

# POSTGRADUATE BUSINESS AND LAW

## 2014

Melbourne | Geelong | Warrnambool | Off campus

ACCOUNTING

ARTS AND ENTERTAINMENT MANAGEMENT

BUSINESS ADMINISTRATION AND MBA

BUSINESS ANALYTICS

COMMERCE

FINANCIAL PLANNING

HUMAN RESOURCE MANAGEMENT

INFORMATION SYSTEMS

INSURANCE AND RISK MANAGEMENT

INTERNATIONAL BUSINESS

INTERNATIONAL FINANCE

LEADERSHIP

MARKETING

PERSONAL INJURY  
MANAGEMENT

PROPERTY

RESEARCH DEGREES

RETAIL MANAGEMENT

SPORT MANAGEMENT



**KARIN KLAU**

Master of Commerce, page 31.

# EXPLORE THE WORLD OF BUSINESS AND LAW AT DEAKIN



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

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

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

The Deakin Master of Business Administration (MBA) has a strong market reputation and continues to be highly regarded both nationally and internationally. Recently, the Deakin MBA was internationally recognised with EPAS accreditation by the European Foundation for Management Development (EFMD). The Deakin MBA is one of only three accredited programs in Australia.

Our MBA and MBA (International) have a 5-star rating for standard and value, from the Graduate Management Association of Australia.

More recently, the Deakin MBA achieved a five-star QS rating in Facilities, Internationalization and Diversity, Teaching and Student Quality, Engagement, and Specialist Strength. More information on our MBA accreditation can be found on page 24.

I look forward to welcoming you to Deakin University, and a world of professional development through our suite of recognised postgraduate courses.

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

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

Deakin University is proud to have been awarded a QS five-star rating for excellence in 2013.

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

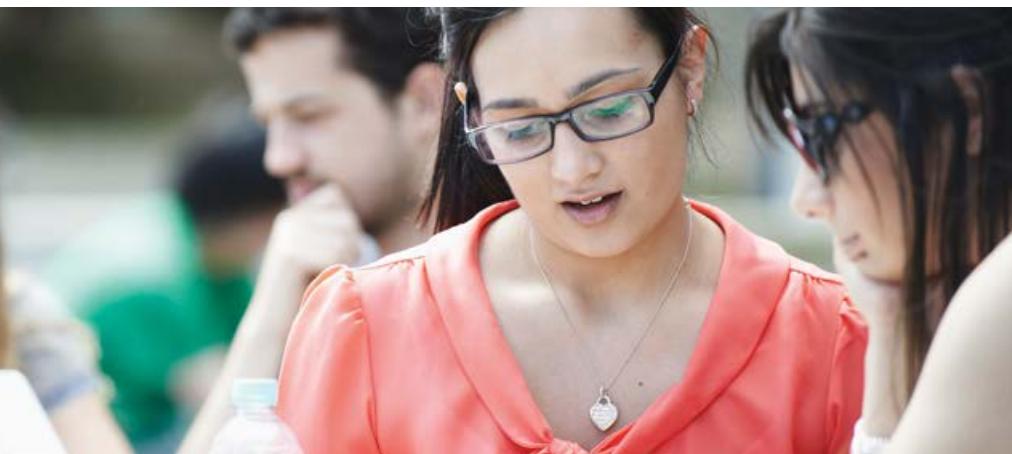
QS provides a holistic view of a university's qualities, by rating universities against a broad range of criteria, from the employability of graduates, to sports facilities and community engagement.

Find out more about our QS five-star rating for excellence at [www.topuniversities.com/qs-stars](http://www.topuniversities.com/qs-stars).



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### Using this booklet

This booklet provides you with detailed information about Deakin's postgraduate courses in business and law (for domestic students), including course overviews, course structures and career opportunities.

It is designed to be read in conjunction with the *2014 Postgraduate Course Guide*, which gives an overview of Deakin's postgraduate courses, detailed information about types of postgraduate study, how to apply, our campuses, student support services and study options, such as part time and off campus.

Detailed unit descriptions can be found online at [deakin.edu.au/courses](http://deakin.edu.au/courses).

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

### Applying to Deakin is easy

Once you have chosen the course you want to study, applying to study at Deakin is easy. You can apply online, track the progress of your application and accept your offer at [deakin.edu.au/apply](http://deakin.edu.au/apply). For application closing dates, please refer to page 81 or visit [deakin.edu.au/study-at-deakin/apply](http://deakin.edu.au/study-at-deakin/apply).

### Find out more

If you need more information, please phone 1300 DEGREE (1300 334 733), email [enquire@deakin.edu.au](mailto:enquire@deakin.edu.au) or visit [deakin.edu.au](http://deakin.edu.au).

You can also connect with us on social media, order other publications or visit us on campus. Turn to page 80 for more information.

# BUSINESS AND LAW STUDY AREAS

Deakin's postgraduate courses in the Faculty of Business and Law cover a range of study areas, including accounting, arts and entertainment management, MBA, financial planning, finance, human resource management, international business, international finance, law, leadership, property and real estate, and sport management. Within these study areas, courses are offered at graduate certificate, graduate diploma and master's levels, as well as research degrees.



## INTERNATIONAL ACCREDITATION FOR OUR MBA

Deakin's MBA is now internationally recognised and EPAS accredited by the European Foundation for Management Development (EFMD). EPAS is an international quality benchmark for business programs worldwide. The Deakin MBA is one of only three accredited programs in Australia.



### Accounting

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

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

See page 12.

### Arts and entertainment management

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

Our courses are structured within the framework of a business education, emphasising management, marketing and finance, with a series of industry-specific projects ideal for those working in the cultural industry.

See page 16.

### Business administration

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

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

See page 18.



## **Business analytics**

Business analytics is an integrated discipline that brings together the skills, knowledge and technological tools of information management, statistics, data-mining and management science.

Deakin's Master of Business Analytics is a collaborative education program with industry. The course provides business analytics professionals with a broad skill set that enables them to develop analytics-based solutions for business. Developed in partnership with industry, the course has a strong practical focus, including practice modules, and is delivered by business analytics professionals.

Students are introduced to a range of internationally recognised business intelligence and analytics tools. You will also have access to analytics certification programs by market leaders IBM, SAS and Microsoft.

The demand for decision-makers who understand the value-add of analytics has increased dramatically. This demand will continue to grow across the globe and qualifications in business analytics are highly sought after.

See page 29.

## **Commerce**

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

See page 30.

## **Financial planning**

Deakin's financial planning courses are professionally oriented and are aimed at those aspiring to join the financial planning industry, as well as those currently employed in the industry. Our financial planning courses are recognised for entry into the Financial Planning Association of Australia's Certified Financial Planner (CFP) Program.

Deakin's postgraduate financial planning units are recognised by the Australian Securities and Investment Commission as meeting the training requirements as specified under RG146. The graduate certificate and graduate diploma are pathways into the Master of Financial Planning.

See page 33.

## **Human resource management**

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

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

See page 34.

## **Information systems**

Technological advances of recent times have revolutionised the way we do business. The discipline of information systems (IS) focuses on the capture, use and dissemination of information. IS professionals work in the intersect between IT and business and are highly sought after.

Deakin's IS courses offer specialist, advanced studies in the business-oriented principles and practices of IS and give students the opportunity to specialise in a number of highly sought after areas. The courses integrate IS studies with relevant, complementary studies in business.

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

See page 36.

## **Insurance and risk management**

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

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

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> Continued on next page ...

# BUSINESS AND LAW STUDY AREAS

## International business

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

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

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

See page 40.

## International finance

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

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

See page 42.

## Leadership

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

The course is designed with the learning needs of mid-career adults in mind. There is a heavy emphasis on learning from experience, through work-based projects and through intensive residential courses that provide a 'hot-house' learning environment.

The course embraces a variety of approaches to teaching and learning, ranging from instructive (lectures, course notes, formal assessment, etc.) to experiential (intensive residential units) and includes study and reflection on personal challenges, for example, in an outdoor 'adventure' program in the Audacious Leadership unit.

See page 44.

## Marketing

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

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

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

See page 46.

## Personal injury management

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

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

The personal injury management courses are administered by DeakinPrime, the University's corporate education arm. For more information, please phone 03 9918 9106 or email [pimhelpdesk@deakinprime.com](mailto:pimhelpdesk@deakinprime.com).

See page 48.

## Property

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

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

See page 52.

## Retail management

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

See page 53.

## Sport management

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

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

See page 54.



For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# WHY CHOOSE DEAKIN?

## Our courses are flexible

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

## We offer flexible timing: the trimester system

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

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

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

## Study support

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

## Learning via the cloud

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

Online learning includes:

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

## Our courses have industry input

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

## You can go on study tours

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

## There are many pathways

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

What in the world is 'worldly'?

Visit [deakin.yt/what-is-worldly](http://deakin.yt/what-is-worldly) to find out.



### You may receive credit transfer and recognition

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

### We value your experience

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

### We offer a range of scholarships

Deakin offers a variety of scholarships to help support you financially during your studies. General information about scholarships at Deakin is available at [deakin.edu.au/scholarships](http://deakin.edu.au/scholarships). Further detail on scholarships for students enrolling in postgraduate research degrees at Deakin is available at [deakin.edu.au/research/admin/scholarships](http://deakin.edu.au/research/admin/scholarships).

As a Deakin student, you will learn in a friendly and supportive environment.

### BENEFITS OF POSTGRADUATE STUDY

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



# BUSINESS AND LAW

# POSTGRADUATE

# COURSEWORK

# DEGREES

	Years full time and campus	Trimester intake options <sup>2</sup>	Indicative 2013 annual fee FT <sup>1</sup>	Page
<b>ACCOUNTING</b>				
Graduate Certificate of Professional Accounting   M506	0.5 B X	T1 T2 T3 <sup>3</sup>	\$11 365	14
Graduate Diploma of Professional Accounting   M696	1 B X	T1 T2 T3 <sup>3</sup>	\$22 280	13
Master of Professional Accounting   M720	1.5 B X	T1 T2 T3 <sup>3</sup>	\$22 440	12
Graduate Certificate of Chartered Accounting Foundations   M537	1PT X	T1 T2 T3	\$11 305	14
<b>ARTS AND ENTERTAINMENT MANAGEMENT</b>				
Graduate Certificate of Arts and Entertainment Management   M519	0.5 X (FT, T1 only)	T1 T2	\$11 130	17
Master of Arts and Entertainment Management   M735	1 X	T1 T2	\$21 960	17
<b>BUSINESS ADMINISTRATION</b>				
Graduate Certificate of Business Administration   M501	0.5 B X	T1 T2 T3	\$11 105	22
Graduate Diploma of Business Administration   M601	1 B X	T1 T2 T3	\$22 070	22
Master of Business Administration   M701	1.5 B X	T1 T2 T3	\$22 210	19
Graduate Certificate of Business Administration (International)   M531	0.5 B X	T1 T2 T3	\$11 110	27
Graduate Diploma of Business Administration (International)   M631	1 B X	T1 T2 T3	\$22 090	27
Master of Business Administration (International)   M731	1.5 B X	T1 T2 T3	\$22 230	24
Doctor of Business Administration   M901	3 B X	T1 T2 T3	\$22 220	23
Graduate Certificate of Corporate Management   M507	0.5 B X	T1 T2 T3	\$11 110	28
Graduate Diploma of Management   M607	1 B X	T1 T2 T3	\$22 220	28



<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input checked="" type="checkbox"/>	Geelong Waterfront Campus
<input checked="" type="checkbox"/>	Geelong Waurn Ponds Campus
<input checked="" type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

**CSP** Commonwealth Supported Place

**FPP** Fee Paying Place

**T1** Trimester 1

**T2** Trimester 2

**T3** Trimester 3

	Years full time and campus	Trimester intake options <sup>2</sup>	Indicative 2013 annual fee FT <sup>1</sup>	Page
<b>BUSINESS ANALYTICS</b>				
Graduate Diploma of Business Analytics   M660	<input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> T3	TBA	29
Master of Business Analytics   M760	<input type="checkbox"/> 1.5 <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> T3	TBA	29
<b>COMMERCE</b>				
Graduate Certificate of Commerce   M516	<input type="checkbox"/> 0.5 <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> T3	\$11 045	32
Graduate Diploma of Commerce   M616	<input type="checkbox"/> 1 <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> T3	\$22 270	32
Master of Commerce   M705	<input type="checkbox"/> 1.5 <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> T3	\$22 210	30
<b>FINANCIAL PLANNING</b>				
Graduate Certificate of Financial Planning   M540	<input type="checkbox"/> 0.5 <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> T2	\$11 110	33
Graduate Diploma of Financial Planning   M640	<input type="checkbox"/> 1 <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> T2	\$22 430	33
Master of Financial Planning   M740	<input type="checkbox"/> 1.5 <input checked="" type="checkbox"/> <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> T2	\$22 380	33
<b>HUMAN RESOURCE MANAGEMENT</b>				
Graduate Certificate of Human Resource Management   M515	<input type="checkbox"/> 1PT <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> T2	\$11 110	35
Graduate Diploma of Human Resource Management   M615	<input type="checkbox"/> 2PT <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> T2	\$22 220	35
Master of Human Resource Management   M782	<input type="checkbox"/> 3PT <input type="checkbox"/> X	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> T3	\$22 220	35

> Continued on next page ...

## STUDENT SUPPORT SERVICES

Deakin University offers a complete range of services and programs to support students throughout their studies.

- **Study advice** – including time management, reading and note-taking, developing your academic English, avoiding plagiarism, critical thinking, writing essays and reports, class presentations and exam preparation.
- **Career development and employment** – including career guidance, job search assistance, and interview and resume skills training.
- **Counselling and personal support** – professional and experienced counsellors provide free, confidential counselling where personal concerns or stresses are affecting your studies.
- **Financial support** – including interest-free loans, grants, food vouchers and rental assistance.
- **Religious services** – including spiritual counselling, faith support services and worship and prayer spaces.
- **Medical centre** – medical and nursing health care and advice to students across all campuses, including GP consultations, vaccinations, tests and screenings and referrals to specialists.

- **Library** – access more than 1.5 million books, journals, newspapers, videos, CDs and DVDs across the campus libraries. Off-campus students located in Australia may have print material from any campus library sent to their nominated address free of charge. Many of the library's resources are also available online.
- **IT at Deakin** – all students can access 24-hour computer laboratories on each campus and email and internet access for study purposes.
- **Disability services** – the Disability Resource Centre can provide students who have a health condition or a disability (long term or temporary) that affects access or ability to study, with alternative assessment arrangements, academic support workers, study materials in accessible formats and help with assistive technology.

For more information about postgraduate study at Deakin, please refer to the *2014 Postgraduate Course Guide* or visit [deakin.edu.au](http://deakin.edu.au).

# BUSINESS AND LAW

# POSTGRADUATE

# COURSEWORK

# DEGREES

	Years full time and campus	Trimester intake options <sup>2</sup>	Indicative 2013 annual fee FT <sup>1</sup>	Page
<b>INFORMATION SYSTEMS</b>				
Graduate Certificate of Information Systems   M522	0.5 <b>B</b> X (FT, T2 only)	<b>T1</b> <b>T2</b>	\$10 755	37
Graduate Diploma of Information Systems   M622	1 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b> <sup>3</sup>	\$21 480	37
Master of Information Systems   M722	1.5 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b> <sup>3</sup>	\$21 500	37
<b>INSURANCE AND RISK MANAGEMENT</b>				
Graduate Certificate of Insurance and Risk Management   M573	1PT X	<b>T1</b> <b>T2</b>	\$11 110	39
Master of Insurance and Risk Management   M773	1 X	<b>T1</b> <b>T2</b> <b>T3</b>	\$22 250	38
<b>INTERNATIONAL BUSINESS</b>				
Graduate Certificate of International Business   M572	0.5 <b>B</b> X (FT, T1 only)	<b>T1</b> <b>T2</b> <b>T3</b>	\$11 110	41
Graduate Diploma of International Business   M651	1 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b>	\$22 180	41
Master of International Business   M723	1.5 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b>	\$21 990	41
<b>INTERNATIONAL FINANCE</b>				
Graduate Certificate of International Finance   M530	0.5 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b> <sup>3</sup>	\$11 110	43
Graduate Diploma of International Finance   M630	1 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b> <sup>3</sup>	\$22 220	43
Master of International Finance   M730	1.5 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b> <sup>3</sup>	\$22 230	42
<b>LEADERSHIP</b>				
Graduate Certificate of Leadership   M538	1PT X	<b>T1</b> <b>T2</b> <b>T3</b>	\$11 110	45
Graduate Diploma of Leadership   M638	1 X	<b>T1</b> <b>T2</b> <b>T3</b>	\$22 220	45
Master of Leadership   M738	1.5 X	<b>T1</b> <b>T2</b> <b>T3</b>	\$22 000	44
<b>MARKETING</b>				
Graduate Certificate of Marketing   M528	0.5 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b>	\$11 125	47
Master of Marketing   M728	1 <b>B</b> X	<b>T1</b> <b>T2</b> <b>T3</b>	\$22 120	46
<b>PERSONAL INJURY MANAGEMENT</b>				
Graduate Certificate of Management (Personal Injury)   M534	1PT X	<b>T1</b> <b>T2</b> <b>T3</b>	\$11 040	51
Graduate Diploma of Management (Personal Injury)   M634	2PT X	<b>T1</b> <b>T2</b> <b>T3</b>	\$22 220	50
Master of Management (Personal Injury)   M734	3PT X	<b>T1</b> <b>T2</b> <b>T3</b>	\$22 110	48
<b>PROPERTY</b>				
Graduate Diploma of Property   M633	1 X	<b>T1</b> <b>T2</b>	\$22 400	52
<b>RETAIL MANAGEMENT</b>				
Graduate Certificate of Retail Management   M544	1 <b>B</b> X	<b>T1</b> <b>T2</b>	\$11 110	53
<b>SPORT MANAGEMENT</b>				
Graduate Certificate of Business (Sport Management)   M518	1PT <b>B</b> X	<b>T1</b> <b>T2</b>	\$11 110	55
Master of Business (Sport Management)   M718	1.5 <b>B</b> X	<b>T1</b> <b>T2</b>	\$22 340	55

<b>3</b>	Course duration in years
<b>FT</b>	Full time
<b>PT</b>	Part time
<b>B</b>	Melbourne Burwood Campus
<b>F</b>	Geelong Waterfront Campus
<b>G</b>	Geelong Waurn Ponds Campus
<b>W</b>	Warrnambool Campus
<b>X</b>	Off campus

**CSP** Commonwealth Supported Place

**FPP** Fee Paying Place

**T1** Trimester 1

**T2** Trimester 2

**T3** Trimester 3

	Years full time and campus	Trimester intake options <sup>2</sup>	Indicative 2013 annual fee FT <sup>1</sup>	Page
<b>Combined courses</b>				
Master of Business Administration (International)/ Master of Commerce   D708	<b>2 B X</b>	<b>T1 T2 T3</b>	\$22 220	56
Master of Business Administration (International)/ Master of Information Systems   D711	<b>2 B X</b>	<b>T1 T2 T3</b>	\$21 980	56
Master of Business Administration (International)/ Master of International Finance   D712	<b>2 B X</b>	<b>T1 T2 T3<sup>3</sup></b>	\$22 220	57
Master of Business Administration (International)/ Master of Professional Accounting   D709	<b>2 B X</b>	<b>T1 T2 T3<sup>3</sup></b>	\$22 250	57
Master of Information Technology/ Master of Commerce   D750	<b>2 B X</b>	<b>T1 T2</b>	\$21 640	58
Master of Information Technology/ Master of Information Systems   D751	<b>2 B X</b>	<b>T1 T2</b>	\$21 540	59
Master of Information Technology/ Master of Business Administration (International)   D754	<b>2 B X</b>	<b>T1 T2</b>	\$21 950	59
Master of International Finance/ Master of Professional Accounting   D707	<b>2 B X</b>	<b>T1 T2 T3<sup>3</sup></b>	\$22 340	60
Master of Politics and Policy/ Master of Business Administration   D720	<b>2 X</b>	<b>T1 T2 T3</b>	\$19 670	61
Master of Professional Accounting/ Master of Commerce   D706	<b>2 B X</b>	<b>T1 T2 T3<sup>3</sup></b>	\$22 390	62
<b>Related course</b>				
Master of Health and Human Services Management   H746	<b>1.5 B X</b>	<b>T1 T2</b>	\$21 200 (FPP)	62

Information correct at June 2013. Deakin University reserves the right to alter, amend or delete course offerings and other information listed.

