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The University of Sydney

# Partner with us

## External Engagement



THE UNIVERSITY OF  
**SYDNEY**  
Business School



The University of Sydney

We acknowledge the tradition of custodianship and law of the Country on which the University of Sydney campuses stand. We pay our respects to those who have cared and continue to care for Country.

## Ways to engage

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# Introduction



## Industry engagement with the Business School

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Collaborative partnerships between University and Industry are reshaping the way we deliver higher education. Together we are addressing the changing requirements of business, government, and higher education, we are meeting the future of work today.

It is 'Business *Not* as Usual' at the University of Sydney Business School and together with our partners we are answering the biggest questions facing society, business, and our communities both in Australia and globally.

Start your partnership **here** today, see what we can offer you and let us tailor an engagement package or opportunity that helps your business develop.

# Business projects



Business projects provide a solution to your challenges and burning questions and also create a talent pipeline. We offer a variety of business projects and can work with you to find the right solution for your specific needs. These are some of the project opportunities we are offering our partners.

## Business Practicums

This program is offered to both undergraduate and postgraduate students and provides the opportunity for these students to gain experience working on an organisation project in a simulated 'consultant' role. Through the program the students identify creative and practical solutions and recommendations for a challenge relevant to your organisation. You identify the challenge and provide the students with a client brief which they tackle using design thinking tools and methodologies. Students pitch their recommendations to you in the final project presentation.

## Capstone Projects

Teams of students work on a live business project/challenge, similar to a consulting project, and are supervised by Business School Mentors and academics. The students deliver a report and/or presentation at the end of the engagement highlighting their findings and potential solutions. The Capstone Unit of Study is the final unit of the students' degree major specification. This project allows the student to draw on all they have learned through their degree and apply it to a real business challenge.

## Dalyell Wicked Problems Challenge

High-achieving Business School students partner with industry to solve a current complex problem for the industry partner. The top teams get to pitch their solutions to the industry partner. The Dalyell Wicked Problems Challenge allows students to work on highly topical and immediate projects. It's a challenge for our students to be thrown in the deep end, but the outcomes this program produces are incredible. Industry partners are presented with fresh ideas and solutions while students discover the excitement of what a career might look like.



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*The students who participated in this program showed a strong understanding of the complex problem they were presented with. Many of them demonstrated a level of problem-solving skills that was beyond expectation.*

Eloise Lloyd, Talent Programs APAC at Salesforce -  
Dalyell Wicked Problems Challenge.

# Research partnerships



## Commission bespoke consultancy and research projects

If you have a specific research question, a commissioned project consultancy arrangement could help you get the answers. These projects are co-scoped with us and your organisation and represent a discrete piece of work completed within a set time frame.



## Co-access government funding

Partnered research projects often qualify for government funding through schemes such as the Australian Research Council's Linkage Program or AusIndustry's Cooperative Research Centre Projects (CRC-P). These funding opportunities can be a great way to leverage the funds that you have available for research, no matter how large or small your organisation.



## Access advanced research methods to realise your data's potential

Our researchers are at the forefront of developing and applying cutting-edge theories, analytic and research methods. Partnering with us can deliver new insights and perspectives from complex data sets.



## Connect with an expert and solve complex problems

Our researchers will share their knowledge and experiences to help your organisation solve difficult challenges. At the University of Sydney Business School, we have over three hundred academics with deep expertise across a wide-range of industries.



## Co-develop thought leadership

Our academics regularly collaborate with other leading universities and businesses across the globe and Australia to build knowledge. Partnering with the University of Sydney Business School allows organisations to be at the forefront of innovation and thought leadership. Partner with us to co-develop evidence-based research and deliver events and white papers relevant to your stakeholders.



# Work placements and internships

We deliver a range of placement and internship programs, and can provide you with the right student and structure to meet your organisation's specific needs. Here are some of the ways you can engage with us to secure the right student for your workplace.



## Industry Placement Program

These placements provide students with the opportunity to work within your organisation as part of their degree program. Industry placements are unpaid employability activities, as the students receive degree credit for undertaking the placement. Students are placed with industry partners for three days per week over 10 weeks of the semester. We select and match relevant students to your organisational requirements, and work with you to ensure a successful placement. Placements can be delivered both face-to-face and virtually.



## Paid internships

Although paid internships do not form part of a student's degree, they can be advertised to relevant students through our online learning management system, the University Careers Hub, and promoted via student newsletters. Paid internships can be advertised at any time during the year, although we often find students are looking for internships over the winter (late June/July) and summer breaks.



## Job Smart Placement

Job Smart placements provide our industry partners with access to a talent pipeline of high achieving international students matched for their recruitment needs. The placements are 12-week onsite or remote internships offered from June to August and December to February each year. These placements are open to our top-performing international students, currently completing the final phase of the Job Smart program. This program nurtures business students from diverse backgrounds by developing their employability skills. Participants emerge from the final phase of the program highly employable, culturally competent, and ready to take on their placement with you.



