



Agent Training Guide: Postgraduate Coursework Programs

Never Stand Still

Business School



UNSW AUSTRALIA RANKINGS



TOP WORLD RANKING

UNSW is ranked 46th in the 2015 QS World University Rankings.



TOP CHOICE UNSW

graduates are the most hired by LinkedIn's top 30 most in-demand employers in 2015.



MORE ENTREPRENEURS

UNSW has produced more technology entrepreneurs in the past 15 years than any other Australian university (CrunchBase 2013).



MORE MILLIONAIRES

UNSW boasts the largest number of millionaire alumni than any other Australian university (Spear's WealthInsight 2014).



UNSW BUSINESS SCHOOL RANKINGS



TOP SUBJECT RANKINGS

- Ranked 13th for Accounting and Finance
- Ranked 24th for Business and Management
- Ranked 35th for Information Systems
- Ranked 38th for Economics and Econometrics

(2016 QS World University Rankings by Subjects)



TOP MBA

Ranked in the top 100 for our AGSM MBA (full-time) program (UK Financial Times 2007-2016).



TOP RESEARCH

Ranked above world standard in all our business disciplines (Australian Government Excellence in Research for Australia 2015).

PRME

 **AACSB**
INTERNATIONAL

 **EFMD**
EQUIS
ACCREDITED

WHO CAN ASSIST YOU?

STUDENT RECRUITMENT

UNSW Business School
Phone: +61 2 9385 3507
Email: studybusiness@unsw.edu.au

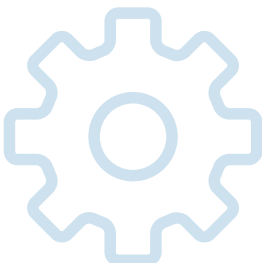
Our Student Recruitment team can help you counsel your students in choosing the program that is right for them.

UNSW ADMISSIONS

UNSW Australia
Phone: +61 9385 3656
Online enquiry form: www.enquiry.unsw.edu.au

Contact UNSW Admissions when you have lodged an application and you want to:

- Follow up on an application
- Request for transfer credits
- Request for a program change
- Ask other admissions-related questions



GOOD MINDS ASK WHY. GREAT MINDS ASK WHY NOT?

DEAR VALUED UNSW RECRUITMENT PARTNER, UNSW BUSINESS SCHOOL VALUES THE RELATIONSHIP WE HAVE WITH YOU, AND WOULD LIKE TO THANK YOU FOR YOUR CONTINUED SUPPORT IN HELPING US RECRUIT QUALITY STUDENTS INTO OUR BUSINESS SCHOOL.

We understand that you require an incredible amount of knowledge when providing advice and guidance to potential applicants, but are time-poor for any formal training.

As such, we've designed this simple guide to give you a snapshot and some quick facts about the Business School. We hope that the information and tips provided will help you assess and recommend the right program to potential applicants wanting to study at UNSW Business School.

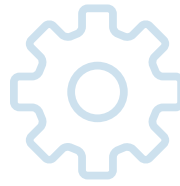
Regards,

Student Recruitment

UNSW Australia Business School

WE LOOK FORWARD TO
WORKING WITH YOU

RECOMMENDING THE RIGHT PROGRAM



OUR POSTGRADUATE COURSEWORK PROGRAMS
ARE DESIGNED TO SUIT DIFFERENT CAREER INTERESTS
AND GOALS.

HELP FIND THE RIGHT PROGRAM FOR YOUR STUDENTS.



Identify student's career aspirations and personal goals



Assess student's academic and/or professional background



Recommend the right program(s) to the student



STUDY OPTIONS

Non-business graduate

AVAILABLE TO NON-BUSINESS GRADUATES LOOKING TO
GAIN A POSTGRADUATE DEGREE IN BUSINESS:





STUDY OPTIONS

Business graduate

AVAILABLE TO BUSINESS GRADUATES WANTING
TO STUDY A DIFFERENT BUSINESS AREA:



