM790 Arts Management
MMM793 Managing Cultural Projects and Events
MMM796 Managing Arts in Community Settings
MMM799 Arts Fundraising and Sponsorship
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

BUSINESS ANALYTICS

Business analytics is an integrated discipline that brings together the skills, knowledge and technological tools of information management, statistics, data mining and management science. The discipline focuses on unlocking insights contained in data to improve operational efficiency, financial performance and strategic management.

MIS771 Descriptive Analytics and Visualisation
MIS772 Predictive Analytics

Plus 2 credit points of units from:

MIS761 Enterprise Information Management
MIS775 Decision Modelling for Business Analytics
MIS779 Decision Analytics in Practice
MIS781 Business Intelligence

BUSINESS CONSULTING

This specialisation provides an opportunity to develop the sophisticated skills and knowledge needed to work in the growing business services sector. You will build highly valued professional skills and acquire academically-grounded knowledge relevant to professional practice which will directly enhance your employability.

MPM715 Management and Organisational Consulting

Plus 3 credit points of units from:

MIS798 Project Management
MLM706 Corporate Governance
MMH707 Managing Transitions and Change

or

MPR707 Change Management*
MPA711 Corporate Governance and Ethics
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPK701 Research Design and Analysis
MPK711 Strategic Customer Service
MPM701 Business Process Management
MPM712 Managing Innovation
MPR705 Entrepreneurship*

CORPORATE GOVERNANCE

Corporate governance is now, more than ever, a key element of business practice. The principles and practices of good corporate governance have been brought to the forefront of the business and social agenda in Australia following highly publicised cases of corporate failure in recent years.

MLM706 Corporate Governance
MPA711 Corporate Governance and Ethics
MPA751/MPR751 Financial Reporting and Analysis*

Plus one unit from:

AIP777 Accountability and Corporate Social Responsibility
MAA754 Enterprise Risk Management
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPM722/MPR722 Human Resource Management*

eBUSINESS AND SUPPLY CHAIN MANAGEMENT

This specialisation covers the use of eBusiness technologies and strategies across an organisation's operation. In particular you will develop practical skills in formulating, implementing and evaluating eBusiness strategies, as well as conducting critical analysis of eBusiness models and an understanding of how organisations derive business value from eBusiness. Concepts and principles of SCM, the essential eBusiness technologies used to support supply chain operations and the strategies used to put in place best practice global supply chain networks are also covered.

MIS712 eBusiness Strategies
MIS713 Supply Chain Management and Logistics
MIS731 Information Security and Governance
MIS781 Business Intelligence

For more information, including unit descriptions,
please visit deakin.edu.au/courses.

ENVIRONMENTAL SUSTAINABILITY

Environmental sustainability is increasingly a core element of the regulatory framework of business and accountability more broadly. It is increasingly one of the imperatives of business strategy and business practice (and of business opportunity), requiring an appreciation of the science, policy frameworks, and business analysis that underpin environmental considerations and management.

MPM704 Managing for Environmental Sustainability
SLE721 Policy and Planning for Sustainable Development

Plus 2 credit points of units from:

AIP740 Public Policy Analysis
AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP777 Accountability and Corporate Social Responsibility
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
SLE720 Risk Assessment and Control
SLE725 Environmental Management Systems

or an alternative unit upon prior written approval of the Course Team Chair.

FINANCE

The finance specialisation provides a broad understanding of the structure and operations of the financial markets – the banking system, short-term and long-term money markets and the stock exchange. In addition, it introduces you to the financial instruments used in these markets – bills of exchange, Euro Bonds, interest rate swaps, options and futures contracts – together with the theory and techniques underlying trading and investment activity.

Select 4 credit points of units from:

MAA754 Enterprise Risk Management
MAF702 Financial Markets
MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF707 Investments and Portfolio Management
MAF767 Treasury Dealing
MPF753/MPT753 Finance#
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

FINANCIAL PLANNING

Financial planning covers aspects of business finance, taxation, superannuation, estate planning, risk management and investment analysis.

Select 4 credit points of units from:

MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF765 Financial Planning and Analysis
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

Students should consult with the Financial Planning Association or their website for professional recognition or regulation guide RG146. Students seeking professional recognition may be required to undertake an additional unit.

HEALTH AND HUMAN SERVICES MANAGEMENT

For students currently working in the health and human services field, this specialisation will extend your understanding of managing business within this specialised area.

Select 4 credit points of units from:

HSH701 Principles and Practice of Public Health
HSH702 Contemporary Health Issues and Policies
HSH703 Health Promotion
HSH739 International Perspectives on Health Policy and Planning
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

HUMAN RESOURCE MANAGEMENT

A large number of organisations are opting for fewer staff, fewer management layers and more flexible working practices. Their business strategies are, to a large extent, HR management strategies – and they have given HR management a considerable degree of recognition and influence as a key element of business management.

MMH706 Advanced Human Resource Management
MPM722/MPR722 Human Resource Management*

Plus 2 credit points of units from:

MMH707 Managing Transitions and Change
or
MPR707 Change Management*
MMH709 Employment Relations for Organisational Effectiveness
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

INNOVATION

The innovation specialisation provides students in any field of work with the necessary skills to examine your profession or occupation and to improve it from both a management and process perspective.

MPM712 Managing Innovation

Plus 3 credit points of units from:

MIS798 Project Management
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPK711 Strategic Customer Service
MPM701 Business Process Management
MPM715 Management and Organisational Consulting
MPR705 Entrepreneurship*
MPR707 Change Management*
SEB711 Developing Innovation
SEB712 Managing Innovation
SLE720 Risk Assessment and Control

INSURANCE AND RISK MANAGEMENT

The insurance and risk management specialisation reflects the integration of the insurance industry within the broader business of financial services. You will learn to evaluate risk across a variety of business contexts, with particular reference to the principles of underwriting and reinsurance. It offers a distinctive pathway to the financial services industry in all its dimensions – whether in retail financial services or at the highest end of risk and financial management in insurance, reinsurance, financial management and investment banking.

MPS701 Principles of Risk and Insurance

Plus 3 credit points of units from:

MAA754 Enterprise Risk Management
MPS703 Reinsurance
MPS707 Life Risk
MPS708 General Insurance

MBA SPECIALISATIONS

INTERNATIONAL AND COMMUNITY DEVELOPMENT

This specialisation is designed to provide you with skills and knowledge in the specialist field of development together with business management expertise. Australia's official development assistance (aid) budget is increasing, along with funds raised annually through public donations to non-government organisations. The distribution of aid is managed by both private firms and NGOs. Many senior staff are recruited from outside the development sector, but to be effective they must have both business acumen and development sector knowledge.

Select 4 credit points of units from:

ADS714 Gender and Development
ADS733 The Economic Development Record
ADS734 Approaches to Political Development
ADS704 Community Development Theory and Practice A
ADS705 Community Development Theory and Practice B
ADS715 Cross Cultural Communication and Practice

INTERNATIONAL TRADE AND BUSINESS

Business is now inevitably international. This specialisation provides the opportunity to develop knowledge in this strategically important area and a capability in the analysis and implementation of international trading strategies for business.

Select 4 credit points of units from:

MAA716 Financial Accounting
MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPK736/MPT736 International Marketing#
MPM735/MPT735 International Business Management#

LEADERSHIP

Leadership offers an opportunity to explore how to maximise your impact as a high-functioning manager in organisational settings. You will gain a thorough grounding in leadership theory and explore cutting-edge business communication. Experiential learning is the focus. You can push yourself to the limit on a sailing voyage, explore perceptions through filmmaking or learn media skills.

MPR771 Principles of Leadership

Plus 3 credit points of units from:

MPM738/MPT738 Audacious Leadership#
MPM773 Contemporary Issues in Leadership
MPR703 Management Communication*
MPR772 Social Construction of Leadership*
MPR707 Change Management*
MPT774 The Leadership Retreat#

MARKETING

Marketing draws together all the elements of an enterprise to define its strategic position and achieve a competitive advantage in the market. It is an ideal specialisation for MBA graduates seeking profile, influence and recognition.

Select 4 credit points of units from:

MMK733 Strategic Marketing
MMK737 Online Marketing
MMK751 Services Marketing
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPK701 Research Design and Analysis
MPK712 Advertising and Consumer Behaviour
MPK736/MPT736 International Marketing#
MPK711 Strategic Customer Service
MPK732/MPT732 Marketing Management#

PROJECT MANAGEMENT

This specialisation will extend students' understanding of managing business projects within time and cost constraints. It allows you to choose either a theoretical viewpoint or a more practical one that incorporates a 2-unit industry-based project to meet your individual needs.

