DEAKIN UNIVERSITY AUSTRALIA

BUSINESS AND LAW

POSTGRADUATE

| MELBOURNE | GEELONG | WARRNAMBOOL | OFF CAMPUS | 2013

ACCOUNTING |
ARTS AND ENTERTAINMENT MANAGEMENT |
BUSINESS ADMINISTRATION AND MBA |
COMMERCE |
CONTEMPORARY LEADERSHIP |
FINANCIAL PLANNING |
HUMAN RESOURCE MANAGEMENT |
INFORMATION SYSTEMS |
INSURANCE AND RISK MANAGEMENT |
INTERNATIONAL BUSINESS |
INTERNATIONAL FINANCE |
LAW |
MARKETING |
PERSONAL INJURY MANAGEMENT |
PROPERTY |
RESEARCH DEGREES |
RETAIL MANAGEMENT |
SPORT MANAGEMENT |
Welcome

The Faculty of Business and Law has a long and proud history of delivering contemporary postgraduate education, with robust foundations in scholarship, relevant research and business experience.

Whether you are seeking executive development or expanding your knowledge in a chosen career, our programs are designed to extend the creative, analytical, interpersonal and technical skills that underpin business careers and professional success.

We place a great emphasis on our international activities and our links with industry, business and the professions. In addition, our postgraduate programs are able to offer you flexible learning strategies, with study programs in full-time, part-time, on-campus, off-campus and online modes.

As we celebrate our 30th anniversary of the Deakin MBA, I look forward to welcoming you to Deakin University, and a world of professional development through our suite of recognised postgraduate courses.

Professor Gael McDonald
Pro Vice-Chancellor
Faculty of Business and Law

Finding more information

2013 Postgraduate Course Guide
This guide provides a list of the postgraduate courses Deakin offers, detailed information about types of postgraduate study, how to apply, our campuses and study options, such as part time and off campus (distance education).
To request a copy of this or any other brochure, phone 1300 DEGREE (1300 334 733).
To view brochures online visit deakin.edu.au/future-students/brochures.

Postgraduate study area booklets
Deakin has a range of postgraduate study area booklets.
These booklets provide more information about each course, including course structures and career opportunities.
To view brochures online visit deakin.edu.au/future-students/brochures.

Social media
@Deakin
Connect with other future students and ask current students and staff about life and study at Deakin.
facebook.com/discoverdeakin
twitter.com/discoverdeakin
youtube.com/discoverdeakin

Visit our website
Visit our website for more comprehensive information, including details of new courses, campuses, facilities, support services, as well as fees and assistance at deakin.edu.au.
To search for courses and view unit descriptions visit deakin.edu.au/courses.

Contact us
If you require more information or would like to speak with a student adviser, phone 1300 DEGREE (1300 334 733).
You can also contact us via email at enquire@deakin.edu.au.
There are numerous opportunities to talk face-to-face with Deakin staff at events such as Open Day and Postgraduate Information Nights. See the inside back cover of this guide for details.
Using this booklet
This booklet provides you with detailed information about Deakin's postgraduate courses in business and law (for domestic students), including course overviews, course structures and career opportunities.

It is designed to be read in conjunction with the 2013 Postgraduate Course Guide, which gives an overview of Deakin's postgraduate courses, detailed information about types of postgraduate study, how to apply, our campuses, student support services and study options, such as part time and off campus (distance education).

Detailed unit descriptions can be found online at deakin.edu.au/courses.

Once you have chosen the course you want to study, applying to study at Deakin is easy. You can apply online, track the progress of your application and accept your offer at deakin.edu.au/apply.

Deakin also produces course guides specifically for international students. To request a copy, phone Deakin International on +61 3 9627 4877.
About postgraduate study

What is postgraduate study?
Postgraduate courses are for students who have completed an undergraduate degree or for those with significant work experience. You can start postgraduate studies to advance your career or change direction to a completely new field. It can also give you the opportunity to pursue studies in a discipline area of personal interest. In particular, it can allow you to extend your undergraduate studies through research degrees where you can pursue your own theories or ideas at a high conceptual level. You may undertake postgraduate study by coursework or research. The best option for you will depend on your reasons for studying.

What are coursework programs?
A postgraduate coursework degree typically involves a series of units, with specific coursework and assessments. Our postgraduate coursework programs are taught in a structured learning environment and give you the opportunity to complete a:

- graduate certificate – designed to enable you to develop skills in a specialised area not necessarily related to your undergraduate degree
- graduate diploma – more specialised and generally vocationally focused, or
- masters by coursework – intensive course in which the qualification is directly relevant to your career.

What are research degrees?
A research degree involves completing an approved program of research under the guidance of one or more supervisors within a prescribed time period. Research degrees encourage you to develop independent research skills and are for students who want to pursue their own theories and ideas at a high conceptual level. Deakin offers three types of research degrees:

- masters by research – usually involving some coursework and a thesis of not more than 50,000 words
- Doctor of Philosophy (PhD) – usually involving some coursework and a thesis of not more than 100,000 words, and
- Doctor of Psychology – combining a research project, coursework and structured research tasks that are specifically related to professional practice and are often carried out in the workplace.

What is Credit for Prior Learning?
Credit for Prior Learning is credit granted towards your Deakin course for relevant approved study or work experience. There are two aspects to Credit for Prior Learning:

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

Benefits of postgraduate study
No matter what stage of your career you are at, postgraduate study can help you stand out in the marketplace and expand your networks. Research has found the main benefits of postgraduate study include:

- increased income – on average, people with postgraduate qualifications earn as much as $18,000 more per year compared to those with only a bachelor’s degree*
- increased job satisfaction – the number of Deakin postgraduates who were highly satisfied increased by 93 per cent between the commencement of the course and one year after completion*
- career advancement – 42 per cent of Deakin graduates attained a more senior position within 12 months of completing their postgraduate studies*.  

* Postgraduate Destinations 2007, produced by Graduate Careers Australia. 
* Research conducted by First Point Research and Consulting in 2010.
Deakin University offers a complete range of services and programs to support students throughout their studies.

- **Study advice** – including time management, reading and note-taking, developing your academic English, avoiding plagiarism, critical thinking, writing essays and reports, class presentations and exam preparation.
- **Career development and employment** – including career guidance, job search assistance, and interview and resume skills training.
- **Counselling and personal support** – professional and experienced counsellors provide free, confidential counselling, where personal concerns or stresses are affecting your studies.
- **Financial support** – including interest-free loans, grants, food vouchers and rental assistance.
- **Religious services** – including spiritual counselling, faith support services and worship and prayer spaces.
- **Medical centre** – medical and nursing health care and advice to students across all campuses, including GP consultations, vaccinations, tests and screenings and referrals to specialists.
- **Library** – access more than 1.47 million books, journals, newspapers, videos, CDs and DVDs across the campus libraries. Off-campus students located in Australia may have print material from any campus library sent to their nominated address free of charge. Many of the library’s resources are also available online.

IT at Deakin – all students can access 24-hour computer laboratories on each campus and email and internet access for study purposes.

Disability services – the Disability Resource Centre can provide students who have a health condition or a disability (long term or temporary) that affects access or ability to study, with alternative assessment arrangements, academic support workers, study materials in accessible formats and help with assistive technology.

For more information about postgraduate study at Deakin, please refer to the 2013 Postgraduate Course Guide or visit deakin.edu.au/postgrad.

### Choose how you study

Deakin’s postgraduate courses are designed to be flexible so you can study when and where it suits you. You don’t have to be a full-time, on-campus student to gain a postgraduate qualification at Deakin. We offer a range of study options and modes to choose from, including off-campus study.

Find out what will best suit you in the Choose how you study section on pages 80–81, or get in touch using the contact details at the back of this booklet.

### GRADUATE PROFILE

**Brenda LaPorte**

**Master of Business (Sport Management), 2006**

**Melbourne Burwood Campus**

**Employed: General Manager Planning and Strategy, 2015 Cricket World Cup**

With a keen desire to work in sport but no experience, Brenda LaPorte decided the Deakin Master of Business (Sport Management) was an essential step in her transition into the industry. Within six months of starting the masters, Brenda was appointed General Manager, Project Planning, Risk and Strategy for the 2006 Melbourne Commonwealth Games. In 2010 she was approached by Cricket Australia to manage the establishment of its new Big Bash League and she is the newly appointed General Manager, Planning and Strategy, for the 2015 Cricket World Cup.

Brenda had enjoyed a successful 10-year career with global consulting firm Accenture. Her experience included Program Director for Energy Australia’s ACE program and culminated in her becoming a partner. But the sporting industry has always captured her interest and in 2002 she made the bold decision to take a new career direction, seeking a qualification that would help open the appropriate doors. ‘I was always interested in the sports industry but I had no real understanding of it, so I decided on postgraduate study,’ she says.

‘On paper Deakin seemed to offer more of a business perspective around the industry of sport and I also thought it had a much better industry profile than some of the other unis.’

‘On paper Deakin seemed to offer more of a business perspective around the industry of sport and I also thought it had a much better industry profile than some of the other unis.’

Brenda says completing the masters served three main purposes for her. ‘It gave me a foundation and understanding of the industry, it allowed me to begin building necessary networks and it demonstrated that I was serious about working in the industry.’

Brenda found her postgraduate course brought quick results with her appointment to the Commonwealth Games role. ‘Being part of the Organising Committee for the Games was fabulous – the best thing I have ever done,’ she says. ‘The fact that I was doing the masters definitely helped me secure the role. I had a strong combination of project, client and change management experience but the masters showed my commitment to the industry.’

From November 2010 until the transition to her new appointment in March 2012, Brenda’s role with Cricket Australia was Establishment Manager for the Big Bash League. ‘It has been an amazing time to be part of cricket and involved in something as important to Australian cricket as the Big Bash League,’ she says. Her masters continues to be useful, she adds. ‘The breadth of the masters program means you can continue to draw upon the knowledge base it provides while building on what you have learned.’ Her new position will see her take on a new set of responsibilities. ‘I will be working with the CEO and the Board of the Organising Committee to establish the program plan for the event, managing planning issues and risks, reporting progress and using insights gained from similar roles to ensure that the event stays on track to deliver its intended benefits.’

Ask us a question: [1300 DEGREE (1300 334 733)](tel:1300DEGREE) [facebook.com/discoverdeakin](http://facebook.com/discoverdeakin) [enquire@deakin.edu.au](mailto:enquire@deakin.edu.au)
Deakin's postgraduate courses in the Faculty of Business and Law cover a range of study areas, including accounting, arts and entertainment management, MBA, financial planning, finance, human resource management, international business, international finance, law, leadership, property and real estate, and sport management. Within these study areas, courses are offered at graduate certificate, graduate diploma and masters levels, as well as research degrees.

**Accounting**
A Deakin professional accounting qualification is versatile and highly sought after in the labour market. It gives students access to an extraordinary range of opportunities in Australia, and throughout the world.

Our Master of Professional Accounting enables graduates of any discipline to complete a professional masters degree in the shortest possible time (1.5 years of full-time study). Upon graduation you are eligible for entry as an associate member of CPA Australia, and meet the educational requirements for entry into the CA program of the Institute of Chartered Accountants in Australia (ICAA), the IPA program of the Institute of Public Accountants and exemptions in the Association of Chartered Certified Accountants (ACCA).

See page 12.

**Arts and entertainment management**
The arts and entertainment industry is booming, creating a demand for qualified graduates to manage festivals, mega-events, community events, facilities, publishing houses, music venues, performing arts, visual arts, film and video, radio and television, cultural heritage and museums and communications technology organisations.

Our courses are structured within the framework of a business education, emphasising management, marketing and finance, with a series of industry-specific projects ideal for those working in the cultural industry. On successful completion of the Master of Arts and Entertainment Management you will be eligible to apply for membership of the Australian Institute of Arts Management (AIAM).

See page 17.

**Business administration and MBA**
The MBA heads the suite of Deakin's postgraduate courses in business administration and is one of the most highly regarded MBA programs on offer. Deakin's MBA integrates a case-based teaching approach with the reality of business and professional practice. The Deakin MBA program is renowned for its experiential learning opportunities. You can fast-track your degree with an intensive residential unit or enrich your degree with an overseas study tour. Practical learning, real experience.

Deakin offers a range of business administration courses at graduate certificate, graduate diploma and masters levels, with a number of specialisations, in areas such as management, environmental sustainability, health and human services management and corporate management.

See page 19.

**Commerce**
Deakin's commerce program is designed for people with non-business qualifications who are looking to gain more knowledge and expertise in the business arena. However if you hold an undergraduate degree in business you will find the Master of Commerce effective for developing professional skills in other areas of business competence. Our commerce courses are flexible with a range of specialist areas covering accounting, commercial law, financial planning, marketing and international trade and business, to name a few. The graduate certificate and graduate diploma are pathways into the Master of Commerce.

See page 32.

**Contemporary leadership**
Leadership is important at every level of human organisation and may become more important than technical skills as you rise up the chain of command. Good leadership is highly valued. Technical skills are increasingly company specific and taught in-house, while leadership skills are highly portable.

The Master of Contemporary Leadership builds on Deakin's MBA experience to create a postgraduate program devoted to the development of your full leadership potential. The course is designed with the learning needs of mid-career adults in mind. There is a heavy emphasis on learning from experience, through work-based projects and through intensive residential courses that provide a 'hot-house' learning environment.

See page 36.

**Financial planning**
Deakin's financial planning courses are professionally oriented and are aimed at those aspiring to join the financial planning industry, as well as those currently employed in the industry. Our financial planning courses are recognised for entry into the Financial Planning Association of Australia's Certified Financial Planner (CFP) Program. Deakin's postgraduate financial planning units are recognised by the Australian Securities and Investment Commission as meeting the training requirements as specified under RG146. The graduate certificate and graduate diploma are pathways into the Master of Financial Planning.

See page 39.

**Human resource management**
Human resource (HR) management is no longer regarded as the sole responsibility of a special department, with the work increasingly being integrated into mainstream managerial responsibilities. Deakin's HR management courses offer specialist units in change management, employment relations, business strategy and analysis, together with elective study options from the key business disciplines of marketing, management, accounting, economics, finance and information systems. The graduate certificate and graduate diploma are pathways into the Master of Human Resource Management.

Our courses are accredited by the Australian Human Resources Institute (AHRI).

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« Continued on page 6 …
Janice de Vries  
Master of Personal Injury, 2008  
Off campus 
Master of Business Administration, 2011  
Off campus 
Employed: Senior Premium Cycle and Systems Officer, WorkSafe Victoria

GRADUATE PROFILE

While working and studying for a Master of Business Administration (MBA) would be enough for most people, Janice de Vries added motherhood to her list. Her son, Thomas, was seven months old when she finished her course. ‘It was very challenging but it made completing the course and graduating so much more special for me,’ Janice says. ‘Getting up and acknowledging what I had done, I was more proud of finishing the MBA and having a son than I would have been just completing the MBA.’

Janice works for WorkSafe Victoria. She is part of a project management team that oversees the annual implementation of the premium system for approximately 200,000 employers registered for workers’ compensation in Victoria. ‘It is a wonderful role that is filled with variety and allows you to create opportunities for new experiences and work diversity,’ she says. Janice was in the first cohort of students to graduate with a Master of Personal Injury because the Deakin course was the first of its kind to be offered. Janice says it provided an opportunity for her to learn and grow and gave her a better understanding of her specific field, plus other aspects of business. It also inspired her to continue studying and to enrol in a Deakin MBA.

‘I have the background knowledge about different areas of business so I am more confident about what I do. It is not just about new roles but about improving the way I do things.’

The MBA provided her with excellent networking opportunities within the industry, as students enrolled from interstate and New Zealand, says Janice. ‘Some of the friendships I made have continued to this day. It was a great opportunity to talk to leaders within different organisations and to gain a different perspective on different policies.’

After taking 16 months maternity leave, Janice returned to her WorkSafe Victoria position. She soon found her MBA had a flow-on effect. ‘Because of the course I felt much more confident coming back after having a baby,’ she says. ‘I would tell myself not to worry about coming back to work because I had done all that study. Things change in the workplace in that time and it gave me a lot more confidence. That confidence also extends to her future career, Janice adds. ‘It is a chance to think about what other directions I could take my career in, and the course has opened my eyes to other opportunities. It has been fantastic in that respect.’

The MBA also means she is more professional about the way she goes about things and in dealing with people. ‘I have the background knowledge about different areas of business so I am more confident about what I do. It is not just about new roles but about improving the way I do things,’ says Janice.

Deakin’s online facilities proved a bonus when balancing her studies with motherhood, she adds. ‘The ability to have the course delivered online and to stop and start when I was caring for Thomas, it was so much easier.’
Business and law study areas

Information systems
An expansive view of information systems and electronic business has been taken to include the associated strategies, processes, technologies and human aspects for its application in a business and social context.

Deakin’s information systems courses offer specialist, advanced studies in the business-oriented principles and practices of information systems, electronic business and supply chain management. The courses integrate information systems studies with relevant, complementary studies in business.

The graduate certificate and graduate diploma are pathways into the Master of Information Systems.

See page 43.

Insurance and risk management
The Master of Insurance and Risk Management provides specific education and professional accreditation for those employed in the general insurance sectors of the insurance industry.

Depending upon unit choice, completion of this course can meet the educational requirements of the Australian and New Zealand Institute of Insurance and Finance’s Fellowship award. Similarly, depending upon unit choice, the course can also meet the Australian Securities and Investment Commission’s (ASIC) core and specialist competencies at Tier 1 under RG146.

See page 46.

International business
As business increasingly operates on a global scale there is a pressing need for enhanced management skills and knowledge appropriate to the internationalised environment. Managing the complexities of international trade and a diverse workforce are just some of the challenges facing organisations.

Our international business courses provide an integrated perspective by combining units on economic and financial management with those dealing with strategy, marketing, law and international relations. As a graduate you will have the skills to manage in a global business environment wherever your international career takes you.

The graduate certificate and graduate diploma are pathways into the Master of International Business.

See page 48.

International finance
Specialist studies in international finance develop a professional capability in finance, with a particular emphasis on international trade and associated financial markets. For graduates already working in the finance industry it will improve their professional capabilities in a range of finance domains. For graduates without a background in finance it will provide advanced studies in financial markets and appropriate research methodologies.

Depending on unit choice, graduates of the Master of International Finance may gain membership of the Finance and Treasury Association (FTA), Financial Planning Association (FPA) and the Financial Services Institute of Australia (FINSIA).

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Law
Deakin’s commercial law program is designed for students who have a general interest in commercial law and those who wish to learn more about specific areas of law, particularly within Australia. Units cover key areas such as corporation law, income tax, international commercial law, internet law, corporate governance and trade practices. You also have the opportunity to join our China Study Tour while studying Chinese Commercial Law.

The Master of Commercial Law gives you an introduction to legal research and writing, as well as the opportunity to engage in independent research. Studies in commercial law will enhance your capacity to deal with legal issues through an associated understanding of the broader corporate/policy issues.

Deakin also offers a Graduate Certificate of Commercial Law (Financial Crime Control). The course is designed for current prospective regulators and corporate officers who wish to deepen their understanding of the complexities of financial crime and the key strategies employed to combat these offences.

See page 54.

Marketing
Deakin’s postgraduate marketing courses comprise specialist, professional study for graduates who have not previously studied marketing. You will gain an understanding of the theoretical, practical and research frameworks that underpin marketing, and develop the research, strategy and communication skills crucial in each of the key areas of marketing. Specialist elective units are also available in sports marketing, arts marketing and public relations.

The courses allow you to build skills in market research and data analysis, as well as in specialised areas such as customer service, online marketing and international marketing.

The graduate certificate is a pathway to the Master of Marketing.

See page 59.
Personal injury management
Deakin's personal injury management program is designed to meet the academic needs of a commercial partner—the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations.

The courses combine specialist units in personal injury management and other units relevant to the work of those in the accident compensation industry. The program involves a combination of off-campus study and on-campus residential units.

The personal injury management courses are administered by DeakinPrime, the University’s corporate education arm. For more information, please phone 03 9918 9106 or email pimhelpdesk@deakinprime.com.

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Property
The Graduate Diploma of Property is designed for professionals such as architects, surveyors and construction managers looking to broaden their careers in the built environment, as well as graduates with degrees in commerce, management or law disciplines wishing to move into property. Study areas include statutory valuation, sustainable construction, property investment, property law and practice, property development and advanced property valuation.

The Graduate Diploma of Property is designed to satisfy the academic requirements for registration as a Certified Practising Valuer with the Australian Property Institute (API).

See page 63.

Retail management
The Australian retail industry is one of the most dynamic and complex areas in which to work. It is a leading industry in the economy, with more than 70,000 retailers throughout Australia operating 200,000 outlets, generating annual sales turnover of over $200 billion. Through the Graduate Certificate of Retail Management, Deakin is active in developing the skills and knowledge of retail professionals, with teaching and research expertise in all core aspects of retailing, marketing management and merchandise management.

See page 64.

Sport management
Sport management deals with the organisation and delivery of sport in its various manifestations at the elite, semi-elite and recreational levels. The principle focus of sport management, as an academic discipline, is in the preparation of managers with the skills to provide leadership and direction for sporting organisations. Deakin's sport management courses are offered within the framework of a business education, emphasising management, marketing and finance. A number of disciplines are drawn on, including sociology and psychology, to contribute to an understanding of sport in its broader social context and incorporating theories of leadership motivation and consumer behaviour.

The graduate certificate is a pathway to the Master of Business (Sport Management).

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Deakin's libraries are progressively being redeveloped to ensure modern and attractive learning spaces are available to provide students with a great choice of study options.
Why choose Deakin?

Flexible courses
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.

Flexible timing: the trimester system
Deakin now operates a trimester system with three 12-week study periods. Study in Trimester 3 is not compulsory – it just provides another option for study.

There are many advantages of the trimester system, 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 degree study.

Study support
Deakin has been at the forefront of innovative educational delivery for 30 years. It continues this tradition using 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.

Online learning
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:
- Desire2Learn – 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.

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.

Pathways
Many of Deakin’s postgraduate courses offer articulation pathways, meaning you can start in a graduate certificate program and gradually build to a masters qualification. For example, completion of the Graduate Certificate of Accounting allows articulation into the Graduate Diploma of Accounting, Master of Professional Accounting, Master of Professional Accounting/Master of Commerce, Master of Accounting Information Systems or Master of Commerce, broadening your study options.

Credit for Prior Learning
The University aims to provide students with as much credit as possible for approved prior study or informal learning that exceeds the normal entrance requirements for the course and is within the constraints of the course regulations. Visit deakin.edu.au/buslaw/studentinfo for more information.

We value your experience
At Deakin we believe work experience is a valuable asset and that experience can be your first step along the qualification pathway. If you don’t hold a bachelor degree, you can apply to use your relevant work experience as entry into one of our many graduate certificate programs. You might then continue on and complete a masters qualification to build your knowledge and enhance your career opportunities, or exit with a graduate certificate or graduate diploma. Whatever you choose, Deakin’s flexible delivery is designed to make your study a little easier. See deakin.edu.au/buslaw/studentinfo for more information.

Scholarships
Deakin offers a variety of scholarships to help support you financially during your studies. General information about scholarships at Deakin is available at deakin.edu.au/scholarships. Further detail on scholarships for students enrolling in postgraduate research degrees at Deakin is available at deakin.edu.au/research/admin/scholarships.
## Business and law postgraduate coursework degrees

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## Business and law postgraduate coursework degrees

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**Related course**

| Master of Health and Human Services Management                             | H746       | ☐               | ☐ ☐ ☐                        | T1, T2                   | $19 950 (FPP)                 | 76   |

Information correct at June 2012, 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. Masters program students please note: where the length of the masters 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 more fee information, including information about the FEE-HELP loan program and how you can defer your payments, see pages 84–85 or 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.

^ Subject to review for 2013.

**Key**

PT = Part time
FT = Full time
CSP = Commonwealth Supported Place
FPP = Fee-Paying Place
T1 = Trimester 1
T2 = Trimester 2
T3 = Trimester 3

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Postgraduate studies at Deakin enable you to expand your professional and social networks, and study with like-minded people who share similar interests.
Coursework degrees

Accounting

Pathways to professional accounting qualifications for graduates of any discipline.

Our accounting courses cater for students who require a full professional accounting qualification, as well as for those who seek knowledge in accounting and related fields to complement their overall management knowledge and expertise.

By selecting the right combination of units in one of the professionally accredited courses you will be eligible to join in the programs of Chartered Professional Accountants (CPA) Australia, the Institute of Chartered Accountants in Australia (ICAA), the IPA program of the Institute of Public Accountants and exemptions in the Association of Chartered Certified Accountants (ACCA).

Career opportunities

Our courses provide students with the skills, technical knowledge and understanding required in accounting and finance, and their application within the broader world of business. Major international accounting firms, investment banks and virtually every area of business and government are seeking accounting graduates with internationally recognised professional qualifications.