* This program focuses on meeting Australian Industry requirements

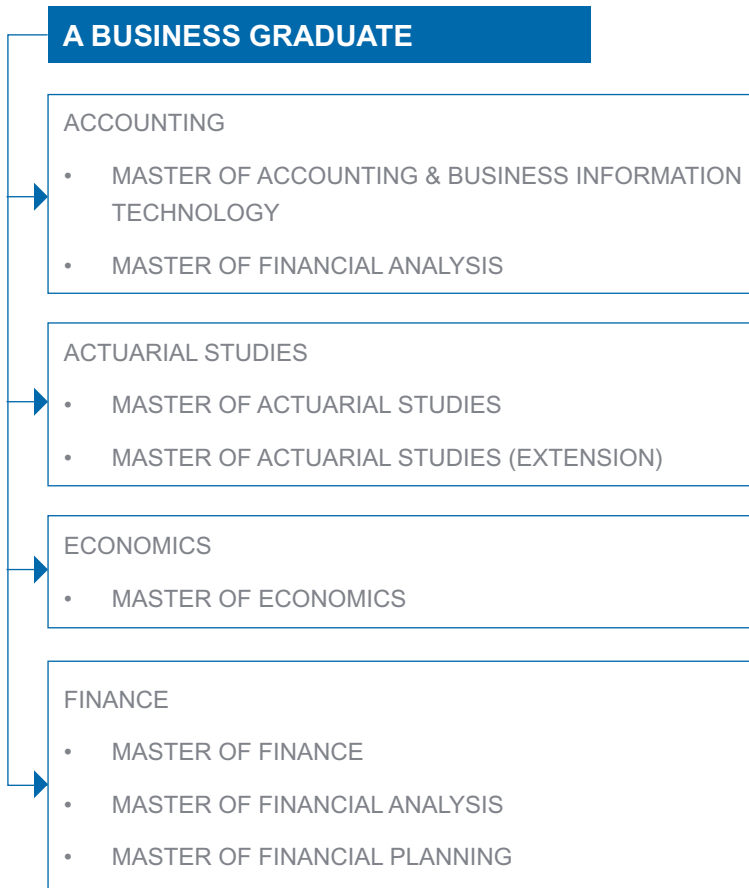


STUDY OPTIONS

Business graduate

AVAILABLE TO BUSINESS GRADUATES WANTING FURTHER STUDIES IN A SPECIFIC BUSINESS AREA:

Note: previous knowledge required



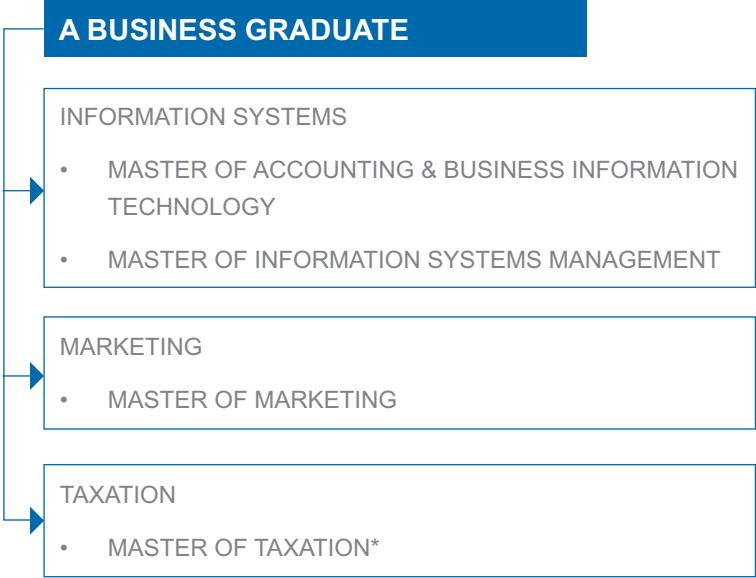


STUDY OPTIONS

Business graduate

AVAILABLE TO BUSINESS GRADUATES WANTING FURTHER STUDIES IN A SPECIFIC BUSINESS AREA:

Note: previous knowledge required



*This program focusses on meeting Australian Industry requirements

TIPS TO ASSESSING POSTGRADUATE COURSEWORK PROGRAMS





**1.5 years
full time**

MASTER OF Accounting & Business Information Technology

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE COMBINING STUDIES IN ACCOUNTING AND INFORMATION SYSTEMS (IS) TO DEVELOP TECHNICAL SKILLS TO MANAGE THE ACCOUNTING SYSTEMS USED BY BUSINESSES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher);

AND

- ✓ A major (at least 7 courses) in Accounting within the Bachelor degree;

OR

- ✓ A major (at least 7 courses) in Information Systems within the Bachelor degree

OR

- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Business with a CREDIT average (65% or higher).