MIS701 Business Requirements Analysis
MIS798 Project Management

Plus 2 credit points of units from:

MIS771 Descriptive Analytics and Visualisation
MIS782 Business Value of Information
MPR707 Change Management*
or
MMH707 Managing Transitions and Change

PROPERTY AND REAL ESTATE

This specialisation examines an asset class which is fundamental in business today from a local, national and international perspective. The focus is on essential property skills including an understanding of property market fundamentals, property investment, valuation, property management and property development. There is strong demand in both private and government sectors for graduates with property skills and an understanding of how property and real estate performs as a core asset of a diversified portfolio.

MMP713 Property and Real Estate Context

Plus 3 credit points of units from:

MMP712 Rating and Statutory Valuation
MMP722 Sustainable Construction Studies
MMP742 Investment Valuation
MMP721 Property and Real Estate Law and Practice
MMP731 Management of Real Estate
MMP732 Property Development
MMP741 Property and Real Estate Valuation

PUBLIC MANAGEMENT

The public management specialisation recognises the increasing importance of the public sector as an area of opportunity for MBA graduates, particularly given the transformation of public sector management practices through 'corporatisation' and accrual accounting.

Select 4 credit points of units from:

AIP740 Public Policy Analysis
AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP781 Political Communication
AIP784 Executive Government
MPA711 Corporate Governance and Ethics
MPI702 Applied Business Project

RESEARCH PROJECT

The research project specialisation enables students to focus on a chosen discipline and develop their research capabilities within a business focus.

Select 4 credit points of units from:

MPI701 Business Practicum (2 credit points)
MPK701 Research Design and Analysis
MPP701 Research Project 1a
MPP703 Research Project 2 (2 credit points)

RETAIL MANAGEMENT

The retailing specialisation prepares students for professional positions in industry and allied fields such as marketing research, property management, architecture and design, global product development/sourcing, advertising and promotion, market development, supply chain and logistics. This specialisation is of interest to suppliers, accountants and financiers, and other professionals who work with retail businesses. The specialisation takes a holistic view of the industry from supply chain to retailer to customer.

MPK732/MPT732 Marketing Management#
MPM705 Retailing
MPM716 Merchandise Management

Plus one unit from:

MIS713 Supply Chain Management and Logistics
MLM790 Marketing Law
MMK737 Online Marketing
MPK711 Strategic Customer Service
MPM712 Managing Innovation
MPK712 Advertising and Consumer Behaviour
MPM701 Business Process Management
MPM715 Management and Organisational Consulting
MPM721/MPR721 Organisational Behaviour
MPM722/MPR722 Human Resource Management*
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

STRATEGY AND PLANNING

The strategy and planning specialisation develops high order capabilities in business leadership upon which organisational success depends.

MPR706/MPM706 Strategic Management*

Plus 3 credit points of units from:

MMH706 Advanced Human Resource Management
MMM792 Operations Management
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPR705 Entrepreneurship*
MMH707 Managing Transitions and Change
or
MPR707 Change Management*

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

~ Subject to approval from Head of School, School of Law.

^ The cost for this experiential unit is in addition to the tuition fees.

CREDIT TRANSFER AND RECOGNITION

Credit transfer and recognition into the Master of Business Administration may be granted to students who have successfully completed appropriate postgraduate studies in management. Students must complete at least 4 credit points of units from the core at Deakin. There are negotiated credit transfer and recognition arrangements in place for CPA members.

For more information, including unit descriptions, please visit deakin.edu.au/courses.

MBA (INTERNATIONAL)

3	Course duration in years
FT	Full time
PT	Part time
B	Melbourne Burwood Campus
X	Cloud (online)

MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL) 2 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M751	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent or approved equivalent, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree – normally requires WAM of 65 per cent or approved equivalent, or a graduate certificate in a cognate area – normally requires WAM of 65 per cent or approved equivalent plus at least five years relevant work experience.
CRICOS CODE 056889B	

Deakin's Master of Business Administration (International) has been designed to give high-performing students an opportunity to gain industry experience as part of a world-class MBA.

The MBA (International) is available to applicants who may not have had experience as a business manager. It includes an optional business practicum project unit, which is completed in an operating business environment to equip you with valuable practical managerial expertise.

High-achieving students are able to move directly from their undergraduate degree to postgraduate MBA studies, saving time and money.

The course also features a research project option, which can allow you to conduct research into specific organisational issues and may allow you to articulate into a research degree. Emphasis will be placed on issues associated with international business management.

Our MBA (International) currently has a 4-Star rating for standard and value, from the Graduate Management Association of Australia.



COURSE STRUCTURE

You must complete 16 credit points of study, comprising 12 credit points of core units plus 4 credit points of elective units. The 4 credit points of elective units may form one of the specialisations listed below, or you may choose these units from the range of specialisations including the general elective units. Within these four elective units, you may choose to undertake a business practicum unit or research project. Students must complete at least 4 credit points of units from the core at Deakin.

Core units

MPA702 Financial Interpretation
 MPE707 International Banking and Finance
 MPE781/MPT781 Economics for Managers[#]
 MPK732/MPT732 Marketing Management[#]
 MPM701 Business Process Management
 MPM703 Business Strategy and Analysis
 MPM735/MPT735 International Business Management[#]
 MPM731 Business Communication
 MPM732 Critical Thinking for Managers
 MMH733 Ethics for Managers
 MIS770 Analytical Skills for Managers
 MPM790 MBA Capstone

Elective units

The 4 credit points of elective units may form one of the specialisations listed below, or you may choose these units from the range of specialisations or the general elective unit listed below:

MLM782 Indian Law
 MPM704 Managing for Environmental Sustainability
 MPM738/MPT738 Audacious Leadership[#]
 MPM792 Operations Management

or any other units with prior written approval of the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

^ The cost for this experiential unit is in addition to the tuition fees.

SPECIALISATIONS

- Business consulting
- eBusiness and supply chain management
- Finance
- Human resource management
- Insurance and risk management
- International business
- Marketing
- Project management
- Research
- Retail management
- Social media and mobile strategies

MBA (INTERNATIONAL) SPECIALISATIONS

SPECIALISATIONS

Not all specialisations are available in all modes of study and in all trimesters.

BUSINESS CONSULTING

The business consulting specialisation provides an opportunity to develop the sophisticated skills and knowledge needed to work in the growing business services sector – as an external/internal consultant; professional working within a business services firm, or as a self-employed professional providing business services. This specialisation will help students build highly valued professional skills and acquire academically-grounded knowledge relevant to professional practice which will directly enhance employability.

MPM715 Management and Organisational Consulting

Plus 3 credit points of units from:

MIS798 Project Management

MLM706 Corporate Governance

MMH707 Managing Transitions and Change

or

MPR707 Change Management*

MPA711 Corporate Governance and Ethics

MPI701 Business Practicum

MPI702 Applied Business Project

MPK701 Research Design and Analysis

MPK711 Strategic Customer Service

MPM701 Business Process Management

MPM712 Managing Innovation

MPR705 Entrepreneurship*

eBUSINESS AND SUPPLY CHAIN MANAGEMENT

This specialisation covers the use of eBusiness technologies and strategies across an organisation's operation. In particular you will develop practical skills in formulating, implementing and evaluating eBusiness strategies, as well as conducting critical analysis of eBusiness models and an understanding of how organisations derive business value from eBusiness. Concepts and principles of SCM, the essential eBusiness technologies used to support supply chain operations and the strategies used to put in place best practice global supply chain networks are also covered.

MIS712 eBusiness Strategies

MIS713 Supply Chain Management and Logistics

MIS731 Information Security and Governance

MIS781 Business Intelligence

FINANCE

The finance specialisation provides a broad understanding of the structure and operations of the financial markets – the banking system, short-term and long-term money markets and the stock exchange. In addition, it introduces students to the financial instruments used in these markets – such as bills of exchange, Euro Bonds, interest rate swaps, options and futures contracts – together with the theory and techniques underlying trading and investment activity.

MPE711 Global Trade and Markets

Plus 4 credit points of units from:

MAF702 Financial Markets

MAF703 Applied Corporate Finance

MAF707 Investments and Portfolio Management

MPF753/MPT753 Finance*

MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

HUMAN RESOURCE MANAGEMENT

A large number of organisations are opting for fewer staff, fewer management layers and more flexible work practices. Their business strategies are, to a large extent, human resource management strategies, and they have given human resource management a considerable degree of recognition and influence as a key element of business management.