International finance study tour

Travel to the financial capitals of the world and gain credit towards your degree. Paris, London, Dubai, Frankfurt, the WTO, the United Nations in Geneva, visiting key financial organisations such as the European Central Bank and the Bank of England could be on the itinerary. During November and December students are offered two units in intensive, on-campus mode.

In order to participate in the international finance study tour, students will be required to study at least one of the two finance units offered. The study tour comprises on-campus academic studies augmented by an overseas tour with a series of structured guest presentations by financial institutions, corporations, multilateral government authorities and regulators in major and developing global financial centres.

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

Master of Professional Accounting

Course code: M720. CRICOS code: 055181B

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution. Alternate admission is available on completion of the Graduate Certificate of Professional Accounting or Graduate Diploma of Professional Accounting.

Deakin's Master of Professional Accounting is designed to provide you with the skills, technical knowledge and understanding required in accounting and finance and their application within the broader business world.

It enables graduates of any discipline to complete a professional masters degree in the shortest possible time (1.5 years of full-time study).

Upon graduation you are eligible for entry as an associate member of CPA Australia, and meet the educational requirements for entry into the CA program of the Institute of Chartered Accountants in Australia (ICAA), the IPA program of the Institute of Public Accountants and exemptions in the Association of Chartered Certified Accountants (ACCA).

This course is ideal if you require a full professional accounting course, or seek knowledge in accounting and related fields to complement your overall management knowledge and expertise.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units.

Core units

- MAA703 Accounting for Management 1 2
- MAA716 Financial Accounting 1 2
- MAA725 Advanced Accounting Principles and Practice 1 2
- MAA753 Professional Research and Analysis for Accountants
- MAA763 Professional Accounting Reporting and Practice
- MLC707 Commercial and Corporations Law 1 2
- MPA701 Accounting 1 3
- MPF753 Finance 1 2

Elective units

Plus 4 credit points of units from:

- MAA705 Corporate Auditing 2 3
- MAA744 Strategic Management Accounting
- MLC703 Principles of Income Tax Law 2 3
- MPE781 Economics for Managers 1
- MPM701 Business Process Management 1
or units from the Master of International Finance and the Master of Financial Planning.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

1 Required by CPA Australia for Associate (foundation level) Membership.
2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.
Moving from accounts administrator to a finance management position is a big step and one that Von Martin says is all thanks to the Master of Professional Accounting (MPA) he completed off campus through Deakin. Von had no accounting qualifications before starting his MPA. But by the time he was half way through the course he was promoted to the position of Financial Accountant and on graduating, he was awarded his current position of Manager, Financial Planning and Analysis. ‘I would not have this position without the Deakin course,’ he says. ‘And I am doing my CPA now.’

Von has brought an interesting and unusual background to his accounting career. Originally a computer engineer educated in the Philippines, he worked as an automation engineer in the biggest steelmaking company in the Middle East for 10 years leading up to 2000, before immigrating to Australia. ‘I looked for work in engineering but couldn’t find any,’ he explains. ‘I thought I would try accounting, although I had no accounting background, and I applied for job as an accounts administrator.’

Before long, Von’s manager told him he would like to support him in studying accounting so he investigated courses. ‘In 2003 I did a couple of subjects from TAFE but then asked myself why I was studying at TAFE when I had a degree,’ he says. ‘I rang Deakin to enquire about the Graduate Diploma in Accounting and they said I would be qualified to do the masters.’

In the mean time, one of the accountants at Von’s workplace resigned and trained Von to take over her position. ‘I stepped up to the position with only a few years accounting experience but without an accounting degree,’ he says. ‘I took the masters over two and a half years and half way through, our management promoted me to a financial accountant role. After I finished the course in 2009 an opportunity opened and I was offered the financial management role.’

Although he has not studied at any other Australian university, Von is convinced that Deakin is ‘the best’. ‘I have had colleagues doing the same course at other universities and sometimes they would be jealous of me,’ he explains. ‘I would be getting all the resources I needed from Deakin Studies Online and I had no trouble talking directly to the lecturers to ask questions. Especially before exams, I found that very helpful.’ Von was also impressed to find that many of the resources he is using for his CPA studies have been provided by Deakin.

Von says his position sees him constantly draw on the knowledge he gleaned during his MPA. ‘The subjects Strategic Management Accounting and Professional Accounting Reporting and Practice I found particularly helpful because they apply directly to my work,’ he says.
Graduate Diploma of Professional Accounting

Course code: M696. CRICOS code: 018315M

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of Professional Accounting.

Deakin’s Graduate Diploma of Professional Accounting provides you with the opportunity to undertake graduate studies towards applying for associate membership of CPA Australia or entry into the Institute of Chartered Accountants in Australia to undertake the CA Program.

Completion of this course allows articulation into the Master of Professional Accounting, Master of Professional Accounting/Master of Commerce or the Master of Commerce.

Course structure
You must complete 8 credit points of study, comprising 6 credit points of core units and 2 credit points of elective units.

Core units
MAA703 Accounting for Management1 2
MAA716 Financial Accounting1 2
MAA725 Advanced Accounting Principles and Practice1 2
MLC707 Commercial and Corporations Law1 2
MPA701 Accounting1 2
MPF753 Finance1 2

Plus 2 credit points of units from:
MAA705 Corporate Auditing2 3
MLC703 Principles of Income Tax Law2 3
MPE781 Economics for Managers1
MPM701 Business Process Management1
or units from the Master of Professional Accounting, Master of International Finance and the Master of Financial Planning.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

1 Required by CPA Australia for Associate (foundation level) Membership.
2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

Graduate Certificate of Professional Accounting

Course code: M506. CRICOS code: 018307M

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution.

Deakin’s Graduate Certificate of Professional Accounting provides a sound foundation in the key areas of professional accounting.

It allows articulation into the Graduate Diploma of Professional Accounting, Master of Professional Accounting, Master of Professional Accounting/ Master of Commerce or Master of Commerce.

Course structure
You must complete 4 credit points of study.

Select at least 2 credit points of units from:
MAA703 Accounting for Management1 2
MAA716 Financial Accounting1 2
MAA725 Advanced Accounting Principles and Practice1 2
MPA701 Accounting1 2
MPF753 Finance1 2

Plus 2 credit points of units from:
MAA705 Corporate Auditing2 3
MLC703 Principles of Income Tax Law2 3
MLC707 Commercial and Corporations Law1 2
MPE781 Economics for Managers1
MPM701 Business Process Management1
or any unit(s) not previously studied as listed in the Graduate Certificate of Professional Accounting.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

1 Required by CPA Australia for Associate (foundation level) Membership.
2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.
Graduate Certificate of Chartered Accounting Foundations

Course code: M537

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution.

Deakin’s Graduate Certificate of Chartered Accounting Foundations provides specialist knowledge and skills in areas relevant to the professional practice of accounting. The course prepares non-accounting graduates for entry into the Institute of Chartered Accountants in Australia’s Graduate Diploma in Chartered Accounting. It is designed as a broad pathway for employees of chartered accounting firms and those interested in pursuing a career in chartered accounting.

Course structure
You must complete 4 credit points of study, comprising eight core units worth 0.5 credit points each.

MAA774 Management Accounting
MAA775 Auditing
MAA776 Financial Accounting 1
MAA777 Financial Accounting 2
MAA778 Financial Accounting 3
MAF721 Finance
MLC711 Commercial and Corporations Law
MLC712 Taxation

^ Subject to review for 2013.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Jayne Lovelock walked away from her Deakin masters degree with much more than a postgraduate qualification. As co-winner of the 2010 Ticketmaster Deakin Alumni Award, Jayne received funding to undertake some professional development overseas. She spent a year in Paris working on the marketing and publicity for an Australian Indigenous art gallery, undertaking an internship at the Australian Embassy, and completing a three-week course in creative arts management. ‘It was pretty amazing,’ she says of the experience.

Jayne initially studied arts and music and anticipated a career as a musician. But she found herself gaining interest in the marketing and promotion of the arts industry. While undertaking the masters, she was working for Multicultural Arts Victoria in its marketing and publicity department, so she studied off campus. ‘I had heard a lot about the course’s industry connections and it seemed a lot more vocational than some other courses,’ she says.

‘You got to do subjects with business students, not just arts students. And, working full-time, I knew it was a course I could do online and with support.’ Jayne soon discovered that studying off campus does not mean feeling out of the loop. ‘I was really happy. Even though I was off campus, I felt quite supported,’ she says. ‘I even had phone calls to check if I was ok and I made friends online.’

The subjects Arts Sponsorship and Fundraising and Arts Marketing were particularly relevant for Jayne. ‘They directly plugged into what I was doing at the time,’ she says. ‘It was great to be involved in those things at work while doing them in the course.’

While enjoying the final stages of her Parisienne adventure, Jayne successfully applied for her new position as Development Manager at Melbourne Fringe. ‘It is an amazing organisation and I am really happy to be there,’ she says. ‘It is an exciting and dynamic place to work.’ As the leading organisation for supporting Victoria’s independent artists, the Melbourne Fringe Festival showcases Melbourne’s arts talent by hosting more than 300 performances and visual arts displays in just three weeks through September and October. Jayne’s role sees her managing the marketing and partnerships programs and doing the marketing for both the Melbourne Fringe organisation and the Melbourne Fringe Festival.

Jayne feels strongly that her Deakin masters course contributed to her attaining her present position in a tough climate. ‘It was really valuable having that qualification,’ she says. ‘There is a lot of competition for jobs in Australia and there is not a lot of work in the arts. (The masters) can be the thing that gets you over the line.’
Arts and entertainment management

Deakin’s arts and entertainment management courses provide a business education, emphasising management, marketing and finance skills.

These skills are vital for the success of cultural organisations today, as they face challenges of new funding requirements, the increasing scale of events as highly commercialised mass entertainment and the increasing international reach of the industry.

The Helen Macpherson Smith arts and entertainment management scholarships are available to encourage students to pursue study in the arts and entertainment management field.

For more information please visit the School website: deakin.edu.au/buslaw/management-marketing/aem

Master of Arts and Entertainment Management

Course code: M735. CRICOS code: 054578M

Admission requirements: Completion of a tertiary program equivalent to at least four years of full-time study at a university or other approved educational institution, or completion of a tertiary program equivalent to at least three years of full-time study at a university or other educational institution and three years relevant work experience, or for those without a degree, a graduate diploma in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Arts and Entertainment Management.1

The arts and entertainment areas are booming, creating a demand for qualified graduates to manage festivals, mega-events, community events, facilities, publishing houses, music venues, performing arts, visual arts, film and video, radio and television, cultural heritage and museums and communications technology organisations.

Deakin's course is structured within the framework of a business education, emphasising management, marketing and finance, with a series of industry-specific projects ideal for those working in the cultural industry.

On successful completion of the Master of Arts and Entertainment Management, you will be able to apply for membership of the Australian Institute of Arts Management (AIAM).

Course structure

You must complete 8 credit points of study, comprising 4 credit points of core units and 4 credit points of elective units.

Core units

- MKM792 Arts Marketing
- MMM790 Arts Management
- MMM793 Managing Cultural Projects and Events
- MPA751/MPR751 Financial Reporting and Analysis*

Elective units

Select 4 credit points of units from:

- ACE701 Developing Arts Audiences
- AIM704 Heritage and Sustainable Cultural Tourism
- MLC771 Law for Managers
- MKR737 Online Marketing
- MMM796 Managing Arts in Community Settings
- MMM799 Arts Fundraising and Sponsorship
- MPA711 Corporate Governance and Ethics
- MPI700 Postgraduate Internship
- MPM703 Business Strategy and Analysis
- MPM722/MPR722/MPR722 Human Resource Management**
- MPR705 Entrepreneurship*

* MPR 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.

1 Students articulating from the Graduate Certificate of Arts and Entertainment Management will not receive any Credit for Prior Learning into the Master of Arts and Entertainment Management for units completed.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Graduate Certificate of Arts and Entertainment Management

**Course code:** M519 (Full time in Trimester 1 only)

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

This course aims to provide an understanding of the functions and principles of management as it applies to the arts and entertainment industry. You will gain an overview of the cultural industry and how arts and entertainment management is delivered in Australia and its links with international governing bodies.

You will also develop the necessary skills to provide leadership and direction for the arts in Australia, to contribute to the growing internationalisation of the arts and the potential impact on Australia’s ability to attract major cultural events.

The course allows articulation into the Master of Arts and Entertainment Management.

**Course structure**

You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective units.

**Core units**

- MMM790 Arts Management
- MMK792 Arts Marketing

**Elective units**

- MLC771 Law for Managers
- MMM793 Managing Cultural Projects and Events
- MMM796 Managing Arts in Community Settings
- MMM799 Arts Fundraising and Sponsorship
- MPA751/MPR751 Financial Reporting and Analysis*

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

Students articulating from the Graduate Certificate of Arts and Entertainment Management will not receive any Credit for Prior Learning into the Master of Arts and Entertainment Management for units completed.

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

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Cressida Griffith has a job most musicians would envy. She says her Deakin University Master of Arts and Entertainment Management was the key to her entry into the arts industry.

Previously holding the position of Education and Metropolitan Manager of Orchestra Victoria, Cressida managed all the Melbourne concerts that the orchestra performed in – it is the backing orchestra for the Australian Ballet, Opera Australia and Victorian Opera. Between those concerts, she headed a community program that brought concerts to Melbourne and regional Victorian audiences, plus education workshops to regional areas. She recently took up a post as Development Executive with Victorian Opera.

‘(Deakin) has really good connections with the arts industry and they try to link students in with that world. I also like how they connected theory to case studies and real life examples all the time – it is important in a masters to apply it.’

I started the masters while I was with the government,’ says Cressida. ‘I realised I wanted to work in arts management, so I researched the different unis and courses. I chose Deakin because the course was offered off campus and I could work my study around working full time.’

Choosing the masters in the hope it would help her get into the arts industry, Cressida was happy when it did exactly that – well before the course was even finished. She found the off-campus option worked well. ‘They sent out all the study notes and it was all manageable with my work,’ she says. ‘They also kept upgrading and improving the course as we went along. The staff were really good, especially the arts management people who were very responsive.’

After previously studying arts subjects, Cressida found the business subjects in the masters particularly helpful. ‘I could apply them to my work,’ she says. ‘Things like law, finance and marketing all applied to what I was doing.’ She still draws on the skills she gained during the course for her current job.

Strong industry links are an additional factor Cressida values about her Deakin course. ‘(Deakin has) really good connections with the arts industry and they try to link students in with that world. I also like how they connected theory to case studies and real life examples all the time – it is important in a masters to apply it.’
Business administration and MBA

Deakin's distinctive MBA is one of Australia's premier business education programs.

For 30 years, the Deakin MBA has been offering relevant skills, contemporary knowledge and real experience, while developing the business leaders of tomorrow.

Coherent themes of teamwork, sustainability, globalisation and social and regulatory responsibility run through the entire MBA program. The focus is on profit with principles, which means graduates understand the importance of ethical behaviour and sustainable decision-making. The program content is informed by research, scholarship and industry engagement.

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, 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 an internet connection through which they can interact with staff and fellow students.

Master of Business Administration

Course code: M701. CRICOS code: 035037J

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelors degree, or a graduate certificate in a cognate area plus at least five years relevant work experience. Alternative admission is available on completion of the Graduate Diploma of Business Administration or Graduate Certificate of Business Administration. Applicants are required to submit a full and detailed resume.

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.

Specialisations are available in accounting, arts and entertainment management, business consulting, corporate governance, electronic business, enterprise security management, environmental sustainability, finance, financial planning, health and human services management, human resource management, information systems management, information systems project management, innovation, insurance and risk management, international and community development, international trade and business, law, leadership and communication, marketing, project-based management, public management, research project, retail management, strategy and planning and supply chain management.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units, including either one specialisation as listed or selected from the range of specialisations and general elective units. Students must complete at least 4 credit points of units from the core at Deakin.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
MPE781 Economics for Managers
MPF753/MPT753 Finance#
MPK732/MPR732/MPT732 Marketing Management*#
MPM701 Business Process Management
MPM706/MPR706 Strategic Management*
MPM721/MPR721 Organisational Behaviour*

Plus one unit from:

MPM712 Managing Innovation
MPM722/MPR722/MPT722 Human Resource Management**
MPM735/MPT735 International Business Management*

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

MPT708 Business in Asia*

* 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.

Continued on next page …
Coursework degrees

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

Accounting
- 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/MPF702 Applied Business Project*

Art and entertainment management
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/MPF702 Applied Business Project*

Business consulting
- MPM715 Management and Organisational Consulting
- Plus 3 credit points of units from:
  - MLM706 Corporate Governance
  - MPA711 Corporate Governance and Ethics
  - MPK701 Research Design and Analysis
  - MPK711 Strategic Customer Service
  - MPM701 Business Process Management
  - MPM712 Managing Innovation
  - MPR705 Entrepreneurship*
  - MSC756 Project Management
  - MMH707 Managing Transitions and Change
  - or
  - MPR707 Change Management*
  - MPI701 Business Practicum (2 credit points)
  - MPI702/MPF702 Applied Business Project*

Corporate governance
- MLM706 Corporate Governance
- MPA711 Corporate Governance and Ethics
- MPA751/MPR751 Financial Reporting and Analysis*
- Plus one unit from:
  - AIP777 Accountability and Corporate Social Responsibility
  - MAF754 Enterprise Risk Management
  - MPI701 Business Practicum (2 credit points)
  - MPI702/MPF702 Applied Business Project*
  - MSC755 Risk Management for Business Information Systems
  - MPM722/MTF722 Human Resource Management**

Electronic business
- MPM701 Business Process Management
- MSC752 eBusiness Strategies
- MSC767 Business Security Management
- Plus one unit from:
  - MMK737 Online Marketing
  - MPI701 Business Practicum (2 credit points)
  - MPI702/MPF702 Applied Business Project*
  - MSC768 Knowledge Management
  - MSQ791 Data Analysis for Managers

Enterprise security management
Select 4 credit points of units from:
- MLM770 Law and the Internet
- MLM786 Electronic Crime
- MPI701 Business Practicum (2 credit points)
- MPI702/MPF702 Applied Business Project*
- MSC755 Risk Management for Business Information Systems
- MSC767 Business Security Management

Environmental sustainability
- MPM704/MTF704 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
  - AIP777 Accountability and Corporate Social Responsibility
  - MPI701 Business Practicum (2 credit points)
  - MPI702/MPF702 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
Select 4 credit points of units from:
- MAF702 Financial Markets
- MAF703 Applied Corporate Finance
- MAF704 Treasury and Risk Management
- MAF707 Investments and Portfolio Management
- MAF754 Enterprise Risk Management
- MAF753/MTF753 Finance*
- MPI701 Business Practicum (2 credit points)
- MPI702/MPF702 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.

⇒ Continued on page 22 …

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Nine nights battling the west coast of Tasmania in a sailing boat taught Jill Kokinos a lot about herself and her leadership skills. ‘I had no sailing experience and we had three watch groups responsible for sailing the boat,’ Jill says of her participation in the Audacious Leadership program she completed as part of her Deakin Master of Business Administration (MBA). ‘Crossing Bass Strait at night when it was extremely rough, and living in confined conditions, you learn a lot about how far you can push yourself,’ she says. The program also allowed Jill to see a lot of different leadership styles. ‘I could see what works well and I will change some things about my own leadership style because of that. It was an amazing experience,’ she says.

The four residential units that will make up Jill’s MBA have also proved a huge bonus. ‘Change Management and Management Communications, in particular, have brought some life-changing moments. They were all based on experiential learning and have been absolutely brilliant.’ She has also embraced the opportunity to learn from other residential participants. ‘They (residential) tend to be full of mature-age students from all around Australia with a lot of experience in business. It is a huge melting pot of ideas and is fantastic fun.’

‘I have been fully motivated to continue all the way through it. I have even been thinking about what I could study next.’

Originally a secondary school physical education teacher, Jill later combined raising children with working in her family’s commercial joinery business. Her journey with BJH Controls, an engineering service to the manufacturing sector, began when she was employed as a part-time bookkeeper. But, by 2007, she had moved to a full-time position, accrued much more responsibility, and was appointed as Business Manager. Soon after commencing her MBA, Jill took on the position of General Manager.

As well as being able to study off campus, a strong factor in Jill choosing the Deakin course was the opportunity to exit at graduate certificate or graduate diploma stage if she lacked the time or motivation to continue, she says. ‘Because I was going back to study in my 40s, I wasn’t sure how I would find the time, or how motivated I would be.’ But she soon found the desire to keep going was never a problem. ‘I have been fully motivated to continue all the way through it. I have even been thinking about what I could study next,’ she says.

As well as the satisfaction of achieving the qualification, Jill says she is experiencing many advantages of doing the MBA. ‘I am responsible for all the non-technical aspects of running the business so I liaise with bank managers, accountants and lawyers, and deal with staff issues,’ she explains. ‘It affirms the way you are doing things and gives you confidence to know you are using best practice. And when you are dealing with people outside the business who are experts in their field, you know you are using the right terminology. The course was a lot of fun as well – it has been great for me,’ Jill says.
Coursework degrees

Financial planning
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
- MPT701 Business Practicum (2 credit points)
- MPT702/MPT702 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
Select 4 credit points of units from:
- HSH701 Principles and Practice of Public Health
- HSH702 Contemporary Health Issues and Policies
- HSH703 Health Promotion
- HSH709 International Perspectives on Health Policy and Planning
- MPT701 Business Practicum (2 credit points)
- MPT702/MPT702 Applied Business Project

Human resource management
- MMH706 Advanced Human Resource Management
- MM722/MMPT722/MMPR722 Human Resource Management

Plus 2 credit points of units from:
- MMH709 Employment Relations for Organisational Effectiveness
- MPT702/MPT702 Applied Business Project
- MSC768 Knowledge Management
- MMH707 Managing Transitions and Change
- MPR707 Change Management

Information systems management
- MPM701 Business Process Management
- MSC754 Information Systems Business Analysis
- MSC770 Information Systems and Global Issues

Plus one unit from:
- MPT701 Business Practicum (2 credit points)
- MPT702/MPT702 Applied Business Project
- MSC755 Risk Management for Business Information Systems
- MSC767 Business Security Management

Information systems project management
Select 4 credit points of units from:
- MPT701 Business Practicum (2 credit points)
- MPT702/MPT702 Applied Business Project
- MSC755 Risk Management for Business Information Systems
- MSC770 Information Systems and Global Issues
- MPM701 Business Process Management

Innovation
- MPM712 Managing Innovation

Plus 3 credit points of units from:
- MPT701 Business Practicum (2 credit points)
- MPT702/MPT702 Applied Business Project
- MPR711 Strategic Customer Service
- MPM701 Business Process Management
- MPM715 Management and Organisational Consulting
- MPR705 Entrepreneurship
- MPR707 Change Management
- MSC756 Project Management
- SEB711 Developing Innovation
- SEB712 Managing Innovation
- SLE720 Risk Assessment and Control

Insurance and risk management
- MPS701 Principles of Risk and Insurance

Plus 3 credit points of units from:
- MAF754 Enterprise Risk Management
- MPS703 Reinsurance
- MPS707 Life Risk
- MPS708 General Insurance

International and community development
Select 4 credit points of units from:
- AID714 Gender and Development
- AID733 The Economic Development Record
- AID734 Approaches to Political Development
- ASD704 Community Development Theory and Practice A
- ASD705 Community Development Theory and Practice B
- ASD715 Cross Cultural Communication and Practice

International trade and 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)
- MPT702/MPT702 Applied Business Project
- MPK736/MPT736 International Marketing
- MPM735/MPT735 International Business Management

Law
- MLC771 Law for Managers

Plus 3 credit points of units from:
- MLC703 Principles of Income Tax Law
- MLM703 Chinese Commercial Law
- MLM706 Corporate Governance
- MLM721 International Competition Law and Policy
- MLM731 Corporations Law
- MLM740 International Commercial Law
- MLM782 Indian Law
- MLM785 International Law
- MLM788 International Financial Crime
- MLM792 Anti-Money Laundering and Counter-Terrorism Financing
- MPT701 Business Practicum (2 credit points)
- MPT702/MPT702 Applied Business Project

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Leadership and communication
MPM721/MPR721 Organisational Behaviour*
MPR703 Management Communication*
MPR705 Entrepreneurship*

Plus one unit from:
MMH707 Managing Transitions and Change
MPI702/MPT702 Applied Business Project*
MPM702 Audacious Leadership*
MPR707 Change Management*

Marketing
Select 4 credit points of units from:
MMK733 Strategic Marketing
MMK737 Online Marketing
MMK751 Services Marketing
MPI701 Business Practicum (2 credit points)
MPI702/MPT702 Applied Business Project*
MPK701 Research Design and Analysis
MPK712 Advertising and Consumer Behaviour
MPK736/MPT736 International Marketing*
MPK711 Strategic Customer Service
MPK732/MPR732/MPT732 Marketing Management**

Project-based management
MSC756 Project Management

Plus 3 credit points of units from:
MPI701 Business Practicum (2 credit points)
MPI702/MPT702 Applied Business Project*
SEB712 Managing Complex Projects
MMH707 Managing Transitions and Change
or
MPR707 Change Management*

Public management
Select 4 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/MPT702 Applied Business Project*

Research project
Select 4 credit points of units from:
MPI701 Business Practicum (2 credit points)
MPK701 Research Design and Analysis
MPK701 Research Project 1a
MPK703 Research Project 2 (2 credit points)

Retail management
MPK732/MPR732/MPT732 Marketing Management**
MPM705 Retailing
MPM716 Merchandise Management

Plus one unit from:
MLM790 Marketing Law
MMK737 Online Marketing
MPK711 Strategic Customer Service
MPM712 Managing Innovation
MPM712 Advertising and Consumer Behaviour
MPM701 Business Process Management
MPM715 Management and Organisational Consulting
MPM721/MPR721 Organisational Behaviour
MPM722/MPR722/MPT722 Human Resource Management**
MSC753 eBusiness and Supply Chain Management
MPI701 Business Practicum (2 credit points)
MPK702/MPT702 Applied Business Project*

Strategy and planning
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/MPT702 Applied Business Project*
MPK705 Entrepreneurship*
MMH707 Managing Transitions and Change
or
MPR707 Change Management*

Supply chain management
MSC753 eBusiness and Supply Chain Management
MSC795 eBusiness Processes
MPM701 Business Process Management

Plus one unit from:
MPI701 Business Practicum (2 credit points)
MPI702/MPT702 Applied Business Project*
MSC752 eBusiness Strategies
MSC755 Risk Management for Business Information Systems
MSQ791 Data Analysis for Managers

* 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 for Prior Learning
Credit for Prior Learning 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 for Prior Learning arrangements in place for CPA members.
Family circumstances meant Jeanette Kenney had to postpone her university education. But she has more than made up for lost time, recently graduating with a Master of Business Administration (MBA) from Deakin. ‘When I left high school my big dream was to go to university but, because of my family situation I wasn’t in the position to go,’ she says. ‘I needed to go to work so I had to watch all my friends go to uni.’