TIPS

- Ideal for accounting graduates seeking IS knowledge
- Ideal for IS graduates seeking accounting knowledge

TRANSFER CREDITS

Up to 4 courses may be awarded based on previous studies in accounting or information systems, thereby reducing the program to 1 year (credit assessed and awarded upon application)

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Financial Analysis
- Master of Commerce





1.5 years
full time

MASTER OF Actuarial Studies

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN ACTUARIAL STUDIES RECOGNISED BY
ACTUARIAL PROFESSIONAL BODIES IN AUSTRALIA, UK AND US.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher);

AND

- ✓ A major (at least 7 courses) in Actuarial Studies within the Bachelor degree.

TIPS

- Ideal for actuarial graduates seeking to complete any remaining Part I subjects as well as Part II subjects required by Actuaries Institutes (Australia)
- Non-actuarial graduates should consider the Actuarial Studies (Extension) program

TRANSFER CREDITS

- Up to 4 courses may be awarded based on previous studies in actuarial studies
- Apply for transfer credits to reduce program to 1 year





**2 years
full time**

MASTER OF Actuarial Studies (Extension)

Available: Semester 1 (Feb)

A SPECIALIST DEGREE IN ACTUARIAL STUDIES RECOGNISED BY ACTUARIAL PROFESSIONAL BODIES IN AUSTRALIA, UK AND US. THIS EXTENDED PROGRAM ALLOWS ADVANCED STUDY IN ACTUARIAL AND RISK MANAGEMENT COURSES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher);

AND

- ✓ A major (at least 7 courses) in Econometrics within the Bachelor degree;

OR

- ✓ A major (at least 7 courses) in Mathematics or Statistics within the Bachelor degree.

TIPS

- Ideal for non-actuarial graduates seeking to complete Part I and Part II subjects required by Actuaries Institutes (Australia)
- Non-actuarial graduates should apply to start in Semester 1 (Feb) due to course offerings





**1.5 years
full time**

MASTER OF Commerce

Available: Semester 1 (Feb); Semester 2 (July)

A HIGHLY REGARDED BUSINESS DEGREE WITH A LARGE CHOICE OF SPECIALISATIONS TO SUIT VARIOUS CAREER ASPIRATIONS AND PERSONAL GOALS.

ENTRY REQUIREMENTS CHECKLIST

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher).

TIPS

- Ideal for business graduates wanting to study a different business area within a shorter duration (with transfer credits awarded)
- Ideal for non-business graduates seeking a postgraduate degree in business
- Graduates seeking a 2-year study program should consider the Commerce (Extension) program

TRANSFER CREDITS

- Up to 4 courses may be awarded based on previous studies in business or commerce
- Apply for transfer credits to reduce program to 1 year





**2 years
full time**

MASTER OF Commerce (Extension)

Available: Semester 1 (Feb); Semester 2 (July)

A HIGHLY REGARDED BUSINESS DEGREE WITH A LARGE CHOICE OF SPECIALISATIONS TO SUIT VARIOUS CAREER ASPIRATIONS AND PERSONAL GOALS. THIS EXTENDED PROGRAM HELPS TO DEVELOP DEPTH OR BREADTH OF KNOWLEDGE IN BUSINESS.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher).

TIPS

- Ideal for non-business graduates seeking a postgraduate degree in business
- Ideal for business graduates wanting to study a different business area
- Ideal for graduates seeking a 2-year study program in business





1 year
full time

MASTER OF Economics

Available: Semester 1 (Feb)

A SPECIALIST DEGREE IN ECONOMICS PROVIDING ADVANCED LEVEL ECONOMICS TRAINING, WITH THE OPPORTUNITY TO PURSUE A PHD PROGRAM IN ECONOMICS.

