More than 30 years ago Deakin University led the way by offering a high quality off-campus Master of Business Administration (MBA), to meet the needs of mid-career professionals through flexible study options. Since that time we have maintained our leadership position in MBA delivery, providing an unequalled learning experience for on-campus and off-campus students. Thirty years of experience means we understand the needs of students and employers and the importance of matching one to the other.

We recognise that in order to be successful, you need choice in specialisation areas, and flexible course delivery. The Deakin MBA provides a wide range of study options and offers more than 20 specialisations. The Deakin MBA has a strong market reputation and continues to be highly regarded both nationally and internationally. Recently the Deakin MBA was internationally recognised with EPAS accreditation by the European Foundation for Management Development (EFMD). The Deakin MBA is one of only three accredited programs in Australia. A 5-Star rating from the Graduate Management Association of Australia and an international QS 5-Star rating are testament to the standard and quality of our MBA.

Study tours to China, India, USA and Australia offer unique opportunities, focus on experiential learning and provide practical relevance to our courses. As well as fast-tracking study, intensive one-week residential units provide an opportunity for you to develop strong support networks, and learn the importance of teamwork, leadership and delivering on commitments. They are also an opportunity to engage with industry and the professions, and to hear firsthand how theory is put into practice.

Deakin has a continuing commitment to innovation in course design and delivery. A strong industry-based course advisory board helps to ensure we provide graduates with the skills they need. Our academic staff have advanced expertise in integrating theory into professional practice and in developing coursework that is current and relevant to today’s workplace. Students also enjoy excellent academic support services including writing workshops, mentoring programs and seminars.

The Deakin MBA will challenge you. It will capture your imagination and enthusiasm. It will be a lifelong benefit to your career and to your professional development.

I look forward to welcoming you to Deakin University and a world of professional development.

Professor Gael McDonald
Pro Vice-Chancellor
Faculty of Business and Law
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WHY STUDY AN MBA?

It opens doors, enhances career opportunities, broadens options and boosts salaries. In fact, nothing does it all quite like an MBA.

One of the most popular and widely regarded postgraduate qualifications, an MBA significantly increases your business knowledge. It also equips you with the very latest ideas and trends in areas such as leadership, marketing and management. It empowers you to offer a current or prospective employer the most up-to-date skills and knowledge, ensuring you stand head and shoulders above the rest in any competitive job market.

Additional education and qualifications commonly leads to higher salaries. According to the Australian Financial Review Boss magazine (May 2008, volume 9, “Reinventing Leadership”), professionals holding a completed MBA were likely to enjoy an annual 20 per cent pay increase for the following five years.

Whether you want to enhance your opportunities for promotion or have your sights set on an exciting career change, by completing an MBA you are sending employers an all-important message: that you are prepared to invest in your career. In turn, they will have more confidence in their decision to invest in you.

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BENEFITS OF POSTGRADUATE STUDY

- **Prepare yourself for success** – postgraduate study can empower you to pursue new opportunities that were previously out of reach.
- **Invest in yourself** – postgraduate study is an investment, in your sense of achievement, your job satisfaction and your financial security.
- **Change the way you see the world** – postgraduate study may help you to get that promotion, enjoy a better work/life balance or pursue a new direction.
- **Don’t just keep up, lead** – postgraduate study can help you to stay in touch with the rapidly changing technological world we live in today.
- **Stand out from the crowd** – a postgraduate degree can complement your earlier studies and expand your knowledge base, giving you the edge in the employment market.
- **Make connections that can open doors** – studying with people who share your interests and ambitions is a great way to build and strengthen your professional network.

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WHY DEAKIN?

WE’RE NOT ONLY WORLDLY, WE’RE WORLD-CLASS
Deakin University is proud to have been awarded a QS 5-Star Rating for Excellence in 2013.
This rating cements our reputation as not only worldly, but world-class in a broad range of areas, with cutting edge facilities and internationally renowned research and teaching.
QS provides a holistic view of a university’s qualities, by rating universities against a broad range of criteria, from employability of graduates, to sports facilities and community engagement. Find out more about our QS 5-Star Rating for Excellence at www.topuniversities.com.

INTERNATIONALLY ACCREDITED
The Deakin MBA is internationally recognised and EPAS accredited by the European Foundation for Management Development. EPAS is an international quality benchmark for business programs worldwide. Find out more at www.efmd.org/index.php/accreditation-main/epas.

INTERNATIONAL RATING
The Deakin MBA is rated by QS 5-Stars for program strength, delivering an ‘attractive and recognised program with a very high graduate employability rate’.
Deakin Graduate School of Business, which delivers the MBA, achieved a maximum QS 5-Star Rating for Facilities, Internationalization and Diversity, Teaching and Student Quality and the Engagement and Program Strength for its MBA.

GMAA RATES MBA 5-STARS
Deakin’s MBA currently holds the highest 5-Star rating by the Graduate Management Association of Australia (GMAA). The GMAA is a non-profit national association for graduates of postgraduate management qualifications (predominantly MBAs), who have a interest in maintaining and improving the quality of MBA programs in Australia. The GMAA rating is seen as a rigorous and independent assessment of business schools across Australia.
A 5-Star rating by the Graduate Management Association of Australia means it is one of Australia’s premier business qualifications. Being highly regarded by the business community gives Deakin MBA graduates an edge.

OUR MISSION AND VISION
The Faculty of Business and Law’s mission is to engage with our students and partners in the provision of flexible educational programs and relevant research.
Our vision is to be recognised nationally and internationally for driving the digital frontier to enable globally connected and supported education, and research that makes a difference to the communities we serve.
Our undergraduate, graduate and doctoral degrees are informed by scholarship and are relevant to both national and global contemporary issues. Flexible learning strategies provide a distinctive student experience. The Faculty’s teaching aims to be innovative utilising face-to-face teaching and online technologies to ensure a high level of flexibility for the diverse learning needs of our students.
The Faculty’s academic staff are engaged in applied research across the business and law disciplines and are focused on issues which are of relevance to government, business and community organisations. To this end, we actively seek partnerships with these organisations, other like-minded universities and alumni.
Our students come from diverse backgrounds and we value this diversity. Graduates are confident and competent in the use of online technology and are ready to make a significant contribution to the organisations they serve. They are highly valued by employers for both their knowledge and their graduate attributes.
The Faculty will achieve these outcomes through the synergy that comes from our research and teaching programs in business and law.
OUR COURSES ARE FLEXIBLE

You can study when, where and how you like, and tailor your study around your work and lifestyle commitments. You may choose to undertake your entire course in off-campus mode, or combine on and off-campus study.

WE OFFER FLEXIBLE TIMING: THE TRIMESTER SYSTEM

Deakin operates a trimester system with three 11-week study periods. Study in Trimester 3 is not compulsory – it just provides another option for study.

The trimester system has many advantages, including greater flexibility for you to plan study around work and lifestyle commitments, and flexibility for you to choose the pace at which learning proceeds.

The trimester system provides options to commence your course at different times of the year, to fast-track your study, or take time off from study to travel, work or balance study with family responsibilities. It enables you to speed up or slow down your study while still completing within the normal time frames of study.

STUDY SUPPORT

Deakin is at the forefront of innovative educational delivery. We continue this tradition by engaging new technologies as well as classroom activities to provide a rich set of learning resources for on-campus and off-campus students. As a result, all Deakin postgraduate students have access to the same range of high-quality learning support options to make their study enjoyable and effective.