- 1 Fees quoted are for Australian domestic students and should be used as a guide only. Fees are based on a typical enrolment in one year of full-time study. All fees quoted are for Fee Paying Places, unless indicated CSP (Commonwealth Supported Place). Actual tuition fee charged may depend on the units studied and are subject to change. Master's program students please note: where the length of the master's program is 12 units or 1.5 years of full time study equivalent, the indicative fee may not be a full fee for the course. For further fee information, including information about the FEE-HELP loan program, see pages 72–74 or [deakin.edu.au/fees](http://deakin.edu.au/fees).
- 2 Most courses start in Trimester 1. This column indicates whether you have the option of commencing your studies in Trimester 2 or Trimester 3. Not all units are offered in every trimester.
- 3 Availability of units may be limited in Trimester 3.

TBA = To be advised. Fee unavailable at time of printing. Please visit [deakin.edu.au/courses](http://deakin.edu.au/courses) for up-to-date information.

## Application closing dates

Please refer to page 81 for application closing dates.

# COURSEWORK DEGREES

## ACCOUNTING

### Pathways to professional accounting qualifications for graduates of any discipline.

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

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

#### Career opportunities

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

#### International finance study program

As part of your study, why not travel to the financial capitals of the world and gain credit towards your degree? Paris, London, Dubai, Frankfurt, visiting key financial organisations such as the European Central Bank and the Bank of England could be on the itinerary.

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

## MASTER OF PROFESSIONAL ACCOUNTING

1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M720	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution. Alternate admission is available on completion of the Graduate Certificate of Professional Accounting or Graduate Diploma of Professional Accounting.
CRICOS CODE 055181B	

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

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

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

#### Course structure

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

#### Core units

MAA703 Accounting for Management <sup>1,2</sup>  
MAA716 Financial Accounting <sup>1,2</sup>  
MAA725 Advanced Accounting Principles and Practice <sup>1,2</sup>  
MAA753 Professional Research and Analysis for Accountants  
MAA763 Professional Accounting Reporting and Practice  
MLC707 Commercial and Corporations Law <sup>1,2</sup>  
MPA701 Accounting <sup>1,2</sup>  
MPF753 Finance <sup>1,2</sup>

#### Elective units

*Plus 4 credit points of units from:*  
MAA705 Corporate Auditing <sup>2,3</sup>  
MAA744 Strategic Management Accounting  
MLC703 Principles of Income Tax Law <sup>2,3</sup>  
MPE781 Economics for Managers <sup>1,2</sup>  
MPM701 Business Process Management <sup>1,2</sup>

*or units from the Master of International Finance and the Master of Financial Planning.*

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

<sup>1</sup> Required by CPA Australia for Associate (foundation level) Membership.

<sup>2</sup> Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.

<sup>3</sup> For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA Program. Other students must complete the unit before becoming an associate member of CPA Australia.

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

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

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus



## RYAN D'SOUZA

MASTER OF PROFESSIONAL ACCOUNTING  
MELBOURNE BURWOOD CAMPUS

Ryan D'Souza was an arts graduate and a senior customer service associate at British Airways when he decided to undertake a Master of Professional Accounting at Deakin.

He chose the course because accountants are in huge demand today, not only in Australia but worldwide, says Ryan. 'I thought a degree in accounting would open various avenues in accounting to me – taxation, audit, corporate governance, risk and consulting, advisory, etc. A degree in accounting leaves you with so many exciting options to choose from.' And the course delivered what he was hoping: a good balance between theory and practical skills, he adds.

'My studies at Deakin have not only equipped me with theoretical knowledge, but they have also helped me to develop workforce skills such as teamwork, planning, communication and problem-solving, which are so important in today's job market.'

On completion of his course, Ryan undertook an internship he gained after meeting up with recruitment agency Borch Leeman at a Deakin careers fair. 'I did a three-month internship at a CPA taxation firm, and not only has the internship helped me to gain valuable experience but I now also advertise my own services and get invited by clients to prepare their tax returns.'

Read more about Ryan's experience at [deakin.is/ryan-dsouza](http://deakin.is/ryan-dsouza).

## GRADUATE DIPLOMA OF PROFESSIONAL ACCOUNTING 1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M696	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of Professional Accounting.
CRICOS CODE	
018315M	

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

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

### Course structure

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

### Core units

MAA703 Accounting for Management <sup>1,2</sup>

MAA716 Financial Accounting <sup>1,2</sup>

MAA725 Advanced Accounting Principles and Practice <sup>1,2</sup>

MLC707 Commercial and Corporations Law <sup>1,2</sup>

MPA701 Accounting <sup>1,2</sup>

MPF753 Finance <sup>1,2</sup>

### Elective units

*Plus 2 credit points of units from:*

MAA705 Corporate Auditing <sup>2,3</sup>

MLC703 Principles of Income Tax Law <sup>2,3</sup>

MPE781 Economics for Managers <sup>1,2</sup>

MPM701 Business Process Management <sup>1,2</sup>

*or units from the Master of Professional Accounting, Master of International Finance and the Master of Financial Planning.*

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

1 Required by CPA Australia for Associate (foundation level) Membership.

2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.

3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA Program. Other students must complete the unit before becoming an associate member of CPA Australia.

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

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

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

# COURSEWORK DEGREES

## GRADUATE CERTIFICATE OF PROFESSIONAL ACCOUNTING 0.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M506	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution.
CRICOS CODE 018307M	

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

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

### Course structure

You must complete 4 credit points of study.

Select at least 2 credit points of units from:

MAA703 Accounting for Management <sup>1,2</sup>

MAA716 Financial Accounting <sup>1,2</sup>

MAA725 Advanced Accounting Principles and Practice <sup>1,2</sup>

MPA701 Accounting <sup>1,2</sup>

MPF753 Finance <sup>1,2</sup>

*plus a maximum of 2 credit points of units from:*

MAA705 Corporate Auditing <sup>2,3</sup>

MLC703 Principles of Income Tax Law <sup>2,3</sup>

MLC707 Commercial and Corporations Law <sup>1,2</sup>

MPE781 Economics for Managers <sup>1,2</sup>

MPM701 Business Process Management <sup>1,2</sup>

*or any unit(s) not previously studied as listed in the Graduate Certificate of Professional Accounting.*

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

1 Required by CPA Australia for Associate (foundation level) Membership.

2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.

3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA Program. Other students must complete the unit before becoming an associate member of CPA Australia.

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

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

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

## GRADUATE CERTIFICATE OF CHARTERED ACCOUNTING FOUNDATIONS 1 PT X

DEAKIN CODE	ADMISSION REQUIREMENTS
M537	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution.

Deakin's Graduate Certificate of Chartered Accounting Foundations provides specialist knowledge and skills in areas relevant to the professional practice of accounting. The course prepares non-accounting graduates for entry into the Institute of Chartered Accountants in Australia's Graduate Diploma in Chartered Accounting. It is designed as a broad pathway for employees of chartered accounting firms and those interested in pursuing a career in chartered accounting. M720 Master of Professional Accounting is an alternative pathway to membership of professional accounting bodies.

### Course structure

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

MAA774 Management Accounting

MAA775 Auditing

MAA776 Financial Accounting 1

MAA777 Financial Accounting 2

MAA778 Financial Accounting 3

MAF721 Finance

MLC711 Commercial and Corporations Law

MLC712 Taxation

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

Dr Elizabeth Manning



## PUTTING ABILITY BACK INTO DISABILITY

Deakin University School of Accounting Economics and Finance lecturer Dr Elizabeth Manning brings an extra dimension to her economics teaching: a profound knowledge and understanding of disability and its links to economics.

In particular, she has a special interest in the Federal Government's proposed National Disability Insurance Scheme (NDIS).

As mother of 15-year-old Penny, who has a disability, Dr Manning found her personal experiences colliding with her career as an academic.

'There was so much I could see that was wrong in the system, I wanted to see if I could do some research and make a contribution,' she says.

While a NDIS is welcome news to Dr Manning, she says there are major shortfalls. The roll out means, after four years, just five per cent of Australia's estimated 411 000 people with a significant disability will receive individual support under the scheme.

Along with her Warrnambool colleague, Dr Helen Scarborough, Dr Manning has begun research that she hopes will contribute to solving some of the issues that face the NDIS implementation.

'We are researching how much people are willing to pay for the scheme,' she says. 'It is difficult because people don't know. It is hard to put a value on it.'

Her interest in the NDIS and in disability services generally links to her teachings in economics, bringing a real life situation to the theory, says Dr Manning.

'It becomes a part of public choice issues, such as taxation, and a kind of case study for public policy. Students can see how decisions relating to the economy are made,' she says.

Dr Manning is looking forward to her research contributing to such important changes for so many Australians.

'Economics is all about choice and the NDIS is about choice too: how the government chooses to support people with disabilities,' she says.

'There is a growing incidence of people getting older and a lot of them are unable to cope without more resources.'

For more information, please visit [deakin.edu.au/research/stories/2013/01/23/putting-ability-back-into-disability#email\\_dialog](http://deakin.edu.au/research/stories/2013/01/23/putting-ability-back-into-disability#email_dialog).

# COURSEWORK DEGREES



## JAYNE LOVELOCK

MASTER OF ARTS AND ENTERTAINMENT MANAGEMENT  
OFF CAMPUS  
EMPLOYED: CEO, MELBOURNE FRINGE

Jayne Lovelock walked away from her Deakin master's degree with much more than a postgraduate qualification. As co-winner of the 2010 Ticketmaster Deakin Alumni Award, Jayne received funding to undertake some professional development overseas. She spent a year in Paris working on the marketing and publicity for an Australian Indigenous art gallery, undertaking an internship at the Australian Embassy and completing a three-week course in creative arts management. 'It was pretty amazing,' she says of the experience.

Jayne initially studied arts and music and anticipated a career as a musician. But she found herself gaining interest in the marketing and promotion of the arts industry. While undertaking the master's, she was working for Multicultural Arts Victoria in its marketing and publicity department, so she studied off campus.

'I had heard a lot about the course's industry connections and it seemed a lot more vocational than some other courses,' she says. 'You got to [study] subjects with business students, not just arts students. And, working full-time, I knew it was a course I could do online and with support.'

Read more about Jayne's experience at [deakin.is/jayne-lovelock](http://deakin.is/jayne-lovelock).

## ARTS AND ENTERTAINMENT MANAGEMENT

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

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

For more information, please visit the school website: [deakin.edu.au/buslaw/management-marketing/aem](http://deakin.edu.au/buslaw/management-marketing/aem).

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	<b>G Geelong Waurn Ponds Campus</b>
<input type="checkbox"/>	<b>W Warrnambool Campus</b>
<input type="checkbox"/>	Off campus

## MASTER OF ARTS AND ENTERTAINMENT MANAGEMENT 1 X

DEAKIN CODE	ADMISSION REQUIREMENTS
M735	Completion of a tertiary program equivalent to at least four years of full-time study at a university or other approved educational institution, or completion of a tertiary program equivalent to at least three years of full-time study at a university or other educational institution and three years relevant work experience, or for those without a degree, a graduate diploma in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Arts and Entertainment Management. <sup>1</sup>
054578M	

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

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

### Course structure

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

### Core units

MMK792 Arts Marketing  
MMM790 Arts Management  
MMM793 Managing Cultural Projects and Events  
MPA751/MPR751 Financial Reporting and Analysis\*

### Elective units

Select 4 credit points of units from:

ACE701 Developing Arts Audiences  
AIM704 Heritage and Sustainable Cultural Tourism  
MLC771 Law for Managers  
MMK737 Online Marketing  
MMM796 Managing Arts in Community Settings  
MMM799 Arts Fundraising and Sponsorship  
MPA711 Corporate Governance and Ethics  
MPI700 Postgraduate Internship  
MPM703 Business Strategy and Analysis  
MPM722/MPR722 Human Resource Management\*  
MPR705 Entrepreneurship\*

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

1 Students articulating from the Graduate Certificate of Arts and Entertainment Management will not receive any credit transfer and recognition into the Master of Arts and Entertainment Management for units completed.

## GRADUATE CERTIFICATE OF ARTS AND ENTERTAINMENT MANAGEMENT 0.5 X

(Full time Trimester 1 only)

DEAKIN CODE	ADMISSION REQUIREMENTS
M519	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

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

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

The course allows articulation into the Master of Arts and Entertainment Management.<sup>1</sup>

### Course structure

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

### Core units

MMM790 Arts Management  
MMK792 Arts Marketing

### Elective units

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

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

1 Students articulating from the Graduate Certificate of Arts and Entertainment Management will not receive any credit transfer and recognition into the Master of Arts and Entertainment Management for units completed.

# COURSEWORK DEGREES



## JANICE DE VRIES

MASTER OF PERSONAL INJURY  
OFF CAMPUS  
MASTER OF BUSINESS ADMINISTRATION  
OFF CAMPUS

EMPLOYED: SENIOR PREMIUM CYCLE AND SYSTEMS  
OFFICER, WORKSAFE VICTORIA

While working and studying for an MBA would be enough for most people, Janice de Vries added motherhood to her list. Her son, Thomas, was seven months old when she finished her course. 'It was very challenging but it made completing the course and graduating so much more special for me,' says Janice.

After taking 16 months maternity leave, Janice returned to her WorkSafe Victoria position. She soon found her MBA had a flow-on effect. 'Because of the course I felt much more confident coming back after having a baby,' she says. 'Things change in the workplace in that time and it gave me a lot more confidence.' That confidence also extends to her future career, Janice adds. 'It is a chance to think about what other directions I could take my career in, and the course has opened my eyes to other opportunities.'

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

Read more about Janice's experience at [deakin.is/janice-devries](http://deakin.is/janice-devries).

## BUSINESS ADMINISTRATION

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

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

Our MBA and MBA (International) have a 5-star rating for standard and value, from the Graduate Management Association of Australia.

More recently the Deakin MBA achieved a five-star QS rating in Facilities, Internationalization and Diversity, Teaching and Student Quality, Engagement, and Specialist Strength for its MBA. More information on our MBA accreditation can be found on page 24.

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

### Real learning experiences

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

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

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>M</b> Melbourne Burwood Campus
<input type="checkbox"/>	<b>G</b> Geelong Waterfront Campus
<input type="checkbox"/>	<b>G</b> Geelong Waurn Ponds Campus
<input type="checkbox"/>	<b>W</b> Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF BUSINESS ADMINISTRATION

1.5 **B** **X**

DEAKIN CODE	ADMISSION REQUIREMENTS
M701	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years of full-time (or equivalent part time) managerial or professional work experience, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus at least five years professional or managerial work experience. Alternative admission is available on completion of the Graduate Diploma of Business Administration or Graduate Certificate of Business Administration. Applicants are required to submit with their application a current resume, current contact details of two referees and a one-page brief outlining why they believe their work experience would be valued by their MBA peers.
CRICOS CODE 035037J	

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

Specialisations are available in accounting, arts and entertainment management, business analytics, business consulting, corporate governance, eBusiness and supply chain management, enterprise systems, environmental sustainability, finance, financial planning, health and human services management, human resource management, innovation, insurance and risk management, international and community development, international trade and business, law, leadership, marketing, project management, property and real estate, public management, research project, retail management, and strategy and planning.

### Course structure

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

### Core units

MPA751/MPR751 Financial Reporting and Analysis\*

MPE781 Economics for Managers

MPF753/MPT753 Finance<sup>#</sup>

MPK732/MPT732 Marketing Management<sup>#</sup>

MPM701 Business Process Management

MPM706/MPR706 Strategic Management\*

MPM721/MPR721 Organisational Behaviour\*

*Plus one unit from:*

MPM712 Managing Innovation

MPM722/MPR722 Human Resource Management\*

MPM735/MPT735 International Business Management<sup>#</sup>

### Elective units

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

### General elective unit

MPR709 Dispute Management<sup>#</sup>

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

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

### Specialisations

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

#### ACCOUNTING

MPA701 Accounting

MPA751/MPR751 Financial Reporting and Analysis\*

*Plus 2 credit points of units from:*

MAA703 Accounting for Management

MAA716 Financial Accounting

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

#### ARTS AND ENTERTAINMENT MANAGEMENT

Select 4 credit points of units from:

MMK792 Arts Marketing

MMM790 Arts Management

MMM793 Managing Cultural Projects and Events

MMM795 Managing Arts in Community Settings

MMM799 Arts Fundraising and Sponsorship

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

#### BUSINESS ANALYTICS

MIS771 Exploratory Data Analysis and Visualisation

MIS772 Predictive Analytics

*Plus 2 credit points of units from:*

MIS761 Enterprise Information Management

MIS773 Decision Analytics (2 credit points)

MIS781 Business Intelligence

#### BUSINESS CONSULTING

MPM715 Management and Organisational Consulting

*Plus 3 credit points of units from:*

MIS798 Project Management

MLM706 Corporate Governance

MMH707 Managing Transitions and Change

or

MPR707 Change Management\*

MPA711 Corporate Governance and Ethics

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPK701 Research Design and Analysis

MPK711 Strategic Customer Service

MPM701 Business Process Management

MPM712 Managing Innovation

MPR705 Entrepreneurship\*

#### CORPORATE GOVERNANCE

MLM706 Corporate Governance

MPA711 Corporate Governance and Ethics

MPA751/MPR751 Financial Reporting and Analysis\*

*Plus one unit from:*

AIP777 Accountability and Corporate Social Responsibility

MAA754 Enterprise Risk Management

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPM722/MPR722 Human Resource Management\*

#### eBUSINESS AND SUPPLY CHAIN MANAGEMENT

MIS711 IS Services and Emerging Technologies

MIS712 eBusiness Strategies

MIS713 Supply Chain Management and Logistics

MIS781 Business Intelligence

> Continued on next page ...