ENTRY REQUIREMENTS CHECKLIST

Applicants need to have:

- ✓ A recognised Bachelor degree (or equivalent) with a high CREDIT average (70% or higher); AND
 - ✓ A major (at least 7 courses) in Economics within the Bachelor degree;
AND
 - ✓ Upper-level Economics courses with a high CREDIT average (70% or higher).
- OR
- ✓ A recognised Honours degree (with a research thesis) in Economics with a Second Upper Class (2.1) or better.

TIPS

- Ideal for economics graduates seeking advanced level knowledge in economics and research methods
- Strict entry requirements, with no alternative pathways for non-economics graduates





**1 year
full time**

MASTER OF Finance

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN FINANCE FOCUSING ON ADVANCED LEVEL FINANCE TRAINING, WITH THE OPPORTUNITY TO SPECIALISE IN CORPORATE FINANCE, FUNDS MANAGEMENT, INTERNATIONAL FINANCE OR INVESTMENT BANKING.

ENTRY REQUIREMENTS CHECKLIST

Applicants need to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher); AND
 - ✓ A major (at least 7 courses) in Finance within the Bachelor degree;
- AND
- ✓ A CREDIT average (65% or higher) within the Finance major.

TIPS

- Ideal for finance graduates seeking advanced level knowledge in finance

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Commerce
- Master of Financial Analysis





1 year
full time

MASTER OF Financial Analysis

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE COMBINING ACCOUNTING AND FINANCE,
DESIGNED FOR FUTURE CA, CPA OR CFA PROFESSIONALS.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher); AND
 - ✓ A major (at least 7 courses) in Accounting within the Bachelor degree;
- OR
- ✓ A major (at least 7 courses) in Finance within the Bachelor degree

TIPS

- Ideal for accounting graduates seeking finance knowledge
- Ideal for finance graduates seeking accounting knowledge
- LESS SUITABLE FOR GRADUATES MAJORING IN BOTH ACCOUNTING AND FINANCE DUE TO REPEAT LEARNING

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Accounting & Business Information Technology
- Master of Commerce
- Master of Finance
- Master of Financial Planning





**1.5 years
full time**

MASTER OF Financial Planning

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN FINANCIAL PLANNING THAT PROVIDES THE ESSENTIAL KNOWLEDGE AND SKILLS FOR A FINANCIAL PLANNER OR ADVISOR CAREER IN AUSTRALIA.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Finance with a CREDIT average (65% or higher).

OR

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher); AND
- ✓ At least 2 years (full-time) relevant work experience.

TIPS

- This program is suitable for applicants seeking professional accreditation with the Financial Planning Association (FPA)

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Finance
- Master of Financial Analysis
- Master of Commerce
- Master of Taxation





1.5 years
full time

MASTER OF Information Systems Management

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN INFORMATION SYSTEMS RECOGNISED BY AUSTRALIAN COMPUTER SOCIETY, PREPARING GRADUATES FOR PROFESSIONAL PRACTICE IN THE INFORMATION AND COMMUNICATIONS TECHNOLOGY (ICT) INDUSTRY.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher); AND
- ✓ A major (at least 7 courses) in Information Systems (or related discipline) within the Bachelor degree; AND
- ✓ At least 2 years (full-time) relevant work experience.

OR

- ✓ A recognised Honours degree (with a research thesis) in Information Systems with a Second Upper Class (2.1) or better.

OR

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher); AND
- ✓ At least 1 year (full-time) relevant work experience.

TIPS

- Ideal for IS/IT professionals seeking further or advanced level knowledge in information systems
- Ideal for IS/IT professionals seeking senior roles in the ICT industry

TRANSFER CREDITS

- Up to 4 courses may be awarded based on previous studies and/or work experience in information systems, thereby reducing the program to 1 year (credits will be assessed by Admissions when application received)



**2 years
full time**

MASTER OF International Business

Available: Semester 1 (Feb); Semester 2 (July)

A MULTI-DISCIPLINARY BUSINESS DEGREE WITH A STRONG FOCUS IN INTERNATIONAL BUSINESS FOR SUCCESSFUL GLOBAL BUSINESS CAREERS.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher).