LEARNING VIA THE CLOUD

We understand that self-paced online learning plays a major role in ongoing career development and we are proud of the delivery of our innovative, flexible online study options for postgraduate students. Online tutorials are available in many units in which students communicate with staff and other students in real time, no matter where they live across the globe.

ONLINE LEARNING INCLUDES:

- CloudDeakin – the primary application used at Deakin to deliver web-based course material and assessment tasks. It also facilitates communication and collaboration between students and staff.
- eLive – a communication tool that allows participants to talk online in real time and share video presentations.
- iLecture – an automated media capture system that can provide online access to video, audio and lecture recordings via streamed Quicktime files, podcasts and MP3 downloads.

OUR COURSES HAVE INDUSTRY INPUT

Deakin has strong partnerships with industry, involving collaborative activities with government bodies, public and private organisations, and other universities. These partnerships ensure that our courses remain relevant to industry and students learn from lecturers with specialist skills developed by their work with outside agencies, their research and community involvement.

STUDY TOURS

The Faculty of Business and Law offers you the opportunity to participate in domestic and international study tours. Completing a study tour gains you credit towards your degree without extending the length of your studies. International study tours integrate educational, cultural and practical experiences, placing your studies in an international context.

THERE ARE MANY PATHWAYS

Many of Deakin’s postgraduate courses offer articulation pathways, meaning you can start in a graduate certificate program and gradually build to a master’s qualification. For example, completion of the Graduate Certificate of Business Administration allows articulation into the Graduate Diploma of Business Administration, Master of Business Administration (MBA) and combined MBA courses.
EXPERIENTIAL LEARNING

STUDY TOURS

CHINA STUDY PROGRAM
2–21 November 2013
Immerse yourself for two and a half weeks in China, gain an international study experience and earn credit towards your Deakin degree.

As part of its Trimester 3 studies program, the Deakin Graduate School of Business offers you the opportunity to complete two postgraduate units in China to develop a deep understanding of doing business with Chinese companies and managing operations in the Chinese environment. You will visit Shanghai, Beijing, Hainan Island and Hong Kong, with formal classes at East China University of Political Science and Law, (ECUPL) at Zhongshan Park, Shanghai.

The following units are offered in the China Study Program:
• MPT735/MPT935 International Business Management
• MPT781/MPT981 Economics for Managers

More information
deakin.edu.au/buslaw/gsb/china

2013 FINANCE STUDY PROGRAM TO INDIA
7–21 November 2013
The Finance Study Program to India runs from 7–21 November 2013. The study program theme is ‘Investing in cross border sustainable business ventures’. The program involves three days of intensive study at Melbourne Burwood Campus before travelling to India for industry visits in Mumbai and New Delhi. These visits provide a unique opportunity to work with business and government managers to identify investment opportunities.

The program offers lectures, cultural visits and leadership events in India, giving you the opportunity to learn finance hands-on with real projects, and to develop your individual leadership skills.

The following unit is offered in the Finance Study Program:
• MPT753/MPT953 Finance

More information
deakin.edu.au/buslaw/gsb/fsp

INTERNATIONAL STUDY PROGRAM
November 2013–February 2014
The International Study Program (ISP) blends traditional study with experiential learning in this exciting trimester 3 program that spans Australia, Thailand and Europe. The ISP runs as a truncated summer semester of study at Melbourne Burwood Campus and online during November and December 2013, followed by three weeks of international travel in January and February 2014.

The program begins with a visit to the Chulalongkorn University in Bangkok where you meet with other finance students to learn more about trade and finance relationships in Asia. You will then continue onto Europe to visit key financial organisations such as the European Central Bank, the World Trade Organisation and United Nations as well as corporations in Germany, France and London. Through this program you will visit and analyse both European and Asian financial systems at this historic point in time.

To participate in this exciting study program, you must be enrolled in one of the following units:
• MET303 International Trade
• MFT306 International Finance and Investment
• MFT760 International Finance

More information
deakin.edu.au/buslaw/aef/isp
USA STUDY PROGRAM
June–July 2014

Through the USA Study Program you will develop a deep understanding of doing business with international companies and study marketing operations in the US environment.

The USA is the hub of marketing – a mecca of global commercialisation. You will visit premier marketing enterprises which are reflective of leading international brands and get involved in ‘boardroom’ discussions with senior staff of these internationally renowned corporations. Also included in the program are visits to leading universities to learn about cutting edge developments in the theory and practice of marketing and business research.

The USA study program provides a unique opportunity to visit some of the world’s best known corporations in Los Angeles, San Francisco, Chicago and New York. The program includes a series of lectures delivered by academic staff from leading business schools, including Columbia University, University of California Los Angeles (UCLA) and Loyola University in Chicago.

This is a fantastic opportunity for you to immerse yourself in business and marketing for eleven days in the USA whilst undertaking one or two units of study.

The following units are offered in the USA Study Program:
- MPT732/MPT932 Marketing Management
- MPT736/MPT936 International Marketing

More information
deaakin.edu.au/buslaw/gsb/usa
EXPERIENTIAL LEARNING

AUDACIOUS LEADERSHIP

27 October–5 November 2013

Audacious Leadership is an adventure-based unit in leadership. It uses principles of experiential learning to illuminate theories and models, and aims to provide a practical understanding of audacity. An audacious leader is likely to be adventurous, fearless, intrepid, bold, daring. We expect to see chutzpah and nerve on display. Such qualities can achieve great things and confer charisma on the leader. At its best, audacity is paired with self-awareness, humility, good judgment and a deep understanding of how people respond to the tasks of leading and being led.

The Audacious Leadership unit will challenge your habits of perception and reaction, allowing you to gain insight into your own leadership, its strengths to be built on, and its weaknesses to be made sound.

Students have the option of organising their own leadership adventure in consultation with the unit chair. The Deakin Graduate School of Business also offers students the opportunity to take part in a group sailing adventure.

The brigantine Windward Bound provides a working metaphor for an organisational system. It is driven by rope, canvas and human effort to harness the power of the wind and, ultimately, the sun. Its effective management demands answers to leadership questions such as: ‘What is the sum total of human energy available in the system? What proportion of this energy is currently being used? What kinds of energy (physical, intellectual, psychic, moral, artistic, technical, social) are represented? What might be done to release this energy for accomplishing greater goals for the system and the individuals in it?’

Permanent members of the ship’s company will ensure the safety of the ship and train you in seamanship during the voyage. This will include sail handling, steering, coastal navigation and general work aloft and about the decks. As the voyage progresses, you will take increasing responsibility for leadership and for handling the ship. At the conclusion of the voyage you will be a competent hand.

The next sea voyage for the Audacious Leadership unit will depart from Sydney’s Darling Harbour on Sunday 27 October 2013 and arrive in Hobart’s Elizabeth Pier on Tuesday 5 November 2013.

For more information on this unique unit and future sailings please visit deakin.edu.au/buslaw/gsb/audacious.

‘One of the best opportunities that I have ever had. The voyage provided me with an opportunity to reflect on my leadership style and actively participate in evaluative processes undertaken by my peers. It was a catalyst to test my ability to analyse character and utilise the capabilities of fellow crew members in an intense environment. An experience that I would thoroughly recommend to anyone.’