Select 2 credit points of units from:

MMH706 Advanced Human Resource Management

MPM722/MPR722 Human Resource Management*

Plus 3 credit points of units from:

MMH707 Managing Transitions and Change

MMH709 Employment Relations for Organisational Effectiveness

MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

MPM721/MPR721 Organisational Behaviour*

MPR707 Change Management*

INSURANCE AND RISK MANAGEMENT

The insurance and risk management specialisation in the Deakin MBA reflects the integration of the insurance industry within the broader business of financial services. It also equips students to evaluate risk across a variety of business contexts, with particular reference to the principles of underwriting and reinsurance. It offers a distinctive pathway to the financial services industry in all its dimensions – whether in retail financial services or at the highest end of risk and financial management in insurance, reinsurance, financial management and investment banking.

For more information, including unit descriptions, please visit deakin.edu.au/courses.

MBA (INTERNATIONAL) SPECIALISATIONS

INSURANCE AND RISK MANAGEMENT continued

MPS701 Principles of Risk and Insurance

Plus 3 credit points of units from:

MAA754 Enterprise Risk Management

MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

MPS703 Reinsurance

MPS707 Life Risk

MPS708 General Insurance

INTERNATIONAL BUSINESS

The international business specialisation develops students' skills and knowledge in this strategically important area. The specialisation includes the development of a capability to analyse and implement international trading strategies for business.

MPE711 Global Trade and Markets

Plus 4 credit points of units from:

AIR747 Contemporary International Politics

ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures

MAA716 Financial Accounting

MPA711 Corporate Governance and Ethics

MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

MPM722/MPR722 Human Resource Management*

MARKETING

Marketing draws together all the elements of an enterprise to define its strategic position and achieve a competitive advantage in the market. It is an ideal specialisation for MBA graduates seeking profile, influence and recognition.

MPK701 Research Design and Analysis

Plus 4 credit points of units from:

MMK733 Strategic Marketing

MMK737 Online Marketing

MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

MPK711 Strategic Customer Service

MPK712 Advertising and Consumer Behaviour

MPK736/MPT736 International Marketing#

PROJECT MANAGEMENT

This specialisation will extend students' understanding of managing business projects within time and cost constraints. It allows you to choose either a theoretical viewpoint or a more practical one that incorporates a 2-unit industry-based project to meet your individual needs.

MIS701 Business Requirements Analysis

MIS798 Project Management

Plus 2 credit points of units from:

MIS771 Exploratory Data Analysis and Visualisation

MIS782 Business Value of Information

MPI700 Postgraduate Internship

or

MPI702 Applied Business Project

RESEARCH

The research specialisation enables students to gain research skills within the business context. It facilitates the pathway for high performing graduates to gain entry into a Higher Degree by Research.

MPK701 Research Design and Analysis

MPP704 Research Project 4 (4 credit points)

RETAIL MANAGEMENT

The retailing specialisation prepares students for professional positions in industry and allied fields such as marketing research, property management, architecture and design, global product development/sourcing, advertising and promotion, market development, supply chain and logistics. This specialisation is of interest to suppliers, accountants and financiers, and other professionals who work with retail businesses. The specialisation takes a holistic view of the industry from supply chain to retailer to customer.

MPK732/MPT732 Marketing Management#

MPM705 Retailing

MPM716 Merchandise Management

Plus 1 credit point from:

MIS713 Supply Chain Management and Logistics

MLM790 Marketing Law

MMK737 Online Marketing

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPK711 Strategic Customer Service

MPK712 Advertising and Consumer Behaviour

MPM701 Business Process Management

MPM712 Managing Innovation

MPM715 Management and Organisational Consulting

MPM721/MPR721 Organisational Behaviour*

MPM722/MPR722 Human Resource Management*

SOCIAL MEDIA AND MOBILE STRATEGIES

The specialisation provides you with an appreciation of the challenges and opportunities associated with the use of social media channels and platforms as well as mobile technology. You will develop skills in formulating, implementing and evaluating eBusiness strategies and for the management of mobile technologies and social media. You will also develop an understanding of best practices, learn about potential pitfalls for organisations that venture into the social media space, to explore how the relationship between organisations and customers has changed and what role mobile technology as well as social media plays in connecting customers with organisations.

MIS712 eBusiness Strategies

MIS721 Social Media and Mobile Strategies

MIS771 Descriptive Analytics and Visualisation

MMK737 Online Marketing

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

CREDIT TRANSFER AND RECOGNITION

Credit transfer and recognition into the Master of Business Administration (International) may be granted to students who have successfully completed appropriate postgraduate studies in management. Students must complete at least four credit points of units from the core at Deakin. There are negotiated credit arrangements for prior learning arrangements in place for CPA members.

EXPERIENTIAL LEARNING

STUDY TOURS

CHINA STUDY PROGRAM

Immerse yourself for two and a half weeks in China, gain an international study experience and earn credit towards your Deakin degree.

As part of its Trimester 3 studies program, students may have the opportunity to complete two postgraduate units in China to develop a deep understanding of doing business with Chinese companies and managing operations in the Chinese environment. You will visit Shanghai, Beijing, Hainan Island and Hong Kong, with formal classes at East China University of Political Science and Law, (ECUPL) at Zhongshan Park, Shanghai.

The following units are expected to be offered in the China Study Program:

- MPT735/MPT935 International Business Management
- MPT753/953 Finance

INTERNATIONAL STUDY PROGRAM

The International Study Program (ISP) blends traditional study with experiential learning in this exciting trimester 3 program that spans Australia, Thailand and Europe. The ISP runs as a truncated summer semester of study at Melbourne Burwood Campus and online during November and December, followed by three weeks of international travel in January and February.

The program begins with a visit to the Chulalongkorn University in Bangkok where you meet with other finance students to learn more about trade and finance relationships in Asia. You will then continue onto Europe to visit key financial organisations such as the European Central Bank, the World Trade Organisation and United Nations as well as corporations in Germany, France and London. Through this program you will visit and analyse both European and Asian financial systems at this historic point in time.

To participate in this exciting study program, you must be enrolled in one of the following units:

- MET303 International Trade
- MFT306 International Finance and Investment
- MFT760 International Finance

USA STUDY PROGRAM

Through the USA Study Program you will develop a deep understanding of doing business with international companies and study marketing operations in the US environment.

The USA is the hub of marketing – a mecca of global commercialisation. You will visit premier marketing enterprises which are reflective of leading international brands and get involved in ‘boardroom’ discussions with senior staff of these internationally renowned corporations. Also included in the program are visits to leading universities to learn about cutting edge developments in the theory and practice of marketing and business research.

The USA study program provides a unique opportunity to visit some of the world’s best known corporations in Los Angeles, San Francisco, Chicago and New York. The program includes a series of lectures delivered by academic staff from leading business schools, including Columbia University, University of California Los Angeles (UCLA) and Loyola University in Chicago.

This is a fantastic opportunity for you to immerse yourself in business and marketing for eleven days in the USA whilst undertaking one or two units of study.

The following units are offered in the USA Study Program:

- MPT732/MPT932 Marketing Management
- MPT736/MPT936 International Marketing



MORE INFORMATION

Students should check with the Faculty of Business and Law for current study tour programs.

deakin.edu.au/buslaw/students/study-abroad/index.php

EXPERIENTIAL LEARNING

AUDACIOUS LEADERSHIP

October–November

Audacious Leadership is an adventure-based unit in leadership. It uses principles of experiential learning to illuminate theories and models, and aims to provide a practical understanding of audacity. An audacious leader is likely to be adventurous, fearless, intrepid, bold, daring. We expect to see chutzpah and nerve on display. Such qualities can achieve great things and confer charisma on the leader. At its best, audacity is paired with self-awareness, humility, good judgment and a deep understanding of how people respond to the tasks of leading and being led.

The Audacious Leadership unit will challenge your habits of perception and reaction, allowing you to gain insight into your own leadership, its strengths to be built on, and its weaknesses to be made sound.

The brigantine *Windeward Bound* provides a working metaphor for an organisational system. It is driven by rope, canvas and human effort to harness the power of the wind and, ultimately, the sun. Its effective management demands answers to leadership questions such as: 'What is the sum total of human energy available in the system? What proportion of this energy is currently being used? What kinds of energy (physical, intellectual, psychic, moral, artistic, technical, social) are represented? What might be done to release this energy for accomplishing greater goals for the system and the individuals in it?'

Permanent members of the ship's company will ensure the safety of the ship and train you in seamanship during the voyage. This will include sail handling, steering, coastal navigation and general work aloft and about the decks. As the voyage progresses, you will take increasing responsibility for leadership and for handling the ship. At the conclusion of the voyage you will be a competent hand.

Students also have the option of organising their own group adventure in consultation with the unit chair.

For more information on this unique unit and future sailings please visit deakin.edu.au/buslaw/gsb/audacious.



