

UTS'S BUSINESS
MBA

MASTER OF BUSINESS ADMINISTRATION 2012

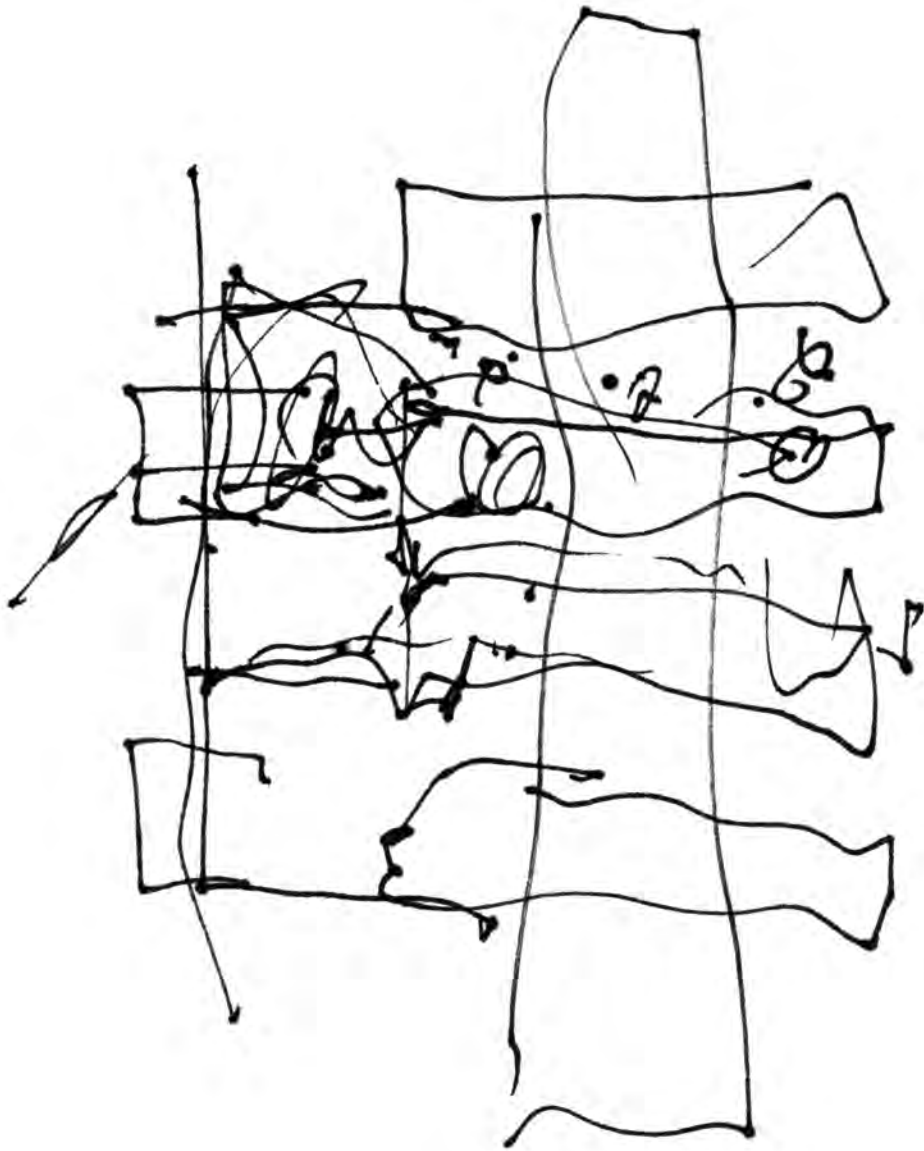
business.uts.edu.au



A space where creativity
is encouraged and all
ideas are welcome.

UTS Business School will soon be home to Sydney's newest iconic building. The Dr Chau Chak Wing Building will be the first building in Australia designed by the visionary Frank Gehry, who conceptualised it as 'a growing, learning organism with many branches of thought.'

It will be unlike any other learning space in the world.



