



## Master of Business

<b>CRICOS Code</b>	106806C
<b>National Course Id</b>	CRS1401072
<b>Full Time</b>	2 years
<b>Part Time</b>	4 years
<b>Units</b>	16
<b>Core units</b>	10
<b>Elective units</b>	6
<b>Campus</b>	Level 16, 233 Castlereagh Street, Sydney NSW 2000
<b>IELTS Academic</b>	6.5 (no band less than 6.0)
<b>Delivery mode</b>	Blended, Face to Face
<b>Outcome</b>	Master of Business

### Course Description

The Master of Business is the generalist degree of our age, opening job opportunities in a wide range of businesses (profit and not-for-profit), government and professional firms globally.

Graduates with a Master of Business are ready for many different positions in business and the business professions. The degree gives you the business skills to engage and influence clients.

Graduates will be prepared for success in contemporary organisations and prepared to take on the industry's and professional trends, responsibilities, needs and opportunities.

The course offers various specialisation streams such as:

- ✓ Accounting Stream
- ✓ Marketing Stream
- ✓ General Stream
- ✓ International Business Stream

### Career Outcomes

- ❖ Project/Operations Manager
- ❖ General Manager
- ❖ Chief Executive Officer
- ❖ Management consulting
- ❖ Entrepreneur

### Course Learning Outcomes

<b>M1</b>	Understand and navigate the increasingly complex legal, economic and global business environment and remain conversant with developments in these fields
<b>M2</b>	Demonstrate problem solving in real organisations including managing resources and recent developments in these fields"
<b>M3</b>	Plan and manage innovation and organisational change using cognitive, technical and creative skills

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<b>M4</b>	Engage in professional development and experience in management of work and organisations demonstrating skills with creativity and initiative in challenging and new situations
<b>M5</b>	Make ethical, socially responsible, inclusivity, diversity and sustainable business decisions in a complex business environment demonstrating high level of personal autonomy and accountability
<b>M6</b>	Synthesise organisational and market research principles and methods. Prepare research reports and present to diverse audiences.
<b>M7</b>	Construct and communicate logical, relevant, and professional quantitative assessment of business information in an effective manner including the role of data analytics in guiding business decisions while maintaining ethical use and legal security of the data.

### Graduate attributes

- 1 Communicate effectively in a diverse range of professional or community context
- 2 Complete work tasks and assignments independently or as an effective member of multidisciplinary teams
- 3 Engage in and value life-long learning leading to the enhancement of professional knowledge and skills
- 4 Are information and technology literate
- 5 Respond appropriately to a changing workforce, cultures and values reflecting a global work environment
- 6 Demonstrate critical thinking, problem solving and decision-making abilities essential to contributing soundly to the resolution of issues confronting organisations
- 7 Facilitate intellectual curiosity
- 8 Act in an ethical manner in all aspects of professional life

### Course Structure

UNIT CODE	UNIT NAME	CORE/ELECTIVE	PRE-REQUISITES
<b>YEAR 1</b>			
ACC500	Business Decision Making	Core	NIL
BUS500	Business and Management in Context	Core	NIL
ECO500	Economics for Managers	Core	NIL
LAW500	Business Law	Core	NIL
BUS501	Entrepreneurship	Core	BUS500
FIN500	Financial Management	Core	ACC500 and STT500
STT500	Statistics for Decision Making	Core	NIL
<b>Year 2- Accounting Stream</b>			

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ACC501	Accounting Systems and Decision Making	Core	ACC500
ACC600	Corporate Accounting	Elective	ACC501 and FIN500
ACC601	Management Accounting	Elective	ACC501, STT500 and FIN500
ACC602	Accounting Decision Systems	Elective	ACC501 and FIN500
ACC603	Auditing and Assurance	Elective	ACC600, STT500 and FIN500
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream- Discipline Head approval required prior to enrolment
LAW600	Company and Business Association Law	Elective	ACC501, BUS500 and LAW500
TAX600	Taxation	Elective	LAW600, ACC600 and ACC602
<b>Year 2- Marketing Stream</b>			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream- Discipline Head approval required prior to enrolment
BUS605	Service Management	Elective	BUS500 and MKT500
BUS607	Globalisation and Value Chain Management	Elective	BUS500, ECO500 and MKT500
BUS608	Strategy and Innovation	Elective	BUS500 and MKT500
MKT600	Consumer Behaviour	Elective	ACC500, BUS500, LAW500 and MKT500
MKT601	International Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT602	B2B Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT603	Digital Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
<b>Year 2- General Stream</b>			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream-