Years later, as she worked as a major project manager at the ANZ bank and neared the age of 40, Jeanette decided the time was right. ‘It was something I always wanted to do and if I didn’t do it now ...’ she says. ‘My employer sponsored me, which was fantastic. The way I saw it, they would sponsor the cost side and I would invest my time.’

The opportunity to gain a higher level of education was one factor, says Jeanette, but the benefits of study went deeper. ‘It was the breadth of things and learning something outside of work,’ she says. ‘You are in an environment where you have cross cultures and cross ages so I learned a great deal about the views of the younger graduates.’

Jeanette enrolled in Deakin’s MBA in 2001. She studied off campus but attended lectures and events when she could. From an employment perspective, the qualification has changed little and she still works with ANZ. But in her daily role, it has helped a lot, says Jeanette. ‘In an education system you are learning a discipline and learning how to structure and present your work. Refining these skills has been of great assistance.’

‘I could not have felt prouder when I stood on that stage and thought, “I actually did this.”’

She singles out the security subjects for special mention. ‘At the time I was the Practice Manager for my employer’s Information Security Division and the course forced me to do research I would not have had time to do within the working environment,’ she says. ‘I had to present a security profile for my assignment and what I had learned helped me structure how I could do it and have it make sense to the executive within my organisation.’

As she works with graduates a lot, Jeanette says studying gave her a good insight into the stresses they experience when getting their assignments in on time while working. Having the discipline to do the hours on a regular basis is the key to juggling study and a demanding job, she adds. ‘Make sure you make time for it every week rather than let it build up. And utilise your own down time, for example, on your way to work on the train, don’t read the paper, read your lecture notes or research papers.’

Sometimes working 70 hours a week as she did through her course, Jeanette says it was often ‘very difficult’ to juggle her study commitments. But it was well worth the effort. ‘At the end of the day, that sense of achievement, to have done it and know that I had something outside my work environment that was important to me – that was great.’ And heading to the Geelong Waterfront Campus with her family in tow for her graduation was a real highlight. ‘It’s a fantastic campus and it was great to experience the way in which Deakin has retained its Australian identity. I could not have felt prouder when I stood on that stage and thought, “I actually did this”.’
Coursework degrees

Graduate Diploma of Business Administration

Course code: M601. CRICOS code: 035038G

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years relevant 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.

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 Economics for Managers
MPK732/MPR732/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
MLC771 Law for Managers
MPF753/MPT753 Finance#
MPM701 Business Process Management
MPM735/MPT735 International Business Management*
MSQ791 Data Analysis for Managers

# 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

Course code: M501. CRICOS code: 020031E

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years relevant work experience, or for those without a degree, seven years of relevant work experience. Applicants are required to submit a full and detailed resume.

The Graduate Certificate of Business Administration allows articulation into the Graduate Diploma of Business Administration, 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/MPR732/MPT732 Marketing Management**
MPM721/MPR721 Organisational Behaviour*

Elective units
Select one unit from:
MAA703 Accounting for Management
MLC771 Law for Managers
MPE781 Economics for Managers
MPF753/MPT753 Finance#
MPM701 Business Process Management
MPM722/MPR722/MPT722 Human Resource Management**
MPM735/MPT735 International Business Management*
MSQ791 Data Analysis for Managers

# 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.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Doctor of Business Administration

Course code: M901. CRICOS code: 054580F

Admission requirements: A four-year bachelor’s degree with first or upper second class honours (or equivalent) or a masters 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 for Trimester 3, 2012 must be received by 15 September 2012, applications for Trimester 1, 2013 must be received by 15 November 2012 and applications for Trimester 2, 2013 must be received by 15 May 2013.

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.

The coursework units will be taught at the Melbourne Burwood Campus. In addition, you may elect to study marketing management, organisational behaviour, strategic management, financial reporting and analysis and human resource management in residential mode at the Deakin Management Centre in Geelong.

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 core research training units and a core research thesis worth 12 credit points.

Stage 1

MPA951/MPR951 Financial Reporting and Analysis*
MPE981 Economics for Managers
MPF953/MPT953 Finance#
MPK932/MPR932/MPT932 Marketing Management#
MPM906/MPR906 Strategic Management*
MPM921/MPR921 Organisational Behaviour*
MPM935/MPT935 International Business Management*

Plus one unit from:
MPM912 Managing Innovation
MPM922/MPR922/MPT922 Human Resource Management**

Students precluded from any Stage 1 unit above will be required to choose alternative units from the following list:

MPK901 Research Design and Analysis
MPA911 Corporate Governance and Ethics
MPE907 International Banking and Finance
MPK936/MPT936 International Marketing*
MPR905 Entrepreneurship*#
MPR907 Change Management*

Stage 2

MPD910 Foundations of Research
MPD911 Research Design

Plus one unit from:
MPD912 Quantitative Research Methods
MMD916 Qualitative Research Methods

Stage 3

Doctoral Research Thesis (12 credit points)

* 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.
Master of Business Administration (International)

Course code: M731. CRICOS code: 056889B

Admission requirements: 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 masters 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.

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.

Specialisations
- Business consulting
- Business law
- Finance
- Human resource management
- Information management
- Insurance and risk management
- International business
- Marketing
- Research
- Retail management
- Supply chain management

Course structure
You must complete 12 credit points of study, comprising 7 credit points of core units, 1 credit point selected from a specified list of three units, plus 4 credit points of elective units (students may choose other units with prior written approval of the Course Team Chair). 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 Economics for Managers
- MPK732/MPR732/MPT732 Marketing Management*#
- MPM703 Business Strategy and Analysis
- MPM701 Business Process Management
- MPM735/MPT735 International Business Management*

Plus 1 credit point from:
- MPE711 Global Trade and Markets
- MPK701 Research Design and Analysis
- MPM722/MPR722/MPT722 Human Resource Management**

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
- MPM702 Audacious Leadership ^
- MPM704/MPT704 Managing for Environmental Sustainability†

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

* MPK 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.

Continued on next page …
Coursework degrees

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

Business consulting
MPM715 Management and Organisational Consulting
Plus 3 credit points of units from:
MLM706 Corporate Governance
MPA711 Corporate Governance and Ethics
MPK711 Business Consulting
MPA713/MPT713 Applied Business Project*
MPK711 Research Design and Analysis
MPK712 Business Process Management
MPK712 Managing Innovation
MPK705 Entrepreneurship*
MSC756 Project Management
MMH707 Managing Transitions and Change
or
MPK707 Change Management*

Finance
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
Select 2 credit points of units from:
MMH706 Advanced Human Resource Management
MMR722/MMR722/MMR722 Human Resource Management*

Plus 3 credit points of units from:
MMH707 Managing Transitions and Change
MMH709 Employment Relations for Organisational Effectiveness
MPM712/MPR712 Organisational Behaviour*
MPK707 Change Management*
MSC768 Knowledge Management
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)

Information management
Select 4 credit points of units from:
MSC732 eBusiness Strategies
MSC753 eBusiness and Supply Chain Management
MPI701 Business Process Management
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)

-- Subject to approval from Head of School, School of Law.
Insurance and risk management
MPS701 Principles of Risk and Insurance
Plus 3 credit points of units from:
MAF754 Enterprise Risk Management
MPS703 Reinsurance
MPS707 Life Risk
MPS708 General Insurance
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)

International 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
MPE711 Corporate Governance and Ethics
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)
MPM722/MPR722/MPT722 Human Resource Management**

Marketing
MPK701 Research Design and Analysis
Plus 4 credit points of units from:
MMK733 Strategic Marketing
MMK737 Online Marketing
MPK711 Strategic Customer Service
MPK712 Advertising and Consumer Behaviour
MPK736/MPT736 International Marketing#
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)

Research
MPK701 Research Design and Analysis
MPP704 Research Project 4 (4 credit points)

Retail management
MPK732/MPR732/MPT732 Marketing Management**
MPM716 Merchandise Management
MPM705 Retailing

Plus 1 credit point from:
MLM790 Marketing Law
MMK737 Online Marketing
MPK712 Managing Innovation
MPM701 Business Process Management
MPM715 Management and Organisational Consulting
MPM721/MPR721 Organisational Behaviour*
MPM722/MPR722/MPT722 Human Resource Management**
MPI701 Business Practicum (2 credit points)
MPI702/MPT702 Applied Business Project*
MPK711 Strategic Customer Service
MPK712 Advertising and Consumer Behaviour
MSC753 eBusiness and Supply Chain Management

Supply chain management
MPK701 Research Design and Analysis
MSC753 eBusiness and Supply Chain Management
MSC755 Risk Management for Business Information Systems
MPM701 Business Process Management

Plus one unit from:
MPI700 Postgraduate Internship
MSC752 eBusiness Strategies
MSC795 eBusiness Processes

* 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 for Prior Learning
Credit for Prior Learning 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.
Coursework degrees

Graduate Diploma of Business Administration (International)

Course code: M631. CRICOS code: 069121K

Admission requirements: 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.

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 Economics for Managers
MPK732/MPR732/MPT732 Marketing Management**

MPM703 Business Strategy and Analysis

Plus one of the following units:
MPE707 International Banking and Finance
MPF753/MPT735 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
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 Corporate Governance and Ethics

MPH712 Advertising and Consumer Behaviour

MPK736/MPT736 International Marketing#

MPM701 Business Process Management

MPM705 Retailing

MPM735/MPT735 International Business Management#

MPR705 Entrepreneurship*

MPR707 Change Management*

MPR722/MPR722/MPT722 Human Resource Management*

MSC752 eBusiness Strategies

MSC753 eBusiness and Supply Chain Management

MSC768 Knowledge 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.

Graduate Certificate of Corporate Management

Course code: M507. CRICOS code: 056892G

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience, or for those without a degree, seven years of relevant work experience.

Studying management will give you an understanding of the latest practices and a perspective on key issues such as change, innovation and technology, globalisation, and employee participation and performance.

See also Graduate Diploma of Management.

Course structure
You must complete 4 credit points of elective units selected from any Faculty of Business and Law Master of Business Administration units (see the Master of Business Administration (M701) on page 19 for details of units available).

Graduate Diploma of Management

Course code: M607. CRICOS code: 056891G

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience.

Studying management will give you an understanding of the latest practices and a perspective on key issues such as change, innovation and technology, globalisation, and employee participation and performance.

This course covers a range of topics relating to aspects of organisational management and the development of core capabilities crucial to business leadership.

Course structure
You must complete 8 credit points of elective units selected from any Faculty of Business and Law Master of Business Administration units (see the Master of Business Administration (M701) on page 19 for details of units available).

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
To accommodate work commitments, many people have to complete their Master of Business Administration (MBA) off campus. But, because Amy Hickman works as a consultant and trainer in the hospitality industry, she could juggle her workload around attending classes. Amy says she would not have had it any other way. ‘I loved it on campus. I studied two trimesters full time and the rest part time, conducting hospitality consulting and training work around the hours at uni.’

Amy already had a degree in hospitality management and was well established in the industry. But she chose to do an MBA because she wanted to ensure she runs her training company, Serve It Up, to its full potential and that she can offer executive level consultancy services to her clients.

Currently Amy has a five-month consultancy contract to open a new restaurant, undertaking all business set-up activities, including strategic planning, business plan development, recruitment and selection, forecasting and budgeting, menu development and supplier contract negotiations. ‘The MBA has provided me with the skills and knowledge required to undertake these activities effectively,’ she says.

Amy found Deakin’s MBA great value for money and she liked the trimester structure it offered. She also had a lot of respect for the MBA lecturers. ‘They were directly from industry, bringing a wealth of practical knowledge and real life examples to the classroom.’

‘I have a much better understanding of the financial aspects of running a company. I also see running a company in a more holistic sense. Every decision you make affects every aspect of the business.’

Amy says a highlight of her time at Deakin was the opportunity to base an assignment for Strategic Management on her company, which was in the initial stage of registration to become a Registered Training Organisation (RTO). Her assignment group reviewed her company’s strategic plan and direction and provided this report back to Amy. She was able to use the strategic review to better align the company’s strategic plan. The amended strategic plan was subsequently provided to the Victorian Registration and Qualifications Authority as part of the pre-registration requirements for becoming an RTO.

Amy also participated in a business practicum unit, which consisted of a 12-week unpaid project at the Australian Retailers Association (ARA). ‘I worked for the ARA and redeveloped their RPL (Recognition of Prior Learning) program. This experience extended my professional network and provided me with skills and knowledge that are transferrable to my company,’ she says.

Amy is currently applying to Skills Victoria to be able to offer subsidised training and has recently entered a partnership with Careers Australia to deliver additional qualifications. Her MBA has helped her to accomplish the critical set-up phase, she says. ‘I have a much better understanding of the financial aspects of running a company. I also see running a company in a more holistic sense. Every decision you make affects every aspect of the business.’

**GRADUATE PROFILE**

Amy Hickman
Master of Business Administration, 2011
Melbourne Burwood Campus
Employed: Director of ‘Serve It Up’ Hospitality Registered Training Organisation (RTO) and Sole Proprietor PhD Hospitality Consulting
Coursework degrees

Commerce

The worldwide demand for qualified business professionals is growing. Deakin’s commerce courses provide the professional skills you need to succeed in business practice. It is designed for people with non-business qualifications in areas other than business, who wish to move into a business career.

Those with an undergraduate degree in business also find the Master of Commerce effective for developing professional skills in new areas. In this flexible course, students complete four core units and choose elective units including at least one specialisation. The course can also be studied in combination with a number of other postgraduate courses to provide a dual qualification in minimum time. See page 68 for combined courses.

Master of Commerce

Course code: M705. CRICOS code: 027129E

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelors degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Commerce or Graduate Diploma of Commerce.

The Master of Commerce is a professional business qualification that builds on an undergraduate qualification in any discipline. This course gives you a sound understanding of business in addition to undergraduate qualifications in other professional areas. The Master of Commerce is suitable for graduates in diverse fields (e.g. arts, science, nursing or education), who wish to prepare themselves for a professional career by gaining a thorough knowledge of the key business disciplines. The range of specialisations allows you to pursue your interests and professional career development needs.

By choosing appropriate units within the Master of Commerce, you may satisfy the professional recognition requirements of CPA Australia, Institute of Chartered Accountants in Australia (ICAA), the Institute of Certified Management Accountants (ICMA) or associate membership requirements of the Australian Computer Society (ACS).

Course structure

You must complete 12 credit points of study, comprising 4 credit points of core units and 8 credit points of elective units including at least one specialisation of 4 credit points.

Core units

- MPA701 Accounting
- MPE781 Economics for Managers
- MPF753/MPT753 Finance<sup>#</sup>
- MPM701 Business Process Management

Elective units

The remaining credit points are selected from any unit listed in the specialisations, including the general elective units listed directly below. Selection of elective units must form at least one Master of Commerce specialisation. You may choose other postgraduate units with prior written approval of the Course Team Chair.

- MPM702 Audacious Leadership<sup>^</sup>
- MPM704/MPT704 Managing for Environmental Sustainability<sup>#</sup>

<sup>#</sup> MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

<sup>^</sup> The cost for this experiential unit is in addition to the tuition fees.
Specialisations
You must complete at least one of the following specialisations as part of the course (not all specialisations are available in all modes or trimesters of study).

Accounting
Select 4 credit points of units from:
- MAA703 Accounting for Management
- MAA705 Corporate Auditing
- MAA716 Financial Accounting
- MAA725 Advanced Accounting Principles and Practice
- MPI700 Postgraduate Internship

Arts and entertainment management
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
- MPI700 Postgraduate Internship

Business systems development
Select 4 credit points of units from:
- MPI700 Postgraduate Internship
- MSC703 Business Data Management
- MSC705 Information Systems Analysis and Design
- MSC769 Information Systems Infrastructure
- SIT774 Web and Internet Programming

Commercial law
- MLM720 Introduction to Commercial Law

Plus 3 credit points of units from:
- MLC703 Principles of Income Tax Law
- MLM703 Chinese Commercial Law
- MLM721 International Competition Law and Policy
- MLM731 Corporations Law
- MPI700 Postgraduate Internship

Electronic business
- MPM701 Business Process Management

Plus 3 credit points of units from:
- MMK737 Online Marketing
- MPI700 Postgraduate Internship
- MSC752 eBusiness Strategies
- MSC753 eBusiness and Supply Chain Management
- MSC768 Knowledge Management
- MSC795 eBusiness Processes

Information systems project management
Select 4 credit points of units from:
- MPI700 Postgraduate Internship
- MSC755 Risk Management for Business Information Systems
- MSC756 Project Management
- MSC767 Business Security Management
- MSC770 Information Systems and Global Issues

Insurance and risk management
- MPS701 Principles of Risk and Insurance

Plus 3 credit points of units from:
- MAF754 Enterprise Risk Management
- MPI700 Postgraduate Internship
- MPS703 Reinsurance
- MPS707 Life Risk
- MPS708 General Insurance

International trade and business
Select 4 credit points of units from:
- MAA716 Financial Accounting
- MPE707 International Banking and Finance
- MPE711 Global Trade and Markets
- MPI700 Postgraduate Internship
- MPK736/MPT736 International Marketing
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Coursework degrees

Management information systems
Select 4 credit points of units from:
- MPI700 Postgraduate Internship
- MSC705 Information Systems Analysis and Design
- MSC754 Information Systems Business Analysis
- MSC770 Information Systems and Global Issues
- MSQ791 Data Analysis for Managers

Marketing
Select 4 credit points of units from:
- MMK733 Strategic Marketing
- MMK737 Online Marketing
- MMK751 Services Marketing
- MPI700 Postgraduate Internship
- MPK711 Strategic Customer Service
- MPK712 Advertising and Consumer Behaviour
- MPK732/MPR732/MPT732 Marketing Management**
- MPK736/MPT736 International Marketing*

Retail management
- MPK732/MPR732/MPT732 Marketing Management**
- MPM705 Retailing
- MPM716 Merchandise Management

Plus one unit from:
- MLM790 Marketing Law
- MMK737 Online Marketing
- MPI700 Postgraduate Internship
- 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/MPT722 Human Resource Management**
- MSC753 eBusiness and Supply Chain Management

Supply chain management
- MSC753 eBusiness and Supply Chain Management
- MSC755 Risk Management for Business Information Systems

Plus 2 credit points of units from:
- MSC752 eBusiness Strategies
- MSC795 eBusiness Processes
- MSQ791 Data Analysis for Managers

Credit for Prior Learning
Credit for Prior Learning into the Master of Commerce may be granted to students who have successfully completed appropriate postgraduate studies in management. There are negotiated Credit for Prior Learning arrangements in place for CPA members.

Graduate Diploma of Commerce
Course code: M616. CRICOS code: 062715G
Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of Commerce.

The Graduate Diploma of Commerce allows articulation into the Master of Commerce or combined commerce course.

Course structure
You must complete 8 credit points of elective units selected from the full range of units available in the Master of Commerce. See the Master of Commerce (M705) course entry on page 32 for the full list of units available.

Graduate Certificate of Commerce
Course code: M516. CRICOS code: 059821J
Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

The Graduate Certificate of Commerce allows articulation into the Master of Commerce.

Course structure
You must complete 4 credit points of elective units selected from the full range of units available in the Master of Commerce. See the Master of Commerce (M705) course entry on page 32 for the full list of units available.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Deakin’s off-campus study option allowed Jordan Reeves to juggle a Master of Commerce with an executive position and a family of four children – all without setting foot in Victoria.

Jordan followed his undergraduate degree with a CPA (Certified Practising Accountants) qualification. But when the CPA required follow-up professional development, he decided a Master of Commerce was a better option. ‘The masters was a lot more useful and I decided it would be better to continue with more formal education,’ Jordan says. ‘I was also interested in financial planning and I did the masters so I could further my studies in that area.’

After researching different universities and their postgraduate courses, Jordan chose Deakin because of its distance education option and its recognition of his CPA studies. ‘Deakin runs the CPA program so it would give me the most credit for my CPA studies,’ he explains. ‘That shortened the course for me and reduced the cost.’

The masters took Jordan two and a half years. ‘It was really good,’ he says of the online facilities. ‘I could always get answers to all my questions and the online forums with other students were great.’ In his circumstances, flexibility rated highly, he adds. ‘It suited me because I have four kids. I could study at my own pace and work when the time was available.’

‘With DSO (Deakin Studies Online) I had everything I needed to do the study and plenty of help. I never saw anybody, but the help was always there.’

In Jordan’s position with the Gold Coast City Council, his main responsibility lies with long-term financial planning and financial strategies.

He also oversees the treasury and taxation areas and any complex financial projects that impact on the Council. The content of his course hit the mark in these areas, he says. ‘It was definitely relevant to what I do and met all the legislative requirements from the point of view of my financial planning qualifications.’

A recent major project saw the knowledge he gained in his course put to good use, Jordan says. ‘We have been setting up new water companies and merging some water businesses. There has been a lot of capital finance theory involved so what I learned helped me understand our needs with the setting up of the water companies.’

Jordan recommends studying the masters off campus to anyone wanting the kind of flexibility he valued. ‘It was very good, the way I did it,’ he says. ‘With DSO (Deakin Studies Online) I had everything I needed to do the study and plenty of help. I never saw anybody, but the help was always there.’
Contemporary leadership

The Master of Contemporary Leadership builds on Deakin’s MBA experience to create a postgraduate program devoted to the development of your full leadership potential.

There is a heavy emphasis on learning from experience, through work-based projects and through intensive residential courses that provide a ‘hot-house’ learning environment. In total there are 12 units, including six core units, crucial to understanding leadership, and six elective units that you tailor to your individual needs. Elective units may include corporate governance and ethics, research design and analysis, human resource management and international business management. There are opportunities to include electives from other disciplines in the University, or to link studies to your employer’s interests (and your career) through leadership-related projects.

The Master of Contemporary Leadership is centred on individual learning needs and it recognises prior learning. It is delivered flexibly and units are undertaken through off-campus study and/or Melbourne Burwood Campus, as well as through the residential program. Participants may enrol directly or progress to enrolment through graduate certificate and diploma levels, gaining a valuable management qualification at each level. It aims to be at the growing tip of thinking about leadership; thinking among researchers and scholars, as well as thinking among practitioners in a range of organisations and industries.

Coursework degrees

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

Master of Contemporary Leadership

Course code: M738. CRICOS code: 071592E

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelors degree, or a graduate certificate in a cognate area plus at least five years relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Contemporary Leadership or Graduate Diploma of Contemporary Leadership.

The Master of Contemporary Leadership is designed to create a deep understanding, at both tacit and explicit levels, of this important organisational role. The course is largely experiential and is aimed at fostering cognitive and behavioural habits, which lead to appropriate actions where innovation and influence are required. Course content is underpinned with an exploration of current directions in thinking and research in this very dynamic field of research.