Frank Gehry's concept sketch

UTS AT A GLANCE

30,500 students

26,166 students at the City campus

3601 students at Kuring-gai campus

20,135 undergraduate students

9360 postgraduate coursework students

1026 higher degree research students

2750 staff

UTS Business School snapshot

5370 undergraduate students

4110 postgraduate coursework students

110 higher degree research students

300 academics

UTS Business School student profile

50.24 per cent are male

49.76 per cent are female

78.96 per cent are 25 years of age or older

CONTENTS

Getting started

- 09 Dean's welcome
- 11 Associate Dean's welcome
- 13 Challenge yourself
- 18 Smart and sustainable business
- 21 Global recognition
- 25 Professional memberships
- 26 Our students

Course outline

- 28 Master of Business Administration
- 30 Core subjects
- 32 Majors and sub-majors
- 34 MBA or Executive MBA

The next step

- 36 How to apply, application dates, contact details



WE BELIEVE...

We believe in creating smarter, more sustainable practices for the future.

We believe that creativity is a vital part of any successful business.

We believe that ethics and courage are essential business tools.

We believe our students will not only be future leaders of their industries, but also leaders of their communities.

We believe the future is yours to shape – a compelling opportunity, but also a great responsibility.



Roy gained his doctorate from the University of Cambridge and has worked on innovation policy with governments and business around the world. He led projects for the OECD's National Innovation Systems program and the European Union's Seventh Framework Programme for Research and Technological Development (FP7). Currently, he chairs the Australian Government's Innovative Regions Centre and CSIRO Manufacturing Sector Advisory Council and is a board member of Enterprise Connect and the Australian Research Council (ARC) Centre of Excellence for Creative Industries and Innovation.

THE WORLD HAS CHANGED. THE WAY WE DO BUSINESS MUST CHANGE TOO.

“Our vision at UTS Business School is to advance knowledge with impact through integrative thinking for the next generation leaders of a globalising world.

We recognise emerging themes such as corporate responsibility, ethical decision-making and the need for environmental sustainability in the strategic management and operations of business. We promote a more integrative approach to business education – one which combines specialised knowledge in key discipline areas with broader, boundary-crossing skills, including teamwork, leadership and creativity in organisations.

Whether you pursue a career in a large private sector company, the public sector, a community organisation or through an entrepreneurial venture, your postgraduate program at UTS will provide you with a comprehensive understanding of the changing world in which business and organisations operate, and of the challenges this brings. The business world of the future is yours to shape – a compelling opportunity but also a great responsibility.”

Professor Roy Green
Dean, UTS Business School



THE FUTURE MATTERS



“A strong foundation in conceptual knowledge enables our graduates to approach business issues in flexible ways to meet the uncertain demands of the future. As adaptive thinking is a valuable asset for corporations, we are continually revising our teaching methods and course content to meet industry needs. Employers can thus be assured that UTS Business School graduates will integrate core business knowledge to problem solve in ways that demonstrate a full understanding of not only current issues, but those required to stay ahead in the future.”

Associate Professor Christine Burton **Associate Dean (Postgraduate Programs)**

Christine has extensive academic and industry experience in strategic and cultural planning and public arts project management. Her research focus has been around the impact and evaluation of arts education and public arts projects for both regional and local governments in Great Britain and Australia. Christine was awarded a Teaching and Learning Excellence citation in 2010 for the Executive MBA program and is a core member of the Cosmopolitan Civil Societies Research Centre.



IS IT TIME TO CHALLENGE YOURSELF?

The reasons people choose to do an MBA are as diverse as the MBA experience itself. It may be that you love what you do and are looking to progress or maybe you want to broaden your career opportunities or even change paths completely.

The MBA can help you achieve all those things. The MBA is a highly transportable and globally recognised qualification.

It will change the way you think.



CREATIVITY SHOULD BE AN INTEGRAL PART OF ANY BUSINESS

As the world changes, the way we do business must also change. At UTS, we recognise the need for a more integrative, creative approach to business. That's why our MBA graduates have the skills to move beyond traditional professional boundaries, taking their place as creative thinkers shaping their chosen professions.



WE DON'T JUST IMPART KNOWLEDGE, WE CREATE IT.

UTS Business School is considered a leader in the development of innovative business ideas and practice. Our six key research centres draw together areas of expertise within and across UTS – all of which conduct research of national and international importance.