# COURSEWORK DEGREES

## ENTERPRISE SYSTEMS

MIS701 Business Requirements Analysis  
MIS752 Enterprise Systems  
MIS761 Enterprise Information Management  
MPM701 Business Process Management

## ENVIRONMENTAL SUSTAINABILITY

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

*Plus 2 credit points of units from:*

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

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

## FINANCE

Select 4 credit points of units from:

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

## FINANCIAL PLANNING

Select 4 credit points of units from:

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

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

## HEALTH AND HUMAN SERVICES MANAGEMENT

Select 4 credit points of units from:

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

## HUMAN RESOURCE MANAGEMENT

MMH706 Advanced Human Resource Management  
MPM722/MPR722 Human Resource Management<sup>\*</sup>

*Plus 2 credit points of units from:*

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

## INNOVATION

MPM712 Managing Innovation

*Plus 3 credit points of units from:*

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

## INSURANCE AND RISK MANAGEMENT

MPS701 Principles of Risk and Insurance

*Plus 3 credit points of units from:*

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

## INTERNATIONAL AND COMMUNITY DEVELOPMENT

Select 4 credit points of units from:

AID714 Gender and Development  
AID733 The Economic Development Record  
AID734 Approaches to Political Development  
ASD704 Community Development Theory and Practice A  
ASD705 Community Development Theory and Practice B  
ASD715 Cross Cultural Communication and Practice

## INTERNATIONAL TRADE AND BUSINESS

Select 4 credit points of units from:

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B</b> Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	<b>G</b> Geelong Waurn Ponds Campus
<input type="checkbox"/>	<b>W</b> Warrnambool Campus
<input type="checkbox"/>	Off campus

## LAW

### MLC771 Law for Managers

*Plus 3 credit points of units from:*

- MLC703 Principles of Income Tax Law
- MLM703 Chinese Commercial Law
- MLM706 Corporate Governance
- MLM721 International Competition Law and Policy
- MLM731 Corporations Law
- MLM740 International Commercial Law
- MLM782 Indian Law
- MLM785 International Law
- MLM788 International Financial Crime
- MLM792 Anti-Money Laundering and Counter-Terrorism Financing
- MPI701 Business Practicum (2 credit points)~
- MPI702 Applied Business Project

## LEADERSHIP

### MPR771 Principles of Leadership

*Plus 3 credit points of units from:*

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

## MARKETING

Select 4 credit points of units from:

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

## PROJECT MANAGEMENT

- MIS701 Business Requirements Analysis
- MIS798 Project Management

*Plus 2 credit points of units from:*

- MIS771 Exploratory Data Analysis and Visualisation
- MIS782 Business Value of ICT
- MPR707 Change Management\*

or

- MMH707 Managing Transitions and Change

## PROPERTY AND REAL ESTATE

### MMP713 Property and Real Estate Context

*Plus 3 credit points of units from:*

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

## PUBLIC MANAGEMENT

Select 4 credit points of units from:

- AIP740 Public Policy Analysis
- AIP748 Intergovernmental Relations
- AIP773 Governance and Accountability
- AIP777 Accountability and Corporate Social Responsibility
- MPI701 Business Practicum (2 credit points)
- MPI702 Applied Business Project

## RESEARCH PROJECT

Select 4 credit points of units from:

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

## RETAIL MANAGEMENT

### MPK732/MPT732 Marketing Management#

- MPM705 Retailing
- MPM716 Merchandise Management

*Plus one unit from:*

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

## STRATEGY AND PLANNING

### MPR706/MPM706 Strategic Management\*

*Plus 3 credit points of units from:*

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

or

- MPR707 Change Management\*

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

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

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

## Credit transfer and recognition

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

# COURSEWORK DEGREES

## GRADUATE DIPLOMA OF BUSINESS ADMINISTRATION

1 B X

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

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

### Course structure

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

#### Core units

MPA751/MPR751 Financial Reporting and Analysis\*

MPE781 Economics for Managers

MPK732/MPT732 Marketing Management#

MPM721/MPR721 Organisational Behaviour\*

#### Plus one unit from:

MPF753/MPT753 Finance#

MPM701 Business Process Management

#### Elective units

Select 3 credit points of units not previously studied from:

MAA703 Accounting for Management

MIS771 Exploratory Data Analysis and Visualisation

MLC771 Law for Managers

MPF753/MPT753 Finance#

MPM701 Business Process Management

MPM735/MPT735 International Business Management#

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

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

## GRADUATE CERTIFICATE OF BUSINESS ADMINISTRATION

0.5 B X

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

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

### Course structure

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

#### Core units

MPA751/MPR751 Financial Reporting and Analysis\*

MPK732/MPT732 Marketing Management#

MPM721/MPR721 Organisational Behaviour\*

#### Elective units

Select one unit from:

MAA703 Accounting for Management

MIS771 Exploratory Data Analysis and Visualisation

MLC771 Law for Managers

MPE781 Economics for Managers

MPF753/MPT753 Finance#

MPM701 Business Process Management

MPM722/MPR722 Human Resource Management\*

MPM735/MPT735 International Business Management#

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

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## DOCTOR OF BUSINESS ADMINISTRATION

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

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

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

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

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

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

### Course structure

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

#### Stage 1

MPA951/MPR951/MPT951 Financial Reporting and Analysis\* #  
 MPE981 Economics for Managers  
 MPK901 Research Design and Analysis  
 MPM906/MPR906 Strategic Management\*  
 MPM921/MPR921 Organisational Behaviour\*

*Plus three units from:*

MPA911 Corporate Governance and Ethics  
 MPD915 Management and Organisational Consulting  
 MPF753/MPT753 Finance#  
 MPK932/MPT932 Marketing Management#  
 MPK936/MPT936 International Marketing#  
 MPM912 Managing Innovation  
 MPM922/MPR922 Human Resource Management\*  
 MPM935/MPT935 International Business Management#

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

#### Stage 2 (Doctoral research)

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

*Plus:*

MPD910 Foundations of Research  
 MPD911 Research Design

*Plus two units from:*

MMD916 Qualitative Research Methods  
 MPD912 Quantitative Research Methods  
 MPD914 Research Reporting

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES

## MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL) 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M731	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent or approved equivalent, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree – normally requires WAM of 65 per cent or approved equivalent, or a graduate certificate in a cognate area – normally requires WAM of 65 per cent or approved equivalent plus at least five years relevant work experience.
CRICOS CODE 056889B	

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

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

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

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

### Specialisations

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

### Course structure

You must complete 12 credit points of study, comprising 7 credit points of core units, 1 credit point selected from a specified list of three units, plus 4 credit points of elective units (students may choose other units with prior written approval of the Course Team Chair). The 4 credit points of elective units may form one of the specialisations listed below, or you may choose these units from the range of specialisations, including the general elective units. Within these four elective units, you may choose to undertake a business practicum unit or research project. Students must complete at least 4 credit points of units from the core at Deakin.

### Core units

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

*Plus 1 credit point from:*

MPE711 Global Trade and Markets  
MPK701 Research Design and Analysis  
MPM722/MPR722 Human Resource Management<sup>\*</sup>

### Elective units

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

MIS770 Analytical Skills for Managers  
MLM782 Indian Law  
MPM704 Managing for Environmental Sustainability  
MPM738/MPT738 Audacious Leadership<sup>#</sup>

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

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

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



### GMAA RATES MBA FIVE STARS

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



A five-star rating by the GMAA means that the Deakin MBA is one of Australia's premier business qualifications. Being highly regarded by the business community gives Deakin MBA graduates an edge.

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B</b> Melbourne Burwood Campus
<input type="checkbox"/>	<b>F</b> Geelong Waterfront Campus
<input type="checkbox"/>	<b>G</b> Geelong Waurn Ponds Campus
<input type="checkbox"/>	<b>W</b> Warrnambool Campus
<input type="checkbox"/>	<b>X</b> Off campus

## Specialisations

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

### BUSINESS CONSULTING

MPM715 Management and Organisational Consulting

*Plus 3 credit points of units from:*

MIS798 Project Management

MLM706 Corporate Governance

MMH707 Managing Transitions and Change

*or*

MPR707 Change Management\*

MPA711 Corporate Governance and Ethics

MPI701 Business Practicum

MPI702 Applied Business Project

MPK701 Research Design and Analysis

MPK711 Strategic Customer Service

MPM701 Business Process Management

MPM712 Managing Innovation

MPR705 Entrepreneurship\*

### BUSINESS LAW

Select 4 credit points of units from:

MLC771 Law for Managers

MLM703 Chinese Commercial Law

MLM706 Corporate Governance

MLM721 International Competition Law and Policy

MLM785 International Law

MLM788 International Financial Crime

MLM792 Anti-Money Laundering and Counter-Terrorism Financing

MPA711 Corporate Governance and Ethics

MPI700 Postgraduate Internship

*or*

MPI701 Business Practicum (2 credit points)

### eBUSINESS AND SUPPLY CHAIN MANAGEMENT

MIS711 IS Services and Emerging Technologies

MIS712 eBusiness Strategies

MIS713 Supply Chain Management and Logistics

MIS781 Business Intelligence

### ENTERPRISE SYSTEMS

MIS701 Business Requirements Analysis

MIS752 Enterprise Systems

MIS761 Enterprise Information Management

MPM701 Business Process Management

### FINANCE

MPE711 Global Trade and Markets

*Plus 4 credit points of units from:*

MAF702 Financial Markets

MAF703 Applied Corporate Finance

MAF707 Investments and Portfolio Management

MPF753/MPT753 Finance#

MPI700 Postgraduate Internship

*or*

MPI701 Business Practicum (2 credit points)

> Continued on next page ...



## STEPHEN ATTRILL

MASTER OF BUSINESS  
ADMINISTRATION (INTERNATIONAL)/  
MASTER OF INFORMATION SYSTEMS  
OFF CAMPUS

EMPLOYED: PRODUCTION MANAGER, AMCOR

Stephen Attrill set out to climb a huge mountain when he took on a combined master's degree while working full time. But four years later he is sitting at the top of that mountain and the outlook could not be better. 'If you were to ask me what I think I will be doing in five years' time, I will probably be working my way up the Amcor ladder, although my Deakin studies have opened my eyes to a lot of own my business opportunities,' he says.

Stephen is currently a production manager with Amcor. 'We produce half a million boxes a day with customers expecting delivery within five days of ordering. This is the most complex environment I have worked in. Most elements of my course are directly connected to my role, from understanding the pushes and pulls of a supply chain to the pros and cons of various performance management models, to the laws associated with industrial relations. Every single subject I have done has some sort of relevance – either directly or there is something I can take from it.'

Read more about Stephen's experience at [deakin.is/stephen-attrill](http://deakin.is/stephen-attrill).

# COURSEWORK DEGREES

## HUMAN RESOURCE MANAGEMENT

Select 2 credit points of units from:

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

*Plus 3 credit points of units from:*

MMH707 Managing Transitions and Change  
MMH709 Employment Relations for Organisational Effectiveness  
MPI700 Postgraduate Internship

*or*

MPI701 Business Practicum (2 credit points)  
MPM721/MPR721 Organisational Behaviour\*  
MPR707 Change Management\*

## INSURANCE AND RISK MANAGEMENT

MPS701 Principles of Risk and Insurance

*Plus 3 credit points of units from:*

MAA754 Enterprise Risk Management  
MPI700 Postgraduate Internship

*or*

MPI701 Business Practicum (2 credit points)  
MPS703 Reinsurance  
MPS707 Life Risk  
MPS708 General Insurance

## INTERNATIONAL BUSINESS

MPE711 Global Trade and Markets

*Plus 4 credit points of units from:*

AIR747 Contemporary International Politics  
ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures

MAA716 Financial Accounting  
MPA711 Corporate Governance and Ethics  
MPI700 Postgraduate Internship

*or*

MPI701 Business Practicum (2 credit points)

MPM722/MPR722 Human Resource Management\*

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

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

**MARKETING**

MPK701 Research Design and Analysis

*Plus 4 credit points of units from:*

MMK733 Strategic Marketing

MMK737 Online Marketing

MPI700 Postgraduate Internship

*or*

MPI701 Business Practicum (2 credit points)

MPK711 Strategic Customer Service

MPK712 Advertising and Consumer Behaviour

MPK736/MPT736 International Marketing#

## PROJECT MANAGEMENT

MIS701 Business Requirements Analysis  
MIS798 Project Management

*Plus 2 credit points of units from:*

MIS771 Exploratory Data Analysis and Visualisation

MIS782 Business Value of ICT

MPI700 Postgraduate Internship

*or*

MPI702 Applied Business Project

## RESEARCH

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

## RETAIL MANAGEMENT

MPK732/MPT732 Marketing Management#  
MPM705 Retailing  
MPM716 Merchandise Management

*Plus 1 credit point from:*

MIS713 Supply Chain Management and Logistics

MLM790 Marketing Law

MMK737 Online Marketing

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPK711 Strategic Customer Service

MPK712 Advertising and Consumer Behaviour

MPM701 Business Process Management

MPM712 Managing Innovation

MPM715 Management and Organisational Consulting

MPM721/MPR721 Organisational Behaviour\*

MPM722/MPR722 Human Resource Management\*

## SOCIAL MEDIA AND MOBILE STRATEGIES

MIS712 eBusiness Strategies  
MIS721 Social Media and Mobile Strategies  
MIS771 Exploratory Data Analysis and Visualisation  
MMK737 Online Marketing

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

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

## Credit transfer and recognition

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## GRADUATE DIPLOMA OF BUSINESS ADMINISTRATION (INTERNATIONAL) 1 B X

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

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

### Course structure

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

### Core units

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

*Plus one of the following units:*

MPE707 International Banking and Finance  
MPE753/MPT753 Finance#  
MPM701 Business Process Management  
MPT735/MPT735 International Business Management#

*Plus 3 credit points of units not previously studied from:*

AIR747 Contemporary International Politics  
ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures

MAF702 Financial Markets  
MAF703 Applied Corporate Finance  
MAF707 Investments and Portfolio Management  
MLC771 Law for Managers  
MLM703 Chinese Commercial Law  
MLM706 Corporate Governance  
MLM721 International Competition Law and Policy  
MLM740 International Commercial Law  
MLM785 International Law

MMH706 Advanced Human Resource Management  
MMH707 Managing Transitions and Change  
MMH709 Employment Relations for Organisational Effectiveness  
MMK733 Strategic Marketing

MMK737 Online Marketing  
MPA711 Corporate Governance and Ethics  
MPE707 International Banking and Finance  
MPE711 Global Trade and Markets  
MPK701 Research Design and Analysis  
MPK711 Strategic Customer Service  
MPK712 Advertising and Consumer Behaviour  
MPK736/MPT736 International Marketing#  
MPM701 Business Process Management  
MPM705 Retailing  
MPM735/MPT735 International Business Management#  
MPR705 Entrepreneurship\*  
MPR707 Change Management\*

MPM722/MPR722 Human Resource Management\*

MIS712 eBusiness Strategies

MIS713 Supply Chain Management and Logistics

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

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

## GRADUATE CERTIFICATE OF BUSINESS ADMINISTRATION (INTERNATIONAL) 0.5 B X

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

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

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

### Course structure

Select 4 credit points of units from:

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

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

# COURSEWORK DEGREES

## GRADUATE CERTIFICATE OF CORPORATE MANAGEMENT

0.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M507	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience, or for those without a degree, seven years of relevant work experience.
CRICOS CODE 056892G	

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

See also Graduate Diploma of Management.

### Course structure

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

## GRADUATE DIPLOMA OF MANAGEMENT

1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M607	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience.
CRICOS CODE 056891G	

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

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

### Course structure

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

Studying with people who share your interests and ambitions is a great way to build and strengthen your professional network.



<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## BUSINESS ANALYTICS

The Deakin business analytics program has been developed in partnership with industry and a significant component of the course comprises practice modules delivered by business analytics professionals. Course partners include IBM, Microsoft, SAS, Altis Consulting, Deloitte, Ernst & Young, PBT Group and PwC.

The course introduces students to a range of internationally recognised business intelligence and analytics tools and has a very strong practical focus. Big data concepts and issues are integrated across the curriculum and students will be exposed to a wide range of state-of-the-art business analytics software tools, such as IBM Cognos, SAS Enterprise Miner, Microsoft Excel and Tableau. Students will also have direct access to analytics certification programs offered by IBM, Microsoft and SAS.

## MASTER OF BUSINESS ANALYTICS 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M760	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years of full-time (or equivalent part-time) professional work experience in business-related roles. For those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree and three years of full-time (or equivalent part-time) professional work experience in business-related roles. All applicants must provide a current CV and current contact details of two referees who can be contacted to verify work experience with their application.
CRICOS CODE 056892G	

The Master of Business Analytics is a collaborative education program with industry. The course develops business analytics professionals with a broad skill set that enables them to develop analytics-based solutions for business.

### Course structure

You must complete 12 credit points, including 8 credit points of core units and 4 credit points of unspecified general elective units. You are encouraged to use the elective units to gain depth or sector expertise.

### Core units

- MIS701 Business Requirements Analysis
- MIS761 Enterprise Information Management
- MIS771 Exploratory Data Analysis and Visualisation
- MIS772 Predictive Analytics
- MIS773 Decision Analytics (2 credit points)
- MIS781 Business Intelligence
- MIS782 Business Value of ICT

### Elective units

Select 4 credit points of general postgraduate elective units.

## GRADUATE DIPLOMA OF BUSINESS ANALYTICS B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M660	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years of full-time (or equivalent part-time) professional work experience in business-related roles. For those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree and three years of full-time (or equivalent part-time) professional work experience in business-related roles. All applicants must provide a current CV and current contact details of two referees who can be contacted to verify work experience with their application.

Deakin's Graduate Diploma of Business Analytics is a collaborative education program with industry. The course develops business analytics professionals with a broad skill set that enables them to develop analytics-based solutions for business.

This course introduces you to a range of internationally recognised business intelligence and analytics tools and has a very strong practical focus. You will also have access to analytics certification programs by market leaders IBM, SAS and Microsoft.

The course allows articulation into the Master of Business Analytics.

### Course structure

You must complete 8 credit points, including 5 credit points of core units and 3 credit points of unspecified general elective units.

### Core units

- MIS701 Business Requirements Analysis
- MIS761 Enterprise Information Management
- MIS771 Exploratory Data Analysis and Visualisation
- MIS772 Predictive Analytics
- MIS781 Business Intelligence

### Elective units

Select 3 credit points of general postgraduate elective units.

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES

## COMMERCE

### The worldwide demand for qualified business professionals is growing.

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

Those with an undergraduate degree in business also find the Master of Commerce effective for developing professional skills in new areas. In this flexible course, students complete four core units and choose elective units, including at least one specialisation. The course can also be studied in combination with a number of other postgraduate courses to provide a dual qualification in minimum time. See page 56 for combined courses.

### MASTER OF COMMERCE 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M705	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Commerce or Graduate Diploma of Commerce.
CRICOS CODE 027129E	

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

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

### Course structure

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

### Core units

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

### Elective units

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

MPM704 Managing for Environmental Sustainability  
MPM738/MPT738 Audacious Leadership<sup>#</sup>

### Specialisations

You must complete at least one of the following specialisations as part of the course (not all specialisations are available in all modes or trimesters of study).

#### ACCOUNTING

Select 4 credit points of units from:

MAA703 Accounting for Management  
MAA705 Corporate Auditing  
MAA716 Financial Accounting  
MAA725 Advanced Accounting Principles and Practice  
MPI700 Postgraduate Internship

#### ARTS AND ENTERTAINMENT MANAGEMENT

Select 4 credit points of units from:

MMK792 Arts Marketing  
MMM790 Arts Management  
MMM793 Managing Cultural Projects and Events  
MMM796 Managing Arts in Community Settings  
MMM799 Arts Fundraising and Sponsorship  
MPI700 Postgraduate Internship

#### BUSINESS ANALYTICS

MIS761 Enterprise Information Management  
MIS771 Exploratory Data Analysis and Visualisation  
MIS772 Predictive Analytics  
MIS781 Business Intelligence

#### COMMERCIAL LAW

MLM720 Introduction to Commercial Law

*Plus 3 credit points of units from:*

MLC703 Principles of Income Tax Law  
MLM703 Chinese Commercial Law  
MLM721 International Competition Law and Policy  
MLM731 Corporations Law  
MPI700 Postgraduate Internship

#### eBUSINESS AND SUPPLY CHAIN MANAGEMENT

MIS711 IS Services and Emerging Technologies  
MIS712 eBusiness Strategies  
MIS713 Supply Chain Management and Logistics  
MIS781 Business Intelligence

- Course duration in years
- FT Full time
- PT Part time
- B Melbourne Burwood Campus
- F Geelong Waterfront Campus
- G Geelong Waurn Ponds Campus
- W Warrnambool Campus
- X Off campus

## ENTERPRISE SYSTEMS

MIS701 Business Requirements Analysis  
 MIS752 Enterprise Systems  
 MIS761 Enterprise Information Management  
 MPM701 Business Process Management

## FINANCE

Select 4 credit points of units from:

MAA754 Enterprise Risk Management  
 MAF702 Financial Markets  
 MAF703 Applied Corporate Finance  
 MAF704 Treasury and Risk Management  
 MAF707 Investments and Portfolio Management  
 MPI700 Postgraduate Internship

## FINANCIAL PLANNING

Select 4 credit points of units from:

MAF702 Financial Markets  
 MAF707 Investments and Portfolio Management  
 MAF708 Retirement Income Streams  
 MAF709 Financial Planning Development  
 MAF765 Financial Planning and Analysis  
 MPI700 Postgraduate Internship

Note: Students should consult with the Financial Planning Association for professional recognition or RG146. Students seeking professional recognition may be required to undertake an additional unit.

## INSURANCE AND RISK MANAGEMENT

MPS701 Principles of Risk and Insurance

*Plus 3 credit points of units from:*

MAA754 Enterprise Risk Management  
 MPI700 Postgraduate Internship  
 MPS703 Reinsurance  
 MPS707 Life Risk  
 MPS708 General Insurance

## INTERNATIONAL TRADE AND BUSINESS

Select 4 credit points of units from:

MAA716 Financial Accounting  
 MPE707 International Banking and Finance  
 MPE711 Global Trade and Markets  
 MPI700 Postgraduate Internship  
 MPK736/MPT736 International Marketing<sup>#</sup>  
 MPM703 Business Strategy and Analysis  
 MPM735/MPT735 International Business Management<sup>#</sup>

## MARKETING

Select 4 credit points of units from:

MMK733 Strategic Marketing  
 MMK737 Online Marketing  
 MMK751 Services Marketing  
 MPI700 Postgraduate Internship  
 MPK701 Research Design and Analysis  
 MPK711 Strategic Customer Service  
 MPK712 Advertising and Consumer Behaviour  
 MPK732/MPT732 Marketing Management<sup>#</sup>  
 MPK736/MPT736 International Marketing<sup>#</sup>

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

> Continued on next page ...