The course embraces a variety of approaches to teaching and learning ranging from didactic (lectures, course notes, formal assessment, etc.) to experiential (intensive residential units) and includes study and reflection on personal challenges, for example, in an outdoor ‘adventure’ program in the Audacious Leadership unit. Areas of study include sustainability management, communications, managing change, entrepreneurship and strategy.

Course structure

You must complete 12 credit points of study, comprising 6 credit points of core units and 6 credit points of elective units.

Core units
MPM702 Audacious Leadership*
MPM704 Managing for Environmental Sustainability
MPM706/MPR706 Strategic Management*
MPM712 Managing Innovation
MPR707 Change Management*
MPR721 Organisational Behaviour*

Elective units
Select 6 credit points of units from:
MPA711 Corporate Governance and Ethics
MPI701 Business Practicum
MPI702/MPT702 Applied Business Project#
MPK701 Research Design and Analysis
MPM722/MPT722/MPR722 Human Resource Management#
MPM735/MPT735 International Business Management#
MPP701 Research Project 1a
MPP703 Research Project 2
MPR705 Entrepreneurship*

* 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.
Take a voyage in Audacious Leadership

During 2010, senior lecturer in Deakin’s Graduate School of Business, Dr. John McWilliams, introduced an innovative and unique unit in leadership.

Audacious Leadership is an adventure-based experiential unit in which students sail a tall ship from Hobart to Melbourne. The unit is designed to physically and mentally challenge participants, at the same time enabling them to complete a voyage of discovery, learn about audacity in leadership, gain a sense of achievement and reflect on leadership in ways which are not normally possible.

Using principles of experiential learning to illuminate theories and models, the unit aims to provide a practical understanding of audacity. It challenges habits of perception and reaction, allowing participants to gain insight into their own leadership, its strengths to be built on, and its weaknesses to be made sound.

The ship provides a wonderful metaphor of organisational structure and dynamics. The voyage takes about a week, during which time students learn the basic seamanship necessary to navigate, set and hang sails, and generally handle a tall ship. They also learn the rudiments of coastal navigation, including working with charts, the use of a sextant and computer-aided (GPS) systems. Permanent members of the ship’s company ensure the safety of the ship, and train participants in seamanship during the voyage.

Daily life is filled with examples of leadership – the structure of the ship’s management, the formal and informal leadership of the watches, and the followership of participants when asked to perform difficult tasks in bad weather. As students need to work and live together in the close confines of the ship, they are challenged with issues of team dynamics, leadership style, personal resilience and fortitude.

Assessment in the Audacious Leadership unit also involves preparing an e-portfolio prior to setting sail, outlining leadership experience and learning aspirations in a journal, and completing an essay upon return, examining leadership through the lens of the shipboard experience.

Audacious Leadership is a core unit in the Master of Contemporary Leadership and available as an elective unit in the Master of Business Administration and other selected postgraduate courses.

For more information about the Audacious Leadership unit, please visit deakin.edu.au/buslaw/gsb/audacious.
## Graduate Diploma of Contemporary Leadership

**Course code:** M638. **CRICOS code:** 071591F

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Contemporary Leadership.

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

#### Core units
- MPM702 Audacious Leadership^  
- MPR707 Change Management*  
- MPR721 Organisational Behaviour*

#### Elective units
Select 5 credit points of units from:
- MPA711 Corporate Governance and Ethics  
- MPT702/MPT704 Applied Business Project*  
- MPK701 Research Design and Analysis  
- MPM704 Managing for Environmental Sustainability  
- MPM712 Managing Innovation  
- MPM722/MPR722/MPT722 Human Resource Management**  
- MPM735/MPT735 International Business Management*  
- MPP701 Research Project 1a  
- MPR705 Entrepreneurship*  

* 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.

## Graduate Certificate of Contemporary Leadership

**Course code:** M538

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years relevant work experience, or for those without a degree, five years relevant work experience.

### 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
- MPM702 Audacious Leadership^  
- MPR707 Change Management*  
- MPR721 Organisational Behaviour*

#### Elective units
Select one unit from:
- MPA711 Corporate Governance and Ethics  
- MPM704 Managing for Environmental Sustainability  
- MPM712 Managing Innovation  
- MPM722/MPR722/MPT722 Human Resource Management**  
- MPM735/MPT735 International Business Management*  
- MPR705 Entrepreneurship*  

* 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.

Leadership is important at every level of human organisation and may become more important than technical skills as you rise up the chain of command.
Financial planning

A professionally oriented suite of courses specifically designed to meet the education needs of the financial planning industry.

Professional recognition
Deakin's current suite of postgraduate courses is recognised for entry into the Certified Financial Planner (CFP) program, which is offered by the Financial Planning Association of Australia. These courses also provide credit for three of the five CFP segments, namely CFP 2, 3 and 4. Deakin has applied for similar recognition for the Masters in Financial Planning and the Graduate Diploma of Financial Planning. Deakin's postgraduate financial planning units are recognised by the Australian Securities and Investment Commission as meeting the training requirements as specified under RG146.

Master of Financial Planning

Course code: M740

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Financial Planning or Graduate Diploma of Financial Planning.

The Master of Financial Planning (MFP) is aimed at those aspiring to join the financial planning industry, as well as those currently employed in the industry. The MFP seeks to build the financial planning abilities, skills and knowledge of the individual student. Students will be required to collect, analyse and synthesise financial planning information. Students will then use their skills to prepare financial planning solutions and to effectively communicate these solutions to the client. The MFP emphasises the professional responsibilities of the financial planner both in an ethical and in a compliance sense. The MFP is built on an extensive body of financial planning knowledge and culminates in the preparation of a comprehensive Statement of Advice for a client.

Course structure
You must complete 12 credit points of study, comprising 7 credit points of core units, a 1-credit-point elective unit chosen from a listing of 5 and 4 credit points of elective units.

Core units
MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF765 Financial Planning and Analysis
MLC703 Principles of Income Tax Law
MPS701 Principles of Risk and Insurance

Plus 1 credit point from:
MAF704 Treasury and Risk Management
MAF711 Modelling Techniques for Finance
MMP742 Investment Valuation
MPA711 Corporate Governance and Ethics
MPE781 Economics for Managers

Elective units
Plus 4 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 32) and/or Master of International Finance (see page 32).

Graduate Diploma of Financial Planning

Course code: M640

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of Financial Planning.

Course structure
You must complete 8 credit points of study, comprising 6 credit points of core units and 2 credit points of elective units.

Core units
MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF765 Financial Planning and Analysis
MLC703 Principles of Income Tax Law
MPS701 Principles of Risk and Insurance

Elective units
Plus 2 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 32) and/or Master of International Finance (see page 32).

Graduate Certificate of Financial Planning

Course code: M540

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

Course structure
You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective units.

Core units
MAF708 Retirement Income Streams
MAF765 Financial Planning and Analysis

Elective units
Plus 2 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 32) and/or Master of International Finance (see page 32).

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Coursework degrees

Human resource management

The professional relevance and recognition to influence your work and career opportunities.

Human resource management is no longer regarded as the sole responsibility of a special department. The work is increasingly being integrated into mainstream managerial responsibilities within an organisation so that an understanding of HR management, and an involvement in it, is now a requirement of management generally throughout an organisation.

The Master of Human Resource Management is a specialised course that provides a qualification for graduates in business, government and industry. It offers specific HR management skills and knowledge and general business literacy skills for HR practitioners who participate in management teams and project groups.

Study areas include change management, employment relations, business strategy and analysis, together with elective units from the key business disciplines of marketing, management, accounting, economics, finance and information systems.

Deakin’s HR management courses are accredited by the Australian Human Resources Institute (AHRI).

Master of Human Resource Management

Course code: M782

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelors degree, or a graduate certificate in a cognate area plus at least five years relevant work experience, or AHRI Professional Diploma of Human Resources. Alternative admission is available on completion of the Graduate Certificate of Human Resource Management or Graduate Diploma of Human Resource Management.

The Master of Human Resource Management is a specialised course designed to provide a qualification for graduates in business, government and industry. In addition, the course aims to meet the needs of senior management whose duties require them to take on responsibilities in human resources development and management. The course provides students with the skills and knowledge required for human resource development and management roles.

Course structure
You must complete 12 credit points of study, comprising 9 credit points of core units and 3 credit points of elective units from a specified list.

Core units
- MMH701 Human Resource Strategy
- MMH702 Human Resource Planning
- MMH703 Human Resource Development
- MMH704 Human Resource Performance Management
- MMH706 Advanced Human Resource Management
- MMH709 Employment Relations for Organisational Effectiveness
- MMH710 Rights and Responsibilities in Human Resource Management
- MPM703 Business Strategy and Analysis

Plus one unit from:
- MMH707 Managing Transitions and Change
- MPR707 Change Management*

Elective units
Select 3 credit points of units from:
- MPA751/MPR751 Financial Reporting and Analysis*
- MPE781 Economics for Managers
- MPF753/MPT753 Finance#
- MPI700 Postgraduate Internship
- MPT702/MPT702/MPT732 Applied Business Project*
- MPR732/MPT732/MPT732 Marketing Management**
- MPM721/MPT721 Organisational Behaviour*
- MPM735/MPT735/MPT735 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 detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Karen Desborough says working in human resources for several years, followed by her studies in HR, was a decision that worked well for her. ‘It was a good way to do it. I had several years in the workforce in various HR roles before I got the paper work,’ she explains. ‘It meant I had a good understanding of how HR really functioned in the workplace. Then, getting the theory behind what I was doing really helped.’

After beginning her HR career several years ago, Karen notched up experience with several companies before deciding to undertake a Diploma of Human Resources Management with the Australian Human Resources Institute (AHRI) – the national association representing human resource management professionals, followed by Deakin's Graduate Diploma of Human Resources.

Taking on the masters at Deakin proved a logical extension. And, after completing the earlier courses online, she was no stranger to the style of delivery. ‘I found DSO (Deakin Services Online) very good,’ says Karen. ‘It was really easy to use and really accessible. I had contact with students and lecturers instantly so we could talk about assignments and upcoming exams. It was a great support mechanism.’

Karen singles out the Deakin library for special praise and says it was ‘the best thing’ about her online study experience.

‘The library was just amazing. You can log in and search for any material you want, click a button and, within two days, it arrives on your doorstep – all free.’

‘The library was just amazing,’ she says. ‘You can log in and search for any material you want, click a button and within two days it arrives on your doorstep – all free. There is even a pre-paid bag for sending it back.’ For Karen, who is based in the Victoria-NSW border town of Corowa, the service was ‘better than being able to go to the library in person,’ she says. ‘And the librarians are fantastic if ever you can’t find anything.’

GRADUATE PROFILE
Karen Desborough
Graduate Diploma of Human Resources, 2008
Off campus
Master of Human Resources Management, 2010
Off campus
Employed: Group Manager, Employee Relations and Culture, Rivalea Australia
Graduate Diploma of Human Resource Management

Course code: M615

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or completed AHRI Professional Diploma of Human Resources. Alternative admission is available on completion of the Graduate Certificate of Human Resource Management.

The Graduate Diploma of Human Resource Management will give you the skills and knowledge to prepare you for the human resource development and management roles that your employment demands. The course is accredited by the Australian Human Resources Institute (AHRI). In addition, the course aims to meet the needs of senior management whose duties require them to take on responsibilities in human resources development and management.

Course structure
You must complete 8 credit points of study, comprising 7 credit points of core units and a 1 credit point elective unit.

Core units
- MMH701 Human Resource Strategy
- MMH702 Human Resource Planning
- MMH703 Human Resource Development
- MMH704 Human Resource Performance Management
- MMH706 Advanced Human Resource Management
- MMH709 Employment Relations for Organisational Effectiveness
- MMH710 Rights and Responsibilities in Human Resource Management

Elective units
Select one unit from:
- MMH707 Managing Transitions and Change
- MPR707 Change Management*

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

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

Graduate Certificate of Human Resource Management

Course code: M515

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

The Graduate Certificate of Human Resource Management provides skills and knowledge for a career in human resources in business, government or industry. Upon successful completion of the course, you will be eligible for admission into the Graduate Diploma of Human Resource Management. The course is accredited by the Australian Human Resources Institute (AHRI).

Course structure
You must complete 4 credit points of core units.
- MMH701 Human Resource Strategy
- MMH702 Human Resource Planning
- MMH703 Human Resource Development
- MMH704 Human Resource Performance Management

All students can access 24-hour computer laboratories on each campus, and email and internet access for study purposes.
Information systems

Professional relevance in a business framework.

Information systems and electronic business at Deakin is based on a strong foundation of close community and business links. This has taken our courses beyond the technical domain to one of engagement with the broader community in a great variety of contexts. It has given relevance, breadth and reach to the postgraduate courses.

Deakin’s information systems academic staff have expertise in:

- business integration
- customer relationship management
- eBusiness security and privacy
- electronic trading
- information equity and access
- internet commerce
- knowledge management
- project management
- requirements engineering
- supply chain management.

From this platform, and in response to opportunities for business professionals with an expertise in information systems (IS) and eBusiness, the Master of Information Systems has been developed with interdisciplinary specialisations, which will open up opportunities in one of the most important areas of demand in the global professional labour market.

The Master of Information Systems, as well as the graduate diploma and graduate certificate, are specialist, advanced courses in the business-oriented principles and practices of information systems, electronic business and supply chain management.

The Master of Information Systems is designed to provide students with high quality and interdisciplinary education and training across the breadth of IS. The course offers career opportunities and enhanced employment prospects to traditional students who desire skills and knowledge relevant to their pursuit of a career in IS, and to students who do not see IS as their principal career but who want to combine IS skills and knowledge with relevant discipline areas such as marketing, commercial law and international business.

Information systems specialisations

- Business analysis
- eBusiness and supply chain management
- IS project management
- IS research thesis

Interdisciplinary specialisations

- Commercial law
- Enterprise security management
- International trade and business
- IS management issues
- Marketing

Master of Information Systems

Course code: M722. CRICOS code: 052316E

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelor’s degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Information Systems or Graduate Diploma of Information Systems.

Deakin’s Master of Information Systems offers an expansive view of information systems and electronic business to include the associated strategies, processes, technologies and human aspects for its application in a business and social context.

The course integrates the use of technology within a broader policy and strategic framework equipping you for higher level policy and management opportunities, beyond the constraints of narrow technical boundaries.

Interdisciplinary specialisations are offered which open up opportunities in one of the most important areas of demand in the professional labour market throughout the world.

Course structure

You must complete 12 credit points of study, comprising 3 credit points of core units, information systems units amounting to 5 credit points, which may be grouped to form an information systems specialisation, and information systems units or elective units amounting to 4 credit points, which may be grouped to form another information systems specialisation or an interdisciplinary specialisation.

Core units

MSC705 Information Systems Analysis and Design
MSC769 Information Systems Infrastructure
MSC770 Information Systems and Global Issues

Information systems specialisations

Business analysis

MPI700 Postgraduate Internship
MPM701 Business Process Management
MSC712 Advanced Systems Analysis and Design
MSC754 Information Systems Business Analysis

eBusiness and supply chain management

MSC753 eBusiness and Supply Chain Management

Plus 3 credit points of units from:

- MSC752 eBusiness Strategies
- MSC756 Project Management
- MSC767 Business Security Management
- MSC768 Knowledge Management
- MSC795 eBusiness Processes
- MSQ791 Data Analysis for Managers

IS project management

MSC756 Project Management

Plus 3 credit points of units from:

MPI700 Postgraduate Internship
MSC753 eBusiness and Supply Chain Management
MSC754 Information Systems Business Analysis
MSC755 Risk Management for Business Information Systems
MSQ791 Data Analysis for Managers

IS research thesis

MPP704 Research Project 4 (4 credit points)

Continued on next page …
Coursework degrees

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

Commercial law
MLM720 Introduction to Commercial Law
MLC703 Principles of Income Tax Law
MLM703 Chinese Commercial Law
MLM721 International Competition Law and Policy
MLM731 Corporations Law

Enterprise security management
MLM770 Law and the Internet
MLM786 Electronic Crime
MSC755 Risk Management for Business Information Systems
MSC767 Business Security Management

International trade and business
Select 4 credit points of units from:
MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MPE781 Economics for Managers
MPK736/MPT736 International Marketing*
MPM703 Business Strategy and Analysis
MPM735/MPT735 International Business Management*

IS management issues
MMH707 Managing Transitions and Change
MPM721/MPR721 Organisational Behaviour*
MPM722/MPR722/MPT722 Human Resource Management**
MSQ791 Data Analysis for Managers

Marketing
Select 4 credit points of units from:
MMK733 Strategic Marketing
MMK737 Online Marketing
MMK751 Services Marketing
MPK701 Research Design and Analysis
MPK712 Advertising and Consumer Behaviour
MPK732/MPR732/MPT732 Marketing Management**
MPK736/MPT736 International Marketing*

Elective units from other schools
MPA701 Accounting
MPI700 Postgraduate Internship
MPF753/MPT753 Finance#

Graduate Diploma of Information Systems
Course code: M622. CRICOS code: 052315F

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelors degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Information Systems or Graduate Diploma of Information Systems.

Deakin's information systems studies offer specialist, advanced courses in the business-oriented principles and practices of information systems, electronic business and supply chain management. The courses integrate information systems studies with relevant complementary studies in business.

This Graduate Diploma allows articulation into the Master of Information Systems (MIS) and combined MIS courses.

Course structure
You must complete 8 credit points of study, comprising 3 credit points of core units and 5 credit points of information systems units which may be grouped to form an information systems specialisation. Students electing to undertake an information systems specialisation must choose from either the business analysis specialisation, eBusiness and supply chain management specialisation, or the IS project management specialisation.

See the Master of Information Systems (M722) entry on page 43 for available units.

Core units
MSC705 Information Systems Analysis and Design
MSC769 Information Systems Infrastructure
MSC770 Information Systems and Global Issues

Elective units
Select 5 credit points of units from:
MPI700 Postgraduate Internship
MPM701 Business Process Management
MSC703 Business Data Management
MSC712 Advanced Systems Analysis and Design
MSC752 eBusiness Strategies
MSC753 eBusiness and Supply Chain Management
MSC754 Information Systems Business Analysis
MSC755 Risk Management for Business Information Systems
MSC756 Project Management
MSC767 Business Security Management
MSC768 Knowledge Management
MSC795 eBusiness Processes
MSQ791 Data Analysis for Managers

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
David Makin says it is important to have a masters degree in a position like his, especially if your undergraduate degree is a few years old. ‘I act as a management consultant and people expect you to have a masters,’ he says. ‘Let’s face it, if you have gone through tertiary education 20 years ago, your undergraduate degree starts to show its age with business concepts and technology changing so much over the last two decades.’

When he completed his undergraduate degree in the nineties, there was far more limited use of technology, David points out. ‘There has been such a massive cultural shift, the whole model for delivering education and learning has changed.’ He capitalised on some of those changes by taking most of his Master of Information Systems at Deakin off campus. He completed some units online, but chose to attend a few lectures in person when it suited.

The oil, gas and mining sectors are David’s areas of expertise and he has primarily worked in the integration of systems and management of IT specific to those industries. He chose Deakin for his Master of Information Systems because of its off-campus options and choice of subjects. ‘The ability to do it off campus and self-paced I found attractive and it was a better campus model,’ he says. ‘I also liked the ability to mix and match some of the units.’

‘(The course) takes you to another level, broadens your skill base and helps change your outlook and the way you engage with people.’

A highlight of David’s Deakin experience was finishing his course with a China Study Tour. ‘I planned it so I did the trip at the end and it was really out of the box,’ he says. ‘Although he has been to China several times on business, the study tour had some unique benefits, he explains. ‘There is a lot of interaction in the business sector in and around China today and it is definitely becoming a dominant marketplace for oil, gas and mining products. I have had business interaction within China for many years however it is different to interact on an academic level.’

The lecturers who conducted the tour drew high praise from David as they cultivated strong links with a Chinese university. ‘It was not just learning about China, but very much about a total China experience and being immersed in it 24/7,’ he says. ‘You learn far more about the people and culture than you would if on a business trip or vacation.’

Because he works for himself and his studies were self-funded, David says he was making a strong personal investment in the course. ‘I saw it as something I needed to do for myself and I had to make it relevant to this environment.’ Anyone considering the course should avoid underestimating the commitment involved, he adds. ‘There is significant personal sacrifice, especially if you have a family and a demanding job. You have got to be focused and very disciplined.’ But, after completing the course in just two years, he can now reap the rewards. ‘It takes you to another level, broadens your skill base and helps change your outlook and the way you engage with people,’ he says. ‘There is a real sense of achievement.’
Graduate Certificate of Information Systems

Course code: M522 (full time Trimester 2 only). CRICOS code: 052305G

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

Deakin’s information systems studies offer specialist, advanced courses in the business-oriented principles and practices of information systems, electronic business and supply chain management. The courses integrate information systems studies with relevant complementary studies in business.

This graduate certificate allows articulation into the Graduate Diploma of Information Systems, Master of Information Systems (MIS), Master of Accounting Information Systems¹ and combined MIS courses.

Course structure
You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective information systems elective units.

Core units
MSC705 Information Systems Analysis and Design
MSC770 Information Systems and Global Issues

Elective units
Select 2 credit points of units from:
MSC703 Business Data Management
MSC752 eBusiness Strategies
MSC753 eBusiness and Supply Chain Management
MSC754 Information Systems Business Analysis
MSC755 Risk Management for Business Information Systems
MSC756 Project Management
MSC767 Business Security Management
MSC768 Knowledge Management
MSC769 Information Systems Infrastructure
MSC795 eBusiness Processes
MSQ791 Data Analysis for Managers

¹ Students articulating from the Graduate Certificate of Information Systems will not receive any Credit for Prior Learning into the Master of Accounting Information Systems for units completed.

Insurance and risk management

Develop an international perspective on insurance and competency to operate in a global environment.

The Master of Insurance and Risk Management provides specialist education and professional accreditation for the insurance industry.

The Master of Insurance and Risk Management equips students to understand and apply the factors needed for the evaluation and acceptance of risks, particularly the principles of underwriting and reinsurance. It enables students to satisfy the educational requirements of the Australian and New Zealand Institute of Insurance and Finance (ANZIIF) Fellowship award; and to satisfy the requirements in relation to the relevant competencies of Australian Securities Investment Commission (ASIC) Policy Statement RG146.
Master of Insurance and Risk Management

Course code: M773

Admission requirements: Completion of a tertiary program equivalent to at least four years full-time study at a university or other approved educational institution, or completion of a tertiary program equivalent to at least three years of full-time study at a university or other educational institution and three years relevant work experience, or for those without a degree, a graduate diploma in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Insurance and Risk Management.1

The Master of Insurance and Risk Management provides specific education and professional accreditation for those graduate-level industry entrants in the general insurance sectors of the insurance industry. In addition to the core units, the course includes an elective business practicum unit that provides you with the opportunity to undertake appropriate and relevant experiential learning in a business context and also allows you to complete a specialisation in either insurance or risk management.

Course structure
You must complete 8 credit points of study, comprising 5 credit points of units selected from a specified list, plus 3 credit points of elective units.

Core units
Select at least 5 credit points from:

- MAF754 Enterprise Risk Management
- MPS701 Principles of Risk and Insurance
- MPS702 Reinsurance
- MPS707 Life Risk
- MPS708 General Insurance
- MPS710 Insurance and Risk Management Practicum

Elective units
Select 3 credit points from:

- MAF702 Financial Markets
- MLC771 Law for Managers
- MPA711 Corporate Governance and Ethics
- MPA751/MPR751 Financial Reporting and Analysis*
- MPF753/MPT753 Finance
- MPK732/MPR732/MPT732 Marketing Management**
- MPM715 Management and Organisational Consulting
- MPM722/MPR722/MPT722 Human Resource Management**

Student may also undertake other postgraduate units offered by the Faculty of Business and Law subject to the approval of the Course Team Chair.

1 Students articulating from the Graduate Certificate of Insurance and Risk Management will not receive any Credit for Prior Learning into the Master of Insurance and Risk Management for units completed.

* 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 Insurance and Risk Management

Course code: M573

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience and Senior Associate Membership of the Australian and New Zealand Institute of Insurance and Finance, or seven years of relevant work experience.

The Graduate Certificate of Insurance and Risk Management provides specific education for those graduate-level industry entrants in the general insurance sectors of the insurance industry.

The course allows articulation into the Master of Insurance and Risk Management1.

Course structure
You must complete 4 credit points of study, comprising 3 credit points of units selected from a specified list and a 1 credit point elective unit.