We are rated 'above world standard'* across a range of research areas including Applied Economics, Accounting, Auditing, Business and Management. Our teaching is supported by a vigorous program of research. We are renowned as an innovator of postgraduate business with successful application of technology to teaching.

*Excellence in Research for Australia (ERA) report



WE DON'T JUST KEEP ABREAST OF CURRENT BUSINESS PRACTICES, WE KEEP AHEAD OF THEM.

Our MBA subjects insist on relevance to the workplace as a key subject design principle. The degree is regularly reviewed to make sure it keeps pace with change and matches content with employer's needs. This contribution from industry representatives keeps our graduates amongst the most employable in the country.

But we do more than simply stay relevant to current needs. We are constantly examining changing global perspectives and adapting our structures and programs as required. That way our students aren't just ready for business today, they are also prepared for the businesses of the future.



STRONG INDUSTRY LINKS

The UTS Business School Advisory Board is one of the keys to our success. UTS Business School is honoured to host an outstanding group of current industry leaders on its Advisory Board. They provide high-level strategic advice and links to key business, industry and government bodies.

SMARTER

UTS Business School has produced successful business leaders for over 25 years.

We offer over 40 postgraduate courses and over 150 postgraduate business (and related) subjects covering the full breadth of the business and professional worlds – including our renowned MBA and Executive MBA programs.

The business sector has become increasingly diverse. That's why our program offerings are so varied and can be designed for specialisation or generalisation, so you can be smarter about how you spend your time with us in order to progress your career aspirations.

UTS postgraduate business students are highly sought after by industry.

MORE SUSTAINABLE

UTS Business School courses are not only relevant for today's businesses but also for the more responsible business models we need to create for the future. Our focused, innovative research supports the corporate sector in adopting environmentally sustainable business practices.

We are a signatory to the United Nations Principles of Management Education (UNPRME). These principles are embedded within our centres, teaching and learning, research and community engagement. We have declared our commitment to local, national and global sustainability with the Australian Technology Network of universities (ATN) – an influential group of five universities who continue to champion the principles of access, equity and sustainability.

Our newly created Chair in Sustainable Enterprise is one of only two in Australia.

PRME Principles for Responsible Management Education





WE'RE ONE OF THE BEST IN THE COUNTRY

Many institutions offer an MBA, but few offer the outstanding experience of a UTS MBA. UTS Business School was ranked in the top 100 for the subjects 'economics' and 'accounting and finance' in the 2011 QS World University Rankings. UTS was awarded Five Stars in the QS Stars system, which recognises excellence in higher education.

AND ONE OF THE BEST IN THE WORLD

Employers want quality business graduates from quality business schools – graduates they know will perform from day one. With accreditation from the Association to Advance Collegiate Schools of Business (AACSB) International, UTS Business School is one of a select number of elite business schools worldwide. AACSB Accreditation represents the highest standard of achievement for business schools worldwide.



A photograph of two women in a classroom or office setting. The woman on the left has dark hair and is wearing a white scarf, looking towards the right. The woman on the right has light brown hair in a bun, is wearing a red top, and is smiling while looking at a laptop screen. The background is blurred, showing other people and a bright, indoor environment.

DESIGN YOUR OWN MBA

The business sector has become increasingly diverse, that's why we offer over 150 discipline based and sector-specific postgraduate subjects.

We know that you are the best judge of your own learning needs, so we enable you to choose half of your MBA subjects from this vast range of electives so you can design your MBA to match your career aspirations.



BUSY LIVES NEED FLEXIBLE COURSES

Evening classes, part-time* and intensive mode study all enable you to tailor your timetable to fit your needs. We also provide high-level after-hours and off campus library and IT support, including 24-hour access to computer labs, to make your study that much easier.

*International students must undertake a full-time load.



AN UNRIVALLED, GLOBAL PEER NETWORK

Our MBA students come from diverse professional and cultural backgrounds, creating an MBA experience enriched with practical and international perspectives. Our MBA also gives you the opportunity to connect with your peers and develop those all-important industry contacts who will become part of your professional business networks.

We also offer international exchange opportunities with a large number of business schools across the USA, Asia, Canada and Europe.