## KARIN KLAU

MASTER OF COMMERCE  
 OFF CAMPUS

Karin Klau enjoyed a successful career as an occupational therapist and specialist in the area of hand therapy. But with time out for the birth of her third child, she decided the time was right for a new challenge.

Beginning a Master of Commerce in 2009, she was intending to specialise in international trade and business, but changed direction slightly as her course progressed.

'As I got further in I realised I would be starting my career at entry level, so accounting would be a much better skill to take with me,' she explains. 'I just adjusted my subjects so I could make accounting my specialisation.' The choice of subjects within the master's impressed Karin. 'It was great to have a choice of so many units. I did a lot of finance units and a lot of international finance and business as well. There was no unit that I didn't enjoy studying.'

Deakin's off-campus system of study is well set up, she adds. 'Having all the computer software and access to lectures online all worked well – it suited my situation perfectly. I could never have gone to lectures. What Deakin offered for online study was better than anything else I researched.'

Read more about Karin's experience at [deakin.is/karin-klau](http://deakin.is/karin-klau).

# COURSEWORK DEGREES

## PROJECT MANAGEMENT

MIS701 Business Requirements Analysis  
MIS798 Project Management

*Plus 2 credit points of units from:*

MIS771 Exploratory Data Analysis and Visualisation  
MIS782 Business Value of ICT  
MPI700 Postgraduate Internship

*or*

MPI702 Applied Business Project

## PUBLIC SECTOR STUDIES

Select 4 credit points of units from:

AIP740 Public Policy Analysis  
AIP746 Democratic Governance  
AIP747 Policy and Program Evaluation  
AIP748 Intergovernmental Relations  
AIP773 Governance and Accountability  
AIP777 Accountability and Corporate Social Responsibility  
MPI702 Applied Business Project  
MPM721/MPR721 Organisational Behaviour\*  
MPR703 Management Communication\*

## RETAIL MANAGEMENT

MPK732/MPT732 Marketing Management#  
MPM705 Retailing  
MPM716 Merchandise Management

*Plus one unit from:*

MIS713 Supply Chain Management and Logistics  
MLM790 Marketing Law  
MMK737 Online Marketing  
MPK711 Strategic Customer Service  
MPK712 Advertising and Consumer Behaviour  
MPM701 Business Process Management  
MPM712 Managing Innovation  
MPM715 Management and Organisational Consulting  
MPM721/MPR721 Organisational Behaviour\*  
MPM722/MPR722 Human Resource Management\*

## SOCIAL MEDIA AND MOBILE STRATEGIES

MIS712 eBusiness Strategies  
MIS721 Social Media and Mobile Strategies  
MIS771 Exploratory Data Analysis and Visualisation  
MMK737 Online Marketing

## Credit transfer and recognition

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

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

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

## GRADUATE DIPLOMA OF COMMERCE I B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M616	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of Commerce.
CRICOS CODE 062715G	

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

### Course structure

You must complete 8 credit points of elective units selected from the full range of units available in the Master of Commerce.

See the Master of Commerce (M705) course entry on page 30 for the full list of units available.

## GRADUATE CERTIFICATE OF COMMERCE

0.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M516	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.
CRICOS CODE 059821J	

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

### Course structure

You must complete 4 credit points of elective units selected from the full range of units available in the Master of Commerce.

See the Master of Commerce (M705) course entry on page 30 for the full list of units available.

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B</b> Melbourne Burwood Campus
<input checked="" type="checkbox"/>	<b>F</b> Geelong Waterfront Campus
<input checked="" type="checkbox"/>	<b>G</b> Geelong Waurn Ponds Campus
<input checked="" type="checkbox"/>	<b>W</b> Warrnambool Campus
<input checked="" type="checkbox"/>	Off campus

## FINANCIAL PLANNING

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

### Professional recognition

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

## MASTER OF FINANCIAL PLANNING 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M740	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Financial Planning or Graduate Diploma of Financial Planning.

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

### Course structure

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

### Core units

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

*Plus 1 credit point from:*

MAF704 Treasury and Risk Management  
 MAF711 Modelling Techniques for Finance  
 MMP742 Investment Valuation  
 MPA711 Corporate Governance and Ethics  
 MPE781 Economics for Managers

### Elective units

Plus 4 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 30) and/or Master of International Finance (see page 42).

## GRADUATE DIPLOMA OF FINANCIAL PLANNING 1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M640	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of Financial Planning.

### Course structure

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

### Core units

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

### Elective units

Plus 2 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 30) and/or Master of International Finance (see page 42).

## GRADUATE CERTIFICATE OF FINANCIAL PLANNING 0.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M540	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

### Course structure

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

### Core units

MAF708 Retirement Income Streams  
 MAF765 Financial Planning and Analysis

### Elective units

Plus 2 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 30) and/or Master of International Finance (see page 42).

# COURSEWORK DEGREES



## JAMIE CRAIGIE

MASTER OF HUMAN RESOURCE MANAGEMENT  
OFF CAMPUS  
EMPLOYED: LECTURER IN HR BUSINESS MANAGEMENT,  
CENTRAL INSTITUTE OF TECHNOLOGY, WA

Jamie Craigie's list of professional roles is long. He has been an administration officer, accounting officer, payroll officer and payroll manager. After entering the HR industry, he performed as an adviser, senior adviser, manager and director, before taking up his current position as HR lecturer in 2009. When considering his future in the HR field, further study seemed his best option. 'I was figuring that for career progression I needed something apart from TAFE qualifications.'

Deakin's relationship with the Australian HR Institute (AHRI) made it the logical choice for his online study, he adds.

'I did the Graduate Diploma in Human Resources through Deakin, then they told me that by completing some additional units I could get the master's – I thought I may as well.'

The course content and its structure were both to his liking, Jamie says. 'It was easy to follow, the structure was good and there was good integration between theory and practice. We covered contemporary issues and I particularly enjoyed Organisational Behaviour and Advanced HR Management – they were my favourites.'

He also singles out for special mention the way the assignments linked with the workplace and the quality of the library facilities.

Read more about Jamie's experience at [deakin.is/jamie-craigie](http://deakin.is/jamie-craigie).

## HUMAN RESOURCE MANAGEMENT

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

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

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

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

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF HUMAN RESOURCE MANAGEMENT 3 PT

DEAKIN CODE	ADMISSION REQUIREMENTS
M782	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus at least five years relevant work experience, or AHRI Professional Diploma of Human Resources. Alternative admission is available on completion of the Graduate Certificate of Human Resource Management or Graduate Diploma of Human Resource Management.

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

### Course structure

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

### Core units

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

*Plus one unit from:*

MMH707 Managing Transitions and Change  
 MPR707 Change Management\*

### Elective units

Select 3 credit points of units from:

MPA751/MPR751 Financial Reporting and Analysis\*  
 MPE781 Economics for Managers  
 MPF753/MPT753 Finance#  
 MPI700 Postgraduate Internship  
 MPI702 Applied Business Project  
 MPK732/MPT732 Marketing Management#  
 MPM721/MPR721 Organisational Behaviour\*  
 MPM735/MPR735/MPT735 International Business Management\*\*

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

## GRADUATE DIPLOMA OF HUMAN RESOURCE MANAGEMENT 2 PT

DEAKIN CODE	ADMISSION REQUIREMENTS
M615	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or completed AHRI Professional Diploma of Human Resources. Alternative admission is available on completion of the Graduate Certificate of Human Resource Management.

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

### Course structure

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

### Core units

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

### Elective units

Select one unit from:

MMH707 Managing Transitions and Change  
 MPR707 Change Management\*

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

## GRADUATE CERTIFICATE OF HUMAN RESOURCE MANAGEMENT 1 PT

DEAKIN CODE	ADMISSION REQUIREMENTS
M515	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

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

### Course structure

You must complete 4 credit points of core units.

MMH701 Human Resource Strategy  
 MMH702 Human Resource Planning  
 MMH703 Human Resource Development  
 MMH704 Human Resource Performance Management

# COURSEWORK DEGREES



## DUSHYANT SATTIRAJU

MASTER OF INFORMATION SYSTEMS  
MELBOURNE BURWOOD CAMPUS

Usually people are keen to follow friends or family when they head to a new country to study. But Dushyant Sattiraju had other ideas. 'Most of my friends went to the US or the UK, but Australia was a continent I wanted to explore,' he says.

The course structure was one of the aspects that most impressed Dushyant about Deakin. 'I was really worried about the trimester system,' he says. 'I was concerned that 12 weeks would not be long enough to learn the amount of material. But the assignments were really well planned and the feedback from the lecturers was very good so we covered the work in the time. I was pleasantly surprised.'

After completing his studies, Dushyant hopes to gain some experience in the workforce in Australia before one day returning to India. 'I will be looking for a business role where I can do security auditing or system designing,' he says. In the meantime, he has plenty of words of encouragement for those in his homeland contemplating study in Australia. 'You will get a lot more exposure and a more real world experience in Australia. This has been more than positive for me.'

Read more about Dushyant's experience at  
[deakin.is/dushyant-sattiraju](http://deakin.is/dushyant-sattiraju).

## INFORMATION SYSTEMS

The Master of Information Systems has been developed in response to the rapid growth in the use of information systems and eCommerce applications by businesses and governments internationally.

The course provides specialist skills in the business-oriented principles and practices of information systems and eCommerce. It focuses on the strategic use of information in a business and policy context, supported by a sound technical understanding and capability in specific areas of information systems, particularly eBusiness, supply chain management and project management.

Deakin's information systems academic staff have expertise in:

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

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

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

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

### Information systems specialisations

- Business analytics
- eBusiness and supply chain management
- Social media and mobile strategies

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF INFORMATION SYSTEMS 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M722	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Information Systems or Graduate Diploma of Information Systems.
CRICOS CODE 052316E	

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

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

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

### Course structure

You must complete 12 credit points of study, comprising 6 credit points of core units, an information systems specialisation amounting to 4 credit points, and two elective units.

### Core units

- MIS701 Business Requirements Analysis
- MIS731 Information Security and Governance
- MIS752 Enterprise Systems
- MIS761 Enterprise Information Management
- MIS782 Business Value of ICT
- MIS798 Project Management

### Information systems specialisations

#### BUSINESS ANALYTICS

- MIS761 Enterprise Information Management
- MIS771 Exploratory Data Analysis and Visualisation
- MIS772 Predictive Analytics
- MIS781 Business Intelligence

#### eBUSINESS AND SUPPLY CHAIN MANAGEMENT

- MIS711 IS Services and Emerging Technologies
- MIS712 eBusiness Strategies
- MIS713 Supply Chain Management and Logistics
- MIS781 Business Intelligence

#### SOCIAL MEDIA AND MOBILE STRATEGIES

- MIS712 eBusiness Strategies
- MIS721 Social Media and Mobile Strategies
- MIS771 Exploratory Data Analysis and Visualisation
- MMK737 Online Marketing

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

## GRADUATE DIPLOMA OF INFORMATION SYSTEMS 1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M622	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Information Systems or Graduate Diploma of Information Systems.
CRICOS CODE 052315F	

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

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

### Course structure

You must complete 8 credit points of study, comprising 5 credit points of core units and 2 credit points of information systems units selected from the three information systems specialisations, and one general elective unit. See the Master of Information Systems (M722) entry on this page for available units.

### Core units

- MIS701 Business Requirements Analysis
- MIS731 Information Security and Governance
- MIS752 Enterprise Systems
- MIS761 Enterprise Information Management
- MIS798 Project Management

### Elective units

Select 2 credit points from the three information systems specialisations.

*Plus one general elective unit at level 7.*

## GRADUATE CERTIFICATE OF INFORMATION SYSTEMS 0.5 B X (Full time Trimester 2 only)

DEAKIN CODE	ADMISSION REQUIREMENTS
M522	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.
CRICOS CODE 052305G	

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

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

### Course structure

You must complete 4 credit points of study.

### Core units

- MIS701 Business Requirements Analysis
- MIS731 Information Security and Governance
- MIS761 Enterprise Information Management
- MIS798 Project Management

# COURSEWORK DEGREES

## INSURANCE AND RISK MANAGEMENT

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

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

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



## MASTER OF INSURANCE AND RISK MANAGEMENT 1 X

DEAKIN CODE	ADMISSION REQUIREMENTS
M773	Completion of a tertiary program equivalent to at least four years full-time study at a university or other approved educational institution, or completion of a tertiary program equivalent to at least three years of full-time study at a university or other educational institution and three years relevant work experience, or for those without a degree, a graduate diploma in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Insurance and Risk Management. <sup>1</sup>

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

### Course structure

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

### Core units

Select at least 5 credit points from:

MAA754 Enterprise Risk Management  
MPS701 Principles of Risk and Insurance  
MPS703 Reinsurance  
MPS707 Life Risk  
MPS708 General Insurance  
MPS710 Insurance and Risk Management Practicum

### Elective units

Select 3 credit points from:

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

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

- 1 Students articulating from the Graduate Certificate of Insurance and Risk Management will not receive any credit transfer and recognition into the Master of Insurance and Risk Management for units completed.
- \* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
- # MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## GRADUATE CERTIFICATE OF INSURANCE AND RISK MANAGEMENT 1PT

DEAKIN CODE	ADMISSION REQUIREMENTS
M573	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience and Senior Associate Membership of the Australian and New Zealand Institute of Insurance and Finance, or seven years of relevant work experience.

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

The course allows articulation into the Master of Insurance and Risk Management.<sup>1</sup>

### Course structure

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

### Core units

Select at least 3 credit points of units from:

MPS701 Principles of Risk and Insurance

MPS703 Reinsurance

MPS707 Life Risk

MPS708 General Insurance

### Elective units

Select one unit from:

MLC771 Law for Managers

MPA711 Corporate Governance and Ethics

MPA751/MPR751 Financial Reporting and Analysis\*

MPF753/MPT753 Finance#

MPK732/MPT732 Marketing Management#

MPM722 Human Resource Management

*or any other unit in the Master of Insurance and Risk Management course, approved in writing by the Course Team Chair.*

Where a student is precluded from a unit in the graduate certificate, the student may seek permission from the Course Team Chair to undertake an alternative unit.

<sup>1</sup> Students articulating from the Graduate Certificate of Insurance and Risk Management will not receive any credit transfer and recognition into the Master of Insurance and Risk Management for units completed.

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

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



Postgraduate study is an investment in your job satisfaction and your financial security.

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES



## GEORGE JOSE

MASTER OF INTERNATIONAL BUSINESS

MELBOURNE BURWOOD CAMPUS

MASTER OF BUSINESS ADMINISTRATION

MELBOURNE BURWOOD CAMPUS

EMPLOYED: SENIOR CONSULTANT, PERFORMANCE

IMPROVEMENT, ADVISORY, ERNST AND YOUNG

After completing an engineering degree in India, then working as a project manager in the Middle East, George Jose had decided he needed some formal qualifications to back up his practical skills. He focused on an MBA specialising in project management and researched his options thoroughly before choosing Deakin. 'I was quite fascinated by Australia as the land of opportunity, and I looked at university ratings,' he says.

Deciding a Master of International Business would complement his MBA perfectly, George studied the two master's courses concurrently.

Once his courses were underway, he was not disappointed. 'I was pleased with the whole relaxed feel,' he says. 'They were very nice and encouraging and there was plenty of two-way communication between lecturers and students.'

George says the two courses have allowed him to 'reposition himself' in the job market. 'They have given me more leverage and more options. I can apply the MBA across different dimensions and the international business aspect helps even further.' He advises other international students to take up study but to also follow his lead by getting involved in university life. 'It's about networking and developing yourself both professionally and personally.'

Read more about George's experience at [deakin.is/george-jose](http://deakin.is/george-jose).

## INTERNATIONAL BUSINESS

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

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF INTERNATIONAL BUSINESS 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M723	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution in a business discipline, or for those without a degree, a master's degree in a business discipline may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a business discipline plus at least five years relevant work experience. Alternative admission is available on completion of the Graduate Certificate of International Business or Graduate Diploma of International Business.
CRICOS CODE 037927C	

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

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

### Course structure

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

### Core units

MPE707 International Banking and Finance  
MPE711 Global Trade and Markets  
MPE781 Economics for Managers  
MPF753/MPT753 Finance<sup>#</sup>  
MPK732/MPT732 Marketing Management<sup>#</sup>  
MPK736/MPT736 International Marketing<sup>#</sup>  
MPM703 Business Strategy and Analysis  
MPM735/MPT735 International Business Management<sup>#</sup>

### Elective units

Select 4 credit points of units from:

AIR728 Global Political Economy  
AIR742 International Relations Theory  
AIR747 Contemporary International Politics  
ALC706 Culture, Communication and Globalisation: Critical Practices in and Local Cultures  
MIS712 eBusiness Strategies  
MIS771 Exploratory Data Analysis and Visualisation  
MLM703 Chinese Commercial Law  
MLM740 International Commercial Law  
MLM782 Indian Law  
MPA751/MPR751 Financial Reporting and Analysis<sup>\*</sup>  
MPI700 Postgraduate Internship  
MPM704 Managing for Environmental Sustainability  
MPM722/MPR722 Human Resource Management<sup>\*</sup>  
MPM738/MPT738 Audacious Leadership<sup>#</sup>  
or any other postgraduate units offered by the Faculty of Business and Law subject to the approval of the Program Director.

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

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

## GRADUATE DIPLOMA OF INTERNATIONAL BUSINESS 1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M651	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of International Business.
CRICOS CODE 018313B	

Deakin's Graduate Diploma of International Business allows articulation into the Master of International Business and combined Master of International Business courses.

### Course structure

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

### Core units

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

### Elective units

Select 4 credit points of units from:  
MLM703 Chinese Commercial Law  
MLM740 International Commercial Law  
MPE707 International Banking and Finance  
MPF753 Finance  
MPK732/MPT732 Marketing Management<sup>#</sup>  
MPK736/MPT736 International Marketing<sup>#</sup>  
MIS712 eBusiness Strategies  
MPA751/MPR751 Financial Reporting and Analysis<sup>\*</sup>

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

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

## GRADUATE CERTIFICATE OF INTERNATIONAL BUSINESS 0.5 B X (Full time Trimester 1 only)

DEAKIN CODE	ADMISSION REQUIREMENTS
M572	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.
CRICOS CODE 018308K	

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

### Course structure

You must complete 4 credit points of core units.

### Core units

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

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

# COURSEWORK DEGREES

## INTERNATIONAL FINANCE

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

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

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

### Contributing to professional practice

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

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

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

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

### Flexible and relevant

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

### Professional accreditation

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

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

## MASTER OF INTERNATIONAL FINANCE 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M730	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of International Finance or Graduate Diploma of International Finance.
CRICOS CODE 054577A	

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

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

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

Completion of the core units plus MAA754 Enterprise Risk Management will qualify you to apply for membership of the Finance and Treasury Association (FTA).