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			Discipline Head approval required prior to enrolment
BUS601	Leadership in organisations	Elective	ACC500 and BUS500
BUS602	Organisation Behaviour	Elective	BUS500
BUS603	International Business	Elective	BUS500, MKT500 and LAW500
BUS604	Operations Management	Elective	BUS500, MKT500 and LAW500
BUS605	Service Management	Elective	BUS500 and MKT500
BUS606	Managing Cultural Diversity	Elective	BUS500 and MKT500
BUS607	Globalisation and Value Chain Management	Elective	BUS500, ECO500 and MKT500
BUS608	Strategy and Innovation	Elective	BUS500 and MKT500
FIN600	International Finance	Elective	ECO500 and FIN500
LAW600	Law of Business Associations	Elective	LAW500, ACC501 and BUS500
MKT600	Consumer Behaviour	Elective	ACC500, BUS500 LAW500 and MKT500
MKT601	International Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT602	B2B Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT603	Digital Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
<b>Year 2- International Business Stream</b>			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream- Discipline Head approval required prior to enrolment
BUS601	Leadership in organisations	Elective	ACC500 and BUS500
BUS603	International Business	Elective	BUS500, MKT500 and LAW500
BUS606	Managing Cultural Diversity	Elective	BUS500 and MKT500
BUS607	Globalisation and Value Chain Management	Elective	BUS500, ECO500 and MKT500
BUS608	Strategy and Innovation	Elective	BUS500 and MKT500
ECO601	International Trade	Elective	BUS500, ECO500, FIN500 and MKT500
FIN600	International Financial Management	Elective	ECO500 and FIN500

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MKT601	International Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT602	B2B Marketing	Elective	ACC500, BUS500, LAW500 and MKT500

### Please Note

- The program is available each intake but note that some units of study are subject to quotas and minimum enrolment requirements.
- Not all units of study are available every semester, and changes in course structure occur from time to time.

### Exit Outcomes

To obtain a Master of Business, candidates are required to successfully complete or be granted credit for all 16 units. Not all units are offered each semester. You must complete at least 50% of the required units at PIA to be eligible to obtain a Master of Business.

### International Student Duration

The CRICOS-registered duration is 104 weeks or 2 year of full-time study (4 semesters). Please note the part time mode is not available to a holder of a student visa, who is not a citizen of Australia or New Zealand, or who is not an Australian permanent resident, or who is a temporary resident of Australia.

### Domestic Student Duration

For domestic students, the course is 2 years part-time full-time or 4 years part-time.

### Delivery Methods

Type	Explanation
<b>Blended</b>	Delivered partially on campus and partially online
<b>Face to Face</b>	This is delivered at level 16, 233 Castlereagh Street Sydney

### Entry Requirements

Polytechnic Institute Australia's courses have flexible entry requirements that apply to Master of Business.

**Students enrolling in in the Masters of Business Degree program must meet the following entry requirements.**

#### General entry

A recognised Australian or equivalent Bachelor degree or higher

#### Special or alternative admission arrangements

A minimum of five years' relevant work experience, which includes at least three years' management experience, or significant technical experience; OR

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An Advanced Diploma or Associate Degree (AQF Level 6) or learning equivalent to an AQF Level 6 qualification and at least three years' relevant work experience; OR

Completion of the Graduate Certificate stage at the Institute (or equivalent at a recognised HEP or University)

### International students

Must satisfy the English Language Requirements;

AND

A recognised Australian or equivalent Bachelor degree or higher

OR

An Advanced Diploma or Associate Degree (AQF Level 6) or learning equivalent to an AQF Level 6 qualification and at least three years' relevant work experience

OR

Completion of the Graduate Certificate stage at the Institute (or equivalent at a recognised HEP or University)

### Special and/or alternative entry: non-school leavers (mature-age applicants and/or those who do not hold their HSC or equivalent)

A recognised Australian or equivalent Bachelor degree or higher      A minimum of five years' relevant work experience, which includes at least three years' management experience, or significant technical experience

OR

An Advanced Diploma or Associate Degree (AQF Level 6) or learning equivalent to an AQF Level 6 qualification and at least three years' relevant work experience

OR

Completion of the Graduate Certificate stage at the Institute (or equivalent at a recognised HEP or University)

### Language requirements

Language proficiency

- IELTS Academic 6.5 with no band less than 6.0
- 575 or better on the TOEFL, or
- 91 or better on the TOEFL IBT (International Benchmark Test), or
- 235 or better TOEFL CBT (Computer Based Test), or
- 58 or better Academic PTE (Pearson Test of English), or
- 176 or better Cambridge English scale, CAE and CPE (from 2015), or

A Levels with a C or better in English in the CTC General Certificate of Education (GCE).



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English Language Test results are valid for two years up to the date of commencement at the Institute

### Attendance Requirements

The Institute has enforceable requirements in relation to attendance further details are provided at Item 20 of the Terms and Conditions attached to this offer.

### Fees

The course fees (per semester) are indicated below and are based on a standard full-time study load and duration. Your course fees and duration may vary if you have applied for and been granted Advanced Standing. Tuition fees may increase during your studies. Students are advised in advance of any increase in tuition fees being implemented.