PROFESSIONAL MEMBERSHIPS

Completion of the MBA program may qualify you for membership within Australia's pre-eminent professional organisations. A major in Finance meets the educational components of the criteria for membership at the Certified Finance & Treasury Professional (CFTP) level. Graduates of the MBA program with a major in Professional Accounting are eligible to apply for membership to CPA Australia, IPA and ICAA.

A major in Marketing meets the educational components for membership to CIM. A major in Human Resource Management meets the educational components for membership to AHRI.

PROFILES



SAMAREH BOOYACHI
MBA (Majoring in Management)

Software Ninja at Ninemsn

"I chose UTS partly because it was close to my work but mostly because the curriculum was incredibly appealing. Each subject is a representation of a different function within my business practice and the subjects gave me perspectives on processes and issues that I simply wouldn't have otherwise been exposed to. I have also gained mentors who have been essential for my self-development by providing me with a variety of views and experiences."



BRAD BELCHER
MBA

Intern for the Sustainability Projects Team, Sydney Opera House

"I did not have an undergraduate degree, so UTS allowed me to complete the graduate certificate and graduate diploma as a pathway into the MBA. The course exposed me to lecturers who were inspiring and thought provoking. It taught me the value of critiquing and questioning and not just accepting the status quo. It also taught me the value of networking, which led to my appointment as an intern at the Sydney Opera House which I gained through networking at an industry event."



THERESE PRATT
MBA (Project Management;
Management Consulting and Change)

Zonta Prize for the Woman MBA Graduate of the Year 2010

"I really enjoyed the interactions with the lecturers who facilitated my learning by exposing me to case studies and concepts I was not familiar with. I was impressed by the dedication of the teaching staff and the challenging yet rewarding assignments and case studies, which we were allocated. The MBA definitely helped me secure my first Project Management role. I have noticed that when prospective employers see that I hold an MBA from UTS, they are very interested in speaking to me."

AT THE HEART OF IT ALL

Situated in the heart of the creative industries precinct, yet a stone's throw from the CBD, UTS Business School has its finger on the pulse of both big business and small start-ups. Our central location means we're easy to get to straight from work with the added benefit of being close to Chinatown and Darling Harbour.

BUSINESS ADMINISTRATION

business.uts.edu.au/pg/mba

SARAH NORQUAY

MBA (Professional Accounting Major)

Finance Graduate, Johnson & Johnson

"Aside from its reputation for business, I chose UTS because of the flexibility of the degree including the ability to structure it in part-time/intensive mode around work commitments. But also because the lectures and seminars were interactive, and presented by lecturers who were highly knowledgeable industry professionals.

My studies at UTS helped to develop my technical skills but also a number of very useful soft skills, such as negotiation and communication skills."

Masters

The UTS MBA is offered as a part-time* or full-time program with daytime and evening classes for core subjects.

The MBA is made up of 16 subjects (96cps). Eight are compulsory core subjects (48cps) and eight are electives (48cps).

The electives can be taken as one major (48cps) or two sub-majors (2x24cps), or one sub-major (24cps) plus 24cps of electives from the MBA program.

For a comprehensive list of MBA elective subjects and their descriptions, please visit business.uts.edu.au/pg/mba

Graduate Diploma

Provides a solid foundation in business administration knowledge.

Graduate Certificate

Provides foundation skills used in general management. Students without a degree but with extensive relevant work experience and evidence of a general capacity to undertake tertiary education can apply for entry to this program.

*International students must undertake a full-time load.