Wayne McKenna, October 2011
INTERNSHIPS AND PRACTICUM

POSTGRADUATE INTERNSHIP
Transition to a career future

The Postgraduate Internship (MPI700) is a 1 credit point unit that enables motivated MBA (international) students the opportunity to gain valuable workplace experience to enhance their resume, develop their employment prospects and explore new career directions within a wide range of organisations.

Offered in all three trimesters, the unit provides the opportunity for you to seek an industry placement of your choosing and develop your professional experience and capabilities in an organisational context. The unit also provides an invaluable link between your academic learning and your transition into a new post-qualification career, at the same time creating real benefits for both yourself and your host organisation.

While participating in the Postgraduate Internship, you will spend a minimum of one day per week (96 hours in total) throughout the trimester, working with the Unit Chair to provide guidance and to help you link your practical work with the academic requirements of the unit. Internships can be project-based, or involve more general workplace exposure.

More information
deaquin.edu.au/buslaw/gsb/course/internship

MALAYSIA POSTGRADUATE INTERNSHIP

June–July 2014

The Malaysia Postgraduate Internship allows you to gain real workplace experience while extending your personal, professional and cultural horizons.

This year for the first time, Deakin introduced the unit as a two-week group residential in Malaysia. The Malaysia Postgraduate Internship is an opportunity for you to gain valuable resume-building project work experience, to apply your academic learning to real-world business challenges and experience the dynamic social and business culture of Malaysia first-hand.

You will work together in a small team within a host organisation (business, government or agency for example) on a tangible organisational issue or challenge. Over a fully supported, intensive two-week internship, the teams will define priorities, research options, make recommendations and develop solutions to present to their hosts at the conclusion of the program.

If you’re looking for an internship with a worldly difference, and are eligible to enrol in MPI700 Postgraduate Internship, this opportunity is too good to miss.

Please direct all enquiries to Unit Chair
Dr Steve Ogden-Barnes by email s.ogdenbarnes@deakin.edu.au or telephone +61 3 9244 5021.

More information
deaquin.edu.au/buslaw/gsb/course/internship/malaysia

BUSINESS PRACTICUM

Business Practicum (MPI701) is a 2 credit point unit that enables high-performing, capable and motivated MBA students to undertake a substantial workplace-based project within a wide range of organisations: businesses, government departments, professional associations or charitable organisations.

The unit provides you with the context in which to apply the professional and academic skills developed over the course of your MBA studies and showcase your research, analysis, consultancy and presentation skills, creating real benefits for both yourself and your host organisation.

Business Practicum is available in all three trimesters and may be completed overseas or within Australia.

More information
deaquin.edu.au/buslaw/gsb/course/practicum
Deakin Graduate School of Business delivers award-winning residentials at a world-class executive conference centre, where organisational learning and improvement takes place.

WHAT ARE RESIDENTIALS?
Deakin University’s award-winning residentials units are completed during five consecutive days of intensive study. Residentials are offered at Deakin Management Centre in Geelong – a purpose-built, world-class, residential executive leadership centre. In 2014, some residential units will be available to undertake in Melbourne. For the most up-to-date information, please visit deakin.edu.au/buslaw/gsb/residentials.

Students prepare for the residential week using Deakin’s advanced online conferencing systems. There is a real sense of occasion as the group arrives at the conference centre ready to commence a stimulating and varied learning experience. Residential units allow students to undertake innovative and experiential learning activities, and build their professional networks.

WHO ATTENDS RESIDENTIALS?
The participants are students who:
- value the opportunity to build their professional networks and form enduring bonds with fellow participants and other managers
- are attracted to the experiential learning style offered by the residentials
- want to supplement off-campus or on-campus study with a highly interactive study experience
- want to manage their working schedules by completing a unit in a compressed period
- prefer to concentrate on study away from their work routine.

WHAT HAPPENS AT A RESIDENTIAL?
Typically, participants arrive on a Sunday afternoon, register and meet the staff and their colleagues. Class sessions are held in the afternoon and evening and syndicate groups are established.

The rest of the week comprises a variety of activities in morning, afternoon and evening sessions. Each residential is different; however, they all offer a range of activities that incorporate experiential learning and engagement with practitioners and industry experts. There is usually syndicate group work and visits to businesses or other organisations.

Over the residential week, participants get to know each other and build strong working relationships. By the end of the week, they have a sense of accomplishment, many new friends, and a solid understanding of the academic and practical aspects of the topic at hand.

Written work is completed in the weeks following the residential and submitted for feedback and assessment.

WHAT MAKES OUR RESIDENTIALS SO POPULAR?
Participants are enthusiastic about residentials. They enjoy the environment of focused learning, including the work in syndicate groups. They find the combination of guest lecturers, industry visits and experiential activities stimulates their interest and facilitates their learning. Where better to meet fellow managers, enjoy their company and develop networks?
RESIDENTIAL UNITS

In addition to the following units, residentials from a variety of business disciplines can be developed and tailored for individual organisations upon request.

Change Management
This unit deepens participants’ knowledge of change processes (through the practical application of various approaches to change management). Case study analysis and practical exercises are complemented by industry speakers and the study of theories of change management.

Dispute Management
The purpose of this unit is to develop an understanding of dispute management dynamics in a business environment, with a particular focus on ‘alternative dispute resolution’ processes. Offered in residential mode, the unit has a strong experiential focus which enables students to develop their negotiation skills and knowledge in a supportive environment. Students will also be encouraged to develop an awareness of their own personal styles of communication and approaches to dispute management, including the values, attitudes and culture they bring to the resolution of conflict and disputes.

Entrepreneurship
Participants work in groups and undertake a number of activities (such as developing and presenting a business plan) to help them understand the entrepreneurship process at various levels. These processes include management of new venture creations and the management of creativity and innovation. The unit also explores the psychological and social environments in which entrepreneurs interact.

Financial Reporting and Analysis
This unit is concerned with the preparation and use of financial accounting data and demonstrates the reconstruction of economic events from published accounting reports. Though they require no previous accounting background, participants develop their appreciation of the complexities of financial measurement and accounting policy. Case study analysis helps participants develop their ability to read, understand and use corporate financial statements.

Human Resource Management
Gain an understanding of strategic human resource (HR) management and the range of techniques used in human resource management, especially in the workplace, to achieve an organisation’s goals. It covers issues such as recruitment, selection, human resources development, employee relations and managing for performance. Participants build their competence in a number of HR tasks through experiential exercises and develop an understanding of how HR functions are related to strategy and organisational change.

Management Communication
Participants deepen their understanding of the range of situations in which communicative competence is important – and learn more about their own strengths and weaknesses as communicators. The experiential design helps participants to understand the communication process and to develop practical skills for a range of situations.

Organisational Behaviour
This unit helps managers to understand the dynamics of individual and group behaviour in organisations and how different forms of organisational structure and leadership can influence that behaviour. It enhances managers’ ability to understand attitudes and to predict, explain and control behaviour in organisations. The unit links conceptual tools and experiential activities to understanding organisations and managing the change process.

Principles of Leadership
Designed for students undertaking studies in leadership, this unit delivers a thorough grounding in the main leadership theories, concepts and issues. It is an introduction to leadership and will be the theoretical foundation upon which other leadership units are built. Through readings, interactive lectures, examination of online resources, and group and individual activities, students are encouraged to engage with leadership theories and apply them to their own circumstances.