'It has been said "To be a great leader, first you must know yourself". I knew that spending a week at sea would certainly be outside my comfort zone, as I get magnificently seasick! The Audacious Leadership voyage was not only a journey at sea, but a journey into the self, I am still reaping the rewards of personal discovery. This is something I never would have done outside of Deakin's MBA program and it was an incredible experience worth every cent!'

Eleanor Parsons-Shoonderbeek

INTERSHIPS AND PRACTICUM

POSTGRADUATE INTERNSHIP

Transition to a career future

The Postgraduate Internship (MPI700) is a 1 credit point unit that enables motivated MBA (International) students the opportunity to gain valuable workplace experience to enhance their resume, develop their employment prospects and explore new career directions within a wide range of organisations.

Offered in all three trimesters, the unit provides the opportunity for you to seek an industry placement of your choosing and develop your professional experience and capabilities in an organisational context. The unit also provides an invaluable link between your academic learning and your transition into a new post-qualification career, at the same time creating real benefits for both yourself and your host organisation.

While participating in the Postgraduate Internship, you will spend a minimum of one day per week (96 hours in total) throughout the trimester, working with the Unit Chair to provide guidance and to help you link your practical work with the academic requirements of the unit. Internships can be project-based, or involve more general workplace exposure.

More information

deakin.edu.au/buslaw/gsb/course/internship

BUSINESS PRACTICUM

Business Practicum (MPI701) is a 2 credit point unit that enables high-performing, capable and motivated MBA students to undertake a substantial workplace-based project within a wide range of organisations: businesses, government departments, professional associations or charitable organisations.

The unit provides you with the context in which to apply the professional and academic skills developed over the course of your MBA studies and showcase your research, analysis, consultancy and presentation skills, creating real benefits for both yourself and your host organisation.

Business Practicum is available in all three trimesters and may be completed overseas or within Australia.

More information

deakin.edu.au/buslaw/gsb/course/practicum

WORKSHOP FOR INNOVATION AND ENTREPRENEURSHIP

Deakin University's WOFIE (Workshop for Innovation and Entrepreneurship) presents an opportunity for teams of multi-discipline postgraduate students to work on a significant and topical challenge or issue presented by a not-for-profit (NFP) organisation in a unique action learning event.

Australia's NFP organisations and charitable bodies provide vital social and environmental support services. As such they deserve to benefit from the multi-discipline, multi-cultural research-based entrepreneurial thinking that Deakin can offer.

If you're eligible to enrol in MPI700 Postgraduate Internship, you can apply to participate in the WOFIE program. Successful completion of the WOFIE program allows you to benefit from an industry-based learning event and also complete a unit of study towards your qualification.

More information

deakin.edu.au/buslaw/gsb/wofie

RESIDENTIAL UNITS

Deakin Graduate School of Business delivers award-winning residential units at a world-class executive conference centre, where organisational learning and improvement takes place.

WHAT ARE RESIDENTIALS?

Deakin University's award-winning residential units are completed during six consecutive days of intensive study. Residential units are offered at Deakin Management Centre in Geelong – a purpose-built, world-class, residential executive leadership centre. For the most up-to-date information, please visit deakin.edu.au/buslaw/gsb/residentials.

Students prepare for the residential week using Deakin's advanced online conferencing systems. There is a real sense of occasion as the group arrives at the conference centre ready to commence a stimulating and varied learning experience. Residential units allow students to undertake innovative and experiential learning activities, and build their professional networks.

WHO ATTENDS RESIDENTIALS?

The participants are students who:

- value the opportunity to build their professional networks and form enduring bonds with fellow participants and other managers
- are attracted to the experiential learning style offered by the residential units
- want to supplement off-campus or on-campus study with a highly interactive study experience
- want to manage their working schedules by completing a unit in a compressed period
- prefer to concentrate on study away from their work routine.

WHAT HAPPENS AT A RESIDENTIAL?

Typically, participants arrive on a Sunday afternoon, register and meet the staff and their colleagues. Class sessions are held in the afternoon and evening and syndicate groups are established.

The rest of the week comprises a variety of activities in morning, afternoon and evening sessions. Each residential is different; however, they all offer a range of activities that incorporate experiential learning and engagement with practitioners and industry experts. There is usually syndicate group work and visits to businesses or other organisations.

Over the residential week, participants get to know each other and build strong working relationships. By the end of the week, they have a sense of accomplishment, many new friends, and a solid understanding of the academic and practical aspects of the topic at hand.

Written work is completed in the weeks following the residential and submitted for feedback and assessment.

WHAT MAKES OUR RESIDENTIALS SO POPULAR?

Participants are enthusiastic about residential units. They enjoy the environment of focused learning, including the work in syndicate groups. They find the combination of guest lecturers, industry visits and experiential activities stimulates their interest and facilitates their learning. Where better to meet fellow managers, enjoy their company and develop networks?



RESIDENTIAL UNITS

In addition to the following units, residential units from a variety of business disciplines can be developed and tailored for individual organisations upon request.

Principles of Leadership

Designed for students undertaking studies in leadership, this unit delivers a thorough grounding in the main leadership theories, concepts and issues. It is an introduction to leadership and will be the theoretical foundation upon which other leadership units are built. Through readings, interactive lectures, examination of online resources, and group and individual activities, students are encouraged to engage with leadership theories and apply them to their own circumstances.

Strategic Management

Strategic Management is the capstone unit of the Deakin MBA and provides an overall perspective on strategy development and implementation. The unit provides a forum for the study of strategy, with an emphasis on participating in a range of strategy-related sessions and activities. These include topic presentations, case analyses, syndicate presentations, guest presenters from industry, a site visit and written work. Six MBA units (or the equivalent) are required for entry into this unit.

Management Communication

Participants deepen their understanding of the range of situations in which communicative competence is important – and learn more about their own strengths and weaknesses as communicators. The experiential design helps participants to understand the communication process and to develop practical skills for a range of situations.

Dispute Management

The purpose of this unit is to develop an understanding of dispute management dynamics in a business environment, with a particular focus on 'alternative dispute resolution' processes. Offered in residential mode, the unit has a strong experiential focus which enables students to develop their negotiation skills and knowledge in a supportive environment. Students will also be encouraged to develop an awareness of their own personal styles of communication and approaches to dispute management, including the values, attitudes and culture they bring to the resolution of conflict and disputes.

Human Resource Management

Gain an understanding of strategic human resource (HR) management and the range of techniques used in human resource management, especially in the workplace, to achieve an organisation's goals. It covers issues such as recruitment, selection, human resources development, employee relations and managing for performance. Participants build their competence in a number of HR tasks through experiential exercises and develop an understanding of how HR functions are related to strategy and organisational change.

Entrepreneurship

Participants work in groups and undertake a number of activities (such as developing and presenting a business plan) to help them understand the entrepreneurship process at various levels. These processes include management of new venture creations and the management of creativity and innovation. The unit also explores the psychological and social environments in which entrepreneurs interact.

Financial Reporting and Analysis

This unit is concerned with the preparation and use of financial accounting data and demonstrates the reconstruction of economic events from published accounting reports. Though they require no previous accounting background, participants develop their appreciation of the complexities of financial measurement and accounting policy. Case study analysis helps participants develop their ability to read, understand and use corporate financial statements.

Organisational Behaviour

This unit helps managers to understand the dynamics of individual and group behaviour in organisations and how different forms of organisational structure and leadership can influence that behaviour. It enhances managers' ability to understand attitudes and to predict, explain and control behaviour in organisations. The unit links conceptual tools and experiential activities to understanding organisations and managing the change process.

Change Management

This unit deepens participants' knowledge of change processes (through the practical application of various approaches to change management). Case study analysis and practical exercises are complemented by industry speakers and the study of theories of change management.

RESIDENTIAL AND INTENSIVE UNITS

ELIGIBILITY AND APPLICATIONS

Enrolled Deakin students may apply to complete one or more residential units. However because of the demand for places, we may not be able to accept all applicants into the unit of their first choice. (It is important to limit the number of participants in each residential in order to ensure the interactive and collaborative character of the units.)

Places are also available in residential units for approved managers and professionals who may wish to undertake a unit as an executive development opportunity. If you are interested in undertaking a residential as a stand-alone executive development activity please contact us at bl-res@deakin.edu.au.

COSTS FOR 2015

Accommodation fees for residential units are in addition to tuition fees and vary depending on the type of accommodation chosen. Please visit deakin.edu.au/buslaw/gsb/residentials for up-to-date information on costs and unit availability.

Indicative package prices for 2015

Single student rate: \$2620

Twin share student rate: \$2355

Day student rate: \$2055

REGISTER YOUR INTEREST

For the most current information and to register your interest for 2015 residential units, please visit deakin.edu.au/buslaw/gsb/residentials.