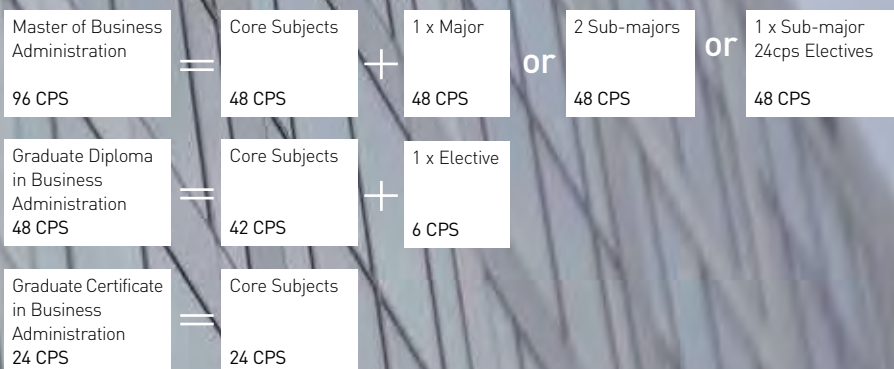
COURSE PROGRAM

	MASTER	GRAD DIP	GRAD CERT
21800 Management and Organisations	x	x	x
21878 Studies in Business Communication	x	x	x
25706 Economics for Management	x	x	x
22747 Accounting for Managerial Decisions	x	x	x
21844 Managing Work and People ¹	x	x	
24734 Marketing Management	x	x	
25742 Financial Management	x	x	
21715 Strategic Management (final core subject)	x		
ELECTIVES (see majors and sub-majors offered in MBA) ²	48cps	6cps	
TOTAL CREDIT POINTS	96cps	48cps	24cps

Footnotes:

1. Students who apply to ICAA, IPA or CPA Australia membership on completion of the Professional Accounting major and have not previously completed an undergraduate or postgraduate law subject by examination, must replace MBA core subject 21844 Managing Work and People with law subject 79708 Contemporary Business Law.
2. For a major or sub-major to be noted on a student's transcript upon graduation, the student must complete at least 75% of the subjects in that major or sub-major at UTS under any approved postgraduate course.

SUBJECT AND CREDIT POINT ACCUMULATION



The subject sequence is indicative only. Students may choose to vary the sequence to suit their needs providing any prerequisite(s) are met.



CORE SUBJECTS

Studies in Business Communication

Explores the uses and implications of different forms and styles of communication for effective leadership, which builds commitment to organisational strategic goals. The impact that technology and other factors, including organisational culture and strategic purpose, have upon notions of effective communication is examined.

Accounting for Managerial Decisions

Covers topics in the two major accounting disciplines – Financial Accounting and Management Accounting. This subject provides students with the necessary accounting skills to develop and use financial information products, which evaluate business operations, and to utilise this data to support management action.

Economics for Management

Explains economic principles, market forces and the role of government in managing the economy. The first half of this subject examines our current economic problems and the models used by government to manage the economy in an international context. In the second half of this subject, the role market demand and supply forces plays on business decisions are considered and analytical capacities are developed in order to evaluate industry's impact on business.

Managing Work and People

Develops your skills to make critically informed and responsible business decisions as they relate to managing people in the workplace. People management practices suited to building sustainability and nurturing intellectual capital, along with theoretical foundations, including the nature of work and its legal and socio-political contexts, will be explored.

Marketing Management

A foundation subject designed to provide a strong grounding in marketing principles required for general management decision-making. Marketing Management develops a sound understanding of the underlying logic of marketing frameworks and their interaction with other management disciplines.



Financial Management

Explores the concepts of time, cash flow and risk and how they are interrelated. Managing cash flow is essential to ensure a secure future, both for the individual and business, which is why Financial Management is important to individuals, governments and organisations including not-for-profit firms.

Management and Organisations

Explores the central concepts, frameworks and theories of management, organisations and ethical practice. Students will develop an appreciation of the key issues and constraints facing organisations as they balance the application of management theories to practical situations. This subject identifies the nature of the political, economic, technological, social and cultural environments within which organisations operate.

Strategic Management

This is an integrative subject that you will take towards the completion of your MBA. It is concerned with top managerial strategy of change in the economic and social environments of business. Case studies addressing real business situations are examined. Topics include strategy formulation, strategy planning, management audits, management of change, social responsibility and corporate effectiveness.



MAJORS AND SUB-MAJORS

Majors (48 credit points)

A major consists of 8 subjects, each 6 credit points.