TIPS

- Ideal for non-business graduates seeking a degree in international business
- Ideal for graduates seeking a career with a multinational company, government agency, trade commissions or organisations with global business connections
- Ideal for graduates seeking a 2-year study program in business
- Graduates seeking a shorter program in International Business should consider the Commerce program

TRANSFER CREDITS

- Up to 4 courses may be awarded based on previous business studies, thereby reducing the program to 1 year. (request for credits to be assessed when applying)

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Commerce (International Business)





1.5 years
full time

MASTER OF Marketing

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN MARKETING DESIGNED FOR THOSE
SEEKING SENIOR MARKETING ROLES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Business with a CREDIT average (65% or higher); AND
- ✓ At least 2 years (full-time) relevant work experience; AND demonstrated competency in business statistics. OR
- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher); AND
- ✓ At least 5 years (full-time) relevant work experience; AND demonstrated competency in business statistics and evidence of formal marketing training. OR
- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Business with a CREDIT average (65% or higher); AND
- ✓ A major (at least 7 courses) in Marketing (or related discipline) within the Bachelor degree; AND
- ✓ At least 1 year (full-time) relevant work experience.

TIPS

- Ideal for graduates with relevant studies and work experience seeking further knowledge and skills in contemporary marketing
- Ideal for marketing professionals to update or upgrade their existing skills and knowledge
- Graduates not meeting the entry requirements might want to consider the Commerce program

TRANSFER CREDITS

- Up to 4 courses may be awarded based on previous studies and work experience in marketing, thereby reducing the program to 1 year

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Commerce (Marketing)



**1.5 years
full time**

MASTER OF Professional Accounting

Available: Semester 1 (Feb); Semester 2 (July)

A PROFESSIONAL DEGREE WITH A STRONG FOCUS IN ACCOUNTING, PROVIDING A PATHWAY TO BECOMING A CERTIFIED ACCOUNTANT.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher).

TIPS

- Ideal for business graduates wanting to change their career focus to accounting
- Ideal for non-business graduates seeking careers in accounting
- Not suitable for accounting graduates due to repeat learning
- Graduates seeking a 2-year study program should consider the Professional Accounting (Extension) program

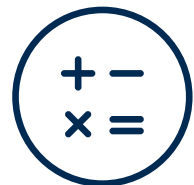
TRANSFER CREDITS

- Up to 4 courses may be awarded based on previous studies in accounting or commerce
- Apply for transfer credits to reduce program to 1 year

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Accounting & Business Information Technology
- Master of Commerce
- Master of Financial Analysis





**2 years
full time**

MASTER OF Professional Accounting (Extension)

Available: Semester 1 (Feb); Semester 2 (July)

A PROFESSIONAL DEGREE WITH A STRONG FOCUS IN ACCOUNTING, PROVIDING A PATHWAY TO BECOMING A CERTIFIED ACCOUNTANT. THIS EXTENDED PROGRAM HELPS DEVELOP DEPTH IN ACCOUNTING WITH 4 ADDITIONAL COURSES.

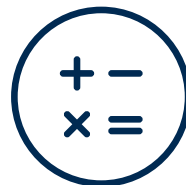
ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher).

TIPS

- Ideal for business graduates wanting to change their career focus to accounting
- Ideal for non-business graduates seeking careers in accounting
- Not suitable for accounting graduates due to repeat learning
- Ideal for graduates seeking a 2-year study program in accounting





**1 year
full time**

MASTER OF Taxation

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN TAXATION, PROVIDING TAX ADVISORS WITH A SOLID GROUNDING IN TAXATION AND COMPLIANCE REQUIREMENTS TO BETTER SUPPORT THEIR CLIENTS WITHIN AUSTRALIA.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) in Taxation, Law or Commerce with a CREDIT average (65% or higher).