Core units
Select at least 3 credit points of units from:

- MPS701 Principles of Risk and Insurance
- MPS703 Reinsurance
- MPS707 Life Risk
- MPS708 General Insurance

Elective units
Select one unit from:

- MLC771 Law for Managers
- MPA711 Corporate Governance and Ethics
- MPA751/MPR751 Financial Reporting and Analysis*
- MPF753/MPT753 Finance
- MPK732/MPR732/MPT732 Marketing Management**
- MPM722/MPT722 Human Resource Management*

or any other unit in the Master of Insurance and Risk Management course, approved in writing by the Course Team Chair. Where a student is precluded from a unit in the graduate certificate, the student may seek permission from the Course Team Chair to undertake an alternate unit.

1 Students articulating from the Graduate Certificate of Insurance and Risk Management will not receive any Credit for Prior Learning into the Master of Insurance and Risk Management for units completed.

* 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 detailed course information including unit descriptions, please visit deakin.edu.au/courses.
International business

Global business and international trade is conducted in a growing and ever-changing environment. Deakin provides you with the skills, expertise and knowledge base you need to excel in a variety of areas.

The Master of International Business provides an integrated perspective by combining units on economic and financial management with those dealing with strategy, marketing, law and international relations.

The eight core units are complemented by a choice of elective units spanning a wide range of areas that are relevant to international business. Graduates of these courses develop the skills to manage in the global business environment wherever their international careers take them.

Master of International Business

Course code: M723. CRICOS code: 037927C

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution in a business discipline, or for those without a degree, a masters degree in a business discipline may be accepted in lieu of a three-year bachelors degree, or a graduate certificate in a business discipline plus at least five years relevant work experience. Alternative admission is available on completion of the Graduate Certificate of International Business or Graduate Diploma of International Business.

Graduates of Deakin’s Master of International Business will acquire the capability to operate in an international context, as well as a sound understanding of the business practices of international trade.

You will develop technical knowledge and skills, political and cultural awareness, and an international perspective, opening up a wide range of career opportunities.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units.

Core units

- MPE707 International Banking and Finance
- MPE711 Global Trade and Markets
- MPE781 Economics for Managers
- MPT732/MPR732/MPT732 Marketing Management**
- MPK736/MPT736 International Marketing
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management*^ #

Elective units

Select 4 credit points of units from:

- MLM703 Chinese Commercial Law
- MLM740 International Commercial Law
- MPE707 International Banking and Finance
- MPF753 Finance
- MPT736/MPT736 International Marketing^
- MPT753/MPT735 International Business Management#
- MPM735/MPT735 International Business Management#
- MPT732/MPR732/MPT732 Marketing Management**
- MPM703 Business Strategy and Analysis
- MPM704/MPT704 Managing for Environmental Sustainability#
- MPT722/MPR722/MPT722 Human Resource Management**
- MPE711 Global Trade and Markets
- MPE781 Economics for Managers
- MPM735/MPT735 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.

Graduate Certificate of International Business

Course code: M572 (full time Trimester 1 only). CRICOS code: 018308K

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

Deakin’s Graduate Certificate of International Business allows articulation into the Graduate Diploma of International Business and Master of International Business.

Course structure

You must complete 4 credit points of core units.

Core units

- MPE711 Global Trade and Markets
- MPE781 Economics for Managers
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management#

Elective units

Select 4 credit points of units from:

- MLM703 Chinese Commercial Law
- MLM740 International Commercial Law
- MLM770 International Relations Theory
- MLM781 Global Political Economy
- MLM782 Indian Law
- MLM783 International Relations Theory
- MLM799 Research Methodology
- MLM740 International Commercial Law
- MLM782 Indian Law
- MPA751/MPR751/MPT751 Financial Reporting and Analysis^*
- MP700 Postgraduate Internship
- MPT722/MPR722/MPT722 Human Resource Management**
- MPT752 eBusiness Strategies
- MSQ791 Data Analysis for Managers

or any other postgraduate units offered by the Faculty of Business and Law subject to the approval of the Program Director.

* 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.
To come alone from another country to study in Australia is no easy task. But Himanshu Sharma says those who make the move to study at Deakin will have no regrets. ‘If you have made Deakin your choice, trust me you don’t have to think twice, later you will realise that your decision was wise,’ says Himanshu.

After completing a mass media degree with an advertising major back in India, Himanshu arrived in Australia in 2009 to take on two masters degrees. He had been recommended to Deakin by a consultancy in Mumbai. ‘A counsellor told me about this program because he had heard a lot about the Deakin MBA – that it was one of the best in Australia,’ he says. ‘They also told me Deakin is a well-recognised university.’

One of the first stumbling blocks on arrival in Australia was the huge cultural difference that Himanshu had to deal with. In his words, ‘The cultural shock was immense. However the aid of supportive professors, helpful staff and friendly classmates greatly assisted me in settling in and understanding the Deakin culture. The clubs and societies, and counselling for various issues helped too.’

Himanshu joined Deakin’s Sri Lankan and Indian Cricket Club and soon made a lot of friends. ‘You get the opportunity to interact with people from different countries and learn about different cultures, which gives you a sense of camaraderie and belonging.’

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After choosing to take a Business Practicum unit as part of his course, Himanshu’s lecturer helped him to find an internship with Ballistic Drag Racing Team (BDRT). As a sports fan, he was delighted with the opportunity. ‘It was an immense opportunity for me to grow as a marketing professional and as I am very much into sporting activities, I went for an interview and was selected,’ he says. ‘When I completed my internship, I was given the option to continue working with BDRT, which was a great personal achievement. All credit goes to my lecturers and to Deakin for helping me. Apart from my degree, Deakin gave me a positive attitude towards my professional career, belief towards my goals and a much more confident me to achieve those goals.’

Himanshu looks after all of BDRT’s sponsorship and marketing activities and says his Deakin courses helped equip him for the role. ‘They helped me in a lot of ways. They gave me the theoretical knowledge of marketing and the practical ways of adapting that knowledge.’ He found the subjects Advertising and Consumer Behaviour and Marketing Management particularly useful and says he is delighted to have a position so closely related to his main interest. ‘Working with BDRT is exciting, especially because it is about racing and, with my background in advertising/marketing, it keeps me perennially interested.’

Himanshu loves his new life in Australia and hopes to stay, depending on the outcome of his visa application. He would also enjoy taking the benefits of his Australian education and experience back to India in the distant future. In the mean time, he has a strong message for international students considering a similar path: ‘After graduating you will fly so high that one day you will look down, smile and say, “Thanks for the wings Deakin.”’
Taking on a masters degree is tough enough. Add adjusting to a new country and working part time and life can become fairly challenging. However Indian student Carlsten Pinto says the end results are worth the pain. ‘The masters was pretty stressful, tough and demanding, but it made me feel like I had really achieved something.’

In 2008 when Carlsten applied to study for a Master of International Finance at Deakin, he already had a Bachelor of Commerce from Mumbai. A counsellor from student placement provider IDP had alerted him to Deakin’s courses, plus he had a personal connection. ‘I have a brother in Melbourne who knew about Deakin,’ he says, ‘he said it was a good choice for finance and accounting.’

Carlsten completed his commerce degree during 2008 and came to Australia straightaway to begin his masters. He was instantly impressed with the standard of the course, if a little surprised. ‘It actually exceeded my expectations because it was tougher than I expected,’ he says. ‘The content was good – very relevant, and I found the assignments quite practical.’ One particular assignment proved very valuable, as well as enjoyable, Carlsten adds.

‘In International Banking and Finance we had a simulation project involving trading in make-believe money. The assignment involved real-time trading in foreign currencies, and it was an excellent exercise, he says. ‘It gave us the feeling of participating in the volatile money market.’

Deakin staff proved very helpful and supportive throughout his course, Carlsten found. ‘There was a lot of really nice, friendly interaction and you could always approach the lecturers whenever you felt like it,’ he says. He has also been very happy with the facilities provided, particularly the library, which he describes as ‘awesome’. While studying his Graduate Diploma in International Business, Carlsten enjoyed campus life more as time went on. ‘It became more interesting with more people around and I found it very lively and enjoyable.’

Carlsten has some advice for other international students venturing to Deakin. ‘It is going to be tough but you need to hang in there,’ he says. ‘Get involved in your course and in campus life and remember that networking is really important. Get to know as many people as possible. Balancing your studies and work can get a bit tough, but in time you will learn to manage your time well.’

Having completed his Graduate Diploma of International Business, Carlsten is seeking employment in investment banking.
International finance

Explicitly recognising the increasing sophistication and integration of financial markets throughout the world.

The Master of International Finance is a specialist course, which develops a professional capability in finance, with a particular emphasis on international trade and associated financial markets.

The Master of International Finance establishes a broad understanding of the structure and operation of financial markets and the financial instruments used in those markets, together with a familiarity with the theory and techniques underlying trading and investment activity. It adds to this an underlying international perspective, which reflects the increasing sophistication of worldwide financial markets and their integration within the international trade of the global economy.

Contributing to professional practice

In both its coursework and research components the Master of International Finance is directed towards the requirements of finance professionals. Students develop an understanding of finance markets, critical thinking skills and the ability to apply theoretical understanding and research results to practical finance problems.

For graduates already working in the finance industry it will improve their professional capabilities in a range of finance domains; for graduates without a background in finance it will provide advanced studies in financial markets and appropriate research methodologies.

The Master of International Finance is a 12 credit point course taken over 1.5 years of full-time study (or the part-time equivalent) available to graduates in finance, as well as to graduates of other disciplines. The course is offered on campus in Melbourne and off campus.

The Graduate Certificate of International Finance and the Graduate Diploma of International Finance are available as pathways to the Master of International Finance. The courses provide a sound foundation in the key areas of international finance and give students formal recognition of their knowledge and skills as they progress towards the Master of International Finance.

Flexible and relevant

Independent study and research-related activities will be fostered as students undertake the course in flexible, on-campus mode and pursue their individual investigative projects. The Master of International Finance is supported by electronic teaching and learning complemented by high-quality course materials, including lecture outlines, extra readings and tutorial problems.

Professional accreditation

Depending on the particular units completed in the Master of International Finance, students may gain membership of the Finance and Treasury Association (FTA), Financial Planning Association (FPA) and the Financial Services Institute of Australia (FINSIA).

The financial planning specialisation may lead to Credit for Prior Learning into the Financial Planning Association of Australia (FPA) Certified Financial Planner program, as well as satisfy the requirements of the Australian Securities Investment Commission (ASIC) as an approved training course under RG146. The completion of the core units, plus Enterprise Risk Management, will qualify students to apply for membership of the FTA.
Master of International Finance

Course code: M730. CRICOS code: 054577A

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a masters degree may be accepted in lieu of a three-year bachelors degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of International Finance or Graduate Diploma of International Finance.

Finance professionals will be especially interested in the Master of International Finance as the coursework and research components have been designed to enhance their professional practice in a range of financial domains. The course may also be attractive to others with an undergraduate degree, wanting to acquire a professional qualification in finance.

The course aims to provide a high level of education in finance issues and research methodologies appropriate to finance, and will improve professional practice in a range of finance domains.

Depending on your chosen specialisation you may be eligible for membership of the Financial Planning Association and the Finance and Treasury Association (FTA).

Completion of the core units plus MAF754 Enterprise Risk Management will qualify you to apply for membership of the Finance and Treasury Association (FTA).

Course structure

You must complete 12 credit points of study, comprising 6 credit points of core units, 2 credit points of units from a specified list and 4 credit points of units from the remaining electives or from the range of listed specialisations, or a combination of both.

Core units

MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF759 Quantitative Methods for Finance
MAF760/MFT760 International Finance*
MPE781 Economics for Managers
MPF753/MPT753 Finance*

Elective units

Select 2 credit points of units from:

MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF711 Modelling Techniques for Finance
MAF713 Futures, Options and Other Derivatives
MAE723 Business and Financial Econometrics
MPE711 Global Trade and Markets

Select 4 credit points of units from the remaining electives, or from the range of listed specialisations, or a combination of both.

You may study other postgraduate units offered by the Faculty, subject to approval.

Specialisations

Advanced finance
MAE723 Business and Financial Econometrics
MAF761 Advanced Investments
MAF762 Advanced Derivative Securities
MAF764 Advanced Corporate Finance

Finance research project
MAR725 Research Methods
MPP701 Research Project 1a
MPP703 Research Project 2 (2 credit points)

Note: All 4 credit points under the finance research project specialisation must be undertaken together and cannot be studied separately.

Financial planning
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF765 Introduction to Financial Planning
plus a 1 credit point unit not previously studied in the Master of International Finance.

Risk management
MAF754 Enterprise Risk Management
MAF762 Advanced Derivative Securities
MAF763 Financial Intermediation
MPE707 International Banking and Finance

* MPT and MFT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
Graduate Diploma of International Finance

Course code: M630. CRICOS code: 054576B

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of International Finance.

The Graduate Diploma of International Finance allows articulation into the Master of International Finance.

In this course you will develop the skills, technical knowledge and understanding required in today's increasingly complex and evolving field of international finance, and its application within the broader world of international business.

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
MAF702 Financial Markets
MAF759 Quantitative Methods for Finance
MAF760/MFT760 International Finance#
MPE781 Economics for Managers
MPF753/MPT753 Finance#

Elective units
Select 3 credit points of units from:
MAE723 Business and Financial Econometrics
MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF711 Modelling Techniques for Finance
MAF713 Futures, Options and Other Derivatives
MPE781 Global Trade and Markets
#

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

Graduate Certificate of International Finance

Course code: M530. CRICOS code: 054575C

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

The Graduate Certificate of International Finance allows articulation into the Graduate Diploma of International Finance and the Master of International Finance.

Course structure
You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective units.

Core units
MAF702 Financial Markets
MPF753/MPT753 Finance#

Elective units
Select 2 credit points of units from:
MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF707 Investments and Portfolio Management
MAF759 Quantitative Methods for Finance
MAF760/MFT760 International Finance#
MPE781 Economics for Managers
#

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

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

Commercial Law that responds to the needs and demands of international business and corporate regulation.

Master of Commercial Law
The Master of Commercial Law (MComLaw) is open to graduates of any discipline or to non-graduates who have sufficient qualifications or relevant commercial experience. The MComLaw is designed for students who have a general interest in commercial law and those who wish to learn more about specific areas of law, particularly within Australia. Units cover key areas such as corporations law, income tax, international commercial law, internet law, corporate governance and trade practices.

There are also opportunities to learn in different ways. Chinese Commercial Law, for instance, is a popular unit that may be undertaken intensively by participating in the two week China Study Tour offered in July each year. Other units may be studied in the more traditional on-campus mode or by distance education. In addition, acknowledging the value of interdisciplinary studies, students may select up to three units offered by other Schools or Faculties. Most are commercial in nature and some have an international focus.

Graduate Certificate of Commercial Law (Financial Crime Control)
Deakin’s Graduate Certificate of Commercial Law (Financial Crime Control) aims to develop an understanding of international financial crime and its impact on the law and on regulatory and corporate practices. The course is designed for current and prospective regulators and corporate officers who wish to deepen their understanding of the complexities of financial crimes and the key legal and other strategies employed to combat these offences.

Opportunities to develop research skills
In the MComLaw, students are introduced to legal research and writing in the core unit, Introduction to Commercial Law, and thereafter have the opportunity to engage in research as part of the assessment in most units.

Master of Commercial Law
Course code: M725. CRICOS code: 042688D

Admission requirements: Completion of a tertiary program equivalent to at least four years full-time study at a university or other approved educational institution, or completion of a tertiary program equivalent to at least three years of full-time study at a university or other educational institution and three years relevant work experience, or for those without a degree, a graduate diploma in a cognate area plus at least five years relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Commercial Law and Graduate Certificate of Commercial Law (Financial Crime Control).

Deakin’s Master of Commercial Law reflects the School of Law’s commitment to being a significant centre for teaching and research in commercial law.

Commercial law is such a vast and constantly changing area that it is inevitably the domain of those with highly specialised expertise. The course aims to extend your understanding of commercial law beyond a narrow legal framework. In doing so, we seek to enhance the capacity of our graduates to deal with legal issues through an associated understanding of the broader corporate/policy issues.

Course structure
You must complete 8 credit points from the structure below, comprising eight commercial law units (8 credit points) and up to three non-law units (3 credit points). Students without a law background will be required to complete the core unit MLM720 Introduction to Commercial Law.

Core unit
(for students without a law background)
MLM720 Introduction to Commercial Law

Commercial law units
MLC703 Principles of Income Tax Law
MLC710 Sport and the Law
MLC711 Law for Managers
MLC703 Chinese Commercial Law
MLM706 Corporate Governance
MLM711 International Environmental Law
MLM712 International Intellectual Property Law
MLM714 International Labour Law
MLM721 International Competition Law and Policy
MLM731 Corporations Law
MLM740 International Commercial Law
MLM750 Human, Economic and Legal Rights
MLM770 Law and the Internet
MLM782 Indian Law
MLM785 International Law
MLM786 Electronic Crime
MLM788 International Financial Crime
MLM790 Marketing Law
MLM792 Anti-Money Laundering and Counter-Terrorism Financing
Graduate Certificate of Commercial Law

Course code: M525. CRICOS code: 042682K

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

The course is designed for students who have a general interest in commercial law and those who wish to learn more about specific areas of law, particularly in Australia. Units cover key areas such as corporation law, income tax, international commercial law, internet law, corporate governance and trade practices.

Deakin's Graduate Certificate of Commercial Law allows articulation into the Master of Commercial Law and combined Master of Commercial Law courses.¹

Course structure

You must complete 4 credit points of Commercial Law units and up to one non-law unit. Students without a law background will be required to complete the core unit MLM720 Introduction to Commercial Law.

Core unit

(for students without a law background)

MLM720 Introduction to Commercial Law

Commercial law units

Select up to 4 credit points of units from:

MLC703 Principles of Income Tax Law
MLC710 Sport and the Law
MLC771 Law for Managers
MLM703 Chinese Commercial Law
MLM706 Corporate Governance
MLM711 International Environmental Law
MLM712 International Intellectual Property Law
MLM714 International Labour Law
MLM720 Introduction to Commercial Law
MLM721 International Competition Law and Policy
MLM731 Corporations Law
MLM740 International Commercial Law
MLM750 Human, Economic and Legal Rights
MLM770 Law and the Internet
MLM782 Indian Law
MLM785 International Law
MLM866 Electronic Crime
MLM790 Marketing Law

Non-law units

Select a maximum of one unit from:

AIR707 Global Governance
AIR719 The United Nations and International Law
AIR726 Human Rights in the International System
AIR728 Global Political Economy
MPA751/MPR751 Financial Reporting and Analysis*
MPE707 International Banking and Finance
MPF753/MPT753 Finance#
MPK732/MPR732/MPT732 Marketing Management*

¹ Successful completion of the Graduate Certificate of Commercial Law or Graduate Certificate of Commercial Law (Financial Crime Control) allows articulation into the Master of Commercial Law. Students who do not at that stage hold a four-year bachelor’s degree or equivalent will not receive Credit for Prior Learning into the Master of Commercial Law.

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

¹ Students articulating from the Graduate Certificate of Commercial Law who do not at that stage hold a four-year bachelor’s degree or equivalent will not receive Credit for Prior Learning into the Master of Commercial Law.
Coursework degrees

Graduate Certificate of Commercial Law (Financial Crime Control)

Course code: M584

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

Deakin’s Graduate Certificate of Commercial Law (Financial Crime Control) aims to develop an understanding of international financial crime and its impact on the law and on regulatory and corporate practices. The course is designed for current and prospective regulators and corporate officers who wish to deepen their understanding of the complexities of financial crime and the key legal and other strategies employed to combat these offences.

The course considers the main types of financial crime. Given the impact on the current thinking in the field, particular emphasis is given to money laundering and financing terrorism. In addition, the course will enable you to study corporate governance and enterprise risk management as corporate and regulatory measures to counter financial crime.

Deakin’s Graduate Certificate of Commercial Law (Financial Crime Control) allows articulation into the Master of Commercial Law.¹

Course structure
You must complete 4 credit points of core units comprising commercial law units and one non-law unit. The units may be studied in any order, but students who have to complete MLM720 Introduction to Commercial Law must do so successfully before enrolling in MLM788 International Financial Crime or MLM792 Anti-Money Laundering and Counter-Terrorism Financing.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Students without a law background
MAF754 Enterprise Risk Management
MLM720 Introduction to Commercial Law
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing

Students with a law background
MAF754 Enterprise Risk Management
MLM706 Corporate Governance
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing

¹ Students articulating from the Graduate Certificate of Commercial Law (Financial Crime Control), who do not at that stage hold a four-year bachelors degree or equivalent will not receive Credit for Prior Learning into the Master of Commercial Law.

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

New Centre for Rural and Regional Law and Justice launched

Chief Magistrate of Victoria, Ian Gray, has officially launched Deakin University’s new Centre for Rural and Regional Law and Justice.

Director of the Centre, Richard Coverdale, says the centre responds to a significant gap in rural research and advocacy.

‘While inequities in the delivery of justice system services to regional communities are broadly acknowledged, responses have to date been ad-hoc, with limited input from users of those services and their advocates,’ says Mr Coverdale.

The new centre’s mission is to enhance access to improved justice systems and services for rural and regional Australians through research, education, engagement and advocacy.

‘During his opening address, Chief Magistrate Gray highlighted the important work already undertaken by the centre following the launch of our ‘Postcode Justice’ research report last year,’ says Mr Coverdale.

‘That particular report created a lot of discussion about the issues rural and regional Victorians face in accessing justice systems particularly, and highlighted the inequities that exist between regional and metropolitan court facilities and services.

‘Chief Magistrate Gray also spoke about the activities of the Magistrate’s Court in regional areas.’

The launch was followed by the first Advisory Committee meeting of the centre.

‘The Advisory Committee, comprises 10 representatives across the law and human services sectors in regional Victoria and will provide advice and support to the centre’s activities,’ says Mr Coverdale.
Nick Kemp says there are several ways Deakin’s Master of Commercial Law has helped him in his senior management role.

‘There is a level of credibility with it so people place more faith in your views and I feel more confident when elevating commercial law related issues to the Board,’ he says. ‘It also sharpens your report writing and research skills. High level study hones those skills – you are more productive in a management role when you can argue points concisely and clearly.’

Nick began his career as an engineer in the air force. He worked on large defence projects where drafting contracts was part of his job, then moved into a consultancy role with Nova Systems – a company that supplies specialist engineering and management consultancy services. The Master of Commercial Law, which is designed specifically for non-law graduates, seemed the logical choice. ‘I was looking for something that would align with the kind of study I wanted to do,’ says Nick. ‘I had always had an interest in the role of the law in business and being involved in management meant I was required to have a reasonable understanding of commercial law.’

Nick began his career as an engineer in the air force. He worked on large defence projects where drafting contracts was part of his job, then moved into a consultancy role with Nova Systems – a company that supplies specialist engineering and management consultancy services. The Master of Commercial Law, which is designed specifically for non-law graduates, seemed the logical choice. ‘I was looking for something that would align with the kind of study I wanted to do,’ says Nick. ‘I had always had an interest in the role of the law in business and being involved in management meant I was required to have a reasonable understanding of commercial law.’

‘… the subjects were really good, the quality of the materials and the timing was excellent and the people were very supportive.’

As Nick lives in Canberra, he sought an online course and he was not disappointed with his Deakin experience, saying ‘the subjects were really good, the quality of the materials and the timing was excellent and the people were very supportive.’

He also found the subject matter suited his day-to-day role perfectly. ‘I really enjoyed the subjects I did, especially those relating to e-commerce and intellectual property.’

Nova Systems has grown from a staff of six to 200 in the nine years since Nick joined the company, and it now turns over $35 million a year. As the General Manager, Commercial, Nick’s role has grown immensely. ‘Commercial law and management are very important aspects at that level,’ he says. ‘We have a robust team and moving into the bigger league we’ve all had to step up. The course has definitely helped me.’

Nick has some helpful advice for others contemplating studying while working. ‘Be prepared to be fairly autonomous and to be diligent, and plan your assignments really well,’ he says. ‘I head up a commercial business unit and I selected subjects directly relevant to what affects the business.’
After realising she had made the wrong career choice, Kasia Maruszak has had no regrets in her subsequent change in direction.

Kasia initially studied physiotherapy. ‘I worked as a physiotherapist for one year but it was not for me,’ she says. However the qualification did allow her to gain a taste of a different path. ‘Because of my physio degree, I was able to move into corporate health and safety by being accepted into the Coles Myer graduate program,’ she explains. ‘It gave me a sense of what other things I could do.’

The opportunity to try life in the corporate world soon alerted Kasia to other possibilities. ‘I had some experience collaborating with the Coles Marketing team during our health promotion for Mental Health Week and it really gave me a buzz,’ she says. ‘I knew then that marketing was what I wanted to do.’

As she began investigating her study options, Kasia quickly gained some ‘word-of-mouth’ recommendations for Deakin. ‘Because I was working full time, the online component was really important for me — especially the online lectures,’ she says. ‘Everything is based around DSO (Deakin Studies Online) and it far surpassed some of the other unis in that area.’