Registrations open in October 2014.

Please note, unit offerings and details are subject to change.

ENQUIRIES

Faculty of Business and Law

Phone: 1800 624 316 (freecall) or +61 3 5227 3447

Email: blres@deakin.edu.au

deakin.edu.au/buslaw/residentials

2015 RESIDENTIALS

Unit	Title	Dates
MPR771	Principles of Leadership	22–27 March T1
MPR706	Strategic Management	12–17 April T1
MPR703	Management Communications	17–22 May T1
MPR779	Dispute Management	5–10 July T1
MPR722	Human Resource Management	19–24 July T2
MPR705	Entrepreneurship	16–21 Aug T2
MPR751	Financial Reporting and Analysis	13–18 Sep T2
MPR721	Organisational Behaviour	8–13 Nov T3
MPR706	Strategic Management	15–20 Nov T3
MPR707	Change Management	29 Nov–4 Dec T3

[T1](#) Trimester 1 [T2](#) Trimester 2 [T3](#) Trimester 3

INTENSIVE UNITS

The Faculty of Business and Law offers a range of units in intensive mode. This is an intensive delivery mode and the format can vary across units. For instance, it may involve two blocks of two consecutive days, or full-day classes spread across several weeks.

The advantage of intensive units is that students only need to attend classes for a few days in a trimester. The intensive workshops and seminars allow students to gain the benefits of peer discussion and networking, while also having the flexibility to plan other activities around study. Guest industry speakers facilitate learning, placing theory into context with real world experience. Teaching is supplemented by online support on CloudDeakin.

Intensive study units are not just for Melbourne based students. If you are located outside Melbourne or have work commitments you may be able to undertake intensive units because you do not have to commit to a weekly lecture.



MBA PATHWAY COURSES

GRADUATE DIPLOMA OF BUSINESS ADMINISTRATION 1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M601	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years of full-time (or equivalent part time) managerial or professional work experience. Alternative admission is available on completion of the Graduate Certificate of Business Administration. Applicants are required to submit a full and detailed resume.
CRICOS CODE	
035038G	

The Graduate Diploma of Business Administration allows articulation into the Master of Business Administration (MBA) and combined MBA courses.

COURSE STRUCTURE

You must complete 8 credit points of study, comprising 5 credit points of core units and 3 credit points of elective units.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
 MPE781/MPT781 Economics for Managers#
 MPK732/MPT732 Marketing Management#
 MPM721/MPR721 Organisational Behaviour*

Plus one unit from:

MPF753/MPT753 Finance#
 MPM701 Business Process Management

Elective units

Select 3 credit points of units not previously studied from:

MAA703 Accounting for Management
 MIS771 Descriptive Analytics and Visualisation
 MLC771 Law for Managers
 MPF753/MPT753 Finance#
 MPM701 Business Process Management
 MPM722/MPR722 Human Resource Management*
 MPM735/MPT735 International Business Management#

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

GRADUATE CERTIFICATE OF BUSINESS ADMINISTRATION 0.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M501	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years full-time (or equivalent part time) managerial or professional work experience, or for those without a degree, five years of managerial or professional work experience. Applicants are required to submit a full and detailed resume.
CRICOS CODE	
020031E	

The Graduate Diploma of Business Administration allows articulation into the Master of Business Administration (MBA) and combined MBA courses.

COURSE STRUCTURE

You must complete 4 credit points of study, comprising 3 credit points of core units and a 1 credit point elective unit.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
 MPK732/MPT732 Marketing Management#
 MPM721/MPR721 Organisational Behaviour*

Elective units

Select one unit from:

MAA703 Accounting for Management
 MIS771 Descriptive Analytics and Visualisation
 MLC771 Law for Managers
 MPE781/MPT781 Economics for Managers#
 MPF753/MPT753 Finance#
 MPM701 Business Process Management
 MPM722/MPR722 Human Resource Management*
 MPM735/MPT735 International Business Management#

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

GRADUATE DIPLOMA OF BUSINESS ADMINISTRATION (INTERNATIONAL) 1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M631	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent or approved equivalent.
CRICOS CODE	
069121K	

The Graduate Diploma of Business Administration (International) allows articulation into the Master of Business Administration (International).

COURSE STRUCTURE

You must complete 8 credit points of study, comprising 4 credit points of core units, 1 credit point from a specified list and 3 credit points of elective units chosen from a specified list.

CORE UNITS

MPA702 Financial Interpretation
 MPE781/MPT781 Economics for Managers#
 MPK732/MPT732 Marketing Management#
 MPM703 Business Strategy and Analysis

Plus one of the following units:

MPE707 International Banking and Finance
 MPF753/MPT753 Finance#
 MPM701 Business Process Management
 MPM735/MPT735 International Business Management#

Plus 3 credit points of units not previously studied from:

AIR747 Contemporary International Politics
 ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures
 MAF702 Financial Markets
 MAF703 Applied Corporate Finance
 MAF707 Investments and Portfolio Management
 MLC771 Law for Managers
 MLM703 Chinese Commercial Law
 MLM706 Corporate Governance
 MLM721 International Competition Law and Policy
 MLM740 International Commercial Law
 MLM785 International Law
 MMH706 Advanced Human Resource Management
 MMH707 Managing Transitions and Change
 MMH709 Employment Relations for Organisational Effectiveness
 MMK733 Strategic Marketing
 MMK737 Online Marketing
 MPA711 Corporate Governance and Ethics
 MPE707 International Banking and Finance
 MPE711 Global Trade and Markets
 MPK701 Research Design and Analysis
 MPK711 Strategic Customer Service
 MPK712 Advertising and Consumer Behaviour
 MPK736/MPT736 International Marketing#
 MPM701 Business Process Management
 MPM705 Retailing
 MPM735/MPT735 International Business Management#
 MPR705 Entrepreneurship*
 MPR707 Change Management*
 MPM722/MPR722 Human Resource Management*
 MIS712 eBusiness Strategies
 MIS713 Supply Chain Management and Logistics

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

GRADUATE CERTIFICATE OF BUSINESS ADMINISTRATION (INTERNATIONAL) 0.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M531	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent or approved equivalent, or for those without a degree, at least five years' relevant work experience.

The Graduate Certificate of Business Administration (International) is designed for high-performing students who may not have experience as a business manager. The course covers a range of topics relating to aspects of business management and the development of core capabilities required to operate effectively in an international business environment.

The course allows articulation into the Graduate Diploma of Business Administration (International), Master of Business Administration (International) and associated combined courses.

COURSE STRUCTURE

Select 4 credit points of units from:

MPA702 Financial Interpretation
 MPE707 International Banking and Finance
 MPE781/MPT781 Economics for Managers#
 MPK732/MPT732 Marketing Management#
 MPM701 Business Process Management
 MPM703 Business Strategy and Analysis
 MPT735/MPM735 International Business Management#

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.



For more information, including unit descriptions, please visit deakin.edu.au/courses.

MBA PATHWAY COURSES

HASEDA FAZLIC

GENERAL MANAGER FOR REGIONAL AND AGRIBUSINESS BANKING QUEENSLAND, COMMONWEALTH BANK
DIPLOMA OF FINANCIAL PLANNING
DEAKIN UNIVERSITY, BURWOOD CAMPUS,
GRADUATED 2002

MASTER OF BUSINESS ADMINISTRATION
DEAKIN UNIVERSITY, BURWOOD AND OFF CAMPUS,
GRADUATED 2014

When asked for her advice on further study, Haseda Fazlic has one thing to say: 'If you lead a busy lifestyle, have a full time career and require flexibility – Deakin is the way to go. You are exposed to the latest business thinking and you can study overseas and have the flexibility of different study modes with high quality subject matter.'

Whilst remaining consistently focused on variability, Haseda boasts a 21-year strong career with the Commonwealth Bank, including stretches in many different divisions of the business while advancing to an executive position. She realised she had the experience but lacked a formal qualification. 'I wanted to understand the theory behind it,' she says. 'The classroom learnings allowed me to draw on and utilise my professional experience and bring the two together which was powerful.' The experience was extremely positive, she adds. 'I had the pleasure of learning from worldly lecturers with a high level of experience and commercial acumen. The different study modes, plus quality subject matter was extremely relevant to today's competitive business landscape. I thoroughly enjoyed my time at Deakin and really value what I have gained from the experience.'

With a full-time career in a demanding position and mother of two young boys, Haseda embraced all the study modes Deakin offered. She completed some units on campus before moving to Brisbane for her current position, completing her MBA via online study and residential. 'Creating networks and meeting like-minded people – especially with the residentials – is a huge advantage,' she says. 'You will form strong relationships and long term friendships.' It is a tough environment but a realistic one, she adds. 'We live in a fast paced, rapidly changing, highly competitive challenging environment. The MBA has prepared me for that.' Haseda also valued taking part in a Deakin study tour to China. 'It was a wonderful experience; you simply cannot get that out of a text book.'

