Consider a career in **BUSINESS AND LAW**
As you will spend a large part of your life working, you should be doing what you enjoy and what you are good at. If you are considering a career in the field of business, law, management or information systems, deciding what to do can be difficult. We can help.

The areas of study available in the Faculty of Business and Law at Deakin University are clearly highlighted in *Your Decision 2013*. Our courses are designed for today’s business environment and our commitment to your learning is backed by quality, contemporary research in collaboration with industry, employers, the professions and government.

Our most popular course is the Bachelor of Commerce. This degree provides a solid foundation as well as flexibility, by providing a common first year of core units. After you have discovered your areas of interest, you then have the opportunity to choose one or more major sequences encompassing a vast range of business specialisations. A course designed for you – now that’s flexible!

I hope this information assists you in your choice of study areas and provides you with the necessary tools to help you make your decision.

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

This booklet provides you with helpful information about Deakin’s undergraduate study areas in business and law, including career opportunities, and available courses.

It focuses on study areas and career outcomes, rather than what courses are available to study. In some instances it is possible to study the same discipline in different courses. Hopefully reading this booklet will assist you in making your decision for 2013.

Deakin University also produces course guides specifically for international students. These are available to download at: www.deakin.edu.au/future-students/international/brochures-forms.
From Trimester 1, 2013, the Faculty of Business and Law’s Geelong Waurn Ponds Campus base will relocate to the Geelong Waterfront Campus.

This means that all Geelong-based courses and major sequences offered by the Faculty of Business and Law, including law, management, commerce and business information systems, will be taught at the Geelong Waterfront Campus instead of the Geelong Waurn Ponds Campus.

This change only affects Geelong-based Business and Law courses. The Faculty will continue to offer courses from the Melbourne Burwood Campus, Warrnambool Campus and off campus.

Geelong Business and Law students will enjoy the beautiful contemporary refurbishment of historic buildings, with state-of-the-art facilities and teaching spaces. The relocation will also facilitate greater engagement between Deakin and the wider Geelong business and industry sectors.

The Geelong Railway Station and bus hub is just around the corner from the Geelong Waterfront Campus, and additional bus services will be offered between the Geelong Waterfront Campus and Geelong Waurn Ponds Campus to accommodate students studying courses that require attendance at both campuses.

Deakin University is committed to providing innovative new generation teaching, learning, research and working environments and this relocation provides an exciting opportunity to consolidate and reshape Deakin’s future in Geelong.

To keep up-to-date on the move, bookmark:
www.deakin.edu.au/about/facilities/geelong-accommodation-relocation
**Business**

Business. It makes the world go round and none of us can imagine life without it. How exciting to build your career around the very area that underpins our society.

Deakin University’s Faculty of Business and Law offers a range of courses at three conveniently located campuses – the Melbourne Burwood Campus, the Geelong Waterfront Campus, and our regional campus in scenic Warrnambool. The increasingly popular option to study off campus also applies to Deakin’s Business and Law courses.

The centrepiece of the many exciting choices lies in the most popular of Deakin’s business degrees: our highly respected Bachelor of Commerce (BCom).

The springboard to a successful career in multiple dynamic and in-demand professions, the BCom offers over 20 areas of specialisation. These are known as major sequences. They include traditional fields such as accounting, economics and finance, along with areas that have emerged in more recent times such as information systems, HR management and international business. Management and marketing – key areas in any modern business – provide even more options that are guaranteed to enhance your employability.

With Deakin’s BCom everyone studies a common first year. This gives you the opportunity to sample a range of discipline areas. Then at the end of your first year, you will be equipped to make an informed decision on which major sequence(s) you choose. In effect you tailor your degree to suit your own interests, which should lead to a fruitful and rewarding career in an area you find both interesting and exciting.

Deakin’s BCom is well recognised throughout Australia and highly respected in the business community.

With this qualification to your name, you open up employment opportunities in virtually every area of business and government across Australia and beyond.

For those wanting to study business with a specific interest area, we also offer career-focused business degrees in Business Information Systems, Management, Property and Real Estate, Sport Development and Sport Management. Concurrent courses in Management, Tourism and Sustainability are offered with Box Hill Institute in Melbourne, and The Gordon in Geelong.

For information on the above courses please visit www.deakin.edu.au/future-students

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**Law**

Deakin’s School of Law has established a reputation as a centre for excellence in commercial law, which is an important and challenging area of practice, and one that is rapidly changing.

Our LLB program covers all the areas of law needed to satisfy the academic requirement for admission to practise as a barrister or solicitor.

Close consultation with professional groups and an advisory board with representation from the judiciary, law association, the profession, law graduates and members of Deakin’s School of Law, ensures that our program is relevant to the current and emerging needs of the profession.

Practical legal training is a strength of the Deakin LLB. From your first year of study, you will commence training in practical legal skills. Moot, mediation, arbitration and witness examination are all an embedded part of the program. These practical units give you the opportunity to develop oral skills and experience presenting in the court room. Regular compulsory practical experience placements throughout the course offer additional opportunities to experience legal environments first-hand and develop useful workplace contacts.

As a Deakin law student, you will have opportunities to travel overseas to enrich your degree. You can compete on the world stage at an international mooting competition, or enjoy the cultural experience of an overseas study tour while earning credit towards your degree.

Our combined courses in law with studies in arts, criminology, commerce, international studies, management or science further advantage our graduates in the workplace, with additional skills to complement their studies in law. A combined course with law will give you the edge in the workplace.

For more information, please visit www.deakin.edu.au/law.
Honours

What is honours?

Honours is a specialised year of study that brings together the theory and practical skills gained in your undergraduate degree. It comprises coursework, training in research methods and a research project – culminating in a written thesis. If you have done well in your undergraduate studies then it is worth considering an honours year.

Deakin has two types of honours programs: a research-based honours award and an on-course honours award. The Faculty of Business and Law offers both these awards.

Research-based Honours Award
Taken after an undergraduate degree, this is an additional year of full-time study, which involves research and research training. The Bachelor of Commerce (Honours) is undertaken this way.

On-course Honours Award
This type of honours award recognises outstanding achievement in a bachelors degree of four or more years which has an embedded honours component. The Bachelor of Laws offers an on-course honours award.

Why do honours?

Employers regard honours as a significant additional achievement. From their perspective, it shows that you have demonstrated the ability to investigate a question in depth; conduct independent research and analysis; meet deadlines; utilise resources, and write articulately.

An honours degree is also the pathway to higher degrees by research such as a PhD. It will give you the skills and qualifications you need to gain advanced knowledge in a particular discipline.

Finally, an honours award gives you the opportunity to undertake a substantial and original research project, which brings a high level of personal satisfaction.

Honours areas of study are available in accounting, economics, finance, HR management, information systems, law, management, marketing and sport management.
Business and Law rates highly

The latest 2011 Australian Graduate Survey (AGS) of newly-qualified higher education graduates has found that those who studied with the Faculty of Business and Law rated their time at Deakin very highly.