Strategic Management
Strategic Management is the capstone unit of the Deakin MBA and provides an overall perspective on strategy development and implementation. The unit provides a forum for the study of strategy, with an emphasis on participating in a range of strategy-related sessions and activities. These include topic presentations, case analyses, syndicate presentations, guest presenters from industry, a site visit and written work. Six MBA units (or the equivalent) are required for entry into this unit.
RESIDENTIAL AND BLOCK MODE UNITS

ELIGIBILITY AND APPLICATIONS

Enrolled Deakin students may apply to complete one or more residential units. However because of the demand for places, we may not be able to accept all applicants into the unit of their first choice. (It is important to limit the number of participants in each residential in order to ensure the interactive and collaborative character of the units.)

Places are also available in residential units for approved managers and professionals who may wish to undertake a unit as an executive development opportunity. If you are interested in undertaking a residential as a stand-alone executive development activity please contact the Deakin Graduate School of Business at bl-res@deakin.edu.au.

COSTS FOR 2014

Accommodation fees for residential units are in addition to tuition fees and vary depending on the type of accommodation chosen. Please visit deakin.edu.au/buslaw/gsb/residentials for up-to-date information on costs and unit availability.

Indicative package prices for 2014

Single student rate: $2569.00
Twin share student rate: $2311.00
Day student rate: $2028.00

2014 RESIDENTIALS

<table>
<thead>
<tr>
<th>Unit</th>
<th>Title</th>
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<tbody>
<tr>
<td>MPR703</td>
<td>Management Communications</td>
<td>30 Mar–4 Apr</td>
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<tr>
<td>MPR771</td>
<td>Principles of Leadership</td>
<td>27 Apr–2 May*</td>
</tr>
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<td>MPR709</td>
<td>Dispute Management</td>
<td>6–11 July*</td>
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<td>MPR722</td>
<td>Human Resource Management</td>
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<td>Entrepreneurship</td>
<td>17–22 Aug</td>
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<td>MPR751</td>
<td>Financial Reporting and Analysis</td>
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<td>MPR721</td>
<td>Organisational Behaviour</td>
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<td>MPR707</td>
<td>Change Management</td>
<td>23–28 Nov</td>
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<tr>
<td>MPR706</td>
<td>Strategic Management</td>
<td>30 Nov–5 Dec</td>
</tr>
</tbody>
</table>

* To be held in Melbourne

T1 Trimester 1 T2 Trimester 2 T3 Trimester 3

BLOCK MODE UNITS

The Deakin Graduate School of Business offers a range of units in block mode. This is an intensive delivery mode and the format can vary across units. For instance, it may involve two blocks of two consecutive days, or full-day classes spread across several weeks.

The advantage of block mode delivery is that students only need to attend classes for a few days in a trimester. The intensive workshops and seminars allow students to gain the benefits of peer discussion and networking, while also having the flexibility to plan other activities around study. Guest industry speakers facilitate learning, placing theory into context with real world experience. Teaching is supplemented by online support on CloudDeakin.

Block mode study is not just for Melbourne based students. If you are located outside Melbourne or have work commitments you may be able to undertake block mode study because you do not have to commit to a weekly lecture.

REGISTER YOUR INTEREST

For the most current information and to register your interest for 2014 residential units, please visit deakin.edu.au/buslaw/gsb/residentials.

Registrations open in October 2013.

Please note, unit offerings and details are subject to change.

ENQUIRIES

Deakin Graduate School of Business
Phone: 1800 624 316 (Freecall) or +61 3 5227 3447
Email: blres@deakin.edu.au
dekin.edu.au/buslaw/residentials
# MBA AND OTHER BUSINESS MANAGEMENT COURSES

<table>
<thead>
<tr>
<th>Course Duration</th>
<th>Full Time</th>
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## BUSINESS ADMINISTRATION

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## COMBINED COURSES

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Information correct at June 2013, Deakin University reserves the right to alter, amend or delete course offerings and other information listed.

1. Fees quoted are for Australian domestic students and should be used as a guide only. Fees are based on a typical enrolment in one year of full-time study. All fees quoted are for Fee Paying Places, unless indicated CSP (Commonwealth Supported Place). Actual tuition fee charged may depend on the units studied and are subject to change. Master’s program students please note: where the length of the master’s program is 12 units or 1.5 years of full time study equivalent, the indicative fee may not be a full fee for the course. For further fee information, including information about the FEE-HELP loan program, see pages 32–33 or deakin.edu.au/fees.

2. Most courses start in Trimester 1. This column indicates whether you have the option of commencing your studies in Trimester 2 or Trimester 3. Not all units are offered in every trimester.

3. Availability of units may be limited in Trimester 3.
Michael Jenkins says his decision to undertake a Master of Business Administration (MBA) through Deakin was all about fitting in his study commitments with the demands of his job. ‘For me, my work and my clients are always my number one priority, and studying at Deakin afforded me the necessary flexibility to uphold that,’ he says. ‘Most MBA students these days need to fit study around work, not the other way around.’ When weighing up his options, Michael found some universities failed to understand the order of priorities that he had set for himself. ‘I went to a couple of other information nights and they said the opposite. They wanted you to be at uni two nights a week at 6pm and had an expectation that students would fit in work around study. I thought that was completely out of touch with the modern workplace.’

Michael completed six units on campus, seven off campus and one residential unit. Strategy, Finance and Change Management were the standout subjects for Michael, mainly because of the quality of the lecturers who took them, he says. ‘Information on a page or website is easy to find these days, it’s ubiquitous. It was the lecturers that differentiated the learning experience, they delivered on the promise of learning something beyond mere data or information in a textbook. They were really good.’

Michael found the residential unit particularly beneficial and says, in hindsight, he would have enrolled in another. The real benefit of a residential lies in the people rather than the subject matter, he explains. ‘It is more about personal development – about emotional intelligence and social intelligence, rather than content. It draws on people from all parts of Australia, generally with a greater level of experience, with whom you form relationships very quickly.’

Along with Deakin offering him the flexibility to switch his study between on campus and off campus modes, Michael says he ranks its technology highly. ‘If a uni is going to make the promise of flexibility of study options they have to be able to deliver it. I was heavily reliant on the enabling technology, then DSO (Deakin Services Online), and it was absolutely critical to the learning experience that the technology was effective. It worked well and I found the lecturers and other teaching staff were very good at embracing that technology and mode of learning to the benefit of students.’

At the commencement of his course, Michael was a Manager at PwC and is now a Senior Manager delivering broader and deeper services to his clients.
The Deakin MBA program is renowned for its experiential learning opportunities.

Innovative teaching techniques include our intensive residential units where you can fast track your course with group networking opportunities and visits with industry experts. You can also choose to enrich and diversify your program with study tours offered in Australia, China, India, the United States and Europe.

The Deakin MBA may be undertaken in any combination of full-time or part-time study and in any combination of off-campus, on-campus, residential and overseas study modes. Whatever you choose the Deakin MBA is designed to be a stimulating and satisfying study experience.

Our MBA is accessible to people anywhere in the world, who have access to the internet to be able to interact with staff and fellow students.

## MBA COURSE STRUCTURE

### BUSINESS ADMINISTRATION

Deakin’s distinctive Master of Business Administration (MBA) is one of Australia’s premier business education programs.

For more than 30 years, the Deakin MBA has been offering relevant skills, contemporary knowledge and real experience, while developing the business leaders of tomorrow. Recently the Deakin MBA was internationally recognised with EPAS accreditation by the European Foundation for Management Development (EFMD). The Deakin MBA is one of only three EPAS accredited programs in Australia.