‘Because I was working full time, the online component was really important for me — especially the online lectures.’

Describing her masters as ‘a really great experience,’ Kasia says she thoroughly enjoyed the subject matter involved. ‘One of my favourites was Advertising and Consumer Behaviour. It was about the theory behind creating an advertisement — it was delivered in a really engaging way.’ The mix of on-campus and online study also appealed. ‘I enjoyed participating in class discussions during evening classes and online study was really helpful.’

The online facilities and quality of the lecturers are the main reasons Kasia says she would ‘definitely recommend’ Deakin.

Kasia is now Marketing and Events Coordinator for ANZ Private — a sub branch of ANZ that looks after high net worth clients. ‘I bring to life a very busy sponsorship and events calendar and ensure that the face-to-face ANZ Private experience is befitting of our high-end brand,’ she says. ‘We do things like educational and investment seminars to share knowledge with our clients to help them make better wealth management decisions. Sponsoring the Australian String Quartet and events including the Australian Open also provide face-to-face opportunities to build client relationships.’
Marketing

A good understanding of marketing concepts and techniques is valuable in a wide range of industry, government and community contexts.

The Master of Marketing is designed for people who would like to develop their expertise in this exciting and growing area of business practice. In this course students will develop a thorough understanding of the fundamentals of marketing and the application of this knowledge to various areas of marketing practice.

The course lets students concentrate on their studies in marketing and build skills in market research and data analysis, as well as in specialised areas such as customer service, online marketing and international marketing.

Master of Marketing

Course code: M728. CRICOS code: 055073F

Admission requirements: Completion of a tertiary program equivalent to at least four years full-time study at a university or other approved educational institution with no marketing major, or completion of a tertiary program equivalent to at least three years full-time study at a university or other educational institution with no marketing major and three years relevant work experience, or for those without a degree, a graduate diploma in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Marketing.

Deakin's Master of Marketing is a specialist, professional course for graduates who have not studied marketing previously.

It is designed to provide an understanding of the theoretical, practical and research frameworks which underpin marketing and to develop the research, strategy and communication skills which are crucial in each of the key areas of marketing.

It will develop knowledge and skills in areas such as marketing research and integrated marketing communication, which will enable graduates to analyse, plan, implement and control marketing activities in a variety of organisations.

Distinctive electives are available in sports marketing, arts marketing and public relations. The course has a particular emphasis on online, services and international marketing.

Course structure

You must complete 8 credit points of study, comprising 7 credit points of core units and one elective unit.

Core units

MLM790 Marketing Law
MMK733 Strategic Marketing
MMK737 Online Marketing
MPK701 Research Design and Analysis
MPK712 Advertising and Consumer Behaviour
MPK732/MPR732/MPT732 Marketing Management**
MPK736/MPT736 International Marketing*

Note: One core unit is available in off-campus mode only.

Elective units

Select one unit from:

MMK751 Services Marketing
MPI700 Postgraduate Internship
MPK711 Strategic Customer Service
MPM705 Retailing

Students precluded from one or more of the above core units will be required to choose alternative units from:

ALR700 Public Relations Campaigns
ALR701 Public Relations Writing and Tactics
ALR704 Public Relations Management
ALR706 Online Public Relations and Communication
ALR731 Public Relations Theory and Practice
ALR782 Public Affairs and Opinion Formation
MMK792 Arts Marketing
MMM793 Managing Cultural Projects and Events
MM5712 Sport Marketing
MM5715 Sport Promotions and Public Relations
MM5773 Sport Broadcasting
MPP701 Research Project 1a
MPP702 Research Project 1b
MPP703 Research Project 2 (2 credit points)
MPP704 Research Project 4 (4 credit points)
or any other Master of Business Administration unit with approval from 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.
1 Students articulating from the Graduate Certificate of Marketing will not receive any Credit for Prior Learning into the Master of Marketing for units completed.

Graduate Certificate of Marketing

Course code: M528. CRICOS code: 055072G

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution with no marketing major, or for those without a degree, five years of relevant work experience.

Deakin's Graduate Certificate of Marketing is designed to provide specialist knowledge and skills relating to the theoretical, practical, evaluative and research frameworks underpinning marketing.

The course allows articulation into the Master of Marketing.

Course structure

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

Core unit

MPK732/MPR732/MPT732 Marketing Management**

Elective units

Select 3 credit points of units from:

MLM790 Marketing Law
MMK733 Strategic Marketing
MMK737 Online Marketing
MMK751 Services Marketing
MPK701 Research Design and Analysis
MPK711 Strategic Customer Service
MPK712 Advertising and Consumer Behaviour
MPK736/MPT736 International 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.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
A Master of Business (Personal Injury) helped Lauren Alexander better understand the industry she works in and to progress in the field. A Master of Business Administration (MBA) has her excited about the potential opportunities it can open up for her future career.

Lauren initially qualified as an occupational therapist and worked in the area for several years. But after a stint in the UK, she returned with new ideas. ‘I came back wanting something a bit different,’ she says. ‘I went to work at the TAC (Transport Accident Commission), in a claims management role. Over time I progressed to a management role in claims, and then moved across into a senior business analyst role in the strategy and planning team, working across the whole business.’

While working full time, Lauren embarked on the Master of Business (Personal Injury). Lauren says the balance of subjects was particularly beneficial as half come from the MBA and half are specific to personal injury. ‘The personal injury subjects gave me additional theoretical and technical background knowledge for the work I was doing at the TAC. The teaching methods were quite applied, which I enjoyed. I mostly completed subjects through residential, where we used lots of case studies and had guest speakers,’ she says. ‘Essentially, you can complete a subject in a week. The hours are intense and group work has its fun and challenges, but being able to focus solely on learning for a week was the best way for me.’

‘The Master of Business (Personal Injury) really helped my career in the TAC and gave me a level of greater understanding in the personal injury field.’

‘I really enjoyed the MBA subjects too because they were more generalist management subjects to help understand the context of the business environment. I like to understand the theory behind why I am doing what I am doing. You have really interesting discussions and are networking with other students working in completely different sectors.’

During her studies, Lauren’s role saw her move from team manager to that of Senior Business Analyst in Strategy and Planning. She says studying the masters – particularly the strategic management subjects — proved useful in making the change. ‘It helped me transition to conceptual thinking and gain a whole of business view of the organisation rather than just the operation divisions.’

After completing the Master of Business (Personal Injury) at the end of 2011, Lauren immediately began an MBA with Deakin. At around the same time, she was seconded to the Department of Premier and Cabinet to work on a National policy reform in disability. ‘The Master of Business (Personal Injury) really helped my career in the TAC and gave me a level of greater understanding in the personal injury field. It helped my career progression within the TAC and I’m sure influenced my success in being chosen by the TAC to be seconded,’ she says. ‘Now the MBA is adding to that insurance sector knowledge and experience — it is giving me a bigger and more macro view beyond the field of personal injury.’

Lauren has two subjects remaining for her MBA. She plans to complete those after the upcoming arrival of her first child while she remains on maternity leave. ‘It think it will be workable because of the flexibility Deakin offers, and the different options for how I can complete the subjects (i.e. online, residential or study tours),’ she says. ‘It will be good to have the MBA completed when I go back into the workforce. I am looking forward to the opportunities it will provide me.’

* Now Master of Management (Personal Injury).
Personal injury management

Developed in conjunction with the Personal Injury Education Foundation to meet the needs of a growing area of professional practice and policy development.

Personal injury management provides practitioners in the personal injury management area with units specific to that field, as well as relevant units in general business. The program involves a mixture of off-campus study and residential units.

Master of Management (Personal Injury)

[PT] Course code: M734

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate or Graduate Diploma of Management (Personal Injury).

The Master of Management (Personal Injury) was developed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations. This course combines specialist units in personal injury management and other units offered by the Faculty of Business and Law relevant to the work of those in the accident compensation industry.

Course structure

You must complete 12 credit points of study, comprising 6 credit points of core units and 6 credit points of elective units, which must form a specialisation in either business management or claims management.

Core units

MPI702/MPT702 Applied Business Project#
MPM706/MPR706 Strategic Management*
MPM719 Managing Compensable Injury Claims
MPM740 Principles of Personal Injury Scheme Design
MPM741 Personal Injury Scheme Evaluation
MPM742 Personal Injury Strategic Claims Management

Elective units

Select 6 credit points of elective units, which must form a specialisation in either business management or claims management.

Business management

MPA751/MPR751 Financial Reporting and Analysis*
MPK711 Strategic Customer Service

Plus 1 credit point from:
XGR701 Injury Management (Griffith University unit – studied cross institutionally)
XGR705 Injury Management (Griffith University unit – studied cross institutionally)

Plus 2 credit points of units from:
HSH701 Principles and Practice of Public Health
MMH705 Managed Transitions and Change
MPM702 Audacious Leadership
MPM721/MPR721 organisational Behaviour*
MPM722/MPR722/MPT722 Human Resource Management**
MPR707 Change Management*
MSC756 Project Management

Claims management

MPA751/MPR751 Financial Reporting and Analysis*
MPK711 Strategic Customer Service

Plus 1 credit point from:
XGR701 Injury Management (Griffith University unit – studied cross institutionally)
XGR705 Injury Management (Griffith University unit – studied cross institutionally)

Plus 2 credit points of units from:
HSH701 Principles and Practice of Public Health
MM706 Corporate Governance
MMH707 Managed Transitions and Change
MPM702 Audacious Leadership
MPM721/MPR721 Organisational Behaviour*
MPM722/MPR722/MPT722 Human Resource Management**
MPR707 Change Management*
MSC756 Project Management

Return to work management~

MPM723 Strategic Return to Work
XGR707 Vocational Assessment and Evaluation (Griffith University unit – studied cross institutionally)

Plus 1 credit point from:
MPM722/MPR722/MPT722 Human Resource Management**

Plus 2 credit points of units from:
HSH701 Principles and Practice of Public Health
HSH705 Needs Assessment and Health Program Planning
HPS744 Counselling and Interpersonal Skills
MLM750 Human, Economic and Legal Rights
MMH707 Managed Transitions and Change
MMH710 Rights and Responsibilities in Human Resource Management
MPM721/MPR721 Organisational Behaviour*
MPR703 Management Communication*
MPR707 Change Management*

^ The cost for this experiential unit is in addition to the tuition fees.
~ Commencing 2014.

Enquiries about the personal injury management courses should be made through DeakinPrime.
Please contact the project manager on phone +61 3 9918 9106 or email pimhelpdesk@deakinprime.com.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Coursework degrees

Graduate Diploma of Management (Personal Injury)

Course code: M634

Admission requirements: Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Management (Personal Injury).

The Graduate Diploma of Management (Personal Injury) was developed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations. This course combines specialist units in personal injury management and other units offered by the Faculty of Business and Law relevant to the work of those in the accident compensation industry.

Course structure

You must complete 8 credit points of study, comprising 3 credit points of core units and 5 credit points of elective units, which must form a specialisation in either business management, claims management or return to work management.

Core units
MPM740 Principles of Personal Injury Scheme Design
MPM741 Personal Injury Scheme Evaluation
MPM742 Personal Injury Strategic Claims Management

Elective units
Select 5 credit points of elective units, which must form a specialisation in either business management, claims management or return to work management.

Business management
MPA751/MPR751 Financial Reporting and Analysis*
MPK711 Strategic Customer Service

Plus 1 credit point from:
XGR703 Injury Management (Griffith University unit – studied cross institutionally)
XGR705 Injury Management (Griffith University unit – studied cross institutionally)

Plus 2 credit points of units from:
AIP740 Public Policy Analysis
HSH702 Contemporary Health Issues and Policies
MMM792 Operations Management
MPK732/MPR732/MPT732 Marketing Management**
MPM701 Business Process Management
MPM703 Business Strategy and Analysis
MPM712 Managing Innovation
MPM721/MPR721 Organisational Behaviour*
MPR703 Management Communication*
MSC756 Project Management

Claims management
MPA751/MPR751 Financial Reporting and Analysis*
MPK711 Strategic Customer Service

Plus 1 credit point from:
XGR703 Injury Management (Griffith University unit – studied cross institutionally)
XGR705 Injury Management (Griffith University unit – studied cross institutionally)

Plus 2 credit points of units from:
HSH701 Principles and Practice of Public Health
MLM706 Corporate Governance
MMH707 Managing Transitions and Change
MPM702 Audacious Leadership*
MPM721/MPR721 Organisational Behaviour*
MPM722/MPR722/MPT722 Human Resource Management**
MPR707 Change Management*
MSC756 Project Management

Return to work management*
MPM723 Strategic Return to Work
XGR707 Vocational Assessment and Evaluation (Griffith University unit – studied cross institutionally)

Plus 1 credit point from:
MPM722/MPR722/MPT722 Human Resource Management**

Plus 2 credit points of units from:
HSH702 Contemporary Health Issues and Policies
HSH703 Health Promotion
HSH705 Needs Assessment and Health Program Planning
HPS744 Counselling and Interpersonal Skills
MLM750 Human, Economic and Legal Rights
MMH710 Rights and Responsibilities in Human Resource Management
MMH707 Managing Transitions and Change
MPM721/MPR721 Organisational Behaviour*
MPR703 Management Communication*
MPR707 Change 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.
~ Commencing in 2014.
# The cost for this experiential unit is in addition to the tuition fees.
Graduate Certificate of Management (Personal Injury)

**Course code:** M534

**Admission requirements:** Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

The Graduate Certificate of Management (Personal Injury) was developed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations. This course combines specialist units in personal injury management and other units offered by the Faculty of Business and Law relevant to the work of those in the accident compensation industry.

**Course structure**

You must complete 4 credit points of study, comprising a 1-credit-point core unit and 3 credit points of elective units, which must form a specialisation in either business management or claims management.

**Core unit**

MPM740 Principles of Personal Injury Scheme Design

**Elective units**

Select 3 credit points of elective units, which must form a specialisation in business management or claims management.

**Business management**

MPA751/MPR751 Financial Reporting and Analysis*

Plus 1 credit point from:

- XGR703 Injury Management (Griffith University unit – studied cross institutionally)
- XGR705 Injury Management (Griffith University unit – studied cross institutionally)

Plus 1 credit point from:

- MPK732/MPR732/MPT732 Marketing Management**
- MPW721/MPR721 Organisational Behaviour*
- MSC756 Project Management
- MSQ791 Data Analysis for Managers

**Claims management**

MPK711 Strategic Customer Service

Plus 1 credit point from:

- XGR703 Injury Management (Griffith University unit – studied cross institutionally)
- XGR705 Injury Management (Griffith University unit – studied cross institutionally)

Plus 1 credit point from:

- HSH701 Principles and Practice of Public Health
- MPA721/MPR721 Organisational Behaviour*
- MPM722/MPR722/MPT722 Human Resource Management**
- MSC756 Project Management

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

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

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

Property

Refine the core professional skills, particularly related to property and real estate valuation, while developing an important understanding of how the various stakeholders in the property and real estate market can collaborate to deliver and operate more sustainable projects.

This course brings together a range of built environment disciplines from sustainable construction to property management to provide a broad perspective on issues of true international significance.

A focus on sustainability and its economic, social and environmental underpinnings within the construction management and the property and real estate professions, gives the course particular significance and relevance, while case studies provide opportunity for critical reflection and analysis. Critical evaluation of current and proposed initiatives in the context of case study research is an important part of the course. Students will gain specialist skills through practical experience and benefit from cutting-edge research and close cooperation with the property industry.

The Graduate Diploma of Property is recognised and professionally accredited by the Australian Property Institute (API). Graduates have satisfied the academic requirements for Certified Property Practitioner (CPP) status. Certified Property Manager (CPM) status and Certified Development Practitioner (CDP) status. In addition, graduates who commenced study with a cognate undergraduate degree will satisfy the academic requirements for Certified Practising Valuer (CPV) status of the API.

Graduate Diploma of Property

**Course code:** M633

**Admission requirements:** Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

Deakin's Graduate Diploma of Property has been designed to suit the needs of two types of graduates: graduates from a property and real estate background, who require further expertise in property and real estate principles, including valuation; and graduates who have completed an undergraduate degree from an unrelated discipline and wish to enter the property and real estate profession.

Students will graduate equipped with a high level understanding of the theoretical, policy, evaluative and research frameworks that underpin the property and real estate profession.

**Course structure**

You must complete 8 credit points of core units.

**Trimester 1**

- MMP712 Rating and Statutory Valuation
- MMP713 Property and Real Estate Context
- MMP722 Sustainable Construction Studies
- MMP742 Investment Valuation

**Trimester 2**

- MMP721 Property and Real Estate Law and Practice
- MMP731 Management of Real Estate
- MMP732 Property Development
- MMP741 Property and Real Estate Valuation

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Retail management

The retail industry is one defined by change and innovation in markets, products, store formats, technologies and supply chain.

The critical challenges for retailers in this highly competitive and dynamic landscape are to leverage brand, optimise operations and develop customer loyalty, exceeding stakeholder and shareholder expectations as a result. Talented, experienced and qualified people are central to strategic retail success, however the industry is experiencing an unprecedented management skills shortage in key areas of retail operation. For employers this emphasises the need to retain and develop key staff and for employees it signals the right time to consolidate experience and attain the qualifications necessary for career advancement.

Introduced in 2012, the Graduate Certificate of Retail Management is an innovative qualification aimed at developing the skills and knowledge of retail professionals. It introduces a new standard of retail professionalisation to the industry through leading-edge resources, expert faculty staff and dynamic and flexible learning methods.

Graduate Certificate of Retail Management

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

The Graduate Certificate of Retail Management has been developed for those currently working in the retail sector wishing to develop specialist skills and knowledge to enhance their professional experience.

The aim of the Graduate Certificate of Retail Management is to broaden your knowledge and understanding of retail management by considering it in a number of contexts, including the Australian retail sector and international retail markets, while exploring global issues such as economic and environmental sustainability, along with social and cultural matters. The course will enhance your understanding of key contemporary principles and practices, and the developing role of performance knowledge skills. At the conclusion of the course, you will be able to demonstrate knowledge of key issues in retail management, including retail systems, ownership, distribution and supply, customer relations, consumer behaviour, merchandise operations, marketing, branding and financial considerations.

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
MPK732/MPR732/MPT732 Marketing Management**
MPM705 Retailing
MPM716 Merchandise Management

Elective units
Select 1 credit point from:
MLM790 Marketing Law
MMK737 Online Marketing
MPA751/MPR751 Financial Reporting and Analysis*
MPI700 Postgraduate Internship
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/MRM722/MPT722 Human Resource Management**
MSC753 eBusiness and Supply Chain 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 detailed course information including unit descriptions, please visit deakin.edu.au/courses.
The Graduate Certificate of Retail Management is aimed at developing the skills and knowledge of retail professionals.
Sport management

Australia has one of the strongest sporting sectors in the world. Underpinning this multi-billion dollar industry are the business professionals who provide direction and leadership to sporting organisations across the country.

Whether it is at the elite, semi-elite or recreational levels, sport management at Deakin will prepare you to deliver on this strategic dimension of the industry, in such areas as finance, marketing, management or development. This will enable you to be a manager in the industry with a firm understanding of sport in its broader context.

Master of Business (Sport Management)

Course code: M718. CRICOS code: 020005G
Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a masters 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 relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Business (Sport Management).

Deakin’s Master of Business (Sport Management) develops a comprehensive understanding of the integration of business disciplines in the effective management of sport and the leadership to provide effective management and direction to sporting organisations. There are significant opportunities for those who acquire professional expertise in the management of the growth industry of sport.

Course structure
You must complete 12 credit points of study, comprising 10 credit points of core units and 2 credit points of elective units.

Core units
Year 1
Trimester 1
MLC710 Sport and the Law
MMS711 Introduction to the Sport Industry
MMS714 Management (Sport)
Trimester 2
MMS712 Sport Marketing
MPA751/MPR751 Financial Reporting and Analysis*
MPE781 Economics for Managers

Year 2
Trimester 1
MMS715 Sport Promotions and Public Relations
MMS716 Sport Organisation Theory
plus one elective unit
Trimester 2
MMS736 Strategic Management
MMS774 Facility and Event Management
plus one elective unit

Elective units
Trimester 1
MAF754 Enterprise Risk Management
MMK737 Online Marketing
MMS701 Athlete Management
MPP701 Research Project 1a
Trimester 2
MMS773 Sport Broadcasting
MPM722/MPT722/MPR722 Human Resource Management**
MPP702 Research Project 1b
You may also choose elective units from the wider range of Faculty of Business and Law units and from across the University, subject to approval.

* 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 (Sport Management)

Course code: M518
Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

The Graduate Certificate of Business (Sport Management) will give you an understanding of the functions and principles of management as they apply to the role of a manager within the context of sport and business generally. It will also provide an overview of the sport management industry and how sport is delivered in Australia. You will gain a comprehensive understanding of the integration of business disciplines in the effective management of sport and the skills to provide leadership and direction for Australian sport.

Course structure
You must complete 4 credit points of study.

Trimester 1
MMS711 Introduction to the Sport Industry
MMS714 Management (Sport)
Trimester 2
MMS712 Sport Marketing

Plus one unit from:
MMS774 Facility and Event Management
MPM751/MPR751 Financial Reporting and Analysis*

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

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Nadine Cohen says, like most Australians, she loves sport. So, with her eyes on a career in sports psychology, she completed an arts degree with a psychology major. But, upon graduation, Nadine found both postgraduate courses and employment in the field were difficult to break into. Then, on widening her search, she was pleased to discover Deakin’s course in business (sport management) – a new kid on the block in terms of university courses. ‘It was only the first or second year of the course and I was absolutely convinced I would not get in,’ says Nadine.

Not only did she get into the course and successfully complete it, Nadine’s decision to shift her focus from the psychology side has led to a highly successful career in the sports industry. ‘I loved the course, it was fantastic. The focus was on how to run the commercial aspects of sport,’ she explains. Fifteen plus years ago the Australian sports industry was quite immature and most courses were in human movement or coaching, says Nadine.

‘I appreciated being part of a program that was developing. Deakin was leading the way at the time.’

She particularly enjoyed studying the business and legal aspects of sport. ‘After doing psychology and politics, I liked the law components and the strategic side,’ says Nadine. Sport management is a relatively new industry and she embraced the opportunity to learn how to market it, she adds. ‘It is a product at the end of the day and it is no different to what everyone else is trying to sell. It (the course) opened my eyes to the opportunities the sports industry had.’

An additional advantage of the Deakin course was the networking it created and she credits Deakin’s course director with handing her a job opportunity. ‘He introduced me to the CEO of VicSport and told us to have a chat,’ she says. As a result Nadine became Development and Project Officer with VicSport. ‘It was almost like an apprenticeship to understanding the sporting industry,’ she says. In the following few years she was to become Business and Development Manager with the Victorian Soccer Federation and to move through various positions with the Australian Sports Commission, including two general manager appointments. She was also seconded to work on the Melbourne football games as part of the Sydney Olympics.

Nadine has just taken up her current position as Netball Australia’s Head of Strategy and Government Liaison. Her wide range of duties include building netball’s links with government and industry and enhancing its influence, communicating netball’s message to the broader community and increasing financial support for the sport. She also has responsibility for strategic policy and planning.
Master of Business Administration (International)/Master of Commerce

Course code: D708. CRICOS code: 057659G

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.

The Master of Business Administration (International) aims to equip you with the capabilities to deal with all aspects of an organisation’s business management, particularly in an international context, while the Master of Commerce is a discipline-based degree designed as an intensive first business qualification for graduates of any discipline.

By selecting the appropriate units, you may work towards obtaining professional recognition from CPA Australia, the Institute of Chartered Accountants in Australia, the Australian Computer Society, the Institute of Certified Management Accountants, the Australian Computer Society or the Australian and Securities Investment Commission. You may not be able to take all units required for professional recognition within the normal units required to complete the combined course.

Course structure

You must complete 16 credit points of study, comprising 9 credit points of core units, 2 credit points of units from a specified list of three units, 3 credit points of units not previously studied from the Master of Business Administration (International), plus 2 credit points of units not previously studied from the Master of Commerce (choice of units must form a Master of Commerce specialisation).

Core units

- MPA701 Accounting
- MPA702 Financial Interpretation
- MPE707 International Banking and Finance
- MPE781 Economics for Managers
- MPT753/MPT753 Finance#
- MPJ732/MPR732/MPT732 Marketing Management#
- MPM703 Business Strategy and Analysis
- MPM701 Business Process Management
- MPM735/MPT735 International Business Management#

Elective units

Select 2 credit points of units from:

- MPE711 Global Trade and Markets
- MPJ701 Research Design and Analysis
- MPM722/MPR722/MPT722 Human Resource Management#

plus 3 credit points not previously studied from the Master of Business Administration (International); plus 2 credit points of units not previously studied from the Master of Commerce.

Note: Your choice of units must form a specialisation in the Master of Commerce.