- Over 76 per cent of Deakin Business and Law graduates said they were in full-time employment approximately four months after gaining their qualifications
- 80 cent said they had the generic skills required, and
- 89 per cent said they were satisfied with the course they undertook

The AGS is the national census, which has been conducted annually since 1972. The census looks at new graduates from all Australian universities, higher education institutes and colleges – they are surveyed approximately four months after they complete the requirements for their respective qualifications.

Enrich your degree

At Deakin, we aim to produce worldly graduates with the skills and attributes that employers look for. Deakin can help you stand out from the crowd and achieve career success. You can enrich your degree with an overseas study tour, study abroad or a business internship. You can be involved in student associations. And you can take advantage of every opportunity that comes your way. When you graduate, your degree and CV will ensure you are first in line for those sought-after graduate positions.

New student learning system

Our new look central online learning management system, Deakin Studies Online (DSO) allows you to access a wealth of information from any computer, smart phone, iPad or tablet. Using Desire2Learn (D2L), DSO delivers you information about all of your units, including assignment marks. It gives you the ability to submit assignments online, participate in discussion groups, access recorded lectures and much more.

D2L reinforces Deakin’s reputation as a leader in the online delivery of education

Flexible study options

Studying in today’s environment has never been so easy. Deakin recognises that every individual has different needs and responsibilities, so a vast array of flexible study options is available. You can opt to study full or part time, on or off campus, or through a combination of both. Online lectures and a host of other advanced services allow mature age students to fulfil their study and career goals in line with work and family commitments.

And don’t forget that university is not all about gaining the qualification that will lead you to that all-important job. While that may be the major goal, it is easy to underestimate the value of the extra opportunities a tertiary life offers. At Deakin, that means overseas study tours, internships that immerse you in a real-life legal or business environment, and the chance to undertake some of your units in an exciting overseas location.

Trimester system

Deakin offers a third trimester between November and February each year.

Study in Trimester 3 is optional. You can use the extra trimester to accelerate your course and finish your degree several months ahead of schedule. It provides an opportunity that allows you to mix and match your study timetable to suit your own personal needs.

The flexibility created by the trimester system also means you can take time away from study to travel or work and still finish your course on time.
For most things of value, two is often better than one. And so it is with a university qualification.

Because many of Deakin’s degrees are flexible, you can combine units from several areas, mixing and matching your interests to build an impressive field of knowledge across a wide range of areas.

A combined course allows you to study two degrees in less time than it would take to complete them separately – saving time and money. A combined course usually requires four years of full-time study. However a combined course with law requires five years of full-time study.

Combined courses equip you with expertise in disciplines that complement each other and lead to enhanced career prospects. For example, a degree in arts, science or law is boosted by the addition of the highly-respected Bachelor of Commerce. Similarly, the Advanced Diploma of Tourism brings a whole new skill level to a Bachelor of Management.

It’s not surprising that combined courses are an increasingly popular choice with students and employers.

Deakin University offers the following combined courses in business and law for 2013.

Please note: As from Trimester 1 2013, all Business and Law courses in Geelong will be delivered from the Geelong Waterfront Campus, and no longer be offered at the Geelong Waurn Ponds Campus. Cross-faculty combined courses in Geelong will therefore be delivered across two campuses.
When people suffer harm because of the unscrupulous behaviour of corporate wrongdoers, getting justice for them is very satisfying, says Deakin graduate Anthony Jensen, a litigation lawyer in the Chief Legal Office of the Australian Securities and Investments Commission (ASIC).

Anthony completed a combined course in commerce and law at Deakin’s Geelong Waurn Ponds Campus. He had the choice of going to a Melbourne university, but the local opportunities were too good to pass up. Anthony said his decision to study a combined course proved a good one too. ‘It was great. It obviously combined business aspects as well as law, which gave me an insight into both. I could bring a legal mind to my study of accounting and management subjects, and consider more practical business aspects when learning about the law, such as contracts or tax.’

Late in his final year, Anthony secured his position at ASIC and continues to enjoy being involved in an organisation that has such an important function in the oversight of Australia’s companies and financial markets. ‘The great thing about ASIC is that it is at the forefront of corporations law. Some of the actions we take actually help shape the law, by highlighting inappropriate corporate behaviour.’

As he encounters more people in the profession, he appreciates the aspects of his Deakin course that stand out. ‘When I mention the requisite practical legal tasks like moot and arbitration to people who went to other unis, they seem surprised, because they are often optional at those unis. But I have found those tasks really help me when I appear in court for ASIC. They teach you to think on your feet and get ready to represent a client. Looking back on those tasks, I find they were really beneficial to my development.’
When Vidusha Ganegoda applied to Deakin to complete the commerce degree she had begun in her native Sri Lanka, she was pleased to receive credits for the subjects she had already completed. ‘Deakin gave me lots of credits for my past studies, so that was a bonus,’ she says. A brother already studying here had alerted Vidusha to Deakin. ‘He had told me how good it was,’ she says.

After arriving in Australia in 2009 to study at the Melbourne Burwood Campus, Vidusha says she most enjoyed the flexibility Deakin gave her. ‘If I couldn’t make it to class because of my part-time job, I could listen to a lecture online. I found it catered really well to the work-life balance I was looking for.’

Vidusha particularly enjoyed all the finance subjects she studied in her degree and says the subject matter helped her in her initial position with Macquarie Bank. ‘They were very relevant and applicable to what I was doing,’ she says. During her course Vidusha gained a part-time position with Macquarie Leasing which led to her being offered an ongoing position before the end of her course. The role involved securing and managing collateral to the bank’s lending.

She found the job enjoyable, Vidusha says. ‘On the job, I got to develop skills such as time management – things that you can’t really learn from books.’

Finding her excellent results led to her inclusion on the Dean’s Merit List was a ‘pleasant surprise’, Vidusha says, and a reminder that putting in the hard work was important.

Vidusha has now finished with Macquarie Leasing after securing a much anticipated graduate position with Deloitte.
Accounting

Accounting is a dynamic and exciting profession, especially today when business is conducted on an international stage. Businesses and individuals rely on accountants to assess their financial situation, prepare reports and give advice on financial dealings. Accountants are often the lynchpin of an organisation as they construct vital financial information to be used by a wide range of interested parties. Informed business decisions frequently rely on the skills of an accountant.

Your career

Qualified accountants have the world at their feet. Career opportunities are extensive both within Australia and overseas. Accountants are required by public accounting practices, corporations large and small, the Australian Government’s tax department, audit firms, government organisations and not-for-profit organisations.

The courses

Bachelor of Commerce
with a major sequence in accounting

Bachelor of Management
with a major sequence in accounting

Bachelor of Business Information Systems
with a major sequence in accounting

Accounting Information Systems

Accounting information systems provides you with an understanding of the processes involved in managing business systems that rely on information. You will also gain a deeper understanding of the accounting systems used when designing and implementing business systems and understanding information produced by accounting systems.

