“The best way to predict your future is to create it.”

Abraham Lincoln
(1809 – 1865)
What does your future hold?

Create the future you want with Australia’s No. 1 ranked MBA.*

**Your path of discovery**
You’ll discover strengths you never thought you had. You’ll detect weaknesses and turn them on their head. Our part-time MBA will delve deep to unlock the ambition within, and refine your leadership skills for the real world.

**The first step**
We begin by recognising how important your fellow students will be to the quality of your MBA learning experience, and conduct face-to-face interviews before carefully selecting students for the program.

We emphasise personal development balanced with technical learning. We will help you find and develop your natural talents, assess your leadership skills, identify your weaknesses, and create an individual career plan.

**Maximise your effectiveness**
Knowledge acquisition goes hand in hand with the ability to articulate a clear point of view. Our part-time MBA focuses on critical thinking to enable you to argue a case with business and community leaders. You will also learn to engage with the media, and to maximise the effectiveness of your thoughts and arguments through written opinion pieces and presentations to camera.

**Your MBA outcomes**
Our MBA will arm you with all you need to create the future you want. You will:
1. Learn more about yourself as a leader and how to draw out the best from your team.
2. Be exposed to current insights from all major business and management disciplines.
3. Master the art of turning theory into real-world, practical solutions.
4. Acquire all the management skills and competencies you need to succeed.
5. Develop the tools not only to be an effective communicator, but to become a thought leader.
6. Become more informed and able to articulate your point of view on the forces shaping society and business.
7. Develop a lifelong professional network of high-achieving, like-minded peers.

*Australian Financial Review BOSS MBA Rankings 2017*
Why study here?

Today’s global business environment is rapidly changing. With Australia’s No. 1 ranked MBA, you can become your future anything.

**Rankings**
Our programs are consistently ranked among the best in Australia and the world, so you can be confident you’re in good hands.

- Our MBA is ranked No. 1 in Australia in the 2017 *Australian Financial Review* BOSS MBA Rankings.
- Our Master of Management is ranked No. 1 in Australia by both *The Economist* and *The Financial Times*.
- The University of Sydney is ranked No. 1 in Australia and fourth in the world for graduate employability in the 2018 QS Employability Rankings.
- Our outstanding reputation with employers and academics has seen us regularly placed in the world’s top 50 universities by leading ranking bodies, including the QS World University Rankings.

**International accreditations and quality assurance**
We are the only Australian business school to achieve membership to CEMS – the Global Alliance in Management Education, as well as international accreditation from the leading American and European Business School accrediting bodies, the Association to Advance Collegiate Schools of Business (AACSB) and the European Quality Improvement System (EQUIS).

---

**MBA blog**
At the University of Sydney Business School, we believe that every opinion counts. Read our MBA blog to learn about our students’ and academics’ opinions, experiences and thoughts on what’s happening at the Business School and beyond.

- [mba.sydney.edu.au/blog](http://mba.sydney.edu.au/blog)
What sets our MBA apart?

We combine high-level research with a practical, hands-on approach to learning and a focus on you as an individual to ensure that you realise your ambitions.

Get ready to lead
Our part-time MBA has a strong focus on developing the personal and interpersonal skills needed to lead in today’s hyper-connected, global environment, which is increasingly characterised by disruption.

The program is underpinned by our unique approach to learning, which goes beyond the traditional classroom setting and requires students to deliver prototypes and effective solutions to actual business problems.

Careers services
Our careers services will help you to discover the career path that will give you the greatest personal and professional fulfilment.

Defining your career vision and gaining the tools and knowledge you need to achieve success are critical. Our career services offer coaching, career management tools and resources to help you refine your goals and navigate the recruiting process.

Personal career management plan
Before your one-on-one career coaching session, you will complete CareerLeader®, an online self-assessment tool.

Based on more than 50 collective years of scientific research and career development experience, CareerLeader® is used by more than 650 businesses and universities around the world to help people like you find career success and satisfaction. Through this process, you can evaluate your life interests, business skills, and your own work/reward values.

You can then ascertain your main themes using Gallup’s Clifton StrengthsFinder® tool. Working through this process with our specialist coaches enables you to gain clarity on your strengths and any areas you may like to develop.
Liz Adeniji

“I started my career working in search advertising in the early 2000s and am now the Head of Platforms in Australia for one of the largest global media and technology companies in the world.

“My accomplishments have been driven by an appetite to be first and to be different. As a woman in AdTech, I have driven my career by identifying niche but fast-growing sectors of the industry and championing them.

“The University of Sydney Business School has given me the tools and frameworks to define my own future. I’ve been exposed to a group of like-minded students and networking opportunities that I would never have experienced otherwise.