In her plans for the future, Haseda will continue at CBA because so many opportunities surround her, but may study law in the future as she immensely enjoyed her Deakin experience. 'The MBA was my long term goal and Deakin allowed me to achieve it, to work full-time and maintain my family life, caring for my children.' She encourages others to take the Deakin challenge, noting that 'Deakin played an important part in my professional career and I have exceptionally fond memories of my time at Deakin'.



DOCTORAL STUDIES

3	Course duration in years
FT	Full time
PT	Part time
B	Melbourne Burwood Campus
X	Cloud (online)

DOCTOR OF BUSINESS ADMINISTRATION

3 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M901	A four-year bachelor's degree with first or upper second class honours (or equivalent) or a master's degree, plus at least five years of relevant managerial or other professional experience, plus demonstrated ability to conduct doctoral level research. Credit for previous study will be available for the coursework units offered in Stage 1 only. Applications must be received by the Deakin Graduate School of Business by: <ul style="list-style-type: none"> • 15 November for Trimester 1 2014 • 15 May for Trimester 2 2015 • 15 September for Trimester 3 2015.
CRICOS CODE 054580F	

The Doctor of Business Administration (DBA) is a collaboration between experienced business professionals and distinguished academics to produce original research of real significance to business and professional practice. It is the highest expression of business/education partnership and is undertaken within the internationally recognised rigour and direct relevance of a professional doctorate.

The DBA is designed for business executives who already have a level of professional expertise and reputation in their field. It will enable you to extend your knowledge and experience in order to achieve a comprehensive understanding of a specific business issue and to make a significant contribution to the research and business practice in the area.

You will develop specialist, recognised expertise that will influence your standing in the business and professional community internationally.

The coursework units will be taught in Melbourne. In addition, you may elect to study organisational behaviour, strategic management, financial reporting and analysis and human resource management in residential mode.

Note: The cost for residential units is in addition to the tuition fee per unit.

COURSE STRUCTURE

The Doctor of Business Administration (DBA) is a 24 credit point professional doctoral degree taken over three years of full-time study (or part-time equivalent). Students are required to complete eight core coursework units, four thesis support units and a core research thesis worth 12 credit points.

Stage 1

MPA951/MPR951 Financial Reporting and Analysis*
 MPE981/MPT981 Economics for Managers#
 MPK901 Research Design and Analysis
 MPM906/MPR906 Strategic Management*
 MPM921/MPR921 Organisational Behaviour*

Plus three credit points of units from:

MPA911 Corporate Governance and Ethics
 MPD915 Management and Organisational Consulting
 MPF953/MPT953 Finance#
 MPK932/MPT932 Marketing Management#
 MPK936/MPT936 International Marketing#
 MPM912 Managing Innovation
 MPM922/MPR922 Human Resource Management*
 MPM935/MPT935 International Business Management#

Or any other level 9 cognate unit offered by the University not included in stage 2, subject to the approval of the DBA Course Team Chair and the relevant unit chair.

Stage 2 (Doctoral research)

12 credit points of DBA thesis units from:
 MPD901, MPD902, MPD903, MPD904

Plus:

MPD910 Thesis Literature Review
 MPD911 Research Proposal

Plus two units from:

MMD916 Thesis Method: Qualitative Research
 MPD912 Quantitative Thesis Research
 MPD914 Thesis Results Reporting

* MPR denotes residential version of unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of unit. The cost is in addition to the tuition fees.

For more information, including unit descriptions, please visit deakin.edu.au/courses.

WHY DEAKIN?

WE'RE NOT ONLY WORLDLY, WE'RE WORLD-CLASS

Deakin University is proud to have been awarded a QS 5-Star Rating for Excellence in 2013.

This rating cements our reputation as not only worldly, but world-class in a broad range of areas, with cutting edge facilities and internationally renowned research and teaching.

QS provides a holistic view of a university's qualities, by rating universities against a broad range of criteria, from employability of graduates, to sports facilities and community engagement. Find out more about our QS 5-Star Rating for Excellence at www.topuniversities.com.

INTERNATIONALLY ACCREDITED

The Deakin MBA is internationally recognised and EPAS accredited by the European Foundation for Management Development. EPAS is an international quality benchmark for business programs worldwide. Find out more at www.efmd.org/index.php/accreditation-main/epas.



INTERNATIONAL RATING

Deakin University is proud to have been awarded a QS-5 Star Rating for Excellence in 2014. This rating cements our reputation as not only worldly, but world-class in a broad range of areas, with cutting edge facilities and internationally renowned research and teaching.

In addition, the Deakin MBA holds a QS 5-stars rating for program strength, delivering an 'attractive and recognised program with a very high graduate employability rate'.

GMAA RATES MBA 5-STARS

Deakin's MBA currently holds the highest 5-Star rating by the Graduate Management Association of Australia (GMAA). The GMAA is a non-profit national association for graduates of postgraduate management qualifications (predominantly MBAs), who have an interest in maintaining and improving the quality of MBA programs in Australia. The GMAA rating is seen as a rigorous and independent assessment of business schools across Australia.

A 5-Star rating by the Graduate Management Association of Australia means it is one of Australia's premier business qualifications. Being highly regarded by the business community gives Deakin MBA graduates an edge.

OUR MISSION AND VISION

The Faculty of Business and Law's mission is to engage with our students and partners in the provision of flexible educational programs and relevant research.

Our vision is to be recognised nationally and internationally for driving the digital frontier to enable globally connected and supported education, and research that makes a difference to the communities we serve.

Our undergraduate, graduate and doctoral degrees are informed by scholarship and are relevant to both national and global contemporary issues. Flexible learning strategies provide a distinctive student experience. The Faculty's teaching aims to be innovative utilising face-to-face teaching and online technologies to ensure a high level of flexibility for the diverse learning needs of our students.

The Faculty's academic staff are engaged in applied research across the business and law disciplines and are focused on issues which are of relevance to government, business and community organisations. To this end, we actively seek partnerships with these organisations, other like-minded universities and alumni.

Our students come from diverse backgrounds and we value this diversity. Graduates are confident and competent in the use of online technology and are ready to make a significant contribution to the organisations they serve. They are highly valued by employers for both their knowledge and their graduate attributes.

The Faculty will achieve these outcomes through the synergy that comes from our research and teaching programs in business and law.



OUR COURSES ARE FLEXIBLE

You can study when, where and how you like, and tailor your study around your work and lifestyle commitments. You may choose to undertake your entire course in off-campus mode, or combine on and off-campus study.

WE OFFER FLEXIBLE TIMING: THE TRIMESTER SYSTEM

Deakin operates a trimester system with three 11-week study periods. Study in Trimester 3 is not compulsory – it just provides another option for study.

The trimester system has many advantages, including greater flexibility for you to plan study around work and lifestyle commitments, and flexibility for you to choose the pace at which learning proceeds.

The trimester system provides options to commence your course at different times of the year, to fast-track your study, or take time off from study to travel, work or balance study with family responsibilities. It enables you to speed up or slow down your study while still completing within the normal time frames of study.

STUDY SUPPORT

Deakin is at the forefront of innovative educational delivery. We continue this tradition by engaging new technologies as well as classroom activities to provide a rich set of learning resources for on-campus and off-campus students. As a result, all Deakin postgraduate students have access to the same range of high-quality learning support options to make their study enjoyable and effective.

LEARNING VIA THE CLOUD

We understand that self-paced online learning plays a major role in ongoing career development and we are proud of the delivery of our innovative, flexible online study options for postgraduate students. Online tutorials are available in many units in which students communicate with staff and other students in real time, no matter where they live across the globe.

ONLINE LEARNING INCLUDES:

- CloudDeakin – the primary application used at Deakin to deliver web-based course material and assessment tasks. It also facilitates communication and collaboration between students and staff.
- eLive – a communication tool that allows participants to talk online in real time and share video presentations.
- iLecture – an automated media capture system that can provide online access to video, audio and lecture recordings via streamed Quicktime files, podcasts and MP3 downloads.

OUR COURSES HAVE INDUSTRY INPUT

Deakin has strong partnerships with industry, involving collaborative activities with government bodies, public and private organisations, and other universities. These partnerships ensure that our courses remain relevant to industry and students learn from lecturers with specialist skills developed by their work with outside agencies, their research and community involvement.

STUDY TOURS

The Faculty of Business and Law offers you the opportunity to participate in domestic and international study tours. Completing a study tour gains you credit towards your degree without extending the length of your studies. International study tours integrate educational, cultural and practical experiences, placing your studies in an international context.