When choosing this major sequence, you will learn about the relationship between accounting and financial data and the technology that supports that data. In particular, you will focus how the technology can be used (e.g. by the use of business intelligence).

Your career

Graduates are highly sought after with this distinct area of specialisation. As a graduate, you may find employment in roles such as specialist accountant or business consultant.

The course

Bachelor of Commerce
with a major sequence in accounting information systems

Bachelor of Management
with a major sequence in accounting information systems

Bachelor of Business Information Systems
with a major sequence in accounting information systems

Business Information Systems

Personal computers, databases, networks and the internet – they all help businesses succeed in a globalised world. This major sequence looks at how business information systems assist managers, employees and information systems specialists to solve modern business challenges. Students will learn how to support the wide range of people who use information systems in the workplace – employees, managers, customers and suppliers. Choosing this major sequence will set you up to work in commerce and management roles in both Australia and overseas.

Your career

Business information systems graduates are highly sought after in most Australian industries and all levels of government. This major sequence is designed to provide you with essential business skills, plus expertise in information systems. Open the door to a dynamic specialist career role in the corporate world or with a government department.

The courses

Bachelor of Business Information Systems

Bachelor of Commerce
with a major sequence in business information systems

Note: The Bachelor of Business Information Systems is subject to review for 2013.
Business Security Management

The security and protection of information and information systems is increasingly important in today’s corporate world. Choosing to study the business security management major sequence will help to enhance your employability.

Business security management provides comprehensive knowledge of the design, management and security requirements of electronic business transactions. It also looks at data communication systems and the development of security solutions that meet business goals and objectives. Students will learn how to effectively apply the latest security techniques to protect both information and the associated business information systems.

Your career
Career opportunities include business security manager, business security consultant, or security analyst.

The courses
Bachelor of Commerce
with a major sequence in business security management
Bachelor of Management
with a major sequence in business security management
Bachelor of Business Information Systems
with a major sequence in business security management

Commercial Law

Commercial law experts deal with complex issues like taxation, company reporting and contract management. Choosing this sequence will provide you with a comprehensive understanding of the main areas that make up commercial law.

If you have good written and oral communication skills, can analyse and solve problems logically and have an understanding of sound business principles, studying commercial law could be the springboard to a fruitful and rewarding career.

Your career
Career opportunities in commercial law exist in private and public companies, government bodies and public services. A major sequence in commercial law will also complement a career in accounting, finance and real estate.

The course
Bachelor of Commerce
with a major sequence in commercial law
Bachelor of Management
with a major sequence in commercial law
Bachelor of Business Information Systems
with a major sequence in commercial law

Note: Commercial Law is a major sequence only. Students wishing to work as a barrister or solicitor should undertake the Bachelor of Laws (LLB) under the Law heading.

eBusiness

eBusiness is also known as electronic business. eBusiness professionals help companies to conduct their business. This may include advertising products online, protecting businesses from hackers and designing new online products. They also understand how Facebook, YouTube, SecondLife, mobile phones and other new technologies can be used by businesses. eBusiness professionals help companies sell products and services globally, online. This major sequence prepares you for commerce in the 21st century.

Your career
An eBusiness major sequence can prepare you for a career as a marketing manager, business consultant, business manager or project manager. All these areas require people who have a good understanding of how new online technologies can be used in business. The eBusiness major will also provide you with the necessary background for a career in information systems, including business analyst, website designer and eBusiness consultant.

The course
Bachelor of Commerce
with a major sequence in eBusiness

Listed major sequences may involve one or two units being undertaken in off-campus/online mode - please refer to the University handbook for further details: www.deakin.edu.au/handbook.
In just four years, Darcy Clissold not only has a Bachelor of Information Technology/Bachelor of Business Information Systems to his name, he has a graduate technologist position in Canberra, with a starting salary around $60,000.

When applying for graduate positions at the end of his course, Darcy says having the business degree clearly gave him an edge. ‘You feel like you are offering them something when you say you have a business degree. In an interview, they might ask what you would do in a particular situation and it gives you something to talk about’

Gaining his new position was a lot of work, Darcy explains. He endured a testing day that involved numeracy plus verbal, written, spacial and psychiatric testing, then a three day stint in Canberra for further assessments and a psychiatric appointment. The paper work that followed he describes as ‘very extensive’ and he was very happy on finding he had gained a position in security.

Darcy feels very satisfied that his combined course and his hard work have led him into a quality position. ‘It is nice secure work, I have a nice starting salary straight out of uni, generous super, and flexible hours. You can do the hours that suit.’
Economics

Every day, businesses, governments and households make choices about how they use their resources. Those choices make the business world go round and they must be coordinated properly for us to gain access to goods and services. Studying an economics sequence will help you understand why economics is vital to our society and how it is dependent on human behaviour.

Economics is relevant to the study of a whole range of other disciplines: business, finance, international markets and trade, health, transport, democracy and voting patterns, the environment – including policies on global warming, as well as social equity and wellbeing. Taking economics as a major sequence will enhance all aspects of your business studies.

Your career
When you graduate, you may work as an analyst or forecaster, a researcher or manager. Fields include banking, finance, public administration, manufacturing, retail, agriculture and mining. Economists also work in governments at all levels as analysts and advisors. Employment can be found anywhere in the world, either in big business, the finance and banking sector, a large non-government organisation, in education or for community organisations.

The courses
Bachelor of Commerce with a major sequence in economics
Bachelor of Management with a major sequence in economics
Bachelor of Business Information Systems with a major sequence in economics

Finance

Finance is all about decision making. Do I buy or sell, invest or borrow? Every day around the world finance specialists are making these decisions. They research and analyse the financial aspects of organisations and provide advice on investments. With this major sequence you will gain a broad understanding of the structure and operations of financial markets in Australia, plus the theory and techniques underlying financial management.

Your career
The finance major sequence equips you for entry into the finance and investment areas in business organisations, firms involved in the finance industry, or the government sector. As a graduate you will be well prepared to take advantage of employment opportunities in many areas: banking, broking, credit analysis, funds management, insurance, international finance, risk management, securities analysis or treasury management.

The courses
Bachelor of Commerce with a major sequence in finance
Bachelor of Management with a major sequence in finance
Bachelor of Business Information Systems with a major sequence in finance

Financial Planning

Financial planners help people and businesses achieve their financial objectives. Choosing a major sequence in financial planning will provide you with the skills you need to attain your own personal financial goals and to develop the expertise to advise others on a professional basis.

Financial planners specialise in key financial areas. These include: retirement, taxation, investment and estate planning. This major sequence examines both the theoretical framework of financial planning, plus the practical application of the theories and strategies.

Your career
As a financial planning graduate, you may work in financial planning firms, accounting firms and corporate financial institutions.

The courses
Bachelor of Commerce with a major sequence in financial planning
Bachelor of Management with a major sequence in financial planning
Bachelor of Business Information Systems with a major sequence in financial planning

Note: The Bachelor of Commerce is the recommended pathway to qualify for membership of professional organisations.