“What I love most about the MBA is that you’re not just learning theory. You’re given the opportunity to apply what you’ve learned to real-life business situations.”
Liz Adeniji
Data application and AdTech specialist
Current MBA student
Future anything
MBA structure

Our MBA caters to the career demands of busy professionals and is delivered in a convenient CBD location.

You can complete your course in two to three years of part-time study. It consists of 12 units of study – an integrated core of seven units, an industry capstone and up to four electives chosen by you.

MBA units of study

A hallmark of our MBA is our emphasis on experiential learning. We will give you opportunities to confront complex, real-world problems to which you can apply your knowledge and skills. This active learning approach maximises students’ contribution to each other’s learning – all facilitated by experienced faculty and industry practitioners.
## How it works

<table>
<thead>
<tr>
<th>Commencing unit</th>
<th>Core units of study</th>
<th>Elective units of study*</th>
<th>Completing unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Leadership Practice and Development</td>
<td>- Critical Analysis and Thought Leadership</td>
<td>Choose from:</td>
<td>Business capstone: Design Strategy</td>
</tr>
<tr>
<td></td>
<td>- Data Analytics and Modelling</td>
<td>- Globalisation and Emerging Markets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Financial Management</td>
<td>- Leading Project Management</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Innovation in Strategic Marketing</td>
<td>- Business Negotiations and Decision-Making</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Managing People and Organisations</td>
<td>- China International Business Project</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Strategies for Growth</td>
<td>- Operations Management</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Financing Innovation</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Coaching and Performance Management</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- India International Social Enterprise Project</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Innovation in Corporate Venturing</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Managing with Technology</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Creativity Innovation and Business.</td>
<td></td>
</tr>
<tr>
<td>Find out more about the above units</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of study on page 10.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*This is an indicative elective units of study list, subject to change. Not all electives will be scheduled every year.*
MBA structure
Units of study

Commencing unit

Leadership Practice and Development
Sound leadership is crucial for today’s organisations. This unit teaches leadership in a fundamentally different way – by developing specific leadership skills in small groups. The emphasis is on learning by doing, so that you receive regular feedback on your leadership competencies such as motivating, listening, delivering and receiving feedback, teamwork, delegating and confronting. By the end of this unit of study you will be equipped with a breadth and depth of leadership skills that you can apply daily in your workplace.

Core units of study

Critical Analysis and Thought Leadership
The ability to analyse and communicate sound arguments persuasively is vital to effective management. In this unit you will learn the principles of logical reasoning and rhetoric, and different methods of argument. You will also learn to craft clear and vibrant communications. All this is supported by practical workshops, focused case studies and writing pieces for publication and to camera. You will work on questions and topics posed by Australian business leaders.

Data Analytics and Modelling
One of the most important developments associated with the digital revolution is the availability of data. For leaders in contemporary organisations, the ability to analyse data effectively and draw useful inferences from it is critical. It is also vital to communicate these findings to senior management, leading to productive and sustainable change. You will have the opportunity to work with real-world data sets and case studies, and to apply these skills to your own and other organisations.
Financial Management
This unit of study provides you with insights and understanding of the role of financial management in developing and executing effective strategies for change. Drawing on research in finance and management accounting, you will acquire key tools and techniques that drive and support users, including chief financial officers, and gain insights into the practices managers use in their organisations.

Innovation in Strategic Marketing
Marketing is at a crossroads. Its strategy today is less about the competition and more about innovating and collaborating within a broad network of relationships. These changes mean a fresh approach to every aspect of marketing: using customer insights, creating value, designing market offerings and implementing marketing strategies. This unit provides a fresh approach to strategic marketing, incorporating many practical frameworks with examples drawn from a wide variety of managerial contexts. You will gain a clear perspective on how marketing relates to other areas of the business, along with a good working knowledge of some practical management frameworks.

Managing People and Organisations
This unit draws a parallel between modern organisations and the broader social environment in which they operate. You will learn how global, technological and demographic trends are reshaping modern workplaces and highlight the importance of inclusive leadership in managing people. In this unit you will also build experience in leading change in organisations, and develop a better understanding of the dynamics of organisational culture, power and influence and the role of diversity.

Strategies for Growth
With disruptive change on the increase in business, you need to be strategically agile to identify and master these shifts. In this unit of study you will examine how organisations reshape and rethink their business models in response to changes in technology and market structure. You will also look at key factors associated with successful rapid introduction of strategic responses to changes in market conditions and how using information effectively can enhance strategic agility. With input from leading industry figures, this unit gives you practical experience in designing innovative strategic responses to shifts in market conditions.
Elective units of study

You will have the opportunity to select from a range of electives that complement the core units of study.