# Management education and collaboration

## Master of Management

Our Master of Management students undertake a 10-week business project where they put theory into practice, creating solutions and making recommendations to your most pressing business issue.

## MBA capstone unit

The MBA capstone unit 'Design Strategy' connects final unit students with an industry partner to address a consumer issue the partner has identified and plans to commit a budget to over 4-5 weeks. Teams of MBA students produce a well-defined, mock-up prototype and gather important consumer feedback. They then pitch their ideas to the partner.



## CEMS global partnership

34 leading business schools, 69 multinational companies and NGOs that together offer the CEMS Master in International Management (MIM). The CEMS Corporate Partnerships are an exclusive academic-corporate partnership based on Corporate Partners contributing to the Alliance and its MIM program.

There are currently over 15,600 CEMS alumni of over 100 nationalities, working in over 75 countries. The partnership structure enables Corporate Partners to engage with CEMS students and alumni on activities such as; local and global recruiting and branding, business projects, networking events and career sessions.



*Our various engagements like the business projects, afford students the rare opportunity to put theory into practice and exposes them to industry case studies and trends. For Henkel, we look forward to the fresh perspective they provide."*

**Carla Santillan – HR Business Partner, Henkel.**





# Scholarships and sponsorship



## Scholarships

The Business School offers a vast range of scholarships to new and continuing students in undergraduate, postgraduate coursework and postgraduate research degrees. These scholarships are designed to recognise potential, assist those in need, and reward high achievement. We are available to discuss scholarship opportunities with you and tailor a scholarship to meet your requirements.



## Sponsorship opportunities

Sponsorship opportunities are available to link your organisation with a course, project or specific area of the Business School. Areas and programs that commonly attract sponsorship include Genesis, a scale-up program for entrepreneurs, and the Remote and Rural Enterprise Program (RARE) a community engaged learning program, connecting students with remote, rural and Indigenous enterprises in Australia and South-East Asia to solve real-world business challenges.

# Job Smart, career fairs and events



## Job Smart

Job Smart is an internationally award-winning Employability Skills Accelerator for international Business School students. It provides an exceptional student experience that underpins the University's position as a world leader in graduate employability. Partnering in Job Smart gives you access to a pipeline of high achieving international students, strengthens your brand recognition, and creates affinity and loyalty among Job Smart participants. We can provide you with flexibility, exclusivity and multiple touchpoints with the Job Smart cohorts through internships, projects, networking events and keynote addresses.



## Career fairs and events

Our career and employability team offer you numerous ways to gain access to our diverse student population. Working with the team you will build your brand recognition, develop talent pipelines and have access to multiple channels to promote your internship and graduate opportunities. Some of the events offered include panel discussions, career fairs, networking events, newsletters and a jobs board.



*"The students did a great job in a short period of time. What they produced in three weeks was of high quality in very complex fields that are only currently developing."*

**Job Smart partner testimony – Drew Bradford, NAB General Manager, Financial Markets.**



# Guest lectures, Industry Mentoring Program, panel discussions and webinars

## Guest lectures

Every year, a limited number of opportunities exist for our key industry partners and alumni to deliver keynote guest lectures or participate in our global webinars. In 2021 Patrick Grove, Co-founder of Catcha Group, dropped in virtually to inspire students in the Financial Entrepreneurship intensive course.

## Industry Mentoring Program

The Industry Mentoring Program is an opportunity for your employees to share their knowledge and expertise with our students. This program provides mentoring for Business School students in a one-to-one setting, virtual or face-to-face, for a minimum of six meetings. It is an opportunity for your staff to develop their management skills and increase your brand awareness while supporting a student's career discovery.



*It was a real honour watching my mentee learn and grow throughout the program. It is humbling to see such talented people coming out of our universities today. It also allowed me to further build on my own coaching and mentoring skills in an environment outside of my everyday role."*

**Sarah Scopacasa, People and Culture Business Partner, Modis.**



## Panel discussions and webinars

Opportunities exist for organisations and individuals to be part of our global 'Business *Not as Usual*' webinar series. These are an excellent opportunity for you to build brand awareness, showcase your people and business, and start engaging with our students. In 2021, Jackie Lee-Joe (Global Head of Customer, Content & Marketing @ Money by Afterpay) and Dig Howitt (CEO and President at Cochlear) joined Professor Mark Scott (Vice Chancellor and Principal of the University of Sydney) and Professor Greg Whitwell (Dean, The University of Sydney Business School) on a global webinar. These are the sort of opportunities we are able to offer our key industry partners.

# Contact us

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Further information is available on the University of Sydney  
**Business School website.**

[Complete the engage with us form](#) and we will be in touch to  
arrange a meeting.