AREAS OF STUDY

Course duration
Melbourne Burwood Campus
Geelong Waterfront Campus
Warrnambool Campus
Off campus

Listed major sequences may involve one or two units being undertaken in off-campus/online mode - please refer to the University handbook for further details: www.deakin.edu.au/handbook.
Health Informatics
Health informatics is the use of technology to improve the healthcare environment for both the professional and the patient. In the health informatics major sequence you will learn about the application and management of technologies in the healthcare context. Areas include diagnosis, care planning, care delivery and outcome evaluation. You will learn to develop health information systems and services, and about dealing with issues such as the security and privacy of patients’ electronic health records. Also included are the emerging trends and exciting opportunities in health informatics.

Your career
Careers in the health care industry include data/information manager, project manager, systems analyst, programmer or clinical administrator. Careers also exist in the government and private organisations that process, administer and manage health data.

The courses
Bachelor of Commerce with a major sequence in health informatics
Bachelor of Management with a major sequence in health informatics
Bachelor of Business Information Systems with a major sequence in health informatics

Human Resource Management
People management is one of the fastest growing fields of professional employment. The HR management major sequence covers recruitment, selection, training and development, workplace diversity, employee relations, performance and change management, and remuneration. You will also gain invaluable counselling, mediation and negotiation skills. Whether you intend to become an HR professional or simply want to allow your expertise to complement other studies, the HR management major sequence will be a rewarding and valuable area of study.

Your career
Opportunities exist in dedicated recruitment firms or in the HR department of organisations in all areas of business and government. Other career options include working in the training and development field or as an equal opportunity officer.

The courses
Bachelor of Commerce with a major sequence in human resource management
Bachelor of Management with a major sequence in human resource management
Bachelor of Business Information Systems with a major sequence in human resource management
Bachelor of Management / Advanced Diploma of Tourism Management with a major sequence in human resource management, studied concurrently at Deakin University and Box Hill Institute

Interactive Marketing
Increasingly, interactive media such as social networking, online advertising and electronic direct mail, is the cornerstone of a solid marketing campaign. Interactive marketing is about developing innovative strategies that allow digital applications to be used effectively for business communication and online marketing.

By choosing this major sequence, you will acquire specialist skills in direct and digital marketing and customer relationship management. You will gain a sound understanding of how information and communication technologies can be used as an integral part of marketing communications in organisations.

Your career
Careers in this field include marketing communication roles, online marketing strategist, web designer, market research analyst and marketing manager.

The courses
Bachelor of Commerce with a major sequence in interactive marketing
Bachelor of Business Information Systems with a major sequence in interactive marketing
Bachelor of Management / Advanced Diploma of Tourism Management with a major sequence in human resource management, studied concurrently at Deakin University and Box Hill Institute
International Business
An understanding of the international business environment can turn a small business into a global giant.

The international business major sequence allows you to develop the skills involved in the analysis of international markets, plus the personal skills and attitudes required to successfully engage in international business. The sequence includes units with an international focus drawn from a wide range of business disciplines.

Your career
As an international business graduate, you may find employment in economic or management consultancies, financial institutions, government bodies, industry associations, major corporations, multinational organisations or in government.

The courses
Bachelor of Commerce
with a major sequence in international business

Bachelor of Business Information Systems
with a major sequence in international business

International Management
Business now operates in a dynamic global environment. Deakin has introduced this major sequence in international management in response to the need for graduates who have the appropriate skills and knowledge to embrace this demanding and complex field.

This major sequence focuses on international managerial issues and the impact these global forces have on domestic business. It also prepares you for the challenges facing modern managers in a vibrant global environment.

Your career
A major in international management will equip you for employment in many environments: firms dealing with international trade, subsidiaries of multinational corporations operating in Australia and other countries, consultative organisations dealing with international business issues, and firms operating in foreign countries.

The course
Bachelor of Commerce
with a major sequence in international management

International Trade and Economic Policy
The international trade and economic policy major sequence allows you to gain a sound understanding of the economics of trade, and the institutions and market structures that underlie global commerce. You will gain a background in economics with the focus on international trade that businesses need to be successful in the global economy. You will examine the economic, political and cultural characteristics of the major trading regions, including Asia, North America, Europe and the Middle East.

Your career
As a graduate, you may work in multinational organisations or in government. You may also find employment in all aspects of international business, both in Australia and overseas, undertaking roles in trade promotion, government departments, banking and general business management.

The course
Bachelor of Commerce
with a major sequence in international trade and economic policy

Bachelor of Management
with a major sequence in international trade and economic policy

Bachelor of Business Information Systems
with a major sequence in international trade and economic policy
Law

Law is a challenging and intellectually demanding field that is both socially and personally rewarding. Our Bachelor of Laws is designed to produce first-class lawyers, with a commercial focus. The course provides in depth studies in each of the major areas of legal practice. Core units include Commercial Law; Criminal Law; Criminal Procedure; Constitutional Law; Contract; Legal Practice and Ethics; Taxation; Administrative Law; Equity and Trusts; Torts; Competition Law and Policy; and Law, Society and Civil Rights. Our unique Practical Legal Skills program gives you experience in a variety of dispute resolution methods (mooting, mediation, arbitration and witness examination). Our LLB program covers all the areas of law needed to satisfy the academic requirement for admission to practise as a barrister or solicitor.

Your career

Obtaining a law degree is normally the first step towards becoming a barrister or solicitor, with most students entering law school aspiring to enter one of these branches of the legal profession. A law degree is a qualification offering unequalled opportunities. You may choose to enter business (as a corporate lawyer, company administrator or business manager), government service (as a lawyer with departments or authorities as diverse as the Attorney Generals Department, the Office of Parliamentary Counsel, Australian Securities Commission), industrial relations, public administration, teaching (at a university), or in law reform (as a law reform commissioner or research officer).

The course

Bachelor of Laws

Note: The first three years of the Bachelor of Laws are offered at the Warrnambool Campus. Students then have the option of transferring to the Geelong Waurn Ponds Campus or completing the remaining law units off campus.

Management

Management refers to the procedures and systems used in an organisation to assess how individuals and the organisation itself can best operate. Studying management will give you an understanding of the latest practices and perspectives on key issues such as change, innovation and technology, globalisation and quality, and employee participation and performance. In addition, management studies develop generic skills including communication, problem solving, planning, organising, managing change and working cooperatively with others.

Your career

As a graduate, you may find employment in the private and public sectors, logistics and operations or strategic planning. Management offers career opportunities in a wide variety of business arenas domestically and internationally. Positions may include business analyst, customer relations manager, market researcher, training and development officer, event manager, business security consultant and internet administrator.