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

Master of Business Administration (International)/Master of Information Systems

Course code: D711. CRICOS code: 057658J

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.

The combined Master of Business Administration (International)/Master of Information Systems course aims to equip you with the capabilities to deal with all aspects of an organisation’s business management, particularly in a global context, while extending expertise in information systems and eCommerce, particularly in a business context. The course is ideal if you wish to work in national and multinational corporations, governments and/or agencies that operate internationally, and provides a foundation in all areas of international business operations, including banking, finance, marketing, economics and strategy and human resources management.

Course structure

You must complete 16 credit points of study, comprising 10 credit points of core units, 1 credit point from a specified list of three units, and 5 credit points of information systems units which may be grouped to form an information systems specialisation.

Core units

- MPA702 Financial Interpretation
- MPE707 International Banking and Finance
- MPE781 Economics for Managers
- MPJ732/MPR732/MPT732 Marketing Management#
- MPM701 Business Process Management
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management#
- MSC705 Information Systems Analysis and Design
- MSC769 Information Systems Infrastructure
- MSC770 Information Systems and Global Issues

Elective units

Select 1 credit point from:

- MPE711 Global Trade and Markets
- MPJ701 Research Design and Analysis
- MPM722/MPR722/MPT722 Human Resource Management#

plus 5 credit points of information systems units not previously studied, which may be grouped to form an information systems specialisation. See Master of Information Systems M722 course entry on page 43 for details of specialisations and units available.

# MPR code denotes residential version of 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.

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Deakin delivers innovative, flexible online study options for postgraduate students.
Master of Business Administration (International)/
Master of Professional Accounting

Course code: D712, CRICOS code: 062175G

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.

This combined course develops a set of knowledge and skills that meets the demand in the workplace for competent managers in large organisations, who have an excellent knowledge of finance. The course also enables you to undertake postgraduate coursework study across a greater range of units and disciplines than is possible in a single course, thereby enhancing knowledge and understanding of international business.

Course structure
You must complete 16 credit points, comprising 12 credit points of core units, 3 credit points of elective units chosen from a specified list, plus one unit chosen from units not previously studied from either degree.

Core units
MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF759 Quantitative Methods for Finance
MAF760/MFT760 International Finance*
MAPI702 Financial Interpretation
MPE707 International Banking and Finance
MPE781 Economics for Managers
MPF753/MPT753 Finance *
MPK732/MPR732/MPT732 Marketing Management**
MPM701 Business Process Management
MPM703 Business Strategy and Analysis
MPM735/MPT735 International Business Management*

Select 3 credit points of units from:
MAF703 Applied Corporate Finance
MAF704 Modelling Techniques for Finance
MAF711 Modern Portfolios
MAF713 Futures, Options and Other Derivatives
MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPR722/MPT722 Human Resource Management**
MPM732/MPR732/MPT732 Marketing Management**
MPM742/MPR742/MPT742 Financial Markets Management**

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

Elective units
Select 1 credit point from:
MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPR722/MPT722 Human Resource Management**

Plus 3 credit points of units from:
MAA703 Accounting for Management 12
MAA716 Financial Accounting 12
MAA725 Advanced Accounting Principles and Practice12
MPM701 Accounting 12
MAPI702 Financial Interpretation
MPE707 International Banking and Finance
MPE781 Economics for Managers1
MPF753/MPT753 Finance1
MPK732/MPR732/MPT732 Marketing Management**
MPM701 Business Process Management1
MPM703 Business Strategy and Analysis
MPM735/MPT735 International Business Management*

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Admission requirements: Candidates must have a recognised undergraduate degree from an approved institution, or have completed the Graduate Certificate or Graduate Diploma of Information Technology.

Combine a professional business qualification with a specialist qualification in IT.

IT has changed the way the world communicates. Government, business and finance sectors have changed dramatically and need IT professionals who can translate the potential of IT into practical real-world software systems. The Master of Information Technology offers up-to-date specialist, technical expertise in key areas of computing and information technology.

The Master of Commerce provides the professional credentials for a range of opportunities in Australia and overseas, from traditional vocations to the new economy.

Sophisticated delivery using electronic communication for lectures, conferences, group work and debates among students, as well as for assessment, makes the Master of Commerce an ideal course to combine with the Master of Information Technology.

Course structure

You must complete 16 credit points of study, comprising 6 credit points of core units, 6 credit points of elective information technology units (which may form an IT specialisation), and 4 credit points from the Master of Commerce not previously studied, which must form a Master of Commerce specialisation.

Students who do not have an undergraduate degree in IT or related fields are required to complete the following four foundation units in addition to the standard core units:

- SIT771 Object-Oriented Development
- SIT772 Database and Information Retrieval
- SIT773 Software Design and Engineering
- SIT774 Web and Internet Programming

Core units

- MPA701 Accounting
- MPE781 Economics for Managers
- MPF753 Finance
- MPM701 Business Process Management
- SIT764 Project Management
- SIT782 Practical Project

Elective units

Select 6 credit points of the following Master of Information Technology grouped units:

- SIT701 Internet Core and Enterprise Routing
- SIT702 Advanced Network Design and Engineering
- SIT703 Advanced Digital Forensics
- SIT704 Advanced Topics in Digital Security
- SIT725 Advanced Software Engineering
- SIT735 Communications Network Security
- SIT737 Service Oriented Architectures and Technologies
- SIT740 Research and Development in Information Technology
- SIT751 Java Network Programming
- SIT763 IT Security Management
- SIT775 IT Services in Organisations
- SIT780 eSystems Software Development
- SIT783 Linux and Open Source Software
- SIT784 Mobile and Ubiquitous Computing
- SIT794 Services Management

Information technology specialisations

Network computing

- SIT701 Internet Core and Enterprise Routing
- SIT702 Advanced Network Engineering
- SIT751 Java Network Programming
- SIT784 Mobile and Ubiquitous Computing

Software development

- SIT725 Advanced Software Engineering
- SIT751 Java Network Programming
- SIT780 eSystems Software Development
- SIT783 Linux and Open Source Software

IT security

- SIT737 Service Oriented Architectures and Technologies
- SIT740 Research and Development in Information Technology
- SIT775 IT Services in Organisations
- SIT794 Services Management

* Offered in Trimester 3 only.

IT services

- SIT737 Service Oriented Architectures and Technologies
- SIT775 IT Services in Organisations
- SIT794 Services Management

plus

- SIT717 Advanced Data Mining

or any other approved elective unit at Level 7 (across the University).

Plus 4 credit points of units not previously studied from the Master of Commerce (choice of units must form at least one Master of Commerce specialisation). Commerce graduates will normally be precluded from one or more of the core commerce units and required to undertake substitute units from the full range of commerce-grouped units. These students are expected to specialise in an area other than their undergraduate major sequence(s).
Master of Information Technology/
Master of Information Systems

Course code: D751. CRICOS code: 049695D

Admission requirements: Applicants for the Master of Information Technology must normally hold an approved undergraduate degree. If you have an undergraduate degree in a non-computing field you will be required to take 4 compulsory foundation units as part of your course. Students who do not have a degree should contact the academic coordinator. Applicants for the Master of Information Systems must hold a bachelor’s degree or equivalent in the related discipline. Applicants must meet the admission requirements for the component degrees.

Government, business and finance sectors have changed dramatically and need IT professionals who can translate the potential of IT into practical real-world software systems. In tune with the latest international developments, the Master of Information Technology offers up-to-date specialist, technical expertise in key areas of computing and information technology.

The Master of Information Systems is designed to provide you with high-quality and interdisciplinary education and training across the breadth of information systems. The course offers career opportunities and enhanced employment prospects to students who desire skills and knowledge relevant to their pursuit of a career in information systems (IS).

Course structure
You must complete 16 credit points of study, comprising 6 credit points of core units (depending upon previous studies), an information systems specialisation of 4 credit points, and 6 credit points of elective units from the Master of Information Technology course-grouped units, which may be used to form a specialisation.

Students who do not have an undergraduate degree in IT or related fields are required to complete the following four foundation units in addition to the standard core units:

- SIT771 Object-Oriented Development
- SIT772 Database and Information Retrieval
- SIT773 Software Design and Engineering
- SIT774 Web and Internet Programming

Core units
- MSC705 Information Systems Analysis and Design
- MSC752 eBusiness Strategies
- MSC769 Information Systems Infrastructure
- MSC770 Information Systems and Global Issues
- SIT764 Project Management
- SIT782 Practical Project

Information technology elective units and specialisations
Select 6 credit points of Master of Information Technology course-grouped units. Refer to the Master of Information Technology/Master of Commerce (D750) course entry on page 70 for details of units and specialisations available.

Students entering this combined course with recent tertiary studies in computing (or equivalent) may be eligible for preclusion from study of any or all of the foundation SIT units (SIT771, SIT772, SIT773, SIT774). In the instances where a preclusion is awarded, a student will be required to replace the precluded unit(s) with an equivalent number of credit points (units) from the IT-grouped elective units.

Information systems specialisations
Select 4 credit points to form an information systems specialisation chosen from the list below:

- Business analysis
- eBusiness and supply chain management
- IS project management
- IS research thesis

Refer to the Master of Information Systems (M722) course entry on page 43 for details of specialisations and units.

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

Master of Information Technology/
Master of Business Administration (International)

Course code: D754, CRICOS code: 060185M

Admission requirements: Applicants must have normally completed an undergraduate degree equivalent to three years of tertiary study in an information technology or related discipline (a grade point average of 65 per cent or more in the undergraduate degree will normally be required).

The Master of Information Technology/Master of Business Administration (International) combines two of Deakin's premier postgraduate coursework degrees to meet the emergent need for highly proficient managers in an information technology-driven business world.

This combined degree requires you to complete 16 credit points of study over two years of full-time study or part-time equivalent.

Course structure
You must complete 16 credit points of study comprising 8 credit points of information technology units and 8 credit points of business administration (international) units.

Information technology component
You must complete 8 credit points as prescribed below:

- SIT764 Project Management
- SIT782 Practical Project
- plus 6 credit points of elective units from the Master of Information Technology.

You must complete a specialisation from the Master of Information Technology in one of the following areas:

- Network computing
- Software development
- IT security
- IT services.

Refer to the Master of Information Technology/Master of Commerce (D750) course entry on page 70 for details of specialisation units.

Business administration (international) component
You must complete 8 credit points of business administration study comprising seven core units and one unit selected from a group of three:

- MPA702 Financial Interpretation
- MPE707 International Banking and Finance
- MPE781 Economics for Managers
- MPK732/MPR732/MPT732 Marketing Management**
- MPM701 Business Process Management
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management*

Plus 1 credit point from:

- MPE711 Global Trade and Markets
- MPK701 Research Design and Analysis
- MPM722/MPR722/MPT722 Human Resource Management**

* MPR code 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.
Master of International Finance/
Master of Professional Accounting

Course code: D707. CRICOS code: 056979M

Admission requirements: Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution.

This combined course provides you with the skills, technical knowledge and understanding required in today’s increasingly complex and evolving fields of accounting and finance and their application within the broader world of business. This course has been designed to provide you with as much flexibility as possible while the Master of Professional Accounting will give you the foundation for membership with CPA Australia or for entry into the Institute of Chartered Accountants in Australia to undertake its CA Program. You may not be able to take all units required for membership within the normal units required to complete the combined course.

Course structure
You must complete 16 credit points of study, comprising 10 credit points of core units and 6 credit points of elective units.

Core units
MAA703 Accounting for Management1,2
MAA716 Financial Accounting2
MAA725 Advanced Accounting Principles and Practice1,2
MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF759 Quantitative Methods for Finance
MAF760/MFT760 International Finance1
MPA701 Accounting1,2
MPE781 Economics for Managers2
MPF753 Finance1,2

Elective units
These units may be selected to form a specialisation – see the Master of International Finance (M730) course entry on page 52 for details of specialisations.

Select 6 credit points of units from:
MAA705 Corporate Auditing1
MAE723 Business and Financial Econometrics
MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF711 Modelling Techniques for Finance
MAF713 Futures, Options and Other Derivatives
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF754 Enterprise Risk Management
MAF761 Advanced Investments
MAF762 Advanced Derivative Securities
MAF763 Financial Intermediation
MAF764 Advanced Corporate Finance
MAR725 Research Methods
MLC703 Principles of Income Tax Law1,3
MLC707 Commercial and Corporations Law1,2
MPM701 Business Process Management1
MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MPP701 Research Project 1a
MPP702 Research Project 1b
MPP703 Research Project 2
MSQ791 Data Analysis for Managers

or units from the Master of International Finance and the Master of Financial Planning. Other postgraduate units may be taken subject to the approval of the Course Team Chair.

1 Required by CPA Australia for Associate (foundation level) Membership.
2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.
4 These units form the Finance Research Project specialisation and must be undertaken together – they cannot be studied separately.
# MFT code denotes study tour version of unit. The cost is in addition to the tuition fees.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

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

Master of Politics and Policy/
Master of Business Administration

Course code: D720

Admission requirements: A bachelor's degree from an approved tertiary institution or equivalent, and a minimum of two years relevant managerial experience (as defined by the joint Faculty selection team).

With more fluid labour markets and career patterns, and governance models increasingly characterised by public–private partnerships and other cross-sectoral arrangements, the combined Master of Politics and Policy/Master of Business Administration provides a unique opportunity for you to acquire a broad range of knowledge and skills applicable in many sectors of the economy.

The Master of Politics and Policy/Master of Business Administration is a 16 credit point combined course that brings together two existing courses: the Master of Politics and Policy, which is a program tailored for employees in the public and community sectors; and the Master of Business Administration, which is designed for managers in the private, public and community sectors, who wish to extend their knowledge and advance their career.

The course will provide you with a strong grounding in the development, implementation and analysis of public policy. Interrelationships between government, the private sector and community organisations, as well as between different levels of government (municipal, state, national and international) will also be studied. More broadly, the course addresses the problems of governance within democratic political systems, at the same time aiming to impart knowledge and business skills in areas such as strategic management, finance, economics and marketing.

Course structure

To qualify for the award of Master of Politics and Policy/Master of Business Administration you must complete a 16 credit point course of study comprising 8 credit points of units undertaken in the Faculty of Arts and Education and 8 credit points of units undertaken in the Faculty of Business and Law. The dissertation component (AIX702 and AIX703) provides a pathway for students to apply for admission to PhD.

Core units

Trimester 1
- AIP740 Public Policy Analysis
- AIP746 Democratic Governance
- AIP747 Policy and Program Evaluation

Trimester 2
- AIP748 Intergovernmental Relations
- AIP773 Governance and Accountability
- AIP777 Accountability and Corporate Social Responsibility

You must also complete the following core units offered by the Faculty of Business and Law:
- MPA751/MPR751 Financial Reporting and Analysis
- MPE781 Economics for Managers
- MPF753/MPT753 Finance
- MPK732/MPR732/MPT732 Marketing Management
- MPM706/MPR706 Strategic Management
- MPM721/MPR721 Organisational Behaviour
- MPM701 Business Process Management

Plus one unit from:
- MPM735/MPT735 International Business Management
- MPM712 Managing Innovation
- MPM722/MPT722/MPR722 Human Resource Management

Elective units

Select 2 credit points from the following list of elective units:

Management
- MPE781 Economics for Managers
- MPM703 Business Strategy and Analysis

Community development
- ASD704/ASD701 Community Development Theory and Practice
- ASD704/ASD702 Community Development Theory and Practice
- ASD711 Needs Assessment and Strategic Planning
- ASD712 Monitoring and Evaluation

Education
- ECM704 Introduction to Educational Leadership and Administration
- EXE737 Leading and Managing Learning Organisations
- EXE738 Policy Studies in Global and Local Contexts

Environment
- MPM704/MPT704 Managing for Environmental Sustainability
- SLE721 Policy and Planning for Sustainable Development
- SLE723 Physical Hazards

Health
- HSH701 Principles and Practice of Public Health
- HSH702 Contemporary Health Issues and Policies
- HSN706 Food Policy and Public Health

International relations
- AIR719 The United Nations and International Law
- AIR726 Human Rights in the International System

Research units

For students wishing to undertake a PhD pathway in Politics and Policy Studies, the following units are offered:
- AIX702 Dissertation A (2 credit points)
- AIX703 Dissertation B (2 credit points)

# 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.
^ You are required to seek approval from the course director if you wish to undertake these units. Upon approval to enrol, you will be granted exemption from two core units in order to accommodate the dissertation within the 8 credit points.
Master of Professional Accounting/
Master of Commerce

Course code: D706. CRICOS code: 054579K

Admission requirements: A bachelor’s degree or equivalent, or completion of the Graduate Certificate or Graduate Diploma of Accounting.

This combined course provides you with the skills, technical knowledge and understanding required in the increasingly complex and evolving field of accounting and commerce, as well as its application within the broader world of business.

The course has been designed to provide you with as much flexibility as possible while still satisfying the strict accreditation requirements of the professional accounting bodies.

By choosing appropriate units, you may complete the educational requirements for associate membership status with CPA Australia or entry into the CA Program of the Institute of Chartered Accountants in Australia.

The course integrates an accounting education within the interdisciplinary and interconnected contexts of business and commerce and the profession.

Course structure
You must complete 16 credit points of study, comprising 7 credit points of core units and 9 credit points of elective units (selection of elective units must form a Master of Commerce specialisation).

Core units
MAA703 Accounting for Management1 2
MAA716 Financial Accounting1
MAA725 Advanced Accounting Principles and Practice1 2
MPA701 Accounting1 2
MPE781 Economics for Managers1
MPF753 Finance1 2
MPM701 Business Process Management1

Elective units
Select 9 credit points of units from:
MAA705 Corporate Auditing2 3
MLC703 Principles of Income Tax Law2 3
MLC707 Commercial and Corporations Law1 2

Note: Selection of elective units must form a specialisation from the Master of Commerce (M705) (see list opposite).

You may enrol in elective units from the Master of International Finance and the Master of Financial Planning. Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Specialisations
» Arts and entertainment management
» Business systems development
» Commercial law
» Electronic business
» Enterprise security management
» Finance
» Financial planning
» Information systems project management
» Insurance and risk management
» International trade and business
» Management information systems
» Marketing
» Supply chain management

Refer to the Master of Commerce (M705) course entry on page 32 for details of specialisations.

1 Required by CPA Australia for Associate (foundation level) Membership.
2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Master of Health and Human Services Management

Course code: H746. CRICOS code: 056060C

Admission requirements: An approved tertiary qualification and relevant industry experience. Applicants must also submit a written statement outlining reasons for undertaking the course.

The Master of Health and Human Services Management will prepare you to be an effective manager and leader in the health and human services sector. The course focuses on equity in health and health service delivery outcomes.

The course allows you to build on a core of eight units, with elective units chosen from specialty areas such as health economics, public health research, health promotion and business administration. There is also flexibility of choice between research and coursework, allowing you to construct a study program that best meets your interests and career aspirations.

Career opportunities for graduates of the Master of Health and Human Services Management exist in hospitals and health services, welfare organisations, government departments and agencies and non-government organisations. Employment opportunities exist locally and overseas. The course is designed within an international context.

Please refer to the 2013 Postgraduate Health Study Area Booklet for more information on this course.

For more detailed course information including unit descriptions, please visit deakin.edu.au/courses.
Universities are about knowledge – creating, discovering, analysing, sharing and dispersing knowledge. Research is at the core of these activities and helps to make Deakin University a vibrant place to study.

At Deakin we take pride in being relevant to students and to their communities, not just in the courses we teach, but in the research we carry out.

Studying at a university that is committed to research that matters means you have the opportunity to learn from people who are making a real difference in the world.

Our academic and research staff are highly regarded and at the cutting edge in their fields of research. This is important, regardless of whether or not you want to pursue a research career, because it means that you will graduate with the latest knowledge in your chosen field.

Deakin is serious about providing excellent support and experiences for our research students, most of whom have opportunities to work with partner collaborators nationally and internationally, present at international conferences and use world-class facilities within Australia and abroad.

There has never been a more exciting or compelling time to be at Deakin as it works to not just maintain but improve its globally recognised standards in research.

This is being achieved by building a critical mass of researchers who will develop a distinctive, broad-based portfolio of high-quality discovery, applied and commercial research.

Deakin provides research degrees to match a variety of career plans and personal circumstances. Part-time or full-time study is available on campus and some programs may also be available off campus.

The two main types of research degrees we provide are the research masters and the Doctor of Philosophy (PhD).

A masters degree by research is awarded to a candidate for making an original contribution to knowledge achieved in one to two years of full-time candidature or the part-time equivalent. The focus of these postgraduate degrees is on research. However some coursework may be included.

A doctoral degree by research is awarded to a candidate for making a substantial original contribution to knowledge achieved in two to four years of full-time candidature or the part-time equivalent. The PhD is becoming the minimum desired qualification for pursuing a career in academia or research and is an ideal basis for many other careers.

To ensure you enrol in a research degree that meets your needs and expectations, please contact the Faculty’s Research Group.

More information
Faculty of Business and Law
Phone: +61 3 5227 2442
research-buslaw@deakin.edu.au
dean.edu.au/buslaw/research

Deakin Research
Phone: +61 3 9251 7124
research-hdr@deakin.edu.au
dean.edu.au/future-students/research
Research in business and law

Faculty of Business and Law Research Group
The Faculty of Business and Law is committed to multidisciplinary research with an emphasis on high-quality discovery and applied and commercial research that is relevant to the broader community.

Together with multidisciplinary research, the Faculty performs strong disciplinary research that contributes to the knowledge base in areas such as auditing and business ethics, regional development and international trade, services marketing, organisational behaviour and commercial law. Our researchers have international reputations and, along with their postgraduate research students, are carrying out research that ‘makes a difference’.

The Faculty has research groupings in key areas such as: sustainable and responsible organisations, regional economic and public policy, China and emerging markets and rural and regional law and justice.

Research areas
Within the Faculty of Business and Law, each School offers research opportunities in areas such as:

Deakin Graduate School of Business
Auditing and assurance; brand value; business strategy; capital markets; corporate governance and ethics; customer behaviour; customer relationship management (CRM); economic development; electronic business; employment relations management; financial reporting; game theory; human resource management; industrial organisation; international economics; IT strategy and governance; labour hire; marketing research; occupational health and safety; organisational health; organisational theory; outsourcing and vendor client relationships; regional development; small business; and trade and industrial organisation.

School of Accounting, Economics and Finance
Accounting education; banking; capital markets; control of international strategic alliances; corporate finance; finance event studies; financial markets; financial planning; financial reporting; management accounting; initial public offerings; political economy; social and environmental accounting; stock trading and analysis; risk management; economic development; corporate governance and ethics; quality and reform issues; environmental and resource economics; international economics; labour economics; macro-economics; and econometrics.

School of Law
Commercial law; health law; company law; international trade; taxation; competition law; trade practices; labour law; family law; criminal law; construction law; international law; Asian commercial law and international arbitration.

School of Management and Marketing
Arts and entertainment management; change management; sport management; human resource management; industrial and labour relations; marketing; and management.

School of Information Systems
Computer-based training and multimedia; electronic business/ internet commerce; information technology management and strategy; organisational impact of information systems; requirements engineering; systems development methodology; virtual communities and organisation; and information security management.

More information
Faculty of Business and Law
Phone: +61 3 5227 2442
research-buslaw@deakin.edu.au
deakin.edu.au/buslaw

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<thead>
<tr>
<th>Course name</th>
<th>Course code</th>
<th>Years full time</th>
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<tr>
<td>Doctor of Philosophy</td>
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<tr>
<td>Master of Laws (Major Thesis)</td>
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KEY
T Course duration in years
PT Part time
B Melbourne Burwood Campus
G Geelong Waterfront Campus
G Geelong Waurn Ponds Campus
W Warrnambool Campus
X Off campus

78.
After a career in big box retailing in the UK – focusing on store development, store management and management education and development – Steve Ogden-Barnes moved into the further/higher education sector. He relocated to Australia in 2002, taking up a role as Program Director (Retail) for a commercial research and education division of an Australian university, before joining Deakin in 2010.

At Deakin, his teaching interest is the strengthening of relationships between the retail industry and the University, particularly in relation to the research, education and graduate employment portfolio relevant to the industry.

His research interests include strategic marketing decision-making, sales-prompt management, promotional competitions, supplier promotions in FMCG environments, global retail and consumer trends, supermarket retailing, value retailing, multi-channel retailing and male versus female shoppers.

Mr Ogden-Barnes is also an experienced presenter who delivers retail education programs, seminars, lectures and conference addresses both within Australia and the Asia-Pacific region.
Choose how you study

Deakin offers you the flexibility and choice to make your learning experience fit with your lifestyle, work and personal commitments. With four campuses and off-campus study options, you choose where and when you study. You can choose from a variety of teaching delivery methods, including traditional on-campus lectures, podcasts, iLectures, online tutorials and residential programs. Flexible course entry and exit points, and full-time and part-time study options all allow you to choose the pace of your study.