- > Accounting Information Systems
- > Accounting and Finance
- > Information Technology
- > Business Law
- > Technology Management
- > Finance⁽¹⁾
- > Management
- > Human Resource Management⁽²⁾
- > International Business
- > Marketing⁽³⁾
- > Professional Accounting⁽⁴⁾

Sub-majors (24 credit points)

A sub-major consists of 4 subjects, each 6 credit points

- > Accounting Information Systems
- > Arts Management
- > Information Technology
- > Business Law
- > Community Management
- > Engineering Management
- > Event Management
- > Finance
- > Human Resource Management
- > International Business
- > International Exchange
- > Marketing
- > Marketing Research
- > Management
- > Operations and Supply Chain
- > Project Management
- > Public Relations
- > Sport Management
- > Strategic Management
- > Strategic Marketing
- > Tourism Management
- > Value Creation in Services

Professional Memberships:

⁽¹⁾ MBA with a major in Finance meets the educational components of the criteria for membership for the Financial Services Institute of Australasia (FINSA) and membership at the Certified Finance & Treasury Professional (CFTP) level.

⁽²⁾ MBA with a major in Human Resource Management is eligible to apply for professional membership with the Australian Human Resources Institute (AHRI).

⁽³⁾ MBA with a major in Marketing is accredited with Chartered Institute of Marketing (CIM).

⁽⁴⁾ MBA with a major in Professional Accounting is accredited by the ICAA, IPA and CPA Australia meeting the formal academic requirements for membership.



The Chartered
Institute of Marketing



The Institute of
Chartered Accountants
in Australia



ACCREDITED 2006-2009



Student Profile

EMMA MCLEOD

Executive Master of Business Administration

Founder and Director Stillbirth Foundation Australia

Medal (OAM) of The Order of Australia for her service to community health through the Stillborn Foundation Australia

“The sharing of ideas, the support of others in the course and the learnings from each of our respective workplaces has been invaluable. The collective years of business experience in each lecture room far outweighs what would otherwise be simple academic teaching.

To travel through a course in a cohort model with the same people, has been excellent – these amazing people will remain friends, business advisers and wise confidantes for many years to come.”

MBA OR EXECUTIVE MBA WHICH ONE IS RIGHT FOR YOU?

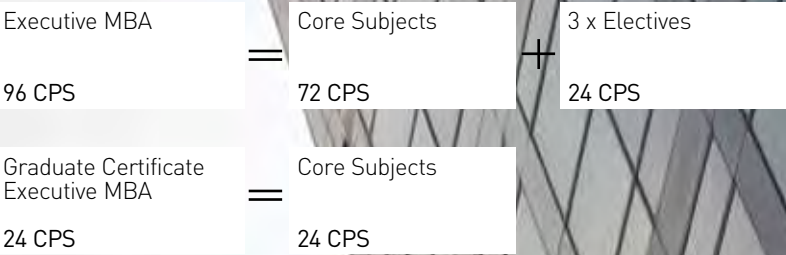
The MBA is a highly transportable and globally recognised qualification. It has a strong foundation in core subjects, which cover a broad spectrum of business areas, along with the flexibility to choose half of your MBA subjects from a vast range of electives. The MBA is two years full-time or four years part-time.

Our Executive MBA focuses on developing a breadth of knowledge across every discipline of business. The cohort teaching experience offers a unique learning environment and a valuable networking opportunity.

It is a flexible two year, highly interactive course which combines current enterprise issues, case studies and knowledge from emerging disciplines to give students a truly global perspective.

EXECUTIVE MBA COURSE PROGRAM		MASTER	GRAD CERT*
27800	Applied Leadership and Strategy	x	x
25841	Decision Making Tools	x	x
21875	Organisational Behaviour in Practice	x	x
22814	Accounting Information for Managers	x	x
25845	Managerial Economics	x	
21874	Corporate Governance and Sustainability	x	
25846	Managerial Finance	x	
24800	Managerial Marketing	x	
21873	Global Business Strategies	x	
SELECT 3 SUBJECTS FROM THE FOLLOWING:		x	
21872	Organisational Analysis		
21869	Innovation and Entrepreneurship		
21870	Strategic Human Resource Management		
21871	Operations and Value Chain Strategy		
22816	Financial Analysis and Business Valuations		
22815	Business Decisions and Models		
24808	Advanced Marketing Strategies		
24807	Marketing Strategy in Practice		
25844	Managerial Corporate Finance		
26800	International Business Consulting		
TOTAL CREDIT POINTS		96cps	24cps

SUBJECT AND CREDIT POINT ACCUMULATION



THE NEXT STEP

The academic year

The academic year is divided up into two main semesters – Autumn (February to June) and Spring semester (July to November). Summer School (December to February) is only available for current students.