The courses

Bachelor of Commerce with a major sequence in management
Bachelor of Management
Bachelor of Business Information Systems with a major sequence in management
Bachelor of Management/Advanced Diploma of Tourism Management
Bachelor of Property and Real Estate with a major sequence in management

Marketing

Marketing is about relationships with customers and involves developing, maintaining and enhancing those relationships. The marketing major sequence is designed to prepare you for this vital organisational role. Modern marketing is about adding value to the customer experience and building a relationship between buyers and sellers. Organisations that can attract, satisfy and keep their customers will be more likely to be successful and grow. This is why marketing graduates are in demand across a wide range of businesses and organisations, including governments and non-profit bodies.

Your career

Career options include working in advertising, brand/product management, customer relations management, event management, marketing research, public relations, retailing, web design and sales management.

The courses

Bachelor of Commerce with a major sequence in marketing
Bachelor of Management with a major sequence in marketing
Bachelor of Business Information Systems with a major sequence in marketing
Bachelor of Management/Advanced Diploma in Tourism with a major sequence in marketing, studied concurrently at Deakin University and Box Hill Institute
Bachelor of Property and Real Estate with a major sequence in marketing

Listed major sequences may involve one or two units being undertaken in off-campus/online mode - please refer to the University handbook for further details: www.deakin.edu.au/handbook.
It was an easy decision for Kathryn Neale to head to Deakin's Warrnambool Campus because it's her home town. But it's a great environment for the mix of students who gather there, no matter where they come from, Kathryn says. 'We had people coming from small country towns and people from Melbourne,' she says. 'We got on really well and socialised all the time. Definitely the environment helps. The smaller class sizes in Warrnambool make it a lot easier – we only had about 20 in our class. Having personal contact with the lecturers helps you find your feet and we got to know everyone in the class which helps. We had a really good social group.'

Kathryn completed the Bachelor of Arts/Bachelor of Laws in 2010 after taking the first two years of her course in Warrnambool. 'I could stay at home and afford to buy a car instead of having to pay rent,' she says. 'I wasn't 100 per cent sure what I wanted to do and law is a good degree. You can do anything business related after it – you don't have to become a lawyer.'

Kathryn moved to Geelong Waurn Ponds Campus for her third year then, when her lease ran out on her accommodation, headed back to Warrnambool and completed her last year off campus.

In final year, Kathryn secured a casual position with Madden Lawyers in Warrnambool, then took on a full-time position as a lawyer at the beginning of 2012. She has been working on a class action for victims of the Black Saturday bushfires. 'It has been a role of discovery and a lot of reading,' she says. 'Basic skills I learned in my course like how to correspond and the processes of the court have been really helpful.'
When Stephen Mezo decided he needed to do a degree in something that interested him, property and real estate got the nod. ‘In my first year out of school I did my pilot’s licence, but my main interest was in real estate and the building industry through my parents.’

Stephen admits he knew little about Deakin when he applied. ‘There were lots of courses to look at but this one seemed to give me the best opportunities. The course structure suited me and I could do the degree in three years instead of the four that some universities take to complete the same course.’ Describing the course as ‘very interesting’, Stephen says he particularly enjoyed the practical components. ‘We did lots of hands-on stuff, a lot of field trips and evaluations.’ He also found Deakin’s online services very useful. ‘Every second week the property subjects were delivered online so you can go back and do them later if you are working,’ he says.

Deakin’s Melbourne Burwood Campus always has ‘a good vibe’, Stephen found. ‘There is always something happening in the cafes – it’s a very welcoming environment.

During his first year, Stephen began working two to three days a week with Contract Control Services, progressing to full-time by the latter stages of his course. A decision to major in sustainability has already proved relevant to his workplace. ‘It’s been a real help learning about new products in the building game. I could come back to work and tell everyone what’s relevant in the market.’ He also recently found his newly acquired financial knowledge proved beneficial at work. ‘It helped me work out some complex financial figures for a new development that is happening.’

Stephen is relishing the opportunity to take on an industry that is no easy road. ‘It’s a hard game to be successful in, but I like a challenge,’ he says. ‘People are always renting and buying and it’s still the great Australian dream to buy a house so it’s an industry that will never die.’
Property and Real Estate

The Bachelor of Property and Real Estate is Victoria’s only three year course with Certified Practising Valuer (CPV) accreditation. It has been designed in close consultation with employers and industry bodies. You will gain knowledge and skills in property development, property valuation, market analysis and property economics. Specialisations are available in sustainability, business or built environment disciplines. You will benefit from close links to the property industry and will be kept abreast of the latest changes affecting all facets of the property market.

Your career
Graduates of the Bachelor of Property and Real Estate are highly sought after. You may find employment as a property developer, private or government valuer, property advisor, market research analyst, in property sales and acquisitions, financier, sustainability consultant, funds manager, property and asset manager, leasing agent or land economist.

Professional accreditation
The course has received professional accreditation by the Australian Property Institute and the Royal Institution of Chartered Surveyors. Graduates will be eligible for registration as a Certified Practising Valuer.

The courses
Bachelor of Property and Real Estate

Bachelor of Management
with a major sequence in property and real estate

Professional Practice

If you want to develop the skills that will put you ahead of the rest in today’s business world, the professional practice major sequence is for you. It will teach you vital skills including how to manage business information and intelligence, make good business decisions, communicate effectively in the workplace, and understand the importance of business ethics. These skills are becoming increasingly important in today’s contemporary corporate world. Choosing the professional practice major sequence will open the door to you learning to put them to work in businesses of all sizes.

Your career
Professional practice will enhance your practical experience and prepare you for a business career in your chosen discipline area.

The courses
Bachelor of Commerce
with a major sequence in professional practice

Bachelor of Management
with a major sequence in professional practice

Bachelor of Business Information Systems
with a major sequence in professional practice

Quantitative Business Analysis

Quantitative business analysis (also known as business data analysis) provides you with an in-depth understanding of statistical, mathematical and economic methods. It applies to economics, finance, marketing and management areas.

This major sequence focuses on using data to support business decision making processes and is critical to businesses operating effectively. It provides you with an opportunity to critically think and analyse real world issues in business, and equips you with the kind of quantitative skills highly relevant to your professional career.

Your career
Economists, financial, business and investment analysts all rely on their skills in business data analysis. Careers exist in public and private companies, government and the finance sector.

The courses
Bachelor of Commerce
with a major sequence in quantitative business analysis

Bachelor of Business Information Systems
with a major sequence in quantitative business analysis

Note: The Bachelor of Property and Real Estate is the recommended pathway to qualify for membership of professional organisations.
Sport Development

Sport development is offered through the Bachelor of Sport Development.

The course is distinctive due to its unique focus on three main streams of study: sport management and marketing; sport coaching; and sport and exercise science. It also focuses on the development of sport, and community development through sport.

This specialist field is concerned with increasing participation in sport through the design of sport systems and pathways in order to attract, retain and nurture participants.

Your career
As a sport development graduate, you are well prepared for careers in coaching, sport science, community sports development and the leisure industry.

The course
Bachelor of Sport Development

Sport Management

It is now well recognised that the business of sport is important to Australia and there is a demand for effective managers in the industry. With a sport management major sequence you will develop the business skills necessary to forge such a career.