### Course structure

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

### Core units

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

### Elective units

Select 2 credit points of units from:

MAF703 Applied Corporate Finance  
MAF704 Treasury and Risk Management  
MAF711 Modelling Techniques for Finance  
MAF713 Futures, Options and Other Derivatives  
MAF723 Business and Financial Econometrics  
MPE711 Global Trade and Markets

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

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

### Specialisations

#### ADVANCED FINANCE

MAF723 Business and Financial Econometrics  
MAF761 Advanced Investments  
MAF762 Advanced Derivative Securities  
MAF764 Advanced Corporate Finance

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B</b> Melbourne Burwood Campus
<input type="checkbox"/>	<b>F</b> Geelong Waterfront Campus
<input type="checkbox"/>	<b>G</b> Geelong Waurn Ponds Campus
<input type="checkbox"/>	<b>W</b> Warrnambool Campus
<input type="checkbox"/>	Off campus

## FINANCE RESEARCH PROJECT

MAR725 Research Methods  
MPP701 Research Project 1A  
MPP703 Research Project 2 (2 credit points)

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

## FINANCIAL PLANNING

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

## RISK MANAGEMENT

MAA754 Enterprise Risk Management  
MAF762 Advanced Derivative Securities  
MAF763 Financial Intermediation  
MPE707 International Banking and Finance

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

## GRADUATE DIPLOMA OF INTERNATIONAL FINANCE

**1 B X**

DEAKIN CODE	ADMISSION REQUIREMENTS
M630	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate of International Finance.
054576B	

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

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

### Course structure

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

### Core units

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

### Elective units

Select 3 credit points of units from:

MAF703 Applied Corporate Finance  
MAF704 Treasury and Risk Management  
MAF707 Investments and Portfolio Management  
MAF708 Retirement Income Streams  
MAF709 Financial Planning Development  
MAF711 Modelling Techniques for Finance  
MAF713 Futures, Options and Other Derivatives  
MAF723 Business and Financial Econometrics  
MAF765 Financial Planning and Analysis  
MPE711 Global Trade and Markets

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

## GRADUATE CERTIFICATE OF INTERNATIONAL FINANCE

**0.5 B X**

DEAKIN CODE	ADMISSION REQUIREMENTS
M530	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.
054575C	

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

### Course structure

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

### Core units

MAF702 Financial Markets  
MPF753/MPT753 Finance<sup>#</sup>

### Elective units

Select 2 credit points of units from:

MAF703 Applied Corporate Finance  
MAF704 Treasury and Risk Management  
MAF707 Investments and Portfolio Management  
MAF759 Quantitative Methods for Finance  
MAF760/MFT760 International Finance<sup>#</sup>  
MPE781 Economics for Managers

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



For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES

## LEADERSHIP

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

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

## MASTER OF LEADERSHIP 1.5 X

DEAKIN CODE	ADMISSION REQUIREMENTS
M738	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus at least five years relevant work experience.
CRICOS CODE 071592E	Alternative admission is available on completion of the Graduate Certificate of Leadership or Graduate Diploma of Leadership.

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

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

### Course structure

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

### Core units

MPM738/MPT738 Audacious Leadership  
MPM772/MPR772 The Social Construction of Leadership\*  
MPM773 Contemporary Issues in Leadership  
MPR703 Management Communication (Residential)\*  
MPR707 Change Management\*  
MPR771 Principles of Leadership\*

### Elective units

Select 6 credit points of units from:

HPY701 Leadership Assessment, Development and Coaching  
MPA711 Corporate Governance and Ethics  
MPI702 Applied Business Project  
MPK701 Research Design and Analysis  
MPM704 Managing for Environmental Sustainability  
MPM712 Managing Innovation  
MPM721/MPR721 Organisational Behaviour\*  
MPP701 Research Project 1A  
MPP703 Research Project 2  
MPR705 Entrepreneurship\*  
MPT774 The Leadership Retreat#

*or any other unit approved by the Course Team Chair.*

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

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## GRADUATE DIPLOMA OF LEADERSHIP 1 X

DEAKIN CODE	ADMISSION REQUIREMENTS
M638	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Leadership.
CRICOS CODE 071591F	

### Course structure

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

### Core units

MPM772/MPR772 The Social Construction of Leadership\*  
MPM773 Contemporary Issues in Leadership  
MPR771 Principles of Leadership\*

### Elective units

Select 5 credit points of units from:

HPY701 Leadership Assessment, Development and Coaching  
MPA711 Corporate Governance and Ethics  
MPK701 Research Design and Analysis  
MPM704 Managing for Environmental Sustainability  
MPM712 Managing Innovation  
MPM721/MPR721 Organisational Behaviour\*  
MPM735/MPT735 International Business Management#  
MPM738/MPT738 Audacious Leadership#  
MPR703 Management Communication\*  
MPR705 Entrepreneurship\*  
MPR707 Change Management\*  
MPT774 The Leadership Retreat#

or any other unit approved by the Course Team Chair.

- \* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
- # MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

## GRADUATE CERTIFICATE OF LEADERSHIP 1PT X

DEAKIN CODE	ADMISSION REQUIREMENTS
M538	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years relevant work experience, or for those without a degree, five years relevant work experience.

### Course structure

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

### Core units

MPM772/MPR772 The Social Construction of Leadership\*  
MPR771 Principles of Leadership\*

### Elective units

Select one unit from:

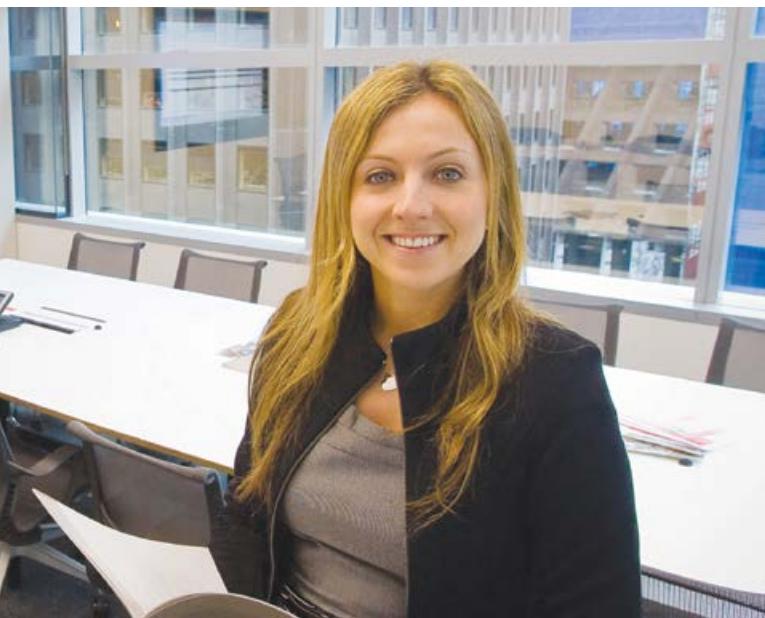
HPY701 Leadership Assessment, Development and Coaching  
MPA711 Corporate Governance and Ethics  
MPK701 Research Design and Analysis  
MPM704 Managing for Environmental Sustainability  
MPM712 Managing Innovation  
MPM721/MPR721 Organisational Behaviour\*  
MPM735/MPT735 International Business Management#  
MPM738/MPT738 Audacious Leadership#  
MPM773 Contemporary Issues in Leadership  
MPR703 Management Communication\*  
MPR705 Entrepreneurship\*  
MPR707 Change Management\*  
MPT774 The Leadership Retreat#

or any other unit approved by the Course Team Chair.

- \* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
- # MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.



# COURSEWORK DEGREES



## KASIA MARUSZAK

### MASTER OF MARKETING

MELBOURNE BURWOOD CAMPUS AND OFF CAMPUS  
EMPLOYED: MARKETING SPECIALIST, ANZ PRIVATE

After realising she had made the wrong career choice, Kasia Maruszak has had no regrets in her subsequent change in direction.

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

'I had some experience collaborating with the Coles Marketing team during our health promotion for Mental Health Week and it really gave me a buzz,' she says. 'I knew then that marketing was what I wanted to do.'

Describing her master's as 'a really great experience', Kasia says she thoroughly enjoyed the subject matter involved. 'One of my favourites was Advertising and Consumer Behaviour. It was about the theory behind creating an advertisement it was delivered in a really engaging way.'

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

Read more about Kasia's experience at [deakin.is/kasia-maruszak](http://deakin.is/kasia-maruszak).

## MARKETING

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

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

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

### MASTER OF MARKETING 1 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M728	Completion of a tertiary program equivalent to at least four years full-time study at a university or other approved educational institution with no marketing major, or completion of a tertiary program equivalent to at least three years of full-time study at a university or other educational institution and three years' relevant work experience, or for those without a degree, a graduate diploma in a cognate area plus five years minimum relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Marketing. <sup>1</sup>
CRICOS CODE	
055073F	

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

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

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

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input checked="" type="checkbox"/>	<b>Geelong Waurn Ponds Campus</b>
<input type="checkbox"/>	<b>Warrnambool Campus</b>
<input type="checkbox"/>	Off campus

## Course structure

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

### Core units

- MLM790 Marketing Law
- MMK733 Strategic Marketing
- MMK737 Online Marketing
- MPK701 Research Design and Analysis
- MPK712 Advertising and Consumer Behaviour
- MPK732/MPT732 Marketing Management<sup>#</sup>
- MPK736/MPT736 International Marketing<sup>#</sup>

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

### Elective units

Select one unit from:

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

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

- ALR700 Public Relations Campaigns
- ALR701 Public Relations Writing and Tactics
- ALR704 Public Relations Management
- ALR706 Online Public Relations and Communication
- ALR731 Public Relations Theory and Practice
- ALR782 Public Affairs and Opinion Formation
- MMK792 Arts Marketing
- MMM793 Managing Cultural Projects and Events
- MMS712 Sport Marketing
- MMS715 Sport Promotions and Public Relations
- MMS773 Sport Broadcasting
- MPP701 Research Project 1A
- MPP702 Research Project 1B
- MPP703 Research Project 2 (2 credit points)
- MPP704 Research Project 4 (4 credit points)

*or any other Master of Business Administration unit with approval from the Course Team Chair.*

- # MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
- 1 Students articulating from the Graduate Certificate of Marketing will not receive any credit transfer and recognition into the Master of Marketing for units completed.

## GRADUATE CERTIFICATE OF MARKETING

0.5 **B** X

DEAKIN CODE	ADMISSION REQUIREMENTS
M528	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.
CRICOS CODE	
055072G	

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

The course allows articulation into the Master of Marketing.<sup>1</sup>

### Course structure

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

### Core unit

- MPK732/MPT732 Marketing Management<sup>#</sup>

### Elective units

Select 3 credit points of units from:

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

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

1 Students articulating from the Graduate Certificate of Marketing will not receive any credit transfer and recognition into the Master of Marketing for units completed.

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES

## PERSONAL INJURY MANAGEMENT

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

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

## MASTER OF MANAGEMENT (PERSONAL INJURY)

DEAKIN CODE	ADMISSION REQUIREMENTS	BUSINESS MANAGEMENT
M734	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution. Alternative admission is available on completion of the Graduate Certificate or Graduate Diploma of Management (Personal Injury).	MPA751/MPR751 Financial Reporting and Analysis* MPK711 Strategic Customer Service <i>Plus 1 credit point from:</i> XGR703 Injury Management (Griffith University unit – studied cross institutionally) XGR705 Injury Management (Griffith University unit – studied cross institutionally) <i>Plus 2 credit points of units from:</i> AIP733 Governance and Accountability AIP740 Public Policy Analysis AIP748 Intergovernmental Relations HSH702 Contemporary Health Issues and Policies MAA754 Enterprise Risk Management MMM792 Operations Management MPA711 Corporate Governance and Ethics MPK732/MPT732 Marketing Management# MPM701 Business Process Management MPM712 Managing Innovation MPM721/MPR721 Organisational Behaviour* MPR703 Management Communication* MPR771 Principles of Leadership MPS701 Principles of Risk and Insurance MIS771 Exploratory Data Analysis and Visualisation
		<b>CLAIMS MANAGEMENT</b> MPA751/MPR751 Financial Reporting and Analysis* MPK711 Strategic Customer Service <i>Plus 1 credit point from:</i> XGR703 Injury Management (Griffith University unit – studied cross institutionally) XGR705 Injury Management (Griffith University unit – studied cross institutionally) <i>Plus 2 credit points of units from:</i> HSH701 Principles and Practice of Public Health HSH702 Contemporary Health Issues and Policies HPS744 Counselling and Interpersonal Skills MMH707 Managing Transitions and Change MPM721/MPR721 Organisational Behaviour* MPM722/MPR722 Human Resource Management* MPM738/MPT738 Audacious Leadership# MPR707 Change Management* MPR771 Principles of Leadership* MIS798 Project Management SIT794 Services Management

Enquiries about the personal injury management courses should be made through DeakinPrime.

Please contact the project manager on phone +61 3 9918 9106 or email [pimhelpdesk@deakinprime.com](mailto:pimhelpdesk@deakinprime.com).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B Melbourne Burwood Campus</b>
<input type="checkbox"/>	<b>F Geelong Waterfront Campus</b>
<input type="checkbox"/>	<b>G Geelong Waurn Ponds Campus</b>
<input type="checkbox"/>	<b>W Warrnambool Campus</b>
<input type="checkbox"/>	Off campus

## DISPUTE MANAGEMENT

### MPR709 Dispute Management

*Plus 1 credit point from:*

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

*Plus 3 credit points of units from:*

AIP740 Public Policy Analysis  
HSH702 Contemporary Health Issues and Policies  
HPS744 Counselling and Interpersonal Skills  
MPA711 Corporate Governance and Ethics  
MMH707 Managing Transitions and Change  
MMH710 Rights and Responsibilities in Human Resource Management  
MLM750 Human, Economic and Legal Rights  
MPR707 Change Management\*

## RETURN TO WORK MANAGEMENT

### MPM723 Strategic Return to Work

XGR707 Vocational Assessment and Evaluation (Griffith University unit – studied cross institutionally)

*Plus 1 credit point from:*

MPM722/MPR722 Human Resource Management\*

*Plus 2 credit points of units from:*

HSH702 Contemporary Health Issues and Policies  
HSH703 Health Promotion  
HSH705 Needs Assessment and Health Program Planning  
HPS744 Counselling and Interpersonal Skills  
MLM750 Human, Economic and Legal Rights  
MMH707 Managing Transitions and Change  
MMH710 Rights and Responsibilities in Human Resource Management  
MPM721/MPR721 Organisational Behaviour\*  
MPR703 Management Communication\*  
MPR707 Change Management\*

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

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



# COURSEWORK DEGREES

## GRADUATE DIPLOMA OF MANAGEMENT (PERSONAL INJURY) 2PT X

DEAKIN CODE	ADMISSION REQUIREMENTS
M634	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Management (Personal Injury).

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

### Course structure

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

### Core units

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

### Elective units

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

### BUSINESS MANAGEMENT

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

*Plus 1 credit point from:*

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

*Plus 2 credit points of units from:*

AIP733 Governance and Accountability  
AIP740 Public Policy Analysis  
AIP748 Intergovernmental Relations  
HSH702 Contemporary Health Issues and Policies  
MAA754 Enterprise Risk Management  
MIS798 Project Management  
MIS771 Exploratory Data Analysis and Visualisation  
MPA711 Corporate Governance and Ethics  
MPK732/MPT732 Marketing Management\*  
MPM701 Business Process Management  
MPM712 Managing Innovation  
MPM721/MPR721 Organisational Behaviour\*  
MPR703 Management Communication\*  
MPR771 Principles of Leadership

### CLAIMS MANAGEMENT

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

*Plus 1 credit point from:*

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

*Plus 2 credit points of units from:*

HPS744 Counselling and Interpersonal Skills  
HSH701 Principles and Practice of Public Health  
HSH702 Contemporary Health Issues and Policies  
MMH707 Managing Transitions and Change  
MPM721/MPR721 Organisational Behaviour\*  
MPM722/MPR722 Human Resource Management\*  
MPM738/MPT738 Audacious Leadership\*  
MPR707 Change Management\*  
MIS798 Project Management

### DISPUTE MANAGEMENT

MPR709 Dispute Management

*Plus 1 credit point from:*

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

*Plus 3 credit points of units from:*

AIP740 Public Policy Analysis  
HSH702 Contemporary Health Issues and Policies  
HPS744 Counselling and Interpersonal Skills  
MLM750 Human, Economic and Legal Rights  
MMH707 Managing Transitions and Change  
MMH710 Rights and Responsibilities in Human Resource Management  
MPA711 Corporate Governance and Ethics  
MPR707 Change Management\*

### RETURN TO WORK MANAGEMENT

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

*Plus 1 credit point from:*

MPM722/MPR722 Human Resource Management\*

*Plus 2 credit points of units from:*

HSH702 Contemporary Health Issues and Policies  
HSH703 Health Promotion  
HSH705 Needs Assessment and Health Program Planning  
HPS744 Counselling and Interpersonal Skills  
MLM750 Human, Economic and Legal Rights  
MMH710 Rights and Responsibilities in Human Resource Management  
MMH707 Managing Transitions and Change  
MPM721/MPR721 Organisational Behaviour\*  
MPR703 Management Communication\*  
MPR707 Change Management\*

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

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## GRADUATE CERTIFICATE OF MANAGEMENT (PERSONAL INJURY) [1PT] X

DEAKIN CODE	ADMISSION REQUIREMENTS
M534	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

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

### Course structure

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

### Core unit

MPM740 Principles of Personal Injury Scheme Design

### Elective units

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

### BUSINESS MANAGEMENT

MPA751/MPR751 Financial Reporting and Analysis\*

*Plus 1 credit point from:*

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

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

*Plus 1 credit point from:*

AIP733 Governance and Accountability

MIS771 Exploratory Data Analysis and Visualisation

MPA711 Corporate Governance and Ethics

MPK732/MPT732 Marketing Management\*

MPM701 Business Process Management

MPR721/MPR721 Organisational Behaviour\*

### CLAIMS MANAGEMENT

MPK711 Strategic Customer Service

*Plus 1 credit point from:*

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

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

*Plus 1 credit point from:*

MPM721/MPR721 Organisational Behaviour\*

MPM722/MPR722 Human Resource Management\*

HPS744 Counselling and Interpersonal Skills

HSH702 Contemporary Health Issues and Policies

SIT794 Services Management

### DISPUTE MANAGEMENT

MPR709 Dispute Management

*Plus 1 credit point from:*

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

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

*Plus 1 credit point from:*

AIP740 Public Policy Analysis

HSH702 Contemporary Health Issues and Policies

HPS744 Counselling and Interpersonal Skills

MLM750 Human, Economic and Legal Rights

MMH707 Managing Transitions and Change

MMH710 Rights and Responsibilities in Human Resource Management

MPA711 Corporate Governance and Ethics

MPR707 Change Management\*

### RETURN TO WORK MANAGEMENT

MPM723 Strategic Return to Work

XGR707 Vocational Assessment and Evaluation (Griffith University unit – studied cross institutionally)

*Plus 1 credit point from:*

MPM722/MPR722 Human Resource Management\*

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES

## PROPERTY

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

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

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

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

## GRADUATE DIPLOMA OF PROPERTY [1 X]

DEAKIN CODE	ADMISSION REQUIREMENTS
M633	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

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

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

### Course structure

You must complete 8 credit points of core units.

#### Trimester 1

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

#### Trimester 2

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



Deakin offers a complete range of services and programs to support you throughout your studies.

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## RETAIL MANAGEMENT

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

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

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

## GRADUATE CERTIFICATE OF RETAIL MANAGEMENT

**1 B X**

DEAKIN CODE	ADMISSION REQUIREMENTS
M544	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

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

The aim of the Graduate Certificate of Retail Management is to broaden your knowledge and understanding of retail management by considering it in a number of contexts, including the Australian retail sector and international retail markets, while exploring global issues such as economic and environmental sustainability, along with social and cultural matters.

The course will enhance your understanding of key contemporary principles and practices, and the developing role of performance knowledge skills. At the conclusion of the course, you will be able to demonstrate knowledge of key issues in retail management, including retail systems, ownership, distribution and supply, customer relations, consumer behaviour, merchandise operations, marketing, branding and financial considerations.

### Course structure

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

### Core units

MPK732/MPT732 Marketing Management<sup>#</sup>

MPM705 Retailing

MPM716 Merchandise Management

### Elective units

Select 1 credit point from:

MIS713 Supply Chain Management and Logistics

MLM790 Marketing Law

MMK737 Online Marketing

MPA751/MPR751 Financial Reporting and Analysis\*

MP100 Postgraduate Internship

MPK711 Strategic Customer Service

MPM712 Managing Innovation

MPK712 Advertising and Consumer Behaviour

MPM701 Business Process Management

MPM715 Management and Organisational Consulting

MPM721/MPR721 Organisational Behaviour\*

MPM722/MPR722 Human Resource Management\*

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

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



For more information and to click through to unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES



## SPORT MANAGEMENT

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

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

### TRISTAN BANKS

MASTER OF BUSINESS (SPORT MANAGEMENT)  
OFF CAMPUS  
EMPLOYED: STATE SALES MANAGER – VIC/TAS, KOOGA

Tristan Banks has worked as sponsorship manager for Kookaburra for seven years and, for the last three and a half years, has been Victorian Sales Manager for Kooga, a manufacturer of sporting apparel. He looks after the company's partnerships with AFL clubs Richmond and the Western Bulldogs, plus Melbourne's rugby clubs, Storm and Rebels.

Tristan also worked on the recent Big Bash for Cricket Australia. But, despite his extensive on-the-job knowledge, he was keen to put a qualification to his name. 'I had worked around sponsorship, sales and marketing for a long time, but ... I felt I needed some business skills on the resume – especially if I wanted to do something else.'