TIPS

- Ideal for practising tax advisors looking to acquire or update their knowledge in taxation and the Australian tax system

SPECIALISATIONS AVAILABLE:

Applied Taxation; International Taxation; Revenue Administration; Taxation; and Taxation and Financial Planning.



UNSW ENGLISH LANGUAGE REQUIREMENTS



THE UNSW ENGLISH LANGUAGE REQUIREMENTS ALSO APPLY
TO OUR POSTGRADUATE COURSEWORK PROGRAMS:

<https://www.unsw.edu.au/english-requirements-policy>

For IELTS Academic:

6.5 overall (with a minimum of 6.0 in each sub-test)

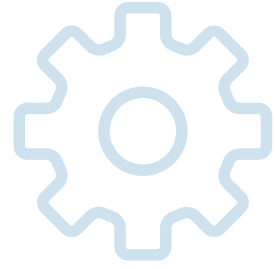
For TOEFL (iBT):

90 overall (with a minimum of 23 in writing, and 22 in reading, listening and speaking)

For Pearson Test of English (PTB) Academic

64 overall (with a minimum of 54 in each subtest)

Please visit the UNSW English Language requirements website
for more information.



USING THE POSTGRADUATE COURSEWORK CALCULATOR

USE THE POSTGRADUATE COURSEWORK CALCULATOR TO DETERMINE IF YOUR STUDENTS MEET THE MINIMUM ACADEMIC REQUIREMENTS:

<http://www.admissions.unsw.edu.au/PGCalculators/index.php>

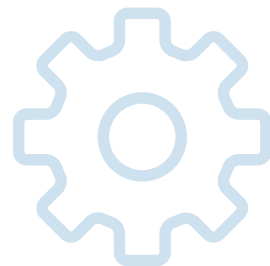
NOTES

1. For graduates from an overseas university, the minimum academic requirement is the equivalent of a CREDIT average (65%) from an Australian university.
2. For a 211 China university graduate, the minimum average mark considered is 72 which is equivalent to a 65% scaled average using the calculator.
3. For a non-211 China university graduate, the minimum average mark considered is 88 which is equivalent to a 85% scaled average using the calculator.

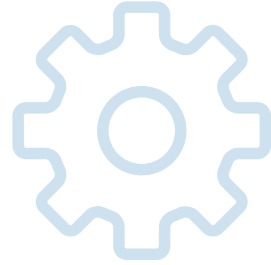
BEFORE YOU LODGE AN ONLINE APPLICATION

THE MORE YOU KNOW ABOUT YOUR STUDENTS, THE MORE YOU CAN ASSIST THEM IN CHOOSING A PROGRAM THAT BEST FITS THEIR CAREER ASPIRATIONS. HERE ARE SOME TIPS TO HELP YOU PRE-ASSESS YOUR STUDENTS BEFORE LODGING AN ONLINE APPLICATION:

- ✓ Has your student visited our website and identified the program they might be interested in?
- ✓ Does the chosen program match your student's career aspirations?
- ✓ Does your student meet the entry requirements of the program?
- ✓ Does your student meet the UNSW English Language requirements?
- ✓ Does your student want to apply for transfer credits (if eligible)?
Note that transfer credits will reduce the program duration.
- ✓ Does your student have the required documentation for the application?



USEFUL WEBSITES



UNSW BUSINESS SCHOOL WEBSITES

Programs and Courses

Everything you need to know about our business program:

<https://www.business.unsw.edu.au/programs-courses>

Student Support and Resources

Various support services available to our business students:

<https://www.business.unsw.edu.au/students/resources>

Global opportunities

Overseas exchange and global opportunities available:

<https://www.business.unsw.edu.au/students/student-experience/global-opportunities>

UNSW WEBSITES

UNSW Housing

For on-campus and off-campus accommodation options:

www.housing.unsw.edu.au

UNSW Careers and Employment

For career support services, internships, and careers events:

www.careers.unsw.edu.au

UNSW Online Handbook

For detailed program information:

www.handbook.unsw.edu.au

UNSW Scholarships

For scholarships available:

www.scholarships.unsw.edu.au





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CRICOS Provider Code: 00098G