The Bachelor of Business (Sport Management) provides a broad business degree coupled with specialist knowledge in sport management. It offers you a unique opportunity to major in sport management, but also to broaden your knowledge across a range of other areas including management, marketing, finance, economics, information systems and law.

Your career
The career opportunities in sport management have grown considerably in the past ten years. Sports including Australian football, basketball, cricket, tennis and golf, plus national and state sporting organisations, all require professionally trained people. In addition, there is a need for qualified people to manage facilities catering for sport, from a local level through to facilities hosting national and international competition.

The courses
Bachelor of Business (Sport Management)
Bachelor of Exercise and Sport Science/Bachelor of Business (Sport Management)

Supply Chain Management

Supply chain management is about managing the flow of materials, information and finances as they move from supplier to manufacturer to retailer to end-consumer. It deals with the purchase of raw materials, the process of manufacturing goods, the storage of goods, and delivery to end consumers. Operating these functions in an effective and efficient way has become critical as businesses face global competition.

This major sequence gives you an understanding of supply chain management and the relationships of various supply chain activities. It also provides advantages for those looking to advance their career in the supply chain or logistics field.

Your career
A supply chain management major sequence can provide you with a background for a career in virtually every industry – manufacturing, service, government or retail – locally and overseas. You may work as a supply and procurement manager, distribution manager, inventory manager, import/export goods manager, transportation manager, eBusiness or electronic trading manager, or operations manager.

The courses
Bachelor of Commerce with a major sequence in supply chain management
Bachelor of Management with a major sequence in supply chain management
Bachelor of Business Information Systems with a major sequence in supply chain management

AREAS OF STUDY

Course duration
Melbourne Burwood Campus
Geelong Waterfront Campus
Warrnambool Campus
Off campus

Key
2 Course duration
3 Melbourne Burwood Campus
7 Geelong Waterfront Campus
8 Warrnambool Campus
10 Off campus

Listed major sequences may involve one or two units being undertaken in off-campus/online mode - please refer to the University handbook for further details: www.deakin.edu.au/handbook.
Choosing a Sports Practicum unit as part of her commerce (sport management) course paid big dividends for Deakin graduate Jenna Eagles. The unit led Jenna into an internship with Australian University Sport, organisers of the Australian University Games. She now works for Tennis Australia and is currently preparing for a move to London where she will work on Wimbledon and the London Olympics for IMG.

Jenna has always been heavily involved in sport and initially considered studying exercise science with business. ‘But after going to Open Day I decided on the commerce side — that was for me,’ she says. ‘I looked at the lecturers Deakin had and chatted to people in industry. I also spoke to some of the larger sporting organisations and found they had Deakin people working for them,’ she says. ‘Deakin had the right feel for me,’ she says.

The internship with Australian University Sport saw Jenna involved with the organisation of the 2007 Southern University Games held in Melbourne. Following the internship, Jenna was asked to stay on. She remained for two days a week while studying, assisting with the staging of the national event. ‘I made some fantastic contacts,’ she says. ‘Organising an event for people your own age is great, plus I got to see what drives an event.’

After graduating, Jenna held a brief contract role with Tennis Australia and completed a three month stint organising Melbourne’s Grand Prix before spending several months in Bathurst. At the beginning of 2010 she took up a permanent position with Tennis Australia. ‘I started with an executive office, assisting the CEO and the President and helping in a PA role,’ she says. Now, as Tennis Australia’s Communications Administration Coordinator, Jenna says she serves a unique role.

The finance elements of her Deakin course have proved very helpful in her work role, Jenna says, and the sports management units come to the fore when she does event or sponsorship proposals. ‘Understanding the business of sport is very important,’ she says. The opportunity to do the internship also stood out, she adds. ‘Getting out in the industry is very different from uni. There are some things only industry can teach you.’

Jenna Eagles
Bachelor of Commerce (Sport Management)*
Melbourne Burwood Campus, 2009
Currently: Communications Administration Coordinator, Tennis Australia

* Now Bachelor of Business (Sport Management)
Sustainability

Sustainability is a major issue. From a global perspective, it has rapidly become one of the most important areas affecting our society. Deakin has recognised this by incorporating a sustainability major sequence in its property and real estate degree. A property and real estate degree with a sustainability major will give you a competitive edge. You will be up-to-date with the broader effects of climate change and how sustainability affects both private business and government organisations.

In this major you will study units including Environmental Sustainability, Environmental Planning and Impact Assessment, Managing Environmental Projects, and Policy Instruments for Sustainability. This major is a prime example of a Deakin University course providing a real world education that allows its graduates to hit the ground running.

Your career

As a graduate with a sustainability major sequence you may gain employment in a wide range of property-related careers. These include: developer involved in sustainable property developments, property manager – because of the current higher emphasis on green leases, valuer – as many buildings incorporate some form of sustainability, and property economist – involved in analysing and predicting market trends. Advising stakeholders (e.g. tenants, government) about increasing levels of sustainability in the built environment is a further possible career destination.

The course

Bachelor of Property and Real Estate with a major sequence in sustainability

Technology Management

This major sequence focuses on the role of technology in organisations and its impact on the people who make up the organisation. Studies in human resource management and organisational behaviour are important components. Technology management complements studies offered in engineering and information systems and provides a useful introduction to the importance of understanding and managing these important tools.

Your career

As a graduate with a technology management major, you may work as a business manager or a member of an information systems management team within an organisation.

The course

Bachelor of Commerce with a major sequence in technology management

Tourism and Sustainable Tourism

You can study tourism as part of concurrent courses offered by Deakin University and Box Hill Institute in Melbourne, and The Gordon in Geelong.

These innovative courses provide you with the opportunity to complete practical tourism training and business management studies. The joint programs of study equip you with knowledge and skills in tourism operations management (Box Hill Institute) or sustainable tourism management (The Gordon).

While Deakin studies concentrate on core management skills in a business context, the TAFE units ensure students experience a range of vocational training designed to develop hands-on or applied skills in real work environments with strong links to industry.

At second year Burwood students select a major sequence in either marketing or human resource management from Deakin. Geelong students will undertake a sustainability major sequence through Deakin.

Your career

The concurrent management course in tourism can lead to careers such as developer and marketer, government tourism consultant, major and special event coordinator, planner, researcher and consultant, tourism operator, tourism marketing manager and tourism planner.

The courses

Bachelor of Management/Advanced Diploma of Tourism studied concurrently at Deakin University and Box Hill Institute

Bachelor of Management/Advanced Diploma of Tourism/Diploma of Sustainability studied concurrently at Deakin University and The Gordon

Listed major sequences may involve one or two units being undertaken in off-campus/online mode - please refer to the University handbook for further details: www.deakin.edu.au/handbook.
An account of Prue Kenny’s time at Deakin reads more like a travel log than an academic journey. While chalking up a combined degree in commerce and law, Prue managed to undertake an internship in Tanzania, an international clerkship in Moscow, a study stint in Denmark and a Faculty study tour to India. She also spent 10 months in the US on a basketball scholarship where she continued her studies, as Deakin allowed her to relocate her exams.