Tristan found his work history meant he already had some runs on the board. His experience in the sporting industry saw Deakin allow him to enter its Graduate Certificate of Business (Sport Management) and allocate it to the first four units of the master's degree.

The master's was 'fabulous,' says Tristan. 'It complemented what I was doing and gave me a broad view of my role – the sales and the business side. I work alongside all the sporting organisations and there are politics in all of them. The course helped me deal with it all.'

Read more about Tristan's experience at [deakin.is/tristan-banks](http://deakin.is/tristan-banks).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>B</b> Melbourne Burwood Campus
<input type="checkbox"/>	<b>F</b> Geelong Waterfront Campus
<input checked="" type="checkbox"/>	<b>G</b> Geelong Waurn Ponds Campus
<input type="checkbox"/>	<b>W</b> Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF BUSINESS (SPORT MANAGEMENT) 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M718	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, a master's degree may be accepted in lieu of a three-year bachelor's degree, or a graduate certificate in a cognate area plus at least five years relevant work experience. Alternative admission is available on completion of the Graduate Certificate of Business (Sport Management).
020005G	

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

### Course structure

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

### Core units

#### Year 1

##### Trimester 1

MLC710 Sport and the Law

MMS711 Introduction to the Sport Industry

MMS714 Management (Sport)

##### Trimester 2

MMS712 Sport Marketing

MPA751/MPR751 Financial Reporting and Analysis\*

MPE781 Economics for Managers

#### Year 2

##### Trimester 1

MMS715 Sport Promotions and Public Relations

MMS716 Sport Organisation Theory

plus one elective unit

##### Trimester 2

MMS736 Strategic Management

MMS774 Facility and Event Management

plus one elective unit

### Elective units

#### Trimester 1

MAA754 Enterprise Risk Management

MMK737 Online Marketing

MMS701 Athlete Management

MPP701 Research Project 1A

#### Trimester 2

MMS773 Sport Broadcasting

MPM722/MPR722 Human Resource Management\*

MPP702 Research Project 1B

You may also choose elective units from the wider range of Faculty of Business and Law units and from across the University, subject to approval.

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

## GRADUATE CERTIFICATE OF BUSINESS (SPORT MANAGEMENT) 1PT B X

DEAKIN CODE	ADMISSION REQUIREMENTS
M518	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution, or for those without a degree, five years of relevant work experience.

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

### Course structure

You must complete 4 credit points of study.

#### Trimester 1

MMS711 Introduction to the Sport Industry

MMS714 Management (Sport)

#### Trimester 2

MMS712 Sport Marketing

#### Plus one unit from:

MMS774 Facility and Event Management

MPA751/MPR751 Financial Reporting and Analysis\*

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

# COURSEWORK DEGREES

## COMBINED COURSES

### MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL)/MASTER OF COMMERCE

**2 B X**

DEAKIN CODE	ADMISSION REQUIREMENTS
D708	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.
CRICOS CODE	
057659G	

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

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

#### Course structure

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

#### Core units

MPA701 Accounting  
MPA702 Financial Interpretation  
MPE707 International Banking and Finance  
MPE781 Economics for Managers  
MPE753/MPT753 Finance<sup>#</sup>  
MPK732/MPT732 Marketing Management<sup>#</sup>  
MPM703 Business Strategy and Analysis  
MPM701 Business Process Management  
MPM735/MPT735 International Business Management<sup>#</sup>

#### Elective units

Select 2 credit points of units from:

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

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

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

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

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

### MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL)/MASTER OF INFORMATION SYSTEMS

**2 B X**

DEAKIN CODE	ADMISSION REQUIREMENTS
D711	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.
CRICOS CODE	
057658J	

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

#### Course structure

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

#### Core units

MIS701 Business Requirements Analysis  
MIS731 Information Security and Governance  
MIS752 Enterprise Systems  
MIS761 Enterprise Information Management  
MIS782 Business Value of ICT  
MIS798 Project Management  
MPA702 Financial Interpretation  
MPE707 International Banking and Finance  
MPE781 Economics for Managers  
MPK732/MPT732 Marketing Management<sup>#</sup>  
MPM701 Business Process Management  
MPM703 Business Strategy and Analysis  
MPM735/MPT735 International Business Management<sup>#</sup>

#### Elective units

Select 1 credit point from:

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

*plus 2 credit points of information systems units not previously studied:*

MIS711 IS Services and Emerging Technologies  
MIS712 eBusiness Strategies  
MIS713 Supply Chain Management and Logistics  
MIS721 Social Media and Mobile Strategies  
MIS771 Exploratory Data Analysis and Visualisation  
MIS772 Predictive Analytics  
MIS781 Business Intelligence

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

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

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL)/MASTER OF INTERNATIONAL FINANCE [2 B X]

DEAKIN CODE	ADMISSION REQUIREMENTS
D712	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.
CRICOS CODE 062175G	

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

### Course structure

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

### Core units

MAF702 Financial Markets  
MAF707 Investments and Portfolio Management  
MAF759 Quantitative Methods for Finance  
MAF760/MFT760 International Finance<sup>#</sup>  
MPA702 Financial Interpretation  
MPE707 International Banking and Finance  
MPE781 Economics for Managers  
MPF753/MPT753 Finance<sup>#</sup>  
MPK732/MPT732 Marketing Management<sup>#</sup>  
MPM701 Business Process Management  
MPM703 Business Strategy and Analysis  
MPM735/MPT735 International Business Management<sup>#</sup>

### Elective units

Select 3 credit points of units from:

MAF703 Applied Corporate Finance  
MAF704 Treasury and Risk Management  
MAF711 Modelling Techniques for Finance  
MAF713 Futures, Options and Other Derivatives  
MPE711 Global Trade and Markets  
MPK701 Research Design and Analysis  
MPM722/MPR722 Human Resource Management\*

*plus 1 credit point not previously studied from either the Master of Business Administration (International) or the Master of International Finance.*

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

## MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL)/MASTER OF PROFESSIONAL ACCOUNTING [2 B X]

DEAKIN CODE	ADMISSION REQUIREMENTS
D709	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.
CRICOS CODE 057657K	

The Master of Business Administration (International) aims to give you the capabilities to deal with all aspects of an organisation's business management, particularly in an international context, while the Master of Professional Accounting (MPA) will give you the foundation for membership with CPA Australia or for entry into the Institute of Chartered Accountants in Australia to undertake its CA Program. You may not be able to take all units required for membership within the normal units required to complete the combined course.

### Course structure

You must complete 16 credit points of study, comprising 12 credit points of core units, 1 credit point from a specified list of three units and 3 credit points of units not previously studied from the Master of Professional Accounting. See the Master of Professional Accounting (M720) course entry on page 12 for units available.

### Core units

MAA703 Accounting for Management<sup>1,2</sup>  
MAA716 Financial Accounting<sup>1,2</sup>  
MAA725 Advanced Accounting Principles and Practice<sup>1,2</sup>  
MPA701 Accounting<sup>1,2</sup>  
MPA702 Financial Interpretation  
MPE707 International Banking and Finance  
MPE781 Economics for Managers<sup>1,2</sup>  
MPF753/MPT753 Finance<sup>1,2 #</sup>  
MPK732/MPT732 Marketing Management<sup>#</sup>  
MPM701 Business Process Management<sup>1,2</sup>  
MPM703 Business Strategy and Analysis  
MPM735/MPT735 International Business Management<sup>#</sup>

### Elective units

Select 1 credit point from:

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

*Plus 3 credit points of units from:*

MAA705 Corporate Auditing<sup>2,3</sup>  
MLC703 Principles of Income Tax Law<sup>2,3</sup>  
MLC707 Commercial and Corporations Law<sup>1,2</sup>

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

1 Required by CPA Australia for associate (foundation level) membership.

2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.

3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA Program. Other students must complete the unit before becoming an associate member of CPA Australia.

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

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

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

# COURSEWORK DEGREES

## MASTER OF INFORMATION TECHNOLOGY/ MASTER OF COMMERCE

DEAKIN CODE	ADMISSION REQUIREMENTS
D750	Applicants must have a recognised undergraduate degree in information technology or related field from an approved institution.
Combining a professional business qualification with a specialist qualification in IT will provide graduates with the skills needed to effectively utilise IT in business operations and decisions.	
IT has changed the way the world communicates. Government, business and finance sectors have changed dramatically and need IT professionals who can translate the potential of IT into practical real-world software systems. The Master of Information Technology offers up-to-date specialist, technical expertise in key areas of computing and information technology.	
The Master of Commerce provides the professional credentials for a range of opportunities in Australia and overseas, from traditional vocations to the new economy.	
Sophisticated delivery using electronic communication for lectures, conferences, group work and debates among students, as well as for assessment, makes the Master of Commerce an ideal course to combine with the Master of Information Technology.	
<b>Course structure</b> You must complete 16 credit points of study, comprising 6 credit points of core units, one 4-credit-point specialisation from the Master of Information Technology, one 4-credit-point specialisation from the Master of Commerce and 2 credit points of information technology elective units.	
<b>Core units</b> MPA701 Accounting MPPE781 Economics for Managers MPF753 Finance MPM701 Business Process Management SIT764 Project Management SIT782 Practical Project	

### Information technology units

Select 2 credit points of Master of Information Technology elective units.

### Information technology specialisations

Select one 4-credit-point information technology specialisation.

#### IT SECURITY

SIT703 Advanced Digital Forensics  
SIT704 Advanced Topics in Digital Security  
SIT735 Communications Network Security  
SIT763 IT Security Management

#### IT SERVICES

SIT737 Service Oriented Architectures and Technologies  
SIT717 Enterprise Business Intelligence  
SIT775 IT Services in Organisations  
SIT794 Services Management

#### NETWORK COMPUTING

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

#### SOFTWARE DEVELOPMENT

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

### Information technology general elective units

SIT701 Internet Core and Enterprise Routing  
SIT702 Advanced Network Design and Engineering  
SIT703 Advanced Digital Forensics  
SIT704 Advanced Topics in Digital Security  
SIT717 Enterprise Business Intelligence  
SIT725 Advanced Software Engineering  
SIT735 Communications Network Security  
SIT737 Service Oriented Architectures and Technologies  
SIT740 Research and Development in Information Technology  
SIT751 Java Network Programming  
SIT763 IT Security Management  
SIT775 IT Services in Organisations  
SIT780 eSystems Software Development  
SIT783 Linux and Open Source Software  
SIT784 Mobile and Ubiquitous Computing  
SIT794 Services Management

### Commerce units

You must also choose 4 credit points of units not previously studied from the Master of Commerce (choice of units must form at least one Master of Commerce specialisation). Commerce graduates will normally be precluded from one or more of the core commerce units and required to undertake substitute units from the full range of commerce-grouped units. These students are expected to specialise in an area other than their undergraduate major sequence(s). Refer to the Master of Commerce (M705) course entry on page 30 for details of specialisations and units available.

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	Melbourne Burwood Campus
<input type="checkbox"/>	Geelong Waterfront Campus
<input checked="" type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF INFORMATION TECHNOLOGY/ MASTER OF INFORMATION SYSTEMS [2 B X]

DEAKIN CODE	ADMISSION REQUIREMENTS
D751	Applicants must have a recognised undergraduate degree in information technology or related field from an approved institution.
CRICOS CODE 049695D	

This combined degree will allow graduates to possess the soft skills to design information systems that meet the need of stakeholders and the hard IT skills necessary to implement them. Government, business and finance sectors have changed dramatically and need IT professionals who can translate the potential of IT into practical real-world software systems. In tune with the latest international developments, the Master of Information Technology offers up-to-date specialist, technical expertise in key areas of computing and information technology.

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

### Course structure

You must complete 16 credit points of study, comprising 7 credit points of core units, 3 credit points of information systems elective units, one 4-credit-point specialisation from the Master of Information Technology and 2 credit points of information technology elective units.

### Core units

- MIS701 Business Requirements Analysis
- MIS731 Information Security and Governance
- MIS752 Enterprise Systems
- MIS761 Enterprise Information Management
- MIS782 Business Value of ICT
- SIT764 Project Management
- SIT782 Practical Project

### Information technology units

Select 2 credit points of Master of Information Technology elective units.

### Information technology specialisations

Select one 4-credit-point information technology specialisation.

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

Refer to the Master of Information Technology/Master of Commerce (S750) on page 58 for details of the units within these specialisations and a list of general elective units.

### Information systems units

Select information systems units not previously studied amounting to 3 credit points from:

- MIS711 IS Services and Emerging Technologies
- MIS712 eBusiness Strategies
- MIS713 Supply Chain Management and Logistics
- MIS721 Social Media and Mobile Strategies
- MIS771 Exploratory Data Analysis and Visualisation
- MIS772 Predictive Analytics
- MIS781 Business Intelligence

## MASTER OF INFORMATION TECHNOLOGY/ MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL) [2 B X]

DEAKIN CODE	ADMISSION REQUIREMENTS
D754	Applicants must have normally completed an undergraduate degree equivalent to three years of tertiary study in an information technology or related discipline (a grade point average of 65 per cent or more in the undergraduate degree will normally be required).
CRICOS CODE 060185M	

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

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

### Course structure

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

### Information technology units

You must complete 8 credit points as prescribed below:

- SIT764 Project Management
- SIT782 Practical Project

*plus*

6 credit points of elective units from the Master of Information Technology, comprising one of the following 4-credit-point specialisations and 2 credit points of general elective units.

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

Refer to the Master of Information Technology/Master of Commerce (D750) course entry on page 58 for details of the units within these specialisations and a list of general elective units.

### Business administration (international) units

You must complete 8 credit points of business administration study, comprising seven core units and one unit selected from a group of three:

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

*plus 1 credit point from:*

- MPE711 Global Trade and Markets
- MPK701 Research Design and Analysis
- MPM722/MPR722 Human Resource Management<sup>\*</sup>

<sup>\*</sup> MPR code denotes residential version of unit. The cost is in addition to the tuition fees.

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

# COURSEWORK DEGREES

## MASTER OF INTERNATIONAL FINANCE/ MASTER OF PROFESSIONAL ACCOUNTING

2 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
D707	Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution.
CRICOS CODE 056979M	

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

### Course structure

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

### Core units

MAA703 Accounting for Management<sup>1,2</sup>  
MAA716 Financial Accounting<sup>1,2</sup>  
MAA725 Advanced Accounting Principles and Practice<sup>1,2</sup>  
MAF702 Financial Markets  
MAF707 Investments and Portfolio Management  
MAF759 Quantitative Methods for Finance  
MAF760/MFT760 International Finance<sup>#</sup>  
MPA701 Accounting<sup>1,2</sup>  
MPE781 Economics for Managers<sup>1,2</sup>  
MPF753 Finance<sup>1,2</sup>

### Elective units

These units may be selected to form a specialisation – see the Master of International Finance (M730) course entry on page 42 for details of specialisations.

Select 6 credit points of units from:

MAA705 Corporate Auditing<sup>2,3</sup>  
MAA754 Enterprise Risk Management  
MAE723 Business and Financial Econometrics  
MAF703 Applied Corporate Finance  
MAF704 Treasury and Risk Management  
MAF708 Retirement Income Streams  
MAF709 Financial Planning Development  
MAF711 Modelling Techniques for Finance  
MAF713 Futures, Options and Other Derivatives  
MAF761 Advanced Investments  
MAF762 Advanced Derivative Securities  
MAF763 Financial Intermediation  
MAF764 Advanced Corporate Finance  
MAR725 Research Methods  
MIS771 Exploratory Data Analysis and Visualisation  
MLC703 Principles of Income Tax Law<sup>2,3</sup>  
MLC707 Commercial and Corporations Law<sup>1,2</sup>  
MPE707 International Banking and Finance  
MPE711 Global Trade and Markets  
MPM701 Business Process Management<sup>1,2</sup>  
MPP701 Research Project 1A<sup>4</sup>  
MPP702 Research Project 1B  
MPP703 Research Project 2<sup>4</sup>

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

- 1 Required by CPA Australia for associate (foundation level) membership.
- 2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
- 3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA Program. Other students must complete the unit before becoming an associate member of CPA Australia.
- 4 These units form the Finance Research Project specialisation and must be undertaken together – they cannot be studied separately.

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

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

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

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

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

<input checked="" type="checkbox"/>	Course duration in years
<input type="checkbox"/>	Full time
<input type="checkbox"/>	Part time
<input checked="" type="checkbox"/>	<b>Melbourne Burwood Campus</b>
<input type="checkbox"/>	Geelong Waterfront Campus
<input type="checkbox"/>	Geelong Waurn Ponds Campus
<input type="checkbox"/>	Warrnambool Campus
<input type="checkbox"/>	Off campus

## MASTER OF POLITICS AND POLICY/MASTER OF BUSINESS ADMINISTRATION [2](#) [X](#)

DEAKIN CODE	ADMISSION REQUIREMENTS
D720	A bachelor's degree from an approved tertiary institution or equivalent, and a minimum of three years' full-time (or equivalent part time) managerial or professional work experience (as defined by the joint faculty selection team). Applicants are required to submit with their application a current resume, current contact details of two referees and a one-page brief outlining why they believe their work experience would be valued by their MBA peers.

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

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

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

### Course structure

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

### Core units

#### Trimester 1

AIP740 Public Policy Analysis  
AIP746 Democratic Governance  
AIP747 Policy and Program Evaluation

#### Trimester 2

AIP748 Intergovernmental Relations  
AIP777 Accountability and Corporate Social Responsibility

#### Trimester 3

AIP773 Governance and Accountability  
MPA751/MPR751 Financial Reporting and Analysis\*  
MPE781 Economics for Managers  
MPF753/MPT753 Finance#  
MPK732 Marketing Management  
MPM706/MPR706 Strategic Management\*  
MPM721 Organisational Behaviour  
MPM701 Business Process Management

*Plus one unit from:*

MPM735 International Business Management  
MPM712 Managing Innovation  
MPR722 Human Resource Management\*

### Elective units

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

#### MANAGEMENT

MPE781 Economics for Managers  
MPM703 Business Strategy and Analysis

#### COMMUNITY DEVELOPMENT

ASD704 Community Development Theory and Practice A  
ASD705 Community Development Theory and Practice B  
ASD711 Needs Assessment and Strategic Planning  
ASD712 Monitoring and Evaluation

#### EDUCATION

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

#### ENVIRONMENT

MPM704 Managing for Environmental Sustainability  
SLE721 Policy and Planning for Sustainable Development  
SLE725 Environmental Management Systems

#### HEALTH

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

#### INTERNATIONAL RELATIONS

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

#### RESEARCH UNITS

For students wishing to undertake a PhD pathway in Politics and Policy Studies, the following units are offered:

AIX702 Dissertation A (2 credit points)^  
AIX703 Dissertation B (2 credit points)^

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

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

^ You are required to seek approval from the Course Director if you wish to undertake these units. Upon approval to enrol, you will be granted exemption from two core units in order to accommodate the dissertation within the 8 credit points.

# COURSEWORK DEGREES

## MASTER OF PROFESSIONAL ACCOUNTING/ MASTER OF COMMERCE 2 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
D706	Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution or completion of the Graduate Certificate or Graduate Diploma of Accounting.
CRICOS CODE	054579K

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

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

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

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

### Course structure

You must complete 16 credit points of study, comprising 7 credit points of core units and 9 credit points of elective units. Selection of elective units must form a specialisation from the Master of Commerce (excluding the accounting specialisation).

### Core units

MAA703 Accounting for Management<sup>1,2</sup>

MAA716 Financial Accounting<sup>1,2</sup>

MAA725 Advanced Accounting Principles and Practice

MPA701 Accounting<sup>1,2</sup>

MPE781 Economics for Managers<sup>1,2</sup>

MPF753 Finance<sup>1,2</sup>

MPM701 Business Process Management<sup>1,2</sup>

### Elective units

Select 9 credit points of units from:

MAA705 Corporate Auditing<sup>2,3</sup>

MLC703 Principles of Income Tax Law<sup>2,3</sup>

MLC707 Commercial and Corporations Law<sup>1,2</sup>

Note: Selection of elective units must form a specialisation from the M705 Master of Commerce (excluding the accounting specialisation, see list in the next column).

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

### Specialisations

- Arts and entertainment management
- Business analytics
- Commercial law
- eBusiness and supply chain management
- Enterprise systems
- Finance
- Financial planning
- Insurance and risk management
- International trade and business
- Marketing
- Project management
- Public sector studies
- Retail management
- Social media and mobile strategies

Refer to the Master of Commerce (M705) course entry on page 30 for details of specialisations.