Among our range of elective topics you will find International Business Project units that focus on international dimensions of business strategy.

Our current electives include:
- Globalisation and Emerging Markets
- Leading Project Management
- Business Negotiations and Decision-Making
- China International Business Project
- Operations Management
- Financing Innovation
- Coaching and Performance Management
- India International Social Enterprise Project
- Innovation in Corporate Venturing
- Managing with Technology
- Creativity Innovation and Business.

Find out more at
- mba.sydney.edu.au/part-time/units-of-study

Note: Not all electives will be scheduled every year.
Yi Ho

“As a child, I used to constantly draw maps of seemingly nowhere and buildings of no place. It is only fitting that I now work as an Urban Designer and strategic planner for an innovative inner city council. My job is to make cities a better place to live and work.

“The MBA has given me knowledge of many soft skills which I previously didn’t have. One of the most valuable things I learned is how to lead a business, and know what is important to it.

“I can foresee myself being a leader in the converged worlds and I know the MBA will help me get there.”
Yi Ho
Urban Designer, North Sydney Council
Current MBA student
Future anything
Scholarships

We are investing in the business leaders of tomorrow through a range of scholarships that reward talent and hard work and offer financial support.

Every year, we award multiple scholarships to a diverse range of MBA candidates. Our MBA scholarships are reviewed annually and currently include:

- Indigenous Leadership Scholarship
- UN Women National Committee Australia MBA Scholarship
- ‘The Anstice MBA Scholarship’ for Community Leadership.

For more information, visit
- mba.sydney.edu.au/scholarships

Kelly McJannett
Anstice MBA Scholarship recipient
Indigenous Leadership Scholarship founder
Current MBA student
Future anything
Kelly McJannett

“My background is in communications and PR, and I spent a lot of time in my early career working in remote and Indigenous communities. This experience served as the basis and inspiration behind the social enterprise which I now run, called FoodLadder.

“The Business School’s MBA has given me a fantastic grounding in the business principles that I need to drive an ambitious and innovative social enterprise.

“The best thing about the MBA for me is how much I have been able to learn from my cohort. Being able to study with people from different demographics with different experiences is hugely enlightening.

“I would like to use my future to drive social enterprise development around the world for the communities that really need strong social change grounded in economic development.”
Admission criteria

Master of Business Administration (MBA)
To apply, you will need:
- a bachelor’s degree, graduate diploma or other Australian Qualifications Framework (AQF) Level 7 qualification with a minimum ‘Credit’ (65%) average or equivalent, from an institution approved by the Business School and at a standard acceptable to the Business School
- at least three years’ work experience, including experience in a management position
- a statement of motivation.

Graduate Diploma in Business Administration (GradDipBA)
To apply, you will need:
- a bachelor’s degree (pass), graduate diploma or other AQF Level 7 qualification or equivalent at an institution approved by the Business School and at a standard acceptable to the Business School
- at least five years’ work experience, including experience in a management position
- a statement of motivation.

Interviews
If shortlisted, we will conduct an interview to establish your suitability for the selected course.

Related experience
In exceptional circumstances, the Business School may admit you without the qualifications listed above, if, in the opinion of the school, you have related qualifications and evidence of experience and achievement sufficient to successfully undertake the degree.
If you meet the admission criteria, we invite you to apply online at
− mba.sydney.edu.au/apply

You will need to submit the following documents:
− an up-to-date resume
− your academic transcript
− a statement of motivation: one page outlining what you hope to achieve professionally and personally by completing an MBA at the University of Sydney Business School.

If the results of your previous study aren’t available by the closing date, you can still submit an application. Your application will be considered, providing you forward any outstanding results once they become available.

Please note that the part-time MBA is currently not available to international students studying on a student visa. Non-residents legally in Australia on a visa other than a student visa should contact MBA admissions staff for further information.

Discover our full-time MBA

We also offer a full-time MBA, taught over 18 months. The program comprises 12 units of study and is grouped into three focus areas:
− personal and interpersonal skill development
− business knowledge and skill development
− building future enterprises.

Find out more:
− mba.sydney.edu.au/full-time

Note: the full-time MBA is open to domestic and international students.
Peter Giurissevich

“I grew up in the inner west of Sydney and played soccer for a long part of my life, including two years in Italy before finishing high school.

“I studied business and law and worked for Gilbert and Tobin after graduating, but soon moved into my current role of Senior Legal Counsel at the NRL. My decision to undertake the MBA came about when I decided I wanted to be leading a team and ‘calling the shots’.

“I believe the MBA will allow me to hone my existing skills, add new skills and challenge myself to get me to the C-suite role that I am striving towards.”