“How do companies compete effectively in a globalised world? What does it take to become a global manager? How do you operate in a dynamic context characterised by rapid change? The Master of International Business program at the University of Sydney Business School equips you with concepts and tools derived from the latest research in the field of international business. Our world-class academics will facilitate your learning and challenge you to develop innovative solutions to global business problems.”

ASSOCIATE PROFESSOR VIKAS KUMAR
PROGRAM DIRECTOR, MASTER OF INTERNATIONAL BUSINESS

ENTRY REQUIREMENTS
The equivalent of an Australian bachelor’s degree or higher-level qualification in commerce or business from a recognised tertiary institution with a minimum Credit (65 percent) average. OR
The equivalent of an Australian bachelor’s degree or higher level qualification (in any discipline) from a recognised tertiary institution, with at least a Credit (65 percent) average and a minimum of three years’ business experience.
You will need to submit a resume and statement of motivation. We may also invite you to a selection interview.
- 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).

CAREER OPPORTUNITIES
The Master of International Business opens up a world of possibilities. Our graduates are 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. Our graduates can also be found in multinational companies as export and import or international strategy managers, and in agencies such as the Department of Foreign Affairs and Trade and the United Nations.

FOR MORE INFORMATION CONTACT
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F +61 2 9351 4433
E business.student@sydney.edu.au
sydney.edu.au/courses/programs/master-of-international-business

ABN 15 211 513 464   CRICOS 00026A
FAST-TRACK YOUR GLOBAL CAREER

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

“Through the International Business program, I have met and studied with students from all over the world. I’ve been able to tailor the program to suit my career needs and I have learned valuable cultural lessons along the way.”

SYLVIA CHAN
MASTER OF INTERNATIONAL BUSINESS

This specialised master’s program emphasises effective and sustainable business growth on an international scale within multicultural environments. By joining other high-calibre students you will develop and put into practice the skills for leading globally strategic business initiatives. You will also 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.

ADVISORY BOARD
We have designed our program in consultation with leading business and industry figures:

- James Goth, Managing Partner, Boston Consulting Group
- Jonathan Harvey, Group General Manager, Executive Development, ANZ Bank
- Ian Murray, Executive Manager, Export Council of Australia
- Vasudeva Rao Sollamudi, Director, Credit Operations, Citibank Australia
- David Ardisca, former senior executive, Merck & Co, and Adjunct Professor

COURSE STRUCTURE
The program can be completed in 2½ semesters of full-time study, or 4½ semesters of part-time study.

It consists of 9 units of study (60 credit points), comprising:

- four core units
- four elective units
- one international business project (12 credit points, equivalent to two units of study)

NATIONAL BUSINESS PROJECT
Working in groups of four or five, 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. These projects define and solve a problem related to the company’s international operations and typically take eight weeks to complete. Projects may be completed for companies based in Australia or overseas (overseas projects are generally arranged as part of an international study tour).

CORE UNITS
The core units of the Master of International Business program cover the economic, political, cultural and ecological contexts within which global businesses operate, and will teach you to craft and execute successful strategies to manage and expand operations sustainably.

GLOBAL BUSINESS ENVIRONMENT
This unit of study analyses 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. We offer real-world case studies, problem solving and workshops on how businesses respond to the global environment. You will develop skills in comparative analysis; assessing and managing risk; identifying business opportunities; designing risk identification and forecasting systems; and ethics and human rights in business.

GLOBAL MANAGEMENT AND CULTURE
As organisations move from domestic to global business arenas, meeting cross-cultural challenges is crucial to achieving competitive advantage. In this unit we will cover management contexts such as the observation and analysis of cross-cultural situations for both individual and organisational success. You will develop a better understanding of your own cultural assumptions and how these affect your decision-making processes and your interactions with others.

GLOBAL STRATEGY
This unit of study focuses on how international companies win and lose in global competition. We will cover topics such as cross-border strategies, joint ventures, and mergers and acquisitions. The unit emphasises practical application of international business and strategic management theories to emerging markets, and in particular, to issues faced by companies operating within the Asia-Pacific region.

MANAGING GLOBAL OPERATIONS
This unit of study focuses on how to implement and manage foreign market operations. You will learn how to manage operations of overseas subsidiaries successfully and sustainably. We will discuss ways of setting up global operations and managing the social and economic impact on host countries. We will focus on how to manage the network of foreign subsidiaries, including international acquisitions and strategic alliances, and the flow of people, innovation and knowledge within the network. 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 global operations.

EXAMPLE OF A FULL-TIME TIMETABLE

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<tr>
<th>Semester 1</th>
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<th>Summer/Winter School</th>
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<td>Global Business Environment</td>
<td>Global Business Strategy</td>
<td>International Business Project</td>
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<td>Global Management and Culture</td>
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