1 Required by CPA Australia for associate (foundation level) membership.

2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.

3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA Program. Other students must complete the unit before becoming an associate member of CPA Australia.

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

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

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

## RELATED COURSE

## MASTER OF HEALTH AND HUMAN SERVICES MANAGEMENT 1.5 B X

DEAKIN CODE	ADMISSION REQUIREMENTS
H746	An approved tertiary qualification and relevant industry experience. Applicants must also submit a curriculum vitae, certified transcripts and a written statement outlining reasons for undertaking the course.
CRICOS CODE	056060C

The Master of Health and Human Services Management will prepare you to be an effective manager and leader in the health and human services sector. The course focuses on equity in health and health service delivery outcomes.

The course allows you to build on a core of eight units, with elective units chosen from specialty areas such as health economics, public health research, health promotion and business administration. There is also flexibility of choice between research and coursework, allowing you to construct a study program that best meets your interests and career aspirations.

Career opportunities for graduates of the Master of Health and Human Services Management exist in hospitals and health services, welfare organisations, government departments and agencies and non-government organisations. Employment opportunities exist locally and overseas.

The course is designed within an international context.

Please refer to the *2014 Postgraduate Health Study Area Booklet* for more information on this course.

For the latest information about new courses at Deakin University, please visit [deakin.edu.au](http://deakin.edu.au).

# RESEARCH AT DEAKIN

No matter what field you want to study, learning at a university that is committed to research that matters should matter to you.

Why? Because it means that you have the opportunity to learn from people who are making a real difference in the world. This is important, regardless of whether or not you want to pursue a research career, because it means that you will graduate with the latest knowledge in your chosen field.

Through research-infused teaching and learning, we aim to strengthen evidence-based learning, stimulating discussion, innovation, debate and dissemination of ideas. All this means a richer learning experience for you.

Using our industry, government and institutional networks, we're striving to further build on our global research footprint. To help us achieve this, we're seeking the best and brightest research candidates from around the world.

Deakin is serious about providing excellent support and experiences for our research students, most of whom have opportunities to work with partner collaborators nationally and internationally, present at international conferences and use world-class facilities within Australia and abroad.

There has never been a more exciting or compelling time to be at Deakin as it works to not just maintain but improve its globally recognised standards in research.

This is being achieved by building a critical mass of researchers who will develop a distinctive, broad-based portfolio of high-quality discovery, applied and commercial research.

Deakin provides research degree programs to match a variety of career plans and personal circumstances. Part-time or full-time study is available on campus and some programs may also be available off campus.

The two main types of research degrees we provide are the research master's and the Doctor of Philosophy (PhD).

A **master's degree by research** is awarded to a candidate for making an original contribution to knowledge achieved in one to two years of full-time candidature or the part-time equivalent. The focus of these postgraduate degrees is on research. However, some coursework may be included. The master's degree is an advanced qualification that is relevant for many careers.

A **doctoral degree by research** is awarded to a candidate for making a substantial original contribution to knowledge achieved in two to four years of full-time candidature or the part-time equivalent. The PhD is becoming the minimum desired qualification for pursuing a career in academia or research and is an ideal basis for many other careers.

To ensure you enrol in a research degree that meets your needs and expectations, please discuss the available options with the Faculty of Business and Law Research Group.

## More information

### Faculty of Business and Law

Phone: +61 3 5227 2442

[research-buslaw@deakin.edu.au](mailto:research-buslaw@deakin.edu.au)

[deakin.edu.au/buslaw/research](http://deakin.edu.au/buslaw/research)

### Deakin Research

Phone: +61 3 9251 7124

[research-hdr@deakin.edu.au](mailto:research-hdr@deakin.edu.au)

[deakin.edu.au/research](http://deakin.edu.au/research)



Deakin fosters an environment in which teaching excellence is recognised and celebrated.

# RESEARCH IN BUSINESS AND LAW



## JING YE

PhD

MELBOURNE BURWOOD CAMPUS

Being a research student at Deakin sees you develop as a person while knowing there is plenty of support behind you. That is the experience of current PhD student Jing Ye, who arrived in Australia in 2006 after completing an international business course in Singapore.

Jing's research centres on the challenges involved in family business succession in Chinese-Australian family businesses. 'It is both challenging and exciting to find potential research respondents, interview participants to address my research questions and write an academic report of their stories,' she says.

She enjoys exploring various academic fields such as sociology, psychology and management theories. 'I enjoy becoming well-informed, understanding where certain issues come from and what the determinates are. And the problem-solving part of thinking really appeals to me,' she says.

Jing is constantly inspired by the strength and spirit of the people she meets at Deakin. 'My supervisors are really thoughtful and considerate. Working closely with them makes me feel a sense of security, knowing there is always help available for the complex aspects of writing a PhD thesis and being an independent researcher,' she says.

Read more about Jing's experience at [deakin.is/jing-ye](http://deakin.is/jing-ye).

Course name   Course code	Years full time and campus
<b>Research degrees</b>	
Master of Commerce   M800	2 B G W X
Doctor of Philosophy   M900	3-4 B G F W X
Master of Laws (Major Thesis)   M810	2 B F X

## Faculty of Business and Law Research Group

The Faculty of Business and Law is committed to multidisciplinary research with an emphasis on high-quality discovery and applied and commercial research that is relevant to the broader community.

Together with multidisciplinary research, the faculty performs strong disciplinary research that contributes to the knowledge base in areas such as auditing and business ethics, regional development and international trade, services marketing, organisational behaviour and commercial law. Our researchers have international reputations and, along with their postgraduate research students, are carrying out research that 'makes a difference'.

The faculty has research groupings in key areas such as: sustainable and responsible organisations, regional economic and public policy, China and emerging markets and rural and regional law and justice.

## Research areas

Within the Faculty of Business and Law, each school offers research opportunities in areas such as:

### Deakin Graduate School of Business

Auditing and assurance; brand value; business strategy; capital markets; corporate governance and ethics; customer behaviour; customer relationship management (CRM); economic development; electronic business; employment relations management; financial reporting; game theory; human resource management; industrial organisation; international economics; IT strategy and governance; labour hire; marketing research; occupational health and safety; organisational health; organisational theory; outsourcing and vendor-client relationships; regional development; small business; and trade and industrial organisation.

### School of Accounting, Economics and Finance

Accounting education; banking; capital markets; control of international strategic alliances; corporate finance; finance event studies; financial markets; financial planning; financial reporting; management accounting; initial public offerings; political economy; social and environmental accounting; stock trading and analysis; risk management; economic development; corporate governance and ethics; quality and reform issues; environmental and resource economics; international economics; labour economics; macro-economics; and econometrics.

### School of Law

Commercial law; company law; human rights and international law; law of health and medicine; and taxation law.

### School of Management and Marketing

Arts and entertainment management; change management; sport management; human resource management; industrial and labour relations; marketing; and management.

### School of Information and Business Analytics

Information and business analytics at Deakin spans the full spectrum of the value chain of information, from the harnessing and storage of information to the analysis of that information and evidence-based decision-making that adds value to organisations and society. Our research and teaching programs explore and examine the role and use of information in developing creative and innovative approaches for organisations to improve their strategic and operational performance, as well as how society can better use information networks and technologies to enhance the quality of life and community aspirations.

Geelong Waterfront Campus



# CHOOSE HOW YOU STUDY

Deakin offers you the flexibility and choice to make your learning experience fit with your lifestyle, work and personal commitments. With four campuses and off-campus study options, you choose where and when you study. You can choose from a variety of teaching delivery methods, including traditional on-campus lectures, podcasts, iLectures, online tutorials and residential programs.

Flexible course entry and exit points, and full-time and part-time study options, all allow you to choose the pace of your study. You can also choose to undertake postgraduate study by coursework or research, offering flexibility in the type of study you will undertake.

## Off-campus study\*

It's a lot easier to manage your commitments when you're not pinned down to being in a certain place at a certain time. Off-campus study gives you the freedom to study when and where it suits you. Watch your lectures online from the comfort of your couch. Read your texts on your tablet or laptop while you're on the train. Compare notes with other students online during your lunch break. We don't set the limits, you do.

With its freedom and flexibility, off-campus study is the first choice for many Deakin postgraduate students. In fact, more than 75 per cent of postgraduate students who started a coursework degree at Deakin last year chose to do so off campus.

Deakin has a proud history in off-campus study. Founded on a commitment to off-campus teaching in the 1970s, Deakin has been a flagship university for its delivery of accessible and flexible higher education. While the way we deliver this learning has changed immensely, our commitment to making it easy for you to study on your terms has not changed.

We are now one of only four Australian universities to receive international accreditation from the Accrediting Commission of the US Distance Education and Training Council (DETC) and the DETC accredits Deakin's full range of off-campus courses – up to and including master's.

Learning has been unleashed from the previous constraints of time, location and expertise. We are committed to harnessing the power of the digital world to give you a more personal, flexible, engaging student experience; one that makes use of the internet, social networking, digital platforms and mobile devices to give you the best possible resources and connections to our staff, lecturers and your fellow students.

As an off-campus student you will have a strong network of support, including relevant, easy-to-access study materials and communication channels, online conferencing and workshops, our award-winning library services, specialist off-campus career advisers and language and learning advisers, optional weekend classes, online bookshops, as well as administrative tools to help you manage enrolment, fees and records, and track your results.

For more information about off-campus study, please visit [deakin.edu.au/study-at-deakin/study-options-and-pathways](http://deakin.edu.au/study-at-deakin/study-options-and-pathways).

## On-campus study (located learning)\*

Traditionally, on-campus learning involves attending lectures, discussing and debating in tutorials, getting hands-on experience in practicals and studying or researching in the library. While these things are still a big part of on-campus study at Deakin, the student experience is evolving fast. Learning doesn't stop when you finish a lecture or leave the campus. We recognise that for many students, significant learning can take place while you're doing fieldwork, at a work placement or volunteering.

So, as well as the traditional combination of lectures, tutorials, assignments and exams, fieldwork or practical experience can also form a large part of the content and assessment of some units.

## Combine on and off-campus study\*

Another aspect of the flexibility available to Deakin students is the option to combine on and off-campus study during your course (provided the units offered in your chosen course are available in both study modes). If you are undertaking your course on campus, you may find that some of the units in your course are also available in off-campus study mode, enabling you to combine on and off-campus study during your degree, if desired.

\* Not all courses and units are available in both on-campus and off-campus study modes.



### Learning via the cloud

We're harnessing new and emerging technologies to give you a highly visual, media-rich, interactive learning experience, wherever you are.

Learning via the cloud also caters to your needs wherever you may be in your life or career stage and wherever you may be in your learning. It allows you to learn at your own pace. For example, we may use embedded quizzes, where everyone has to try to answer questions, in their own time. If you don't understand, you can go back and listen over and over until you do, giving you opportunities to keep trying until you succeed.

Learning via the cloud isn't just for people who choose to study off campus, it is an integral part of the experience that we offer to all students, and one of the ways in which we will equip you with the skills needed to thrive in today's world.

### Full-time or part-time study modes

You can study full time or part time depending on the number of credit points/units you take in each trimester. Every subject (unit) you enrol in has a credit point rating. Most postgraduate units are equivalent to 1 credit point. If you enrol in 3 or more credit points in a trimester, you are considered a full-time student for that trimester.

### Contact hours

The contact hours for a coursework degree can vary depending on the type of course and your mode of study. For example, off-campus students are advised to spend approximately 10 hours of study per week per unit. If you are enrolled as an on-campus student, most units require three contact hours per week, plus up to seven hours per week of individual study time. Undertaking a research degree requires a much greater commitment of time than a coursework degree – at least 36 hours per week for 48 weeks of the year, for a full-time student. For more information, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

## STUDENT COMPUTING REQUIREMENTS

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

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

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

For more information, please visit [deakin.edu.au/current-students/it-support/computer-standards](http://deakin.edu.au/current-students/it-support/computer-standards).



Melbourne Burwood Campus

# CHOOSE HOW YOU STUDY

## WHAT ARE COURSEWORK DEGREES?

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

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

## WHAT ARE RESEARCH DEGREES?

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

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

### Trimesters

At Deakin, we offer you the option to study across three trimesters, instead of just two semesters. This gives you greater flexibility and creates options for you to commence your degree sooner or at a more convenient time of year. Depending on the course you choose, it may enable you to speed up or slow down your study, or even fast-track the completion of your degree by taking extra units throughout the calendar year. You may even choose to take a trimester off to fit your study around work, travel or family commitments.

Our trimesters run from March to June, July to October and November to February. Studying in Trimester 3 is not compulsory and may not be available for all courses. For more information, please visit [deakin.edu.au/study-at-deakin/study-options-and-pathways/flexible-study-options#trimester](http://deakin.edu.au/study-at-deakin/study-options-and-pathways/flexible-study-options#trimester).

### Single-subject (non-award) study

If you've got a hunger for education but you're not ready to commit to a full degree, studying a single subject at Deakin can be a good way to test the waters.

Most Deakin units are available for non-award study; however, some have prerequisites or special requirements. If successfully completed, the unit may be counted as credit towards a Deakin course, subject to admission to a course and approval by the University.

### International study opportunities

Travel can broaden your horizons. Studying while you travel can enrich your education by placing it in new contexts and helping you to understand the world from many different perspectives.

Some courses offer study tours that earn credit towards your degree without extending the length of your studies. We also offer longer study abroad and exchange programs. These opportunities integrate educational, cultural and practical experiences, placing your studies in an international context.

A range of travel grants and scholarships are available to help cover the cost of overseas study. For more information on study abroad, please visit [deakin.edu.au/current-students/student-exchange/exchange](http://deakin.edu.au/current-students/student-exchange/exchange).

### Practical programs

Some postgraduate programs allow you to take up a practical component during your studies. This gives you the opportunity to put theory into practice, make contacts and build networks that will serve you well beyond graduation. A practical learning experience teaches skills that can't be learnt in the classroom and develops personal qualities that make Deakin graduates stand out from the crowd.

Some courses include practical work experience as a compulsory part of the course. For other courses, these opportunities are optional.

A unique aspect of Deakin's practical programs is that most of them are credit-bearing, which means by undertaking a practical program, you can gain credit towards your degree while learning on the job.

# RESIDENTIAL UNITS AND EXECUTIVE DEVELOPMENT



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

## What are residential units?

Deakin University's award-winning residential units are units, which are completed during five consecutive days of intensive study. The residential units are conducted at Deakin Management Centre – a purpose-built, world-class, residential executive leadership centre. Participants undertake innovative and experiential learning activities, and build their professional networks.

Participants prepare for the residential week using Deakin's advanced online conferencing systems. There is a real sense of occasion as the group arrives at Deakin Management Centre ready to commence a stimulating and varied learning experience.

## Who attends residential units?

The participants are students who:

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

## What happens at a residential unit?

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

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

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

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

## Where and when?

All residential units are held at Deakin Management Centre in Geelong, which is set in acres of countryside about one hour from Melbourne's Tullamarine Airport and 40 minutes from Avalon Airport. The centre creates an ideal environment in which participants are ready to learn and complete challenging study tasks punctuated by relaxation and leisure activities.

Take an online tour of Deakin Management Centre at [www.managementcentre.com.au](http://www.managementcentre.com.au).

Residential units are scheduled throughout the year. Some units are offered more than once.

# RESIDENTIAL UNITS AND EXECUTIVE DEVELOPMENT

## What makes our residential so popular?

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

## Eligibility and applications

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

Places are also available in residential units for approved managers and professionals, who may wish to undertake a unit as an executive development opportunity. Managers and professionals interested in undertaking a residential as a standalone executive development activity should contact the Deakin Graduate School of Business.

## Costs for 2014

Accommodation fees for residential units are in addition to tuition fees and vary depending on the type of accommodation chosen. Single or twin-share accommodation is available, which includes the use of superb facilities, all meals and formal dinners. Please visit [deakin.edu.au/buslaw/gsb/residential](http://deakin.edu.au/buslaw/gsb/residential) for up-to-date information on costs and unit availability.

## Residential units

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

## Change Management

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

## Entrepreneurship

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

## Financial Reporting and Analysis

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

## Human Resource Management

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

## Management Communication

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

## Organisational Behaviour

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

## Principles of Leadership

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

## Social Construction of Leadership

Designed for students undertaking studies in leadership, this unit introduces students to social construction and how it is applied to leadership. The unit provides the main underpinning theory for the Master of Contemporary Leadership – constitutive leadership.

Together with theoretical input through readings and interactive lectures, the unit will make extensive use of film as its pedagogical method. To explore the nature of social construction, students will analyse leadership in films and, to understand how observers' perceptions might be altered, they will produce short films emphasising and de-emphasising a character as a leader.

## Strategic Management

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

## 2014 Residential

Unit	Title
MPR703	Management Communication
MPR771	Principles of Leadership
MPR772	Social Construction of Leadership
MPR722	Human Resource Management
MPR705	Entrepreneurship
MPR706	Strategic Management
MPR751	Financial Reporting and Analysis
MPR721	Organisational Behaviour
MPR707	Change Management
MPR706	Strategic Management

For residential dates, please visit [deakin.edu.au/buslaw/gsb/residential](http://deakin.edu.au/buslaw/gsb/residential).

## Register your interest

For the most current information and to register your interest for 2014 residential units, please visit [deakin.edu.au/buslaw/gsb/residential](http://deakin.edu.au/buslaw/gsb/residential).

Registrations open in October 2013.

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

## Enquiries

Deakin Graduate School of Business  
Phone: 1800 624 316 (freecall) or +61 3 5227 3447  
[blres@deakin.edu.au](mailto:blres@deakin.edu.au)  
[deakin.edu.au/buslaw/residential](http://deakin.edu.au/buslaw/residential)



# FEES AND SCHOLARSHIPS

**University is a valuable investment in your future. There are many options available to help eligible students with the costs involved in studying at university, including FEE-HELP loans, government assistance and scholarships.**

## Postgraduate coursework degree fees

To work out your exact fees, you will need to know which units you will enrol in. This is because tuition fees are assessed based on the unit(s) you enrol in, rather than a fixed price for each course. Different units have different costs, based on how much it costs the University to provide the particular unit.

You can find course, unit, and fees information using the course search tool [deakin.edu.au/study-at-deakin/find-a-course](http://deakin.edu.au/study-at-deakin/find-a-course).

Please confirm fees when you are applying by visiting [deakin.edu.au/study-at-deakin/fees](http://deakin.edu.au/study-at-deakin/fees) or phoning 1300 DEGREE (1300 334 733).

## FEE-HELP loan program

FEE-HELP is a loan program that assists eligible fee-paying students to defer the payment of their tuition fees. FEE-HELP can cover all or part of your tuition fees. The Australian Government pays the amount of the loan direct to your higher education provider.

Over your lifetime you can borrow up to a maximum FEE-HELP limit, which is indexed annually. For all courses, except medicine, the maximum limit is \$93 204 (2013). For medicine, the maximum limit is \$116 507 (2013).

For postgraduate courses, interest isn't charged on FEE-HELP debts, however the debt is indexed against the Consumer Price Index each year.

## Am I eligible for FEE-HELP?

You are eligible for FEE-HELP assistance if you:

- are enrolled in a fee-paying postgraduate coursework program (not research)
- are not a Commonwealth supported student
- are an Australian citizen or a holder of an Australian permanent humanitarian visa (holders of other permanent visas are not eligible for FEE-HELP unless you're undertaking a bridging course for overseas trained professionals)
- meet the Tax File Number (TFN) requirements
- have not exceeded the maximum indexed FEE-HELP limit.

If you obtained a loan under HECS, PELS, BOTPLS or OLDPS prior to 2005, the amount you borrowed does not affect your eligibility for FEE-HELP. Only the amount borrowed to pay tuition fees using FEE-HELP after 1 January 2005 is counted towards the FEE-HELP limit.

## When do I start repaying my FEE-HELP loan?

FEE-HELP debts are added to any existing HECS or HECS-HELP debts to form a single HELP debt.

You repay your loan through the Australian taxation system once your income is above the minimum threshold for compulsory repayment (for 2013/2014 the threshold is \$51 309). For more information, visit the Australian Government's Study Assist web site at [studyassist.gov.au](http://studyassist.gov.au), where you can download the FEE-HELP information brochure for 2013. Alternatively, phone the Australian Government study enquiry line on 1800 020 108.