Our MBA currently has a 5-Star rating for standard and value, from the Graduate Management Association of Australia.

More recently the Deakin MBA achieved a 5-Star QS rating in Facilities, Internationalisation and Diversity, Teaching and Student Quality, Engagement, and Specialist Strength for its MBA. More information on our MBA accreditation can be found on page 4.

The Deakin MBA aims to provide managers with opportunities to develop their knowledge, skills and understanding; and to assist them in becoming business leaders who are able to make positive contributions within their organisations and the broader community.

The mix of core and capstone units facilitates understanding of the vital cross-functional and cross-disciplinary aspects of successful organisational management within a contemporary business environment. The core units address themes of globalisation, sustainability, and social responsibility.

The program content is informed by research, scholarship and industry engagement. Deakin’s MBA offers practical learning with real experience.

### REAL LEARNING EXPERIENCES

The Deakin MBA program is renowned for its experiential learning opportunities.

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Our MBA is accessible to people anywhere in the world, who have access to the internet to be able to interact with staff and fellow students.

### COURSE STRUCTURE

The MBA requires completion of 12 credit points comprising 8 credit points of core units and 4 credit points of elective units and may include one specialisation.

The four elective units may be selected in one specialisation as listed, or students may choose any 4 credit points from the range of specialisations. Students must complete at least four credit points of units from the core at Deakin.

**Core units**

- MPA751/MPR751 Financial Reporting and Analysis*
- MPE781/MPT781 Economics for Managers*
- MPF753/MPT753 Finance*
- MPK732/MPT732 Marketing Management*
- MPM701 Business Process Management
- MPM706/MPR706 Strategic Management*
- MPM721/MPT721 Organisational Behaviour*

**Plus one unit from:**

- MPM712 Managing Innovation
- MPM722/MPR722 Human Resource Management*
- MPM735/MPT735 International Business Management*

**Elective units**

The remaining 4 credit points may be selected in one specialisation as listed or you may choose any units from the range of specialisations including the general elective unit listed below.

**General elective unit**

- MPR709 Dispute Management*

* MPRR code denotes residential version of the unit. The cost is in addition to the tuition fees.

** MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
SPECIALISATIONS

ACCOUNTING
A capability in accounting is regarded as a core skill of MBA graduates. The accounting specialisation takes you beyond the general introduction of the MBA core units, enabling you to develop specialist expertise in this key area.

MPA701 Accounting
MPA751/MPR751 Financial Reporting and Analysis*

Plus 2 credit points of units from:
MAA703 Accounting for Management
MP701 Business Practicum (2 credit points)
MP702 Applied Business Project

ARTS AND ENTERTAINMENT MANAGEMENT
Arts and entertainment is a significant business arena which is rarely supported by business management programs. Deakin’s distinctive expertise in this area offers you the opportunity to obtain a unique capability.

Select 4 credit points of units from:
MMK792 Arts Marketing
MMM790 Arts Management
MMM793 Managing Cultural Projects and Events
MMM796 Managing Arts in Community Settings
MMM799 Arts Fundraising and Sponsorship
MP701 Business Practicum (2 credit points)
MP702 Applied Business Project

BUSINESS ANALYTICS
Business analytics is an integrated discipline that brings together the skills, knowledge and technological tools of information management, statistics, data mining and management science. The discipline focuses on unlocking insights contained in data to improve operational efficiency, financial performance and strategic management.

MIS771 Exploratory Data Analysis and Visualisation
MIS772 Predictive Analytics

Plus 2 credit points of units from:
MIS761 Enterprise Information Management
MIS773 Decision Analytics (2 credit points)
MIS781 Business Intelligence

BUSINESS CONSULTING
This specialisation provides an opportunity to develop the sophisticated skills and knowledge needed to work in the growing business services sector. You will build highly valued professional skills and acquire academically-grounded knowledge relevant to professional practice which will directly enhance your employability.

MPM715 Management and Organisational Consulting

Plus 3 credit points of units from:
MIS798 Project Management
MLM706 Corporate Governance
MMH707 Managing Transitions and Change
or
MPR707 Change Management*
MPA711 Corporate Governance and Ethics
MP701 Business Practicum (2 credit points)
MP702 Applied Business Project
MP701 Research Design and Analysis
MP711 Strategic Customer Service
MPM701 Business Process Management
MPM712 Managing Innovation
MPR705 Entrepreneurship*

CORPORATE GOVERNANCE
Corporate governance is now, more than ever, a key element of business practice. The principles and practices of good corporate governance have been brought to the forefront of the business and social agenda in Australia following highly publicised cases of corporate failure in recent years.

MLM706 Corporate Governance
MPA711 Corporate Governance and Ethics
MPA751/MPR751 Financial Reporting and Analysis*

Plus one unit from:
AIP777 Accountability and Corporate Social Responsibility
MAA754/MPR751 Enterprise Risk Management
MP701 Business Practicum (2 credit points)
MP702 Applied Business Project
MP722/MPR722 Human Resource Management*

eBUSINESS AND SUPPLY CHAIN MANAGEMENT
This specialisation covers the use of eBusiness technologies and strategies across an organisation’s operation. In particular you will develop practical skills in formulating, implementing and evaluating eBusiness strategies, as well as conducting critical analysis of eBusiness models and an understanding of how organisations derive business value from eBusiness. Concepts and principles of SCM, the essential eBusiness technologies used to support supply chain operations and the strategies used to put in place best practice global supply chain networks are also covered.

MIS711 IS Services and Emerging Technologies
MIS712 eBusiness Strategies
MIS713 Supply Chain Management and Logistics
MIS781 Business Intelligence

ENTERPRISE SYSTEMS
The specialisation provides you with an opportunity to learn about the key business processes within organisations and how enterprise systems are designed to integrate every aspect of an organisation’s operation including the finance/accounting function, manufacturing, sales and distribution, customer relationship management and human resource management. You will gain hands-on experience in SAP with is the leading Enterprise System within large organisations. The specialisation prepares students with the essential knowledge sought by large organisations using ERPs.

MIS701 Business Requirements Analysis
MIS752 Enterprise Systems
MIS761 Enterprise Information Management
MPM701 Business Process Management

For more information, including unit descriptions, please visit deakin.edu.au/courses.
ENVIRONMENTAL SUSTAINABILITY
Environmental sustainability is increasingly a core element of the regulatory framework of business and accountability more broadly. It is increasingly one of the imperatives of business strategy and business practice (and of business opportunity), requiring an appreciation of the science, policy frameworks, and business analysis that underpin environmental considerations and management.

MPM704 Managing for Environmental Sustainability
SLE721 Policy and Planning for Sustainable Development

Plus 2 credit points of units from:
AIP740 Public Policy Analysis
AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP777 Accountability and Corporate Social Responsibility
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
SLE720 Risk Assessment and Control
SLE725 Environmental Management Systems

or an alternative unit upon prior written approval of the Course Team Chair.

FINANCE
The finance specialisation provides a broad understanding of the structure and operations of the financial markets – the banking system, short-term and long-term money markets and the stock exchange. In addition, it introduces you to the financial instruments used in these markets – bills of exchange, Euro Bonds, interest rate swaps, options and futures contracts – together with the theory and techniques underlying trading and investment activity.

Select 4 credit points of units from:
MAA754 Enterprise Risk Management
MAF702 Financial Markets
MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF707 Investments and Portfolio Management
MPF753/MPR753 Finance*
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
# MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

FINANCIAL PLANNING
Financial planning covers aspects of business finance, taxation, superannuation, estate planning, risk management and investment analysis.

