



THE UNIVERSITY OF SYDNEY
BUSINESS SCHOOL



THE UNIVERSITY OF
SYDNEY

MASTER OF INTERNATIONAL BUSINESS

FAST-TRACK YOUR GLOBAL CAREER

Today's business world is increasingly one without borders. Be part of this specialised program and develop the mindset to lead business initiatives globally. Learn to navigate diverse cultural contexts and build sustainable business operations in challenging international markets. Observe such markets first hand through study tours to India, Brazil and China.

MASTER OF INTERNATIONAL BUSINESS ADVISORY BOARD

- James Goth, Managing Partner, Boston Consulting Group
- Tim Harcourt, Chief Economist, Austrade
- Jonathan Harvey, Group General Manager, Executive Development, ANZ Bank
- Ian Murray, Chief Executive, Australian Institute of Export
- Manoj Nagpaul, Vice-President and Country Head, WIPRO Technologies Australia
- David Anstice, former senior executive, Merck & Co

“The University of Sydney's new Master of International Business is a timely and relevant addition to the tertiary curriculum in Australia. As an organisation focused on lifting the skills of the management of our exporting and importing enterprises, we commend the University on this initiative.”

PETER MACE
GENERAL MANAGER,
AUSTRALIAN INSTITUTE OF EXPORT

The emphasis of this specialised master's program is on effective and sustainable business growth on an international scale within multicultural environments. By joining other high-calibre students in the program you will develop and put into practice the skills necessary to lead globally strategic business initiatives. An outstanding feature of the program is that you will work on real-world consulting projects for a multinational company based either in Sydney or overseas.

Set your sights on broader horizons with this specialised international business program, and open up your own world of opportunities.

PROGRAM STRUCTURE

The program can be completed in 1.25 years (2.5 semesters) of full-time study, or 2.25 years (4.5 semesters) of part-time study.

It consists of 10 units of study (60 credit points), comprising:

- four core units
- four elective units
- two international business project units.

ELECTIVE UNITS

- Business Growth and Innovation
- Business Negotiations
- Business Restructuring and Renewal
- Comparative International Management
- Enterprise and the Creative Industries
- Ethical Issues in International Business
- Export Management
- Intellectual Property Management
- International Accounting
- International and Global Marketing
- International Business Alliances
- International Business Finance
- Issues in Law and International Business
- New Business Opportunities and Start-ups
- Social Entrepreneurship

SAMPLE FULL-TIME TIMETABLE

Semester One	Semester Two	Summer/Winter
Global Business Environment	Global Business Strategy	International Business Projects A and B
Global Management and Culture	Managing Global Operations	
Elective unit	Elective unit	
Elective unit	Elective unit	



“Taking a global approach to studying companies, markets and concepts has greatly enhanced both my current marketable skills and my future international career opportunities.”

JONATHAN TIETKE
MASTER OF
INTERNATIONAL
BUSINESS 2010

CORE UNITS

The core units of the Master of International Business program are designed to help you to understand the economic, political, cultural and ecological contexts within which global businesses operate, and to teach you to craft and execute successful strategies to manage and expand operations sustainably within these contexts.

Global Business Environment

This unit of study takes a systematic approach to analysing contemporary developments within the global business environment. Topics include political regulation and political risk; international cooperation on trade and investment; the diversity of capitalism; technological and social change; and business responses to climate change. The unit allows you to actively learn through real-world case studies, problem solving and workshops how businesses respond to the global business environment. It also enables you to develop skills in comparative and country analysis; assessing and managing risk; identifying business opportunities; designing risk-identification and forecasting systems; and consideration of ethics and human rights in business.

Global Management and Culture

The effective management of employees from diverse backgrounds poses a significant challenge to many international organisations as well as to domestic firms, which inevitably face workforce diversification. However, as

organisations move from domestic to global business arenas, meeting this cross-cultural challenge is also one of the key levers for achieving competitive advantage. In this unit you will cover management contexts such as the observation and analysis of cross-cultural situations for both individual and organisational success. You will also develop a better understanding of your own cultural assumptions and how these affect your interactions with others, your decision-making processes and your perception of the world.

Global Strategy

This unit of study focuses on how international companies win and lose in global competition. You will cover international strategy topics such as entry mode choices, cross-border strategic alliances, joint ventures, and mergers and acquisitions. The emphasis of the unit is on the application of contextual knowledge about international business and strategic management theories as tailored to emerging markets, and in particular to the analysis of decisions faced by companies operating within the Asia–Pacific region.

Managing Global Operations

While Global Strategy lays out the concepts and theory relevant to a firm's entry into a new market, this unit of study focuses on how to successfully implement and manage foreign market operations. The key question addressed is how to manage operations of

foreign subsidiaries successfully and sustainably. In this unit you will first discuss the process of setting up global operations and managing the social and economic impacts of global operations on host countries. You will then focus on issues related to managing the network of foreign subsidiaries, including international acquisitions and strategic alliances, and the flow of personnel, innovation and knowledge within the network. To complement the conceptual discussions, you will also participate in a global strategy simulation in which you 'manage' a multinational company and its subsidiary network, and develop a plan to revamp its existing global operations.

INTERNATIONAL BUSINESS PROJECT

In this unit of study you will engage in a real-life consulting project, working from a brief provided by a participating international company and designed in consultation with academic staff. Working in groups of four or five, you will be overseen by both academic staff and representatives of the company for which the project is being executed. Projects typically take six weeks to complete and aim to define and solve a problem related to the company's international operations. Projects may be completed for companies based in Australia or overseas; overseas projects are generally arranged as part of an international study tour that is organised from time to time.

CAREER OPPORTUNITIES

The Master of International Business literally opens up a world of career opportunities, with graduates highly sought after by firms that do business on an international scale or in multicultural contexts.

Previous graduates have taken up roles with management consulting firms such as Boston Consulting Group and PwC, while others have chosen roles with multinational companies as export and import or international strategy managers, and with agencies such as the Department of Foreign Affairs and Trade and the United Nations.

COMBINED DEGREES

As well as being a standalone program, the Master of International Business may also be completed as a combined degree in the following combinations, allowing you to enhance your international career prospects in your field of interest.

- Master of International Business/ Master of Commerce
- Master of International Business/ Master of Logistics Management

ENTRY REQUIREMENTS

- A completed bachelor's degree in business/commerce or a related field from a recognised tertiary institution, with a minimum Credit (65%) average grade or equivalent.
- English language proficiency of IELTS 7.0 (with no band lower than 6.0) or equivalent (for students whose tertiary qualification was not conducted entirely in English).



“What does it take to lead your company successfully into fast-growing global markets? How do you develop the global mindset and intelligence to navigate diverse cultural contexts? In the MIB program at the University of Sydney Business School, we equip you with the cutting-edge concepts and tools to answer these questions. Our world-class faculty will continually challenge you to develop innovative solutions to global business problems.”

DR ALEX EAPEN
PROGRAM DIRECTOR, MASTER
OF INTERNATIONAL BUSINESS

Accredited by



Australian member of



THE UNIVERSITY OF SYDNEY
BUSINESS SCHOOL



THE UNIVERSITY OF
SYDNEY

MORE INFORMATION

Student Information Office
The University of Sydney Business School
T +61 2 9351 3076
F +61 2 9351 4433
E business.student@sydney.edu.au
sydney.edu.au/business/MIB

Produced by the University of Sydney Business School, August 2011. The University reserves the right to make alterations to any information contained within this publication without notice. 11/WHO0034