## Student income support

If you're undertaking a professionally oriented coursework master's degree that is required for entry to a profession or is the fastest pathway to professional entry (see [deakin.edu.au/future-students/fees/local/income-support-ug](http://deakin.edu.au/future-students/fees/local/income-support-ug)), you may be eligible for student income support.

To be eligible for student income support through Centrelink Youth Allowance and Austudy, you will need to be studying full time and to satisfy all other program requirements, including personal, parental or partner income tests. Please contact Centrelink on 13 2490 for more information about master's courses income support entitlements.

## Commonwealth Supported Place (CSP) students

Some postgraduate courses at Deakin offer Commonwealth Supported Places, for which the government pays a proportion of tuition costs.

Depending on the course, an Australian Commonwealth supported student at Deakin in 2013 can expect to pay between \$5868 and \$9792 per year of study. These fees will change for 2014.

Eligible students may obtain loans via the Higher Education Contribution Scheme-Higher Education Loan Program (HECS-HELP). Repayments are made through the Australian taxation system once annual income exceeds the minimum threshold for repayment. Alternatively, eligible students can pay their contribution upfront and receive a discount.

To find out whether a course has CSPs available refer to the course table on page 8; if a course offers a CSP, this fee will be listed in the table. Please note, CSPs are usually limited so please apply early.

## OUR ALUMNI COMMUNITY

Once you complete your Deakin degree, you will be invited to become a member of our Deakin University Alumni Community to continue your relationship with the University and the networks you have developed while studying.

Joining the Deakin University Alumni Community will enable you to keep or renew contact with your student and professional networks around the world and will help you grow your career after you leave the University. Members have access to many exclusive benefits, including discounts, professional networking opportunities and career development services.

You may even want to become involved with an alumni chapter, based around the course you studied, the faculty or school you studied or worked with, or your home country.

Alumni membership is free and joining is easy. For more information and to register as a member, please visit [deakin.edu.au/alumni](http://deakin.edu.au/alumni).

## Student services and amenities fee

In addition to course fees, students also pay a student services and amenities fee. A summary of the student services and amenities fee for 2013 is detailed in the table below:

Student type	Enrolment	Amount
Domestic on-campus undergraduate and postgraduate students	Full time (three units or more)	\$91 per trimester
Domestic on-campus undergraduate and postgraduate students	Part time (one–two units)	\$57 per trimester
Domestic off-campus undergraduate and postgraduate students	Full time and part time	\$44 per trimester

## Scholarship opportunities

We offer a variety of scholarships to help support you financially during your studies.

General information about scholarships at Deakin is available at [deakin.edu.au/scholarships](http://deakin.edu.au/scholarships).

More detail on scholarships for students enrolling in postgraduate research degrees at Deakin University is available at [deakin.edu.au/future-students/research/scholarships/index](http://deakin.edu.au/future-students/research/scholarships/index).

You can also visit the Australian Government site [studyassist.gov.au](http://studyassist.gov.au) for a range of coursework and research scholarships relevant to postgraduate study.

## INTERNATIONAL STUDENTS

For information about fees and courses available to international students, please contact Deakin International for a copy of the *Postgraduate Course Guide for International Students* via email, [deakin-international@deakin.edu.au](mailto:deakin-international@deakin.edu.au), phone +61 3 9627 4877, or online [deakin.edu.au/international](http://deakin.edu.au/international).

# FEES AND SCHOLARSHIPS

## Course fees and tax benefits

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

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

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

Please note that this information is provided as a guide only.

For more information about study and tax arrangements, please speak with your accountant or tax adviser or visit the ATO website

[www.ato.gov.au](http://www.ato.gov.au).

## Cost-sharing with employers

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

Study support policies benefit both the employer and the employee.

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

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

The submission could include information about:

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

Many employers are willing to share the course costs. They might either reimburse you after you have successfully completed the course or pay a percentage of the individual unit fees at the end of each trimester.

If your employer is reluctant to support your study application, consider suggesting you form an agreement to cover contingencies. For example, propose that if you withdraw from or fail a subject or leave your job within a year of finishing the course, you will offer to pay back some of the fees your employer has paid.

## DO I PAY FEES FOR A RESEARCH DEGREE?

If you're an Australian citizen, Australian permanent resident or a New Zealand citizen you don't pay any tuition fees for the normal duration of your research degree candidature, i.e. up to a maximum of four years of full-time equivalent study for a doctoral candidate and two years of full-time equivalent study for a master's candidate.



## DR SHEILA NGUYEN

LECTURER IN SPORT MANAGEMENT  
SCHOOL OF MANAGEMENT AND MARKETING

'The sport industry is a fairly fast-moving industry and with professionalisation and internationalisation there is the reality of changing demands and expectations of its labour force.

For this reason, we have a long-standing Sport Management Advisory Board, which is comprised of industry leaders who meet twice a year to discuss matters that inform our decisions around program updates, offerings and delivery in terms of supply and demand – we even have HR specialists in the group! We have found this to be a powerful way to keep abreast of the changes in the industry. Each of our staff members also work closely with industry partners through research, which supplements our advisory board's advice on industry needs.

Our graduates are prolifically represented in the sport industry domestically and internationally. We have had students work in financing with the Australian Sports Commission, marketing with Tennis Australia, as managers in talent agencies and with local councils in sport and recreation management – the list is wide and varied.'

# HOW TO APPLY

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

Students at the Melbourne Burwood Campus.



## COURSEWORK APPLICATIONS

To apply for a postgraduate coursework degree you will usually need to have completed an undergraduate degree; however, there are other pathways. If you have considerable work or life experience, in some instances you may be able to use this to obtain admission into a graduate certificate or graduate diploma course. You may then progress to a master's degree subject to University approval.

A postgraduate qualification can advance your career or you may use it to help change direction and move to a completely new industry.

### Application dates

Applications for enrolment in Trimester 3, 2013 and Trimester 1, 2014 open in August 2013. Applications for Trimester 2, 2014 open in April 2014. Please refer to page 81 for exact closing dates.

We encourage you to submit your application early because some courses have limited places or quotas. Applications received after the quotas have been filled for Trimester 1 commencement will be considered for a place in Trimester 2.

Some postgraduate courses have alternative application processes and closing dates.

For more information, please visit [deakin.edu.au/study-at-deakin/apply](http://deakin.edu.au/study-at-deakin/apply) or phone our customer service team on 1300 DEGREE (1300 334 733).

### For more information

#### Division of Student Administration

Phone: 1300 DEGREE (1300 334 733)

[enquire@deakin.edu.au](mailto:enquire@deakin.edu.au)

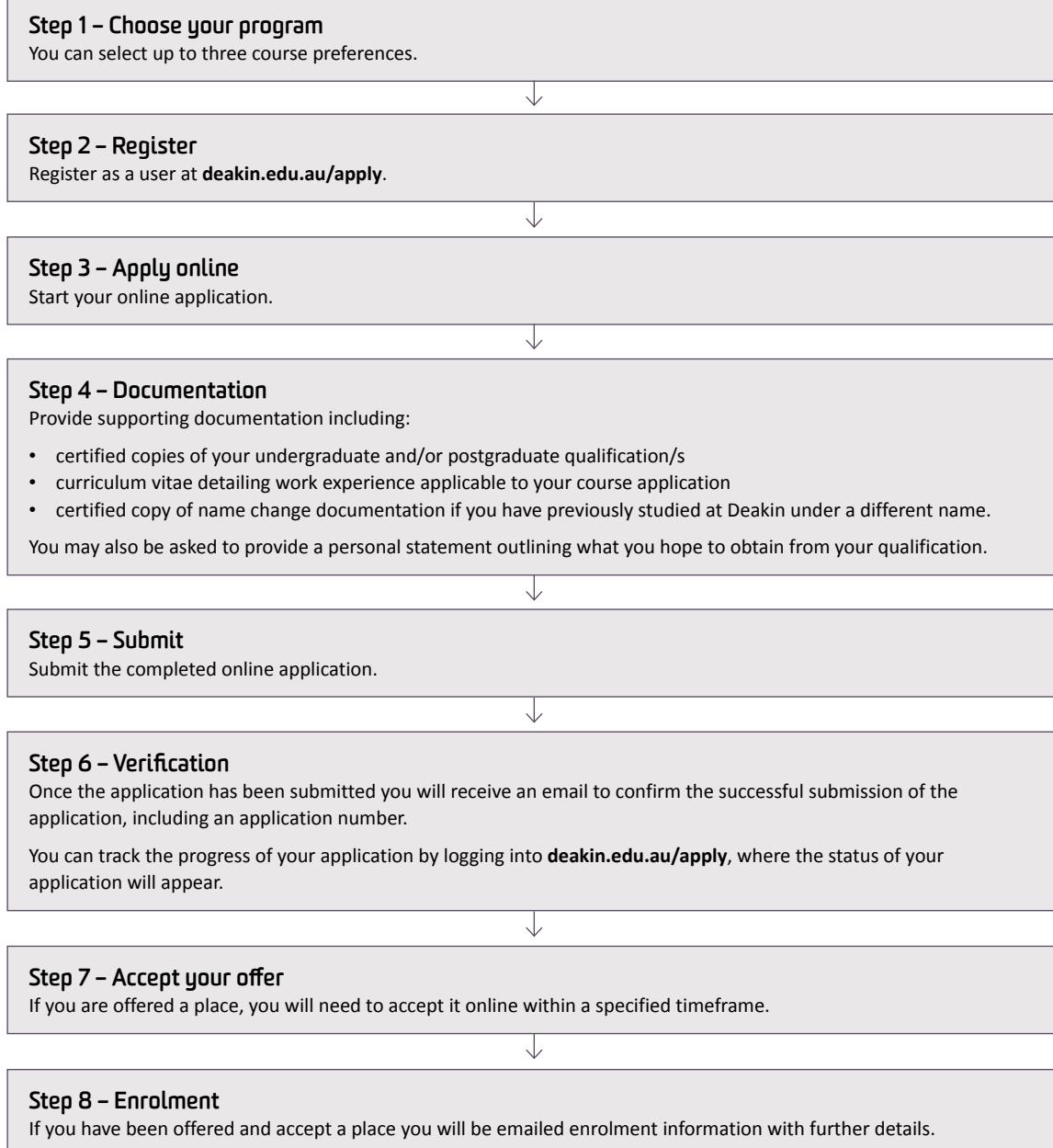
[deakin.edu.au/study-at-deakin/apply](http://deakin.edu.au/study-at-deakin/apply)

## WHAT IS CREDIT TRANSFER AND RECOGNITION?

Credit transfer and recognition is credit granted towards your Deakin course for relevant approved study or work experience. There are two aspects to credit transfer and recognition:

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

## Coursework application process



# HOW TO APPLY



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

## RESEARCH APPLICATIONS

Deakin offers three types of research degrees: master's by research, Doctor of Philosophy (PhD) and Doctor of Psychology.

A research degree requires the candidate to complete an approved program of research under the guidance of one or more supervisors within a time period. The supervisors will be experienced and active researchers with expertise in the field of study.

### English language requirements

If your first language is not English, Deakin University reserves the right to seek further documentary evidence of English proficiency. For more information, please visit [deakin.edu.au/future-students/research/english-language-requirements](http://deakin.edu.au/future-students/research/english-language-requirements).

Please note, individual faculties or schools may have higher requirements. For more information, please phone 1300 DEGREE (1300 334 733).

### Application dates

Applications for candidature without scholarship may be made at any time. Applications for scholarships have deadlines.

For more information, please visit [deakin.edu.au/future-students/research/scholarships](http://deakin.edu.au/future-students/research/scholarships).

### For more information

If you are interested in a research degree, please contact:

#### Deakin Research

Phone: +61 3 9251 7124

[research-hdr@deakin.edu.au](mailto:research-hdr@deakin.edu.au)

[deakin.edu.au/study-at-deakin/research-degrees-doctoral-and-masters](http://deakin.edu.au/study-at-deakin/research-degrees-doctoral-and-masters)

## INTERNATIONAL STUDENTS

For information about how to apply, please contact Deakin International by email [deakin-international@deakin.edu.au](mailto:deakin-international@deakin.edu.au), phone +61 3 9627 4877, or online [deakin.edu.au/international](http://deakin.edu.au/international).

## Research application process

### Step 1 – Entry pathways

Demonstrated capacity to undertake significant research in your proposed field is needed. Evidence may include:

- completion of an honours degree
- completion of a research or coursework master's degree
- comparable qualifications from international universities
- relevant postgraduate research experience
- independently peer-reviewed journal articles, publications or conference papers
- professional reporting or prior learning
- research-related awards or prizes
- other evidence of research ability.



### Step 2 – Find our research strengths

Search our websites and publications to confirm that Deakin has the expertise to supervise your project.



### Step 3 – Research proposal

Write a 750-word proposal to demonstrate a clear vision of what you want to study, why this is a topic of personal interest and how you will approach the research question.



### Step 4 – Further documents

Other documents you are required to submit include:

- any published research, including the name of the publication and a copy of the contents and abstract pages.

Post a certified copy of:

- proof of Australian citizenship or permanent residency, or New Zealand citizenship (e.g. birth certificate, passport, citizenship certificate or visa)
- transcripts of all of your tertiary education studies except those undertaken at Deakin University
- proof of your start date and evidence of any intermissions or changes of candidature (e.g. from full time to part time) if you are applying to transfer a research degree from another institution
- proof of any name changes (e.g. marriage certificate).



### Step 5 – Academic referees' reports

Confidential reports from two academic referees are required. Request reports from current or former lecturers, or academic or employment supervisors who are able to comment on your research expertise and potential.



### Step 6 – Apply now

Once you have the relevant information, register your application online. Visit [deakin.edu.au/study-at-deakin/apply/apply-for-a-research-degree](http://deakin.edu.au/study-at-deakin/apply/apply-for-a-research-degree).



### Step 7 – Enrolment

If you have been offered a place you will receive enrolment information with further details via email.

# FIND OUT MORE

## Talk to us

For more information, phone 1300 DEGREE (1300 334 733) to speak with a course adviser. You can also contact us via email at [enquire@deakin.edu.au](mailto:enquire@deakin.edu.au).

## Website

Deakin on the web, [deakin.edu.au](http://deakin.edu.au), contains detailed information on everything at Deakin, including:

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

To search for courses and click through to unit descriptions visit [deakin.edu.au/courses](http://deakin.edu.au/courses) or [deakin.edu.au/handbook](http://deakin.edu.au/handbook).

## Faculty of Business and Law [deakin.edu.au/buslaw](http://deakin.edu.au/buslaw)

## Other useful websites

### Fees

[deakin.edu.au/fees](http://deakin.edu.au/fees)

### Future students

[deakin.edu.au/study-at-deakin](http://deakin.edu.au/study-at-deakin)

### Library

[deakin.edu.au/library](http://deakin.edu.au/library)

### Research scholarships

[deakin.edu.au/future-students/research/scholarships](http://deakin.edu.au/future-students/research/scholarships)

### Study skills

[deakin.edu.au/campus-life/services-and-facilities](http://deakin.edu.au/campus-life/services-and-facilities)

## Social media@Deakin

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

[facebook.com/DeakinUniversity](http://facebook.com/DeakinUniversity)

[twitter.com/DiscoverDeakin](http://twitter.com/DiscoverDeakin)

[youtube.com/DeakinUniversity](http://youtube.com/DeakinUniversity)

## Mobile app

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

## Research degree enquiries

### Deakin Research

Phone: +61 3 9251 7124  
[research-hdr@deakin.edu.au](mailto:research-hdr@deakin.edu.au)  
[deakin.edu.au/research](http://deakin.edu.au/research)

## Disability services

For details, phone:

- Geelong 03 5227 1221
- Melbourne 03 9244 6255
- Warrnambool 03 5563 3256

visit [deakin.edu.au/disability](http://deakin.edu.au/disability) or email [drcentre@deakin.edu.au](mailto:drcentre@deakin.edu.au).

## International student enquiries

Deakin University produces course guides specifically for international students.

To request a copy phone Deakin International on +61 3 9627 4877, email [deakin-international@deakin.edu.au](mailto:deakin-international@deakin.edu.au) or visit [deakin.edu.au/international](http://deakin.edu.au/international).

## Further reading

### • 2014 Postgraduate Course Guide

Postgraduate study area booklets:

- architecture and built environment
- arts, humanities and social sciences
- business and law (this booklet)
- communication, media and creative arts
- education
- engineering
- health
- information technology
- medicine
- nursing and midwifery
- nutrition and dietetics
- optometry
- psychology
- science and environment.

To request a copy of any of the above publications please email [enquire@deakin.edu.au](mailto:enquire@deakin.edu.au), phone 1300 DEGREE (1300 334 733), or download at [deakin.edu.au/study-at-deakin/find-a-course/course-guides-and-booklets](http://deakin.edu.au/study-at-deakin/find-a-course/course-guides-and-booklets).

## 2013 RETURN TO STUDY NIGHTS

### Tuesday 1 October, 5–7 pm

Melbourne City Centre  
550 Bourke Street  
Melbourne Victoria

### Thursday 10 October, 5–7 pm

Melbourne Burwood Campus  
221 Burwood Highway  
Burwood Victoria

### Tuesday 15 October, 5–7 pm

Geelong Waterfront Campus  
1 Gheringhap Street  
Geelong Victoria

For more information, please visit [deakin.edu.au/pgevents](http://deakin.edu.au/pgevents).

# IMPORTANT DATES

## 2013

Trimester 1	Trimester 2	Trimester 3
<b>11 March–7 June</b> Teaching period	<b>15 July–11 October</b> Teaching period	<b>11 November–7 February 2014</b> Teaching period
<b>29 March–7 April</b> Easter holiday/intra-trimester break	<b>12–18 August</b> Intra-trimester break	<b>24 December–2 January 2014</b> Intra-trimester break
<b>13–21 June</b> Examination period	<b>17–25 October</b> Examination period	<b>13–21 February 2014</b> Examination period
<b>24 June–12 July</b> Trimester break	<b>28 October–8 November</b> Trimester break	<b>24 February–7 March 2014</b> Trimester break

## 2014

Trimester 1	Trimester 2	Trimester 3
<b>10 March–30 May</b> Teaching period	<b>14 July–3 October</b> Teaching period	<b>10 November–6 February 2015</b> Teaching period
<b>18–27 April</b> Easter holiday/intra-trimester break	<b>11–17 August</b> Intra-trimester break	<b>22 December–4 January 2015</b> Intra-trimester break
<b>9–20 June</b> Examination period	<b>13–24 October</b> Examination period	<b>12–20 February 2015</b> Examination period
<b>23 June–11 July</b> Trimester break	<b>27 October–7 November</b> Trimester break	<b>23 February–6 March 2015</b> Trimester break

For details, please visit [deakin.edu.au/study-at-deakin](http://deakin.edu.au/study-at-deakin).

## APPLICATION CLOSING DATES

### Coursework

#### Trimester 3 2013

3 November

#### Trimester 1 2014

2 March

#### Trimester 2 2014

6 July

#### Trimester 3 2014

2 November

### Research

Research degree candidature only  
applications can be made at any time.

### Research scholarships

For research scholarship application  
closing dates, visit [deakin.edu.au/research](http://deakin.edu.au/research).

**MORE INFORMATION | BUSINESS AND LAW**

1300 DEGREE (1300 334 733) | [enquire@deakin.edu.au](mailto:enquire@deakin.edu.au) | [deakin.edu.au/buslaw](http://deakin.edu.au/buslaw)

# 2013 RETURN TO STUDY NIGHTS

**01.10.13****MELBOURNE CITY CENTRE**

5–7 pm  
550 Bourke Street  
Melbourne Victoria

**10.10.13****MELBOURNE  
BURWOOD CAMPUS**

5–7 pm  
221 Burwood Highway  
Burwood Victoria

**15.10.13****GEELONG  
WATERFRONT CAMPUS**

5–7 pm  
1 Gheringhap Street  
Geelong Victoria

For details visit [deakin.edu.au/pgevents](http://deakin.edu.au/pgevents).

**deakin.edu.au**

Published by Deakin University in July 2013. While the information published in this guide was accurate at the time of publication, Deakin University reserves the right to alter, amend or delete details of course offerings and other information published here. For the most up-to-date course information please view our website at [deakin.edu.au](http://deakin.edu.au).

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