Select 4 credit points of units from:
MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF765 Financial Planning and Analysis
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

Students should consult with the Financial Planning Association or their website for professional recognition or regulation guide RG146. Students seeking professional recognition may be required to undertake an additional unit.

HEALTH AND HUMAN SERVICES MANAGEMENT
For students currently working in the health and human services field, this specialisation will extend your understanding of managing business within this specialised area.

Select 4 credit points of units from:
HSH701 Principles and Practice of Public Health
HSH702 Contemporary Health Issues and Policies
HSH703 Health Promotion
HSH739 International Perspectives on Health Policy and Planning
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

HUMAN RESOURCE MANAGEMENT
A large number of organisations are opting for fewer staff, fewer management layers and more flexible working practices. Their business strategies are, to a large extent, HR management strategies – and they have given HR management a considerable degree of recognition and influence as a key element of business management.

MMH706 Advanced Human Resource Management
MMH722/MMR722 Human Resource Management*

Plus 2 credit points of units from:
MMH707 Managing Transitions and Change
or
MMR707 Change Management*
MMH709 Employment Relations for Organisational Effectiveness
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
INNOVATION

The innovation specialisation provides students in any field of work with the necessary skills to examine your profession or occupation and to improve it from both a management and process perspective.

MISM712 Managing Innovation

Plus 3 credit points of units from:
MIS798 Project Management
MIS710 Business Practicum (2 credit points)
MIS711 Strategic Customer Service
MIS712 Business Process Management
MIS715 Management and Organisational Consulting
MIS705 Entrepreneurship*
MIS707 Change Management*
SEB711 Developing Innovation
SEB712 Managing Innovation
SLE720 Risk Assessment and Control

INTERNATIONAL TRADE AND BUSINESS

Business is now inevitably international. This specialisation provides the opportunity to develop knowledge in this strategically important area and a capability in the analysis and implementation of international trading strategies for business.

Select 4 credit points of units from:
MAA716 Financial Accounting
MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MIS701 Business Practicum (2 credit points)
MIS702 Applied Business Project
MIS736/MIS735 International Marketing*
MIS735/MIS735 International Business Management*

INSURANCE AND RISK MANAGEMENT

The insurance and risk management specialisation reflects the integration of the insurance industry within the broader business of financial services. You will learn to evaluate risk across a variety of business contexts, with particular reference to the principles of underwriting and reinsurance. It offers a distinctive pathway to the financial services industry in all its dimensions – whether in retail financial services or at the highest end of risk and financial management in insurance, reinsurance, financial management and investment banking.

MP5701 Principles of Risk and Insurance

Plus 3 credit points of units from:
MIS754 Enterprise Risk Management
MIP703 Reinsurance
MIS707 Life Risk
MIS708 General Insurance

INTERNATIONAL AND COMMUNITY DEVELOPMENT

This specialisation is designed to provide you with skills and knowledge in the specialist field of development together with business management expertise. Australia’s official development assistance (aid) budget is increasing, along with funds raised annually through public donations to non-government organisations. The distribution of aid is managed by both private firms and NGOs. Many senior staff are recruited from outside the development sector, but to be effective they must have both business acumen and development sector knowledge.

Select 4 credit points of units from:
AID714 Gender and Development
AID733 The Economic Development Record
AID734 Approaches to Political Development
ASD704 Community Development Theory and Practice A
ASD705 Community Development Theory and Practice B
ASD715 Cross Cultural Communication and Practice

LEADERSHIP

Leadership offers an opportunity to explore how to maximise your impact as a high-functioning manager in organisational settings. You will gain a thorough grounding in leadership theory and explore cutting-edge business communication. Experiential learning is the focus. You can push yourself to the limit on a sailing voyage, explore perceptions through filmmaking or learn media skills.

MP771 Principles of Leadership

Plus 3 credit points of units from:
MP738/MPT738 Audacious Leadership*
MP773 Contemporary Issues in Leadership
MP703 Management Communication*
MP772 Social Construction of Leadership*
MP707 Change Management*
MPT774 The Leadership Retreat*

For more information, including unit descriptions, please visit deakin.edu.au/courses.
MARTKING
Marketing draws together all the elements of an enterprise to define its strategic position and achieve a competitive advantage in the market. It is an ideal specialisation for MBA graduates seeking profile, influence and recognition.

Select 4 credit points of units from:
MMK733 Strategic Marketing
MMK731 Online Marketing
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPK701 Research Design and Analysis
MPK712 Advertising and Consumer Behaviour
MPK376/MP736 International Marketing*
MPK711 Strategic Customer Service
MPK732/MP732 Marketing Management*

PROJECT MANAGEMENT
This specialisation will extend students’ understanding of managing business projects within time and cost constraints. It allows you to choose either a theoretical viewpoint or a more practical one that incorporates a 2-unit industry-based project to meet your individual needs.

Choose 4 credit points of units from:
MIS701 Business Requirements Analysis
MIS798 Project Management

Plus 2 credit points of units from:
MIS771 Exploratory Data Analysis and Visualisation
MIS782 Business Value of ICT
MPR707 Change Management* or
MMH707 Managing Transitions and Change

PROPERTY AND REAL ESTATE
This specialisation examines an asset class which is fundamental in business today from a local, national and international perspective. The focus is on essential property skills including an understanding of property market fundamentals, property investment, valuation, property management and property development. There is strong demand in both private and government sectors for graduates with property skills and an understanding of how property and real estate performs as a core asset of a diversified portfolio.

Choose 4 credit points of units from:
MMP713 Property and Real Estate Context

Plus 3 credit points of units from:
MMP712 Rating and Statutory Valuation
MMP722 Sustainable Construction Studies
MMP742 Investment Valuation
MMP721 Property and Real Estate Law and Practice
MMP731 Management of Real Estate
MMP732 Property Development
MMP741 Property and Real Estate Valuation

PUBLIC MANAGEMENT
The public management specialisation recognises the increasing importance of the public sector as an area of opportunity for MBA graduates, particularly given the transformation of public sector management practices through ‘corporatisation’ and accrual accounting.

Select 4 credit points of units from:
AIP740 Public Policy Analysis
AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP777 Accountability and Corporate Social Responsibility
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

RESEARCH PROJECT
The research project specialisation enables students to focus on a chosen discipline and develop their research capabilities within a business focus.

Select 4 credit points of units from:
MPI701 Business Practicum (2 credit points)
MPK701 Research Design and Analysis
MPP701 Research Project 1a
MPP703 Research Project 2 (2 credit points)

RETAIL MANAGEMENT
The retailing specialisation prepares students for professional positions in industry and allied fields such as marketing research, property management, architecture and design, global product development/sourcing, advertising and promotion, market development, supply chain and logistics. This specialisation is of interest to suppliers, accountants and financiers, and other professionals who work with retail businesses. The specialisation takes a holistic view of the industry from supply chain to retailer to customer.

Choose 4 credit points of units from:
MKP732/MPT732 Marketing Management*
MPM705 Retailing
MMK716 Merchandise Management

Plus one unit from:
MIS713 Supply Chain Management and Logistics
MLM790 Marketing Law
MMK737 Online Marketing
MKP711 Strategic Customer Service
MPM712 Managing Innovation
MPK712 Advertising and Consumer Behaviour
MPM701 Business Process Management
MPM715 Management and Organisational Consulting
MPM721/MPR721 Organisational Behaviour
MPM722/MPR722 Human Resource Management*
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

STRATEGY AND PLANNING
The strategy and planning specialisation develops high order capabilities in business leadership upon which organisational success depends.