The African internship saw Prue working as a volunteer legal intern at the International Criminal Tribunal for Rwanda. The tribunal had been set up by the UN soon after the 1994 genocide to bring to trial criminals responsible for the massacres. ‘I worked for the judges in the Chambers section of the Tribunal,’ she says. ‘We were allocated to one of the ministers involved in the genocide. It was very confronting.’ Experiencing the Tanzanian life style and networking opportunities were among the bonuses.

The study tour to India was another chance not to be passed up, Prue says. ‘It is another example of how Deakin is at the cutting edge in terms of international opportunities. They were very encouraging.’

A stint at Copenhagen Business School expanded Prue’s Deakin experiences further and, when basketball took her to the US she was able to continue her course. ‘I was fortunate enough to receive almost full credit for my time abroad, thanks to Deakin,’ she says. Deakin also supported her when last year she travelled throughout Australia with World Vision, her exams being relocated to suit.

In the penultimate year of her course, when law students apply for their seasonal clerkships, Prue was selected by global law firm Baker & McKenzie to participate in a summer clerkship. After completing the clerkship, she was offered a graduate position by the firm, then was selected to undertake a four week international clerkship. ‘It was an incredible experience to witness firsthand the cross-border transactions that Bakers worked on,’ she says. Prue spent January 2012 in Baker & McKenzie’s Moscow office prior to taking up her permanent position as a graduate lawyer in the firm’s Melbourne office in March 2012. When asked about her experience, Prue says, ‘The opportunity to practice law in another country was extremely insightful and I know this experience will assist me throughout my legal practice, especially when I am exposed to laws from jurisdictions outside Australia’.

Prue Kenny
Bachelor of Commerce/Bachelor of Laws
Geelong Waurn Ponds Campus 2011
Currently: Graduate/Trainee Lawyer, Baker & McKenzie
Work experience can make all the difference when you graduate and are applying for your dream job.

Work integrated learning (WIL) is an extremely valuable opportunity for you to gain work experience and credit towards your degree.

WIL units are available in each trimester and can be taken anywhere in Australia or overseas. Trimester 3 is popular as it allows you to undertake work experience over summer.

The Faculty of Business and Law offers a range of flexible WIL units through the following programs:

- Community-based volunteering
- Business internships
- Industry-based learning

All WIL units gain you credit towards your degree but don't extend the length of your studies.

Internships and IBL units provide an opportunity for students and businesses to benefit from each other's knowledge and experience.

**Community-based volunteering**

Community-based volunteering are unpaid placements in not-for-profit, community organisations.

The units encourage a hands-on approach to learning and offer support to organisations that may otherwise not be in a position to complete projects or tasks.

Community-based volunteering can assist you to develop ‘citizenship’ and appreciate the impact of your role as individuals in society.

The program offers a diverse range of opportunities such as:

- assisting in a remote village in India
- visiting a church or community group
- volunteering at your local Red Cross, hospital, St Vincent de Paul or other not-for-profit organisation.

The opportunities to volunteer and ‘give back’ are endless and assist you to enhance your employability and sense of self.

**Business internships**

Business internships are a unique opportunity for you to observe professional practice first hand and acquire professional networks, while gaining credit towards your degree.

The learning experience in these units takes place primarily outside the classroom where you have the opportunity to both observe and participate in a range of real world business experiences related to your studies.

This boosts your employability and forges ongoing networks.

Most importantly, you will gain work experience relevant to your major or intended future career.

Successful completion of a business internship may result in you securing a highly sought after graduate position, prior to completion of your course.

**Industry-based learning**

Industry-based learning (IBL) units provide you with an opportunity to take part in a three, six or 12 month paid placement with a host organisation.

The units encourage a hands-on approach to learning and allow you to apply generic employability skills and capabilities, in an area that you are majoring in. IBL assists you to develop the key competencies for a lifelong learner.

The advantage of IBL placements is that the extended period of employment in a full-time capacity allows you to gain a fuller experience. In turn, this can help you to define your career direction by gaining experience with prospective employers.

Opportunities may include places in both government and non-government sectors, small to large companies and local and international companies. IBL can be a summer internship or vacation position, law sessional or other fixed term appointment.

More information about the Faculty of Business and Law WIL Program can be found at www.deakin.edu.au/buslaw/WIL
It was a case of finding out she could double dip when Eve Filer headed to a Deakin Open Day in Year 12. ‘I was interested in an element of tourism management and definitely interested in travelling and working overseas,’ she says. ‘But I loved business studies at high school, so wanted a business element to be a large part of my course as well.’ A Deakin management degree majoring in HR combined with an Advanced Diploma of Tourism from Box Hill Institute was the perfect mix for Eve.

She says the structure of the concurrent course made the transition from secondary college much easier and she benefited from both environments. ‘You get a completely different perspective because TAFE is extremely hands-on and has much smaller classes,’ she says. ‘University really provides you with the basics behind what you need to know. With HR, you are able to develop the skills set, learn to communicate effectively, and work within the appropriate parameters used in business.’

In Eve’s final year at Deakin she completed an Internship with SPC Ardmona, which ultimately led to a role within the company. It was during this three-week Internship with SPC Ardmona that she believes the ‘real learning’ occurred for her. ‘It was the hands-on business experience that was of real benefit, plus networking is so important.’ In a time she describes as ‘fantastic’ and that she ‘wouldn’t change for anything.’ ‘It was my first full-time job and an excellent foot in the door for me. I was also lucky enough to be working with a great team’ she says.

Eve’s responsibilities at SPC Ardmona included working with seasonal recruitment systems, creating leave reports, assisting in the development of job descriptions and contracts, and general day-to-day employee relations. She says several subjects she studied at Deakin proved important in her role.

‘It (an internship) was such a valuable learning experience’ she says.
Study Tours
The Faculty of Business and Law's international study tours provide another opportunity to see the world and have the experience contribute to your degree.

It's not every day you can have breakfast in China with a lecturer in international business, wander around the Taj Mahal discussing the Mughal empire, or discuss potential investing opportunities with a leading European financial institution.

Study tours integrate educational, cultural and practical experiences, and place your studies in an international context. They are also fun!

Chinese Commercial Law Study Tour
On this study tour, your time is divided between classes conducted at our host university, the Shanghai University of Finance and Economics (SHUFE), field trips and sightseeing in and around China's financial and commercial city, Shanghai.

The Tour covers all the necessary commercial law subjects in the classroom as well as a visit to the court, a Chinese law firm, a foreign law firm, the Arbitration Commission and the Australian Consulate General in Shanghai.

You will also visit the Shanghai Stock Exchange, the China Pavilion of the World Expo, take a Night Cruise on Yangzhi River and visit the nearby beautiful cities of Hangzhou (with West Lake) and Suzhou.