Off-campus study*

Deakin supports more than 9500 off-campus students. Studying off campus is a popular choice for postgraduate students as it allows flexibility in terms of when and where you study. Off-campus units (units offered by distance education) are similar to on-campus units. The only difference is that rather than attend classes in person, you study away from campus using a variety of other methods. These include online technologies, study guides, reading lists and audiovisual materials, as well as Deakin’s Software Essentials package, which provides you with access to software you may need for your study.

Deakin offers a variety of coursework and research programs in off-campus study mode, all of which are accredited by the Accrediting Commission of the Distance Education and Training Council (DETC). To find out if the course you are interested in is available off campus, please refer to both the coursework table on pages 9–11 and the research table on page 78.

Deakin provides an online orientation with everything you will need to get started as an off-campus student, including information about exams and assessment, Deakin Card, Deakin Studies Online (DSO), course materials and textbooks, library, study skills, student services, disability services and the Deakin University Student Association (DUSA). In addition, a face-to-face study skills program for off-campus students is conducted in February at Deakin campuses. Details are available from January each year at deakin.edu.au/current-students/transition.

Off-campus students are supported through our award-winning library services, interactive study methods such as iLectures and podcasts, online conferencing for peer support and communication between staff and students, and weekend classes for some subjects. Specialist off-campus career advisers and language and learning advisers can help you with course direction and the development of successful study skills and techniques.

You will also have a direct link to all your enrolment and fee records through StudentConnect, deakin.edu.au/studentconnect. StudentConnect allows you to access course completion details, eCAF (electronic Commonwealth Assistance Form) and eCAN (electronic Commonwealth Assistance Notice), exam timetables, fees information and results, make payments, find and print assignment coversheets, access Credit for Prior Learning information, re-enrol, receive confirmation of enrolment, track your assignments, update your address details and vary your enrolment.

For more information about off-campus study, please visit deakin.edu.au/future-students/mature-age/study-online.

On-campus study*

On-campus students usually receive a combination of lectures and tutorials. Lectures vary in size from 20 to 280 students, while tutorial classes are generally smaller, more informal and allow for open discussion of issues raised in lectures. Assessment may take a variety of forms, including written work and tests undertaken in class, participation in class or laboratory sessions, and final examinations each trimester. Fieldwork or practical experience can also form a large part of the content and assessment of some units.

Combine on and off-campus study*

Another aspect of the flexibility available to Deakin students is the option to combine on and off-campus study during your course (provided the units offered in your chosen course are available in both study modes). If you are undertaking your course on campus, you may find that some of the units in your course are also available in off-campus study mode, enabling you to combine on and off-campus study during your degree, if desired.

Full-time or part-time mode

You can study full time or part time depending on the number of credit points you take in each trimester, and you can also switch between full-time and part-time study and vice versa throughout your degree. Every unit (subject) you enrol in has a credit point value and most postgraduate units are equivalent to 1 credit point. If you are enrolled in 3 or more credit points in a trimester, you are deemed to be a full-time student for that trimester. A small number of courses are only available full time, and some are only available part time.

Online learning

All courses have an online component. Access to online education adds another dimension to your degree and prepares you for success in your career. Online learning aims to complement, not replace, traditional teaching. Delivering units online creates an opportunity for you to learn in a variety of ways and gives you more control over your learning. You can access your online units 24/7, giving you the flexibility to study when and where it suits you. Online learning provides you with valuable experience in a world that is increasingly dependent on information technology.

Contact hours

The contact hours for a coursework degree can vary depending on the type of course and your mode of study. For example, off-campus students are advised to spend approximately 10 hours of study per week per unit. If you are enrolled as an on-campus student, most units require three contact hours per week, plus up to seven hours per week of individual study time. Undertaking a research degree requires a much greater commitment of time than a coursework degree – at least 36 hours per week for 48 weeks of the year, for a full-time student. For more information, please visit deakin.edu.au/courses.

* Not all courses and units are available in both on-campus and off-campus study modes.
**Trimesters**
Deakin operates a trimester system, meaning there are three study periods during the teaching year. Deakin's trimesters run from March to June, July to October and November to February. Our trimester system gives you greater flexibility and may create options for you to commence your degree sooner or at a more convenient time of year. It may enable you to speed up or slow down your study, or even fast-track the completion of your degree by taking extra units throughout the calendar year. You may even like to take a trimester off to fit your study around work, travel or family commitments. Undertaking study in Trimester 3 is not compulsory and is subject to unit availability. For more information, please visit deakin.edu.au/trimesters.

**Single-subject (non-award) study**
You can pursue your personal or professional interests with a Deakin single-subject (non-award) unit. Single-subject (non-award) study provides access to a wide variety of tertiary-level units. Most units offered by Deakin are available for non-award study. Some units have prerequisites or special requirements, but most are open to all. Enrolling in single-subject (non-award) study allows you to test the waters before enrolling in a full program. If successfully completed, the unit may be counted as Credit for Prior Learning towards your chosen course at Deakin, subject to admission to a course and approval by the Faculty.

**International study experiences**
Deakin’s Study Abroad and Exchange Office offers various programs including exchange, study abroad, short-term study programs, study tours and international volunteering opportunities, which allow you to study overseas for a few weeks or a trimester while gaining credit towards your Deakin degree. Deakin has agreements with many universities around the world, giving you a broad range of destinations to choose from.

Studying overseas can be an enriching, life-changing experience, where you can gain in-depth knowledge and experience of another culture while learning more about your area of study through a new and exciting lens.

A range of travel grants and scholarships are available to help cover the cost of overseas study. For more information on study abroad, please visit deakin.edu.au/future-students/student-exchange/exchange.

**Work-Integrated Learning**
Many Deakin courses provide opportunities to gain discipline-specific work experience through Work-Integrated Learning (WIL) programs. Courses offering Industry-Based Learning (IBL) and internships are highly sought-after by employers and students alike as they play a critical role in the development of employability skills and job readiness.

Industry placements play a valuable role in preparing you for employment in your chosen field by giving you an opportunity to:

- apply and consolidate knowledge gained in your course
- explore career options relevant to your discipline
- develop professional competencies and networks.

A unique aspect of Deakin’s Work-Integrated Learning programs is that most of them (except law) are credit-bearing, which means by undertaking a WIL program, you can gain credit towards your degree while learning on the job.

**Our Alumni Community**
Once you complete your Deakin degree, you will be invited to become a member of our Deakin University Alumni Community to continue your relationship with the University and the networks you have developed while studying.

The Deakin University Alumni Community enables you to keep or renew contact with your student and professional networks around the world and will help develop your career after you leave the University. Members have access to many exclusive benefits including discounts, professional networking opportunities and career development services.

Alumni membership is free and joining is easy.

Visit deakin.edu.au/alumni/register to register for membership. Once you are registered you can then take advantage of the many benefits available.
Deakin Graduate School of Business delivers award-winning residentials at a world-class executive conference centre, where organisational learning and improvement takes place.

What are residentials?
Deakin University’s award-winning residentials are units, which are completed during five consecutive days of intensive study. The residentials are conducted at Deakin Management Centre – a purpose-built, world-class, residential executive leadership centre. Participants undertake innovative and experiential learning activities, and build their professional networks.

Participants prepare for the residential week using Deakin’s advanced online conferencing systems. There is a real sense of occasion as the group arrives at Deakin Management Centre ready to commence a stimulating and varied learning experience.

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 residentials
» 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.

Where and when?
All residentials are held at Deakin Management Centre in Geelong, which is set in acres of countryside about one hour from Melbourne’s Tullamarine Airport and 40 minutes from Avalon Airport. The Centre creates an ideal environment in which participants are ready to learn and complete challenging study tasks punctuated by relaxation and leisure activities.

Take an online tour of Deakin Management Centre at www.managementcentre.com.au.

Residentials are scheduled throughout the year. Some units are offered more than once.

What makes our residentials so popular?
Participants are enthusiastic about residentials. 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?

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. Managers and professionals interested in undertaking a residential as a standalone executive development activity should contact the Deakin Graduate School of Business.

Costs for 2013
Accommodation fees for residential units are in addition to tuition fees and vary depending on the type of accommodation chosen. Single or twin-share accommodation is available, which includes the use of superb facilities, all meals and formal dinners. Please visit deakin.edu.au/buslaw/gsb/residentials for up-to-date information on costs and unit availability.
Residential units
In addition to the following units, residential units can be developed and tailored for individual organisations upon request.

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

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.

Human Resource Management
This unit develops an understanding of strategic human resource management and the range of techniques utilised 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.

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.

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.

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.

Social Construction of Leadership
Designed for students undertaking studies in leadership, this unit introduces students to social construction and how it is applied to leadership. The unit provides the main underpinning theory for the Master of Contemporary Leadership – constitutive leadership. Together with theoretical input through readings and interactive lectures, the unit will make extensive use of film as its pedagogical method. To explore the nature of social construction, students will analyse leadership in films and, to understand how observers' perceptions might be altered, they will produce short films emphasising and de-emphasising a character as a leader.

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.

2013 Residencies

<table>
<thead>
<tr>
<th>Unit</th>
<th>Title</th>
<th>Dates</th>
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</thead>
<tbody>
<tr>
<td>MPR703</td>
<td>Management Communication</td>
<td>7–12 Apr</td>
</tr>
<tr>
<td>MPR771</td>
<td>Principles of Leadership</td>
<td>28 Apr–3 May</td>
</tr>
<tr>
<td>MPR772</td>
<td>Social Construction of Leadership</td>
<td>14–19 Jul</td>
</tr>
<tr>
<td>MPR722</td>
<td>Human Resource Management</td>
<td>21–26 Jul</td>
</tr>
<tr>
<td>MPR705</td>
<td>Entrepreneurship</td>
<td>18–23 Aug</td>
</tr>
<tr>
<td>MPR706</td>
<td>Strategic Management</td>
<td>8–13 Sep</td>
</tr>
<tr>
<td>MPR751</td>
<td>Financial Reporting and Analysis</td>
<td>15–20 Sep</td>
</tr>
<tr>
<td>MPR721</td>
<td>Organisational Behaviour</td>
<td>10–15 Nov</td>
</tr>
<tr>
<td>MPR707</td>
<td>Change Management</td>
<td>24–29 Nov</td>
</tr>
<tr>
<td>MPR706</td>
<td>Strategic Management</td>
<td>1–6 Dec</td>
</tr>
</tbody>
</table>

Register your interest
For more information and to register your interest for 2013 residential units, please visit deakin.edu.au/buslaw/gsb/residentials.

Registrations open in October 2012.

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

The most current information will be available at:

deakin.edu.au/buslaw/gsb/residentials

Enquiries
Deakin Graduate School of Business
Phone: 1800 624 316 (freecall) or +61 3 5227 3447
Email: bres@deakin.edu.au

deakin.edu.au/buslaw/residentials
Fees and scholarships

Research degree fees
Australian citizens, Australian permanent residents and New Zealand citizens are not required to pay tuition fees for the normal duration of their research degree candidature, i.e. up to a maximum of four years of full-time equivalent study for a doctoral candidate and two years of full-time equivalent study for a masters candidate.

Coursework degree fees
When it comes to postgraduate study, some places are offered as Commonwealth Supported Places (CSPs); however, most places are available on a fee-paying basis only. The type of places available will depend on the course you are interested in.

Commonwealth Supported Place (CSP) students*
Some postgraduate courses at Deakin offer Commonwealth Supported Places (CSPs) for students. A CSP is one in which the government pays a portion of the tuition costs and the student funds the balance. Depending on the course, a Commonwealth supported student at Deakin in 2012 can expect to pay between $4520 and $9425 (full time) per year of study. These fees may change for 2013.

CSP students can pay these fees up front or, if eligible, may defer payment by obtaining a loan via the Higher Education Contribution Scheme-Higher Education Loan Program (HECS-HELP). Repayments are made through the Australian taxation system once annual income exceeds the minimum threshold for repayment. Lump sum payments are also possible and attract a discount.

For more information, please visit the Government’s Study Assist website at www.studyassist.gov.au or phone the student funding measures enquiry line on 1800 020 108.

Fee-Paying Place (FPP) students
As a fee-paying student you may be able to defer your course payment through the FEE-HELP loan program. Tuition fees are assessed based on the unit(s) in which you are enrolled. This means you pay fees for the units you choose in your course, rather than paying a fixed course price. Different units have different costs, based on how much it costs the University to provide the particular unit.

Course and unit details and associated fees can be found by using the course search tool deakin.edu.au/future-students/courses.

Please confirm fees when you are applying by visiting deakin.edu.au/future-students/fees or phoning 1300 DEGREE (1300 334 733).

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. The Australian Government pays the amount of the loan direct to your higher education provider.

Over your lifetime you can borrow up to a maximum FEE-HELP limit, which is indexed annually. For all courses except medicine the maximum limit is $89 706 (2012). For medicine the maximum limit is $112 134 (2012).

For postgraduate courses, there is no real interest charged on your debt. Your accumulated HELP debt is indexed annually to maintain its real value, by adjusting it in line with changes in the cost of living (as measured by the Consumer Price Index).

FEE-HELP is administered under the Higher Education Support Act 2003 (HESA) by the Department of Industry, Innovation, Science, Research and Tertiary Education (DIISRTE), the Australian Taxation Office, higher education providers and Open Universities Australia.

Am I eligible for FEE-HELP?
You are eligible for FEE-HELP assistance if you:
» are enrolled in a fee-paying postgraduate coursework program (not research)
» are not a Commonwealth supported student
» are an Australian citizen or a holder of an Australian permanent humanitarian visa (who meets eligibility requirements)
» meet the Tax File Number (TFN) requirements
» have not exceeded the maximum indexed FEE-HELP limit.

If you obtained a loan under HECS, PELS, BOTPLS or OLDPS prior to 2005, the amount you borrowed does not affect your eligibility for FEE-HELP. Only the amount borrowed to pay tuition fees using FEE-HELP after 1 January 2005 is counted towards the FEE-HELP limit.

Holders of other permanent visas are not eligible for FEE-HELP unless they are undertaking a bridging course for overseas trained professionals.

When do I start repaying my FEE-HELP loan?
FEE-HELP debts are added to any existing HECS or HECS-HELP debts to form a single HELP debt.

Students repay their loans through the Australian taxation system once their income is above the minimum threshold for compulsory repayment.

For more information you can download the Australian Government’s 2012 FEE-HELP information brochure. Alternatively you can visit the Government’s Study Assist website at www.studyassist.gov.au or phone the enquiry line on 1800 020 108.
Student income support
From 1 January 2012, students enrolled in selected masters by coursework programs will be eligible to apply for student income support payments such as Youth Allowance via Centrelink.

Students enrolled in the specified masters by coursework programs are encouraged to test their eligibility criteria for payments by visiting www.centrelink.gov.au or www.studyassist.gov.au.

Scholarship opportunities
Deakin offers a variety of scholarships to help support you financially during your studies, including the Deakin Postgraduate Scholarship, which aims to assist students who, because of financial hardship, disability or other form of disadvantage, may not otherwise be able to further their education in postgraduate studies.

General information about scholarships at Deakin is available at deakin.edu.au/scholarships. More detail on scholarships for students enrolling in postgraduate research degrees at Deakin is available at deakin.edu.au/research/admin/scholarships.

You can also visit the Commonwealth Department of Industry, Innovation, Science, Research and Tertiary Education (DISRTE) website www.studyassist.gov.au for links to a range of scholarships relevant to postgraduate study, including Australian Postgraduate Awards. Many industry and community scholarships are also available.

International students
For information about fees and courses available to international students, please contact Deakin International via email deakin-international@deakin.edu.au for a copy of the 2013 Postgraduate Course Guide for International Students.

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.

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 forming 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.

Your employer might be concerned about how your studies will affect your availability and productivity at work. In the case of off-campus study it is easier to complete your studies outside working hours.

In many on-campus programs, classes are held outside regular working hours.

* Please note, at the time of printing, the government had announced that, subject to the passage of legislation, it will be amending the Higher Education Support Act 2003 to remove eligibility for Commonwealth Supported Places and the HELP schemes for Australian citizens who are not resident in Australia.

If the legislation is passed, from 1 January 2013, a person will not be eligible for Commonwealth support or a HELP loan if a higher education provider reasonably expects the person will not undertake any of their course of study in Australia.

For more information, please visit www.studyassist.gov.au.
How to apply

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

Coursework applications
Most students applying for a postgraduate coursework degree will need to have previously completed an undergraduate degree, however, there are other pathways. If you have considerable work or life experience you may be able to use this to obtain admission into a graduate certificate or graduate diploma course. You may then progress to a masters degree.

A postgraduate qualification can advance your career or you may use it to help change direction to a completely new industry. There are no application fees for Australian students, and if you are an international student there are no application fees if you apply online. Once you have applied, you can track the progress of your application online.

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 at Deakin 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.

Application dates

We encourage you to submit your application early because some courses have limited places or quotas. Applications received after the quotas have been filled for Trimester 1 commencement will be considered for a place in Trimester 2.

Some postgraduate courses have alternative application processes and closing dates. For more information, please visit deakin.edu.au/apply.

**For more information**
Division of Student Administration
Phone: 1300 DEGREE (1300 334 733)
enquire@deakin.edu.au
deakin.edu.au/postgrad
Research applications
To be eligible for admission to a masters by research, you must have completed an honours degree with a minimum second class result or other equivalent qualification.

To be eligible for admission to a PhD, you must have completed an honours degree with a minimum upper second class result, or a relevant masters degree that includes a research thesis component, or other equivalent qualification.

Undertaking a research degree requires the candidate to complete an approved program of research under the guidance of one or more supervisors within a time period. The supervisors will be experienced and active researchers with expertise in the field of study.

Application process

Step 1 – Entry pathways
Demonstrated capacity to undertake significant research in your proposed field is needed. Depending on the type of research you want to undertake, this includes:

» completion of an honours degree
» completion of a research or coursework masters degree
» comparable qualifications from international universities
» relevant postgraduate research experience
» independently peer-reviewed journal articles, publications, or conference papers
» professional reporting or prior learning
» research-related awards or prizes
» other evidence of research ability.

Step 2 – Find our research strengths
Search our websites and publications or speak to the relevant School or Faculty to confirm that Deakin has the expertise to supervise your project.

Step 3 – Research proposal
Write a 750-word proposal (or 300 words for Science and Technology) to demonstrate a clear vision of what you want to study, why this is a topic of personal interest and how you will approach the research question.

Step 4 – Further documents
Other documents you are required to submit include:

» any published research – including the name of the publication and a copy of the contents and abstract pages
» proof of Australian citizenship or permanent residency, or New Zealand citizenship (e.g. birth certificate, passport, citizenship certificate or visa)
» transcripts of all of your tertiary education studies except those undertaken at Deakin University
» proof of your start date and evidence of any intermissions or changes of candidature (e.g. from full time to part time) if you are applying to transfer a research degree from another institution
» proof of any name changes (e.g. marriage certificate).

Step 5 – Academic referees’ reports
Confidential reports from two academic referees are required. Request reports from current or former lecturers, or academic or employment supervisors who are able to comment on your research expertise and potential.

Step 6 – Apply now
Once you have the relevant information, register your application online. Visit deakin.edu.au/research/admin/hdradmin/online-forms/hdr-application.

Step 7 – Enrolment
If you have been offered a place you will receive enrolment information with further details via email.

English language requirements
If your first language is not English, Deakin reserves the right to seek further documentary evidence of English proficiency. For more information, please visit deakin.edu.au/future-students/research/english-language-requirements.

Please note, individual Faculties or Schools may have higher requirements. For more information, please phone 1300 DEGREE (1300 334 733).

Application dates
Applications for candidature without scholarship may be made at any time. Applications for scholarships have deadlines. For domestic applicants (citizens and permanent residents of Australia, and citizens of New Zealand) the scholarship round closes at the end of October.

For more information, please visit deakin.edu.au/future-students/research/scholarships.

For more information
Deakin Research
Phone: +61 3 9251 7124
research-hdr@deakin.edu.au
deakin.edu.au/future-students/research.
Where to get more information

Deakin 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 find detailed course information, including unit descriptions, you can visit the following websites:
» course search – search for Deakin’s courses online deakin.edu.au/courses, find the course you are looking for and view a full description of that course and its units
» Postgraduate Studies Handbook – the handbook provides a listing and description of all units and course structures deakin.edu.au/handbook.

Other useful websites
Fees
deakin.edu.au/future-students/fees
Future students
deakin.edu.au/future-students
Library
deakin.edu.au/library
Research scholarships
deakin.edu.au/future-students/research/scholarships
Study skills
deakin.edu.au/future-students/services-facilities

Course enquiries
For additional course guides and brochures or more information about application, selection and enrolment, as well as fees and charges, please contact:
1300 DEGREE (1300 334 733)
enquire@deakin.edu.au
deakin.edu.au/courses

Research degree enquiries
Deakin Research
Phone: +61 3 9251 7124
research-hdr@deakin.edu.au
deakin.edu.au/research

Disability services
For details, phone:
» Geelong 03 5227 1221
» Melbourne 03 9244 6255
» Warrnambool 03 5563 3256
visit deakin.edu.au/disability or email dcentre@deakin.edu.au.

International student enquiries
Deakin University also produces course guides specifically for international students. To request a copy phone Deakin International on +61 3 9627 4877, email deakin-international@deakin.edu.au or visit deakin.edu.au/international.

Further reading
Postgraduate study area booklets:
» architecture and built environment
» arts, humanities and social sciences
» business and law
» communication, media and creative arts
» education
» engineering
» health
» information technology
» medicine
» nursing and midwifery
» nutrition and dietetics
» optometry
» psychology
» science and environment.

To request a copy of any of the above publications please email enquire@deakin.edu.au, phone 1300 DEGREE (1300 334 733), or download at deakin.edu.au/future-students/brochures.

Open Days 2012

Warrnambool Campus
Sunday 12 August

Geelong Waurn Ponds Campus
Sunday 19 August

Geelong Waterfront Campus
Sunday 19 August

Melbourne Burwood Campus
Sunday 26 August

deakin.edu.au/openday

Social media@Deakin
You can find us on social media sites Facebook, Twitter and YouTube using the links on our social media page.
Keep in-the-know about all things Deakin, including upcoming events and general information, and have your questions answered.

We also have an iTunesU channel, where you can learn about our research activities, teaching and learning initiatives and view highlights of student work, training guides and videos of public lectures.
Visit deakin.edu.au/socialmedia to get connected with Deakin.

Postgraduate Information Nights
Deakin City Centre, Melbourne
Thursday 27 September 2012

Melbourne Burwood Campus
Tuesday 9 October 2012

Postgraduate Information Nights will also be held in February and May 2013. Please visit deakin.edu.au/postgrad or phone 1300 DEGREE (1300 334 733) closer to the time for specific dates and event details.
Important dates

2012

12 August
Open Day at Warrnambool Campus

19 August
Open Day at Geelong Waurn Ponds Campus
Open Day at Geelong Waterfront Campus

26 August
Open Day at Melbourne Burwood Campus

27 September
Postgraduate Information Night, 4–7 pm
Deakin City Centre, Melbourne
To register visit deakin.edu.au/pgevents.

9 October
Postgraduate Information Night, 5–7 pm
Melbourne Burwood Campus
To register visit deakin.edu.au/pgevents.

31 October
Closing date for applications for research scholarships – Australian and New Zealand citizens and Australian permanent residents.

12 November
Trimester 3 begins

Application closing dates

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<tr>
<td>28 October 2012</td>
<td>24 February 2013</td>
<td>30 June 2013</td>
<td>27 October 2013</td>
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<td>3 March 2013</td>
<td>7 July 2013</td>
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Note: Research degree applications can be made at any time. Some postgraduate courses have alternative application requirements and closing dates. For more information, please visit deakin.edu.au/apply.

2013

Trimester 1
Teaching period 11 March–7 June
Easter holiday/intra-trimester break 29 March–7 April
Examination period 13–21 June
Trimester break 24 June–12 July

Trimester 2
Teaching period 15 July–11 October
Intra-trimester break 12–18 August
Examination period 17–25 October
Trimester break 28 October–8 November

Trimester 3
Teaching period 11 November 2013–7 February 2014
Examination period 13–21 February 2014
Trimester break 24 February–7 March 2014

For details, please visit deakin.edu.au/future-students.
## 2012 Deakin University Open Days

<table>
<thead>
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<tr>
<td>Warrnambool Campus</td>
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<tr>
<td>Geelong Waurn Ponds Campus</td>
<td>19 AUG</td>
</tr>
<tr>
<td>Geelong Waterfront Campus</td>
<td>19 AUG</td>
</tr>
<tr>
<td>Melbourne Burwood Campus</td>
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</table>

## 2012 Postgraduate Information Evenings

<table>
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<tr>
<td>Deakin City Centre</td>
<td>27 SEP</td>
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<tr>
<td>Melbourne Burwood Campus</td>
<td>9 OCT</td>
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