Choose 4 credit points of units from:
MPP701 Research Project 1a
MMK706 Advanced Human Resource Management
MMP792 Operations Management
MPP701 Business Practicum (2 credit points)
MPP702 Applied Business Project
MPK705 Entrepreneurship*
MMH707 Managing Transitions and Change

Plus one unit from:
MPP703 Research Project 2 (2 credit points)

PUBLIC MANAGEMENT
The public management specialisation recognises the increasing importance of the public sector as an area of opportunity for MBA graduates, particularly given the transformation of public sector management practices through ‘corporatisation’ and accrual accounting.

Select 4 credit points of units from:
AIP740 Public Policy Analysis
AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP777 Accountability and Corporate Social Responsibility
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

CREDIT TRANSFER AND RECOGNITION
Credit transfer and recognition into the Master of Business Administration may be granted to students who have successfully completed appropriate postgraduate studies in management. Students must complete at least 4 credit points of units from the core at Deakin. There are negotiated credit transfer and recognition arrangements in place for CPA members.
Deakin’s Master of Business Administration (International) has been designed to give high-performing students an opportunity to gain industry experience as part of a world-class MBA.

The MBA (International) is available to applicants who may not have had experience as a business manager. It includes an optional business practicum project unit, which is completed in an operating business environment to equip you with valuable practical managerial expertise.

High-achieving students are able to move directly from their undergraduate degree to postgraduate MBA studies, saving time and money.

The course also features a research project option, which can allow you to conduct research into specific organisational issues and may allow you to articulate into a research degree. Emphasis will be placed on issues associated with international business management.

Our MBA (International) currently has a 4-Star rating for standard and value, from the Graduate Management Association of Australia.

### SPECIALISATIONS
- Business consulting
- Business law
- eBusiness and supply chain management
- Enterprise systems
- Finance
- Human resource management
- Insurance and risk management
- International business
- Marketing
- Project management
- Research
- Retail management
- Social media and mobile strategies

### COURSE STRUCTURE
You must complete 12 credit points of study, comprising 7 credit points of core units, 1 credit point selected from a specified list of three units, plus 4 credit points of elective units (students may choose other units with prior written approval of the Course Team Chair). The 4 credit points of elective units may form one of the specialisations listed below, or you may choose these units from the range of specialisations including the general elective units. Within these four elective units, you may choose to undertake a business practicum unit or research project. Students must complete at least 4 credit points of units from the core at Deakin.

#### Core units
- MPA702 Financial Interpretation
- MPE707 International Banking and Finance
- MPE781/MPT781 Economics for Managers*
- MPK732/MPT732 Marketing Management*
- MPM701 Business Process Management
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management*

* Plus 1 credit point from:
  - MPE711 Global Trade and Markets
  - MPK701 Research Design and Analysis
  - MPM722/MPR722 Human Resource Management*

#### Elective units
The 4 credit points of elective units may form one of the specialisations listed below, or you may choose these units from the range of specialisations or the general elective unit listed below:
- MIS770 Analytical Skills for Managers
- MLM782 Indian Law
- MPM704 Managing for Environmental Sustainability
- MPM738/MPT738 Audacious Leadership*

or any other units with prior written approval of the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
# MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
^ The cost for this experiential unit is in addition to the tuition fees.
Stephen Attrill set out to climb a huge mountain when he took on a combined master’s degree while working full time. But four years later he is sitting at the top of that mountain and the outlook could not be better. ‘If you were to ask me what I think I will be doing in five years’ time, I will probably be working my way up the Amcor ladder, although my Deakin studies have opened my eyes to a lot of own my business opportunities’ he says.

Stephen is currently a production manager with Amcor. ‘We produce half a million boxes a day with customers expecting delivery within five days of ordering. This is the most complex environment I have worked in. Most elements of my course are directly connected to my role, from understanding the pushes and pulls of a supply chain to the pros and cons of various performance management models, to the laws associated with industrial relations. Every single subject I have done has some sort of relevance – either directly or there is something I can take from it.’
SPECIALISATIONS

Not all specialisations are available in all modes of study and in all trimesters.

BUSINESS CONSULTING

The business consulting specialisation provides an opportunity to develop the sophisticated skills and knowledge needed to work in the growing business services sector – as an external/internal consultant; professional working within a business services firm, or as a self-employed professional providing business services. This specialisation will help students build highly valued professional skills and acquire academically-grounded knowledge relevant to professional practice which will directly enhance employability.

MIS715 Management and Organisational Consulting

Plus 3 credit points of units from:
MIS798 Project Management
MLM706 Corporate Governance
MMH707 Managing Transitions and Change

or

MPR707 Change Management*
MPA711 Corporate Governance and Ethics
MPI701 Business Practicum
MPI702 Applied Business Project
MPK701 Research Design and Analysis
MMH711 Strategic Customer Service
MPI701 Business Process Management
MPI712 Managing Innovation
MPR705 Entrepreneurship*

BUSINESS LAW

The business law specialisation provides a foundation in commercial law for business professionals with a strong international perspective.

Select 4 credit points of units from:
MLC771 Law for Managers
MLM703 Chinese Commercial Law
MLM706 Corporate Governance
MLM721 International Competition Law and Policy
MLM785 International Law
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing
MPA711 Corporate Governance and Ethics
MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

eBUSINESS AND SUPPLY CHAIN MANAGEMENT

This specialisation covers the use of eBusiness technologies and strategies across an organisation’s operation. In particular you will develop practical skills in formulating, implementing and evaluating eBusiness strategies, as well as conducting critical analysis of eBusiness models and an understanding of how organisations derive business value from eBusiness. Concepts and principles of SCM, the essential eBusiness technologies used to support supply chain operations and the strategies used to put in place best practice global supply chain networks are also covered.

MIS711 IS Services and Emerging Technologies
MIS712 eBusiness Strategies
MIS713 Supply Chain Management and Logistics
MIS781 Business Intelligence

ENTERPRISE SYSTEMS

The specialisation provides you with an opportunity to learn about the key business processes within organisations and how enterprise systems are designed to integrate every aspect of an organisation’s operation including the finance/accounting function, manufacturing, sales and distribution, customer relationship management and human resource management. You will gain hands-on experience in SAP with is the leading Enterprise System within large organisations. The specialisation prepares students with the essential knowledge sought by large organisations using ERPs.

MIS701 Business Requirements Analysis
MIS752 Enterprise Systems
MIS761 Enterprise Information Management
MPI701 Business Process Management

FINANCE

The finance specialisation provides a broad understanding of the structure and operations of the financial markets – the banking system, short-term and long-term money markets and the stock exchange. In addition, it introduces students to the financial instruments used in these markets – such as bills of exchange, Euro Bonds, interest rate swaps, options and futures contracts – together with the theory and techniques underlying trading and investment activity.

MPE711 Global Trade and Markets

Plus 4 credit points of units from:
MAF702 Financial Markets
MAF703 Applied Corporate Finance
MAF707 Investments and Portfolio Management
MPF753/MPT753 Finance*
MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

HUMAN RESOURCE MANAGEMENT

A large number of organisations are opting for fewer staff, fewer management layers and more flexible work practices. Their business strategies are, to a large extent, human resource management strategies, and they have given human resource management a considerable degree of recognition and influence as a key element of business management.