India Study Tour
The study tour begins in Delhi, the capital of modern India. You will visit the mystical city of Agra, home to the magnificent Taj Mahal, then move on to Jaipur, the renowned 'pink city'. Finally, the group reaches Mumbai, the business hub of India, for an extended program of activities with students from partner universities.

The purpose of this study tour is to provide you with insights into the business, political, social and cultural diversity of this dynamic country.

AEF International Study Program
This School of Accounting, Economics and Finance program involves on-campus study at Melbourne Burwood Campus, followed by three weeks of international travel visiting key financial organisations such as the European Central Bank and the Bank of England, along with corporations in Paris, London, Dubai, Frankfurt, the WTO and the United Nations in Geneva.

In this program, you have the option to complete up to three units via overseas study.

Study tours provide you with learning experiences that encompass international and intercultural perspectives while supporting a culture of diversity and awareness, enabling you to become a global citizen and develop a richer cultural perspective.


Study Abroad and Exchange
You have the opportunity to study abroad at one of Deakin's many partner universities in over 20 countries.

Study Abroad and exchange programs give you the chance to travel while you study and add a unique experience to your social, personal and career development. Best of all, studying abroad does not add any time to your degree as you will be awarded credit for units studied overseas.

Study Abroad is open to all Deakin University students who have completed eight credit points towards their Deakin degree and who meet the eligibility requirements.

You can cover the cost of your Study Abroad with financial assistance, including:

- Deakin University Travel Grants
- UMAP/Endeavour subsidies
- OS-HELP loans
- Youth Allowance/Austudy

For more information on study abroad, please visit www.deakin.edu.au/future-students/student-exchange/exchange.
A cultural exchange program with Pukyong National University in South Korea gave Lucie Cutting the opportunity to visit the Haedong Yonggungsa Temple on the Busan coast.
The Faculty of Business and Law offers a number of merit-based scholarships specifically related to its undergraduate program.

**Alfred Deakin Scholarships – Law**

The Alfred Deakin Scholarships in law are awarded to the highest scoring students admitted to the Bachelor of Laws, as a single degree or combined with another degree. These scholarships provide up to $2800 per year for four years of an LLB or five years of a combined degree, and the support of an academic mentor from the School of Law.

**Business Scholars Program**

The Business Scholars Program aims to recognise, reward and nurture high achieving students admitted to a business degree in the Faculty of Business and Law.

Scholarships will be awarded annually across the Faculty to applicants who have recently completed Year 12 and who have been admitted through VTAC. You may select any undergraduate business degree offered by the Faculty of Business and Law, on your preferred Deakin campus. This includes combined courses, however the scholarship is only available for the business component of the combined course. If you are interested in studying law, please refer to the Alfred Deakin Scholarships.

The scholarships will be offered at Geelong Waterfront Campus, Melbourne Burwood Campus and Warrnambool Campus. Each campus will have a specific VTAC code. Please note that you should also list the relevant VTAC Code for the specific courses of study as your next preference. If you expect to gain an ATAR of 90 or more we encourage you to apply.

Each scholarship is worth $2800 per annum, paid half yearly, provided that you are enrolled full-time and maintain a high level of academic achievement each trimester. You will be assigned an academic mentor who will provide support throughout your course of study. As a Business Scholar, you will also have the opportunity to undertake advanced/honours work, and be encouraged to accelerate your program.

Please visit our scholarships page for more detail. [www.deakin.edu.au/buslaw/students/scholarships](http://www.deakin.edu.au/buslaw/students/scholarships).

**First in Family grants**

The Faculty of Business and Law offers grants to financially assist students commencing an undergraduate degree from the Faculty on the Melbourne Burwood Campus, the Geelong Waterfront Campus or off campus. The cash grants are valued at $2000 and paid in your first year of study.

To be eligible you must:

- apply for entry through the Victorian Tertiary Admissions Centre (VTAC) in a Business and Law course on the Melbourne Burwood Campus, the Geelong Waterfront Campus or off campus
- enrol for the first time in 2013 as a Commonwealth-supported student, in a Deakin University, Faculty of Business and Law undergraduate course, and
- meet the requirements of the VTAC Special Entry Access Scheme – SEAS Category 4: Disadvantaged financial background.

**Rural and Regional grants**

The Faculty of Business and Law has a grant scheme to assist rural students commencing an undergraduate degree in commerce, law or management at the Warrnambool Campus. The cash grants are valued at $2000 and paid in your first year of study.

To be eligible you must:

- apply for entry through the Victorian Tertiary Admissions Centre (VTAC), in a Business and Law course on the Warrnambool Campus
- enrol for the first time in 2013 as a Commonwealth-supported student, in a Deakin University, Faculty of Business and Law undergraduate course, and
- meet the requirements of the VTAC Special Entry Access Scheme – SEAS Category 1: Personal information and location.

You are considered to be living in a rural or isolated area if you live in Warrnambool and towns in western Victoria and south-eastern South Australia, as well as the surrounding countryside.

For more information on Faculty of Business and Law scholarships, including how to apply, please visit [www.deakin.edu.au/buslaw/future-students/scholarships](http://www.deakin.edu.au/buslaw/future-students/scholarships).
In 2005 Nasrullah (Nasser) Sadeqi had just arrived in Australia from Afghanistan and the only English words he spoke were yes and no. Fast forward just six years and Nasser is studying a combined course in commerce and international studies at Deakin’s Melbourne Burwood Campus, and nursing ambitions to own and operate his own business.

After attending a language centre in Sydney soon after his arrival in Australia, Nasser and his family moved to Shepparton where he joined Year 7 at age 12. He quickly improved his command of English and, on completion of year 12 in 2010, was delighted to gain admission to his Deakin course. Being awarded one of Deakin’s First in Family grants was an added bonus and helped him achieve the first milestone in his promising career. ‘It was a good surprise.’

Because a combined course in commerce and international studies was not available to him in Shepparton, Nasser says he was planning to move to Melbourne to study regardless of a scholarship or grant. But receiving a financial boost made relocating much easier. ‘It has been really good for me to move to Melbourne and the grant really made a difference.’

While researching his course options, Deakin’s trimester system also attracted him, he adds. ‘It meant I could finish my course sooner and that was a big thing for me.’

The commerce degree has been to his liking, and fits well with his aim to become a business man, Nasser says, but he is also interested in politics and international relations so the combined course suited him: ‘I am interested in learning how the world works and that is why I am doing international relations.’ His parents are justifiably very proud of his achievements, he says.

Nasser also enjoys the Campus environment. ‘I like the atmosphere. It is very friendly and open,’ he says. ‘I like the flexibility – that I can miss a lecture and make it up with an i-lecture, and the trimester system means I don’t have to have a huge break. I can keep studying and finish my four-year course in three years.’

Nasser’s advice to other students new to Australia is to follow their interests. ‘Do what you are good at and what interests you – that is the way to happiness.’
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Other useful web sites
Future students
www.deakin.edu.au/future-students
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Unit information
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