THERE ARE MANY PATHWAYS

Many of Deakin's postgraduate courses offer articulation pathways, meaning you can start in a graduate certificate program and gradually build to a master's qualification. For example, completion of the Graduate Certificate of Business Administration allows articulation into the Graduate Diploma of Business Administration and Master of Business Administration (MBA).

FEES AND OTHER INFORMATION

Deakin's MBA and postgraduate Business Administration courses are fee paying courses. Please refer to deakin.edu.au/fees for current fees.

INTERNATIONAL STUDENT FEES

For information about fees for international students, please contact Deakin International, via email deakin-international@deakin.edu.au.

ENGLISH LANGUAGE PROFICIENCY

Applicants for Deakin courses must meet the English language requirements to the level required for the course. The current IELTS entry score requirement is an average of 6.5 provided that no band score is less than 6.

CREDIT FOR PRIOR LEARNING

Credit for Prior Learning is credit granted towards your Deakin course for relevant approved study, experience or work satisfactorily completed at the University or elsewhere. There are two aspects to Credit for Prior Learning:

- credit may be transferred to your Deakin program from completed or partly completed studies you have undertaken at other accredited institutions; and
- credit may be granted on the basis of knowledge and skills acquired through uncredentialed learning.

There are negotiated Credit for Prior Learning arrangements in place for members who have completed recognised study programs offered by a range of professional associations.

To find out more about possible Credit for Prior Learning, please visit deakin.edu.au/courses/credit/search.

DISABILITY SERVICES

Deakin provides a range of services to improve educational and employment outcomes for people with disability.

For more information, please visit deakin.edu.au/disability or email drcentre@deakin.edu.au. Alternatively, you can contact us by phone at +61 3 9244 6255.

FEE-HELP LOAN PROGRAM

You may not have to pay your fees upfront.

FEE-HELP is a loan program that assists fee-paying students to defer the payment of their tuition fees. FEE-HELP can cover all or part of your tuition fees. FEE-HELP is administered under the *Higher Education Support Act 2003* (HESA) by the Department of Education, Employment and Workplace Relations (DEEWR), the Australian Taxation Office, higher education providers and Open Universities Australia.

For more information please visit deakin.edu.au/study-at-deakin/fees/fee-payment-assistance.

COURSE FEES AND TAX BENEFITS

When you enrol in a postgraduate course you may be entitled to an income tax deduction for your course fees and study-related expenses. You may be able to claim for your course fees, textbooks, stationery, student association fees, depreciation on equipment (for example your computer), or some of your travel expenses between home and the University or between work and the University. There is a threshold below which your expenses may not be claimable.

For the Australian Taxation Office (ATO) to allow self-education expenses to be tax deductible a direct connection must exist between your course and your existing work. If you are studying the course in order to maintain or improve a skill or specific knowledge that is required in your existing work, your course expenses might be tax deductible.

To clearly demonstrate to the ATO that a direct connection exists, you might have to provide a supporting statement from your employer.

Please note that this information is provided as a guide only. For more information about study and tax arrangements, please speak with your accountant or tax adviser or visit the ATO website www.ato.gov.au.



COST-SHARING WITH EMPLOYERS

Some employers provide financial and other support, such as study leave, for staff members who are completing study that is directly related to their employment and the employer's core business. At Deakin, many people are studying a postgraduate course with their employer's help.

Study support policies benefit both the employer and the employee.

For employers, when they support relevant study programs, they can help attract and retain well-qualified and experienced staff members. Before you approach your employer for study assistance, you should check to see whether a support policy is in place.

Try to give your employer every reason to agree to your application. It can help if you provide your employer with a written submission outlining the benefits and the direct and indirect costs involved.

The submission could include information about:

- the course you wish to study
- any tax deductible aspects of the program
- a summary of the short and long-term benefits that would flow to you and your employer
- an estimate of the total course costs of fees, textbooks and other materials
- an estimate of the time you would be required to be away from work in order to attend classes and exams, prepare reports and so on
- what assistance you are requesting for aspects such as sharing of costs and granting of time off work.

Many employers are willing to share the course costs. They might either reimburse you after you have successfully completed the course or pay a percentage of the individual unit fees at the end of each trimester. If your employer is reluctant to support your study application, consider suggesting you form an agreement to cover contingencies. For example, propose that if you withdraw from or fail a subject or leave your job within a year of finishing the course, you will offer to pay back some of the fees your employer has paid.

ACCREDITATION

Deakin's off-campus courses are accredited by the US based Distance Education and Training Council (DETC) www.detc.org.

STUDENT COMPUTING REQUIREMENTS

CloudDeakin is Deakin University's online learning environment. It incorporates a range of spaces and tools to enable interactive and engaging learning. In most courses, you will be expected to use CloudDeakin using a modern browser to access unit and course sites and tools. Most students will also need to be able to:

- access text, image and audio files on the web
- communicate using email and attachments
- create basic documents, spreadsheets and presentations
- manage and back up files using common file formats
- use a common operating system to install and uninstall software, as well as manage software and settings.

Please ensure you check course and unit requirements carefully prior to enrolment and purchasing or connecting devices.

For more information, please visit deakin.edu.au/study-at-deakin/apply/computer-standards.

HOW TO APPLY

Applying for postgraduate programs at Deakin is easy – you can even track the progress of your application online.

COURSEWORK APPLICATION PROCESS

Step 1 – Choose your program

You can select up to three course preferences.



Step 2 – Register

Register as a user at deakin.edu.au/apply.



Step 3 – Apply online

Start your online application.



Step 4 – Documentation

Provide supporting documentation including:

- certified copies of your undergraduate and/or postgraduate qualification/s
- curriculum vitae detailing work experience applicable to your course application
- certified copy of name change documentation if you have previously studied under a different name.

You may also be asked to provide a personal statement outlining what you hope to obtain from your qualification.



Step 5 – Submit

Submit the completed online application.



Step 6 – Verification

Once the application has been submitted you will receive an email to confirm the successful submission of the application including an application number.

You can track the progress of your application by logging into deakin.edu.au/apply, where the status of your application will appear.



Step 7 – Accept your offer

If you are offered a place, you will need to accept it online within a specified timeframe.



Step 8 – Enrolment

If you have been offered and accept a place you will be emailed enrolment information with further details.

CONTACT US

AUSTRALIAN STUDENTS AND PERMANENT RESIDENTS

Postgraduate Student Administration
Faculty of Business and Law
Deakin University
Business Building (Entrance 3, Elgar Road)

Mail to:

221 Burwood Highway,
Burwood, Victoria 3125

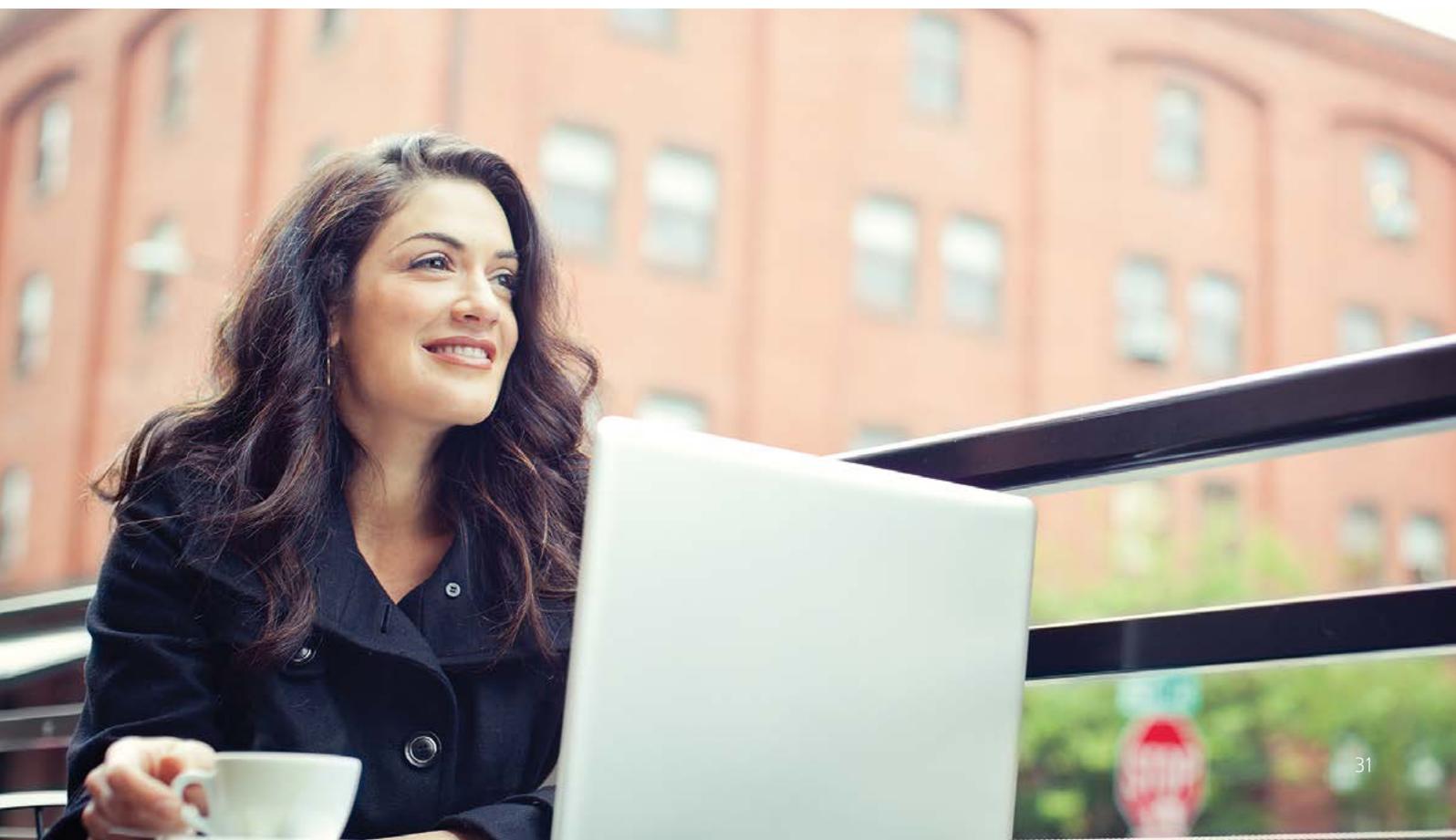
Phone: +61 3 9244 5043
or 1800 624 316 Freecall (within Australia)
Fax: +61 3 9244 5040
Email: postgrad-enquiries@deakin.edu.au

INTERNATIONAL STUDENTS

International students are those who are not Australian citizens, New Zealand citizens or holders of an Australian Permanent Resident visa. International students should refer to website deakin.edu.au/international for details of fees, living costs, visa information and the fees and refund policy.

Deakin International
Deakin University International Centre
Deakin University
221 Burwood Highway
Burwood, Victoria 3125

Phone: +61 3 9244 5095
Fax: +61 3 9244 5094
Email: deakin-international@deakin.edu.au



FIND OUT MORE

WEBSITE

Deakin on the web, deakin.edu.au, contains detailed information on everything at Deakin, including:

- courses
- unit descriptions
- student profiles
- campuses
- facilities and services
- applications and scholarships
- research.

To search for courses and click through to unit descriptions visit deakin.edu.au/courses or deakin.edu.au/handbook.

Faculty of Business and Law website: deakin.edu.au/buslaw.

OTHER USEFUL WEBSITES

Fees
deakin.edu.au/fees

Future students
deakin.edu.au/study-at-deakin

Library
deakin.edu.au/library

Study skills
deakin.edu.au/life-at-deakin/services-and-facilities

Equity and diversity
deakin.edu.au/equity-diversity

SOCIAL MEDIA@DEAKIN

Connect with Deakin University on Facebook, Twitter and YouTube. Talk with other future students and ask current students and staff about life and study at Deakin.

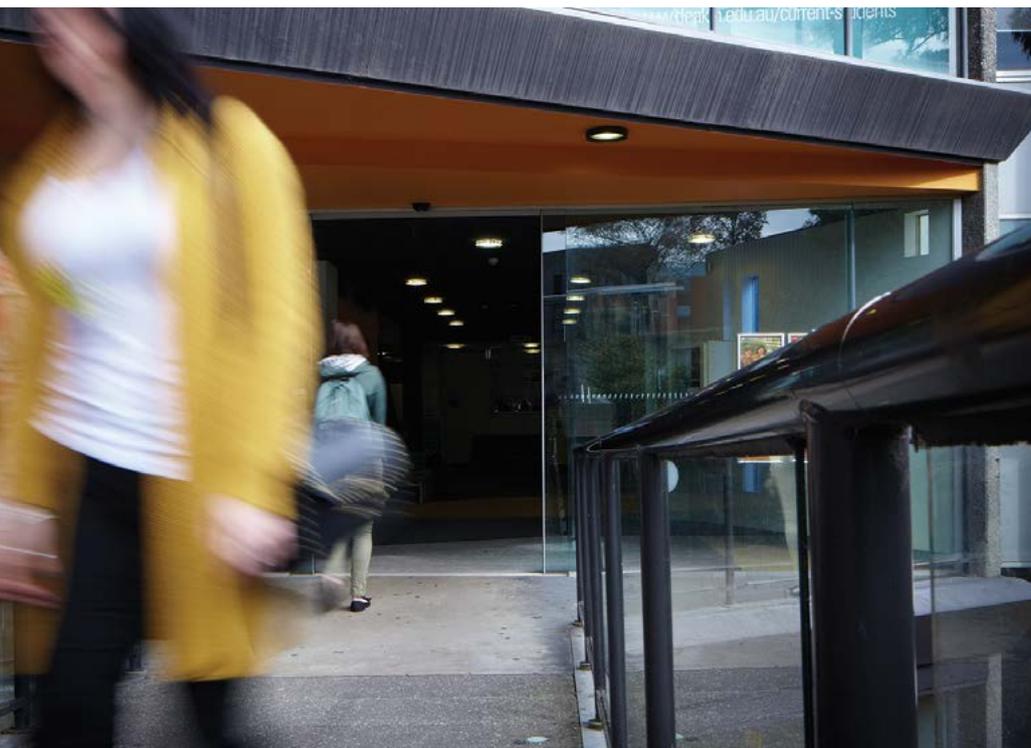
 facebook.com/DeakinUniversity

 twitter.com/Deakin

 youtube.com/DeakinUniversity

MOBILE APP

Stay connected with our DeakinMobile app available for iPhones and Android devices, and coming soon for Blackberry. Check it out here: deakin.edu.au/its/DeakinMobile/index.



2014 POSTGRADUATE INFORMATION EVENING

Tuesday 7 October
Deakin Edge
Federation Square, Flinders Street
Melbourne Victoria

deakin.edu.au/worldly-events

2014 MBA AND POSTGRADUATE EXPOS

Sydney: 2 September
Brisbane: 4 September
Adelaide: 11 September
Melbourne: 16 September

postgradexpo.com.au

IMPORTANT DATES

2014

Trimester 2

14 July–3 October

Teaching period

11–17 August

Intra-trimester break

13–24 October

Examination period

27 October–7 November

Trimester break

Trimester 3

10 November 2014–6 February 2015

Teaching period

22 December 2014–4 January 2015

Intra-trimester break

12–20 February 2015

Examination period

23 February–6 March 2015

Trimester break

2015

Trimester 1

9 March–29 May

Teaching period

3–12 April

Easter holiday/intra-trimester break

8–19 June

Examination period

22 June–10 July

Trimester break

Trimester 2

13 July–2 October

Teaching period

10–16 August

Intra-trimester break

12–23 October

Examination period

26 October–6 November

Trimester break

Trimester 3

9 November 2015–5 February 2016

Teaching period

21 December 2015–3 January 2016

Intra-trimester break

11–19 February 2016

Examination period

22 February–4 March 2016

Trimester break

APPLICATION CLOSING DATES

Trimester 3 2014

2 November

Trimester 1 2015

February 2015

Trimester 2 2015

July 2015

For most up-to-date information please visit
deakin.edu.au/application-dates

For details, please visit
deakin.edu.au/study-at-deakin.



MORE INFORMATION | BUSINESS AND LAW

1300 DEGREE (1300 334 733) | postgrad-enquiries@deakin.edu.au | deakin.edu.au/buslaw

2014 POSTGRADUATE INFORMATION EVENING

07.10.14

DEAKIN EDGE

Federation Square, Flinders Street
Melbourne Victoria

For details visit deakin.edu.au/worldly-events.

2014 MBA AND POSTGRADUATE EXPOS

SYDNEY: 02.09.14

BRISBANE: 04.09.14

ADELAIDE: 11.09.14

MELBOURNE: 16.09.14

For details visit postgradexpo.com.au.

deakin.edu.au

Published by Deakin University in July 2014. While the information published in this guide was accurate at the time of publication, Deakin University reserves the right to alter, amend or delete details of course offerings and other information published here. For the most up-to-date course information please view our website at deakin.edu.au.

Deakin University CRICOS Provider Code: 00113B

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to go here