Select 2 credit points of units from:
MMH706 Advanced Human Resource Management
MMH722/MMR722 Human Resource Management*

Plus 3 credit points of units from:
MMH707 Managing Transitions and Change
MMH709 Employment Relations for Organisational Effectiveness
MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)*

INSURANCE AND RISK MANAGEMENT

The insurance and risk management specialisation in the Deakin MBA reflects the integration of the insurance industry within the broader business of financial services. It also equips students to evaluate risk across a variety of business contexts, with particular reference to the principles of underwriting and reinsurance. It offers a distinctive pathway to the financial services industry in all its dimensions – whether in retail financial services or at the highest end of risk and financial management in insurance, reinsurance, financial management and investment banking.
**INSURANCE AND RISK MANAGEMENT continued**

MP5701 Principles of Risk and Insurance

Plus 3 credit points of units from:
- MAA754 Enterprise Risk Management
- MPI700 Postgraduate Internship
- or
- MPI701 Business Practicum (2 credit points)
- MPS703 Reinsurance
- MPS707 Life Risk
- MPS708 General Insurance

**INTERNATIONAL BUSINESS**
The international business specialisation develops students' skills and knowledge in this strategically important area. The specialisation includes the development of a capability to analyse and implement international trading strategies for business.

MPE711 Global Trade and Markets

Plus 4 credit points of units from:
- AIR747 Contemporary International Politics
- ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures
- MAA716 Financial Accounting
- MPA711 Corporate Governance and Ethics
- MPI700 Postgraduate Internship
- or
- MPI701 Business Practicum (2 credit points)
- MPM722/MPR722 Human Resource Management*

**MARKETING**
Marketing draws together all the elements of an enterprise to define its strategic position and achieve a competitive advantage in the market. It is an ideal specialisation for MBA graduates seeking profile, influence and recognition.

MPK701 Research Design and Analysis

Plus 4 credit points of units from:
- MMK733 Strategic Marketing
- MMK737 Online Marketing
- MPI700 Postgraduate Internship
- or
- MPI701 Business Practicum (2 credit points)
- MPK711 Strategic Customer Service
- MPK712 Advertising and Consumer Behaviour
- MPK736/MPT736 International Marketing*

**PROJECT MANAGEMENT**
This specialisation will extend students' understanding of managing business projects within time and cost constraints. It allows you to choose either a theoretical viewpoint or a more practical one that incorporates a 2-unit industry-based project to meet your individual needs.

MIS701 Business Requirements Analysis

MIS798 Project Management

Plus 2 credit points of units from:
- MIS771 Exploratory Data Analysis and Visualisation
- MIG782 Business Value of ICT
- MPI700 Postgraduate Internship
- or
- MPI702 Applied Business Project

**RESEARCH**
The research specialisation enables students to gain research skills within the business context. It facilitates the pathway for high performing graduates to gain entry into a Higher Degree by Research.

MPK701 Research Design and Analysis

MPP704 Research Project 4 (4 credit points)

**RETAIL MANAGEMENT**
The retailing specialisation prepares students for professional positions in industry and allied fields such as marketing research, property management, architecture and design, global product development/sourcing, advertising and promotion, market development, supply chain and logistics. This specialisation is of interest to suppliers, accountants and financiers, and other professionals who work with retail businesses. The specialisation takes a holistic view of the industry from supply chain to retailer to customer.

MPK732/MPT732 Marketing Management*

MPM705 Retailing

MPM716 Merchandise Management

Plus 1 credit point from:
- MIS713 Supply Chain Management and Logistics
- MLM790 Marketing Law
- MMK737 Online Marketing
- MPI701 Business Practicum (2 credit points)
- MPI702 Applied Business Project
- MPK711 Strategic Customer Service
- MPK712 Advertising and Consumer Behaviour
- MPM701 Business Process Management
- MPM712 Managing Innovation
- MPM715 Management and Organisational Consulting
- MPM721/MPR721 Organisational Behaviour*
- MPM722/MPR722 Human Resource Management*

**SOCIAL MEDIA AND MOBILE STRATEGIES**
The specialisation provides you with an appreciation of the challenges and opportunities associated with the use of social media channels and platforms as well as mobile technology. You will develop skills in formulating, implementing and evaluating eBusiness strategies and for the management of mobile technologies and social media. You will also develop an understanding of best practices, learn about potential pitfalls for organisations that venture into the social media space, to explore how the relationship between organisations and customers has changed and what role mobile technology as well as social media plays in connecting customers with organisations.

MIS712 eBusiness Strategies

MIS721 Social Media and Mobile Strategies

MIS771 Exploratory Data Analysis and Visualisation

MMK737 Online Marketing

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

# MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

**CREDIT TRANSFER AND RECOGNITION**
Credit transfer and recognition into the Master of Business Administration (International) may be granted to students who have successfully completed appropriate postgraduate studies in management. Students must complete at least four credit points of units from the core at Deakin. There are negotiated credit arrangements for prior learning arrangements in place for CPA members.
# MBA PATHWAY COURSES

## GRADUATE DIPLOMA OF BUSINESS ADMINISTRATION

**DEAKIN CODE**: M601  
**CRICOS CODE**: 03503BG

**ADMISSION REQUIREMENTS**
Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years of full-time (or equivalent part time) managerial or professional work experience. Alternative admission is available on completion of the Graduate Certificate of Business Administration. Applicants are required to submit a full and detailed resume.

## COURSE STRUCTURE

You must complete 8 credit points of study, comprising 5 credit points of core units and 3 credit points of elective units.

### Core units
- MPA751/MPR751 Financial Reporting and Analysis*
- MPE781/MPT781 Economics for Managers*
- MPK732/MPT732 Marketing Management*
- MPM721/MPR721 Organisational Behaviour*

### Elective units
Select 3 credit points of units not previously studied from:
- MAA703 Accounting for Management
- MIS771 Exploratory Data Analysis and Visualisation
- MLC771 Law for Managers
- MPF753/MPT753 Finance*
- MPM701 Business Process Management
- MPM735/MPT735 International Business Management*

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# GRADUATE CERTIFICATE OF BUSINESS ADMINISTRATION

**DEAKIN CODE**: M501  
**CRICOS CODE**: 020031E

**ADMISSION REQUIREMENTS**
Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and three years full-time (or equivalent part time) managerial or professional work experience, or for those without a degree, five years of managerial or professional work experience. Applicants are required to submit a full and detailed resume.

## COURSE STRUCTURE

You must complete 4 credit points of study, comprising 3 credit points of core units and a 1 credit point elective unit.

### Core units
- MPA751/MPR751 Financial Reporting and Analysis*
- MPK732/MPT732 Marketing Management*
- MPM721/MPR721 Organisational Behaviour*

### Elective units
Select one unit from:
- MAA703 Accounting for Management
- MIS771 Exploratory Data Analysis and Visualisation
- MLC771 Law for Managers
- MPE781/MPT781 Economics for Managers*
- MPF753/MPT753 Finance*
- MPM701 Business Process Management
- MPM722/MPR722 Human Resource Management*
- MPM735/MPT735 International Business Management*

* MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.  
* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
GRADUATE DIPLOMA OF BUSINESS ADMINISTRATION (INTERNATIONAL)

**DEAKIN CODE** M631

**CRICOS CODE** 069121K

Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent or approved equivalent.

The