Applications

Applications for the Master of Business Administration may be submitted at anytime throughout the year but should be received at least four weeks prior to the start of semester.

For more information please visit:
business.uts.edu.au/pg/apply

MBA admission requirements

A UTS recognised degree plus one of the following:

> GPA of at least 2.75 out of 4.0 of which 90% of all subjects are completed at a minimum pass level

OR

> GMAT overall score of 550; minimum scores of verbal 25, quantitative 35 and AWA 4.0m

OR

> 4 years full-time relevant work experience. Students can also articulate into the MBA via a UTS recognised Graduate Certificate or Graduate Diploma (with a 65% credit average).

Completion time

Normally two years full-time or four years part-time. Completion time may be accelerated by undertaking intensive mode subjects in Summer School. Note: VISA conditions require international students to enrol in a full-time course.

English language requirements

Students whose prior education was not conducted in English are required to meet one of the following minimum English language requirements.

> IELTS score of 6.5 overall with 6.0 in writing

OR

> TOEFL (paper-based) score of 575 with TWE 4.5

OR

> TOEFL (internet-based) score of 90 overall with a writing score of 21

OR

> PTE (Academic) score of 64

OR

> Successful completion of the Insearch UTS Direct Entry English Program (DEEP) with a C score.

Credit recognition

Credit recognition may be granted on the basis of the successful completion of equivalent subjects from either recent undergraduate or postgraduate studies. Conditions apply. Students should refer to business.uts.edu.au/pg/student/cr

Fees

For full information on fees please visit: business.uts.edu.au/pg/courses/fees

Local student enquiries

Enquiries can be made by writing to:
Haymarket Student Centre
University of Technology, Sydney
PO Box 123
Broadway NSW 2007

Email: business@uts.edu.au

Web: business.uts.edu.au/pg

Or visit:

Haymarket Student Centre
Level 5, Building B, 1-59 Quay Street
Haymarket

Tel: 1300 ASK UTS (1300 275 887)

International student enquiries

Freecall within Australia: 1800 774 816

Tel outside Australia: +61 3 9627 4816

Email: international@uts.edu.au

Web: uts.edu.au/international

Or write to:

UTS International
PO Box 123
Broadway NSW 2007, Australia

Visit us in Sydney:

Level 3A, UTS Tower Building
Broadway NSW 2007 Australia

Please note:

International students need to be aware of all DIAC regulations.

For details visit: immi.gov.au

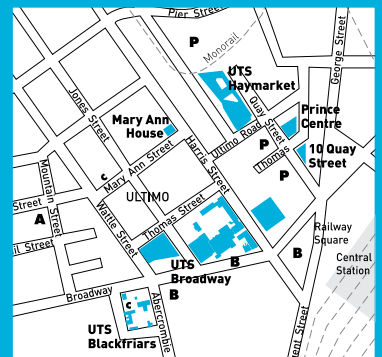
CRICOS codes

Master of Business Administration (C04018) CRICOS code: 025004A

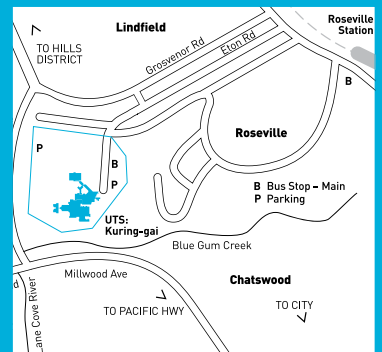
Graduate Diploma Business Administration (C06009)
CRICOS code: 001102G

Graduate Certificate Business Administration (C11008)
CRICOS code: 018156K

You'll be happy to know that this guide has been printed on environmentally friendly paper.



City campus



Kuring-gai campus

Disclaimer: The information in this brochure is correct as of October 2011. Changes in circumstances after this date may alter the accuracy or currency of the information. UTS reserves the right to alter any matter described in this brochure without notice. Readers are responsible for verifying information that pertains to them by contacting the University.



“I want this to be special.”

Frank Gehry





business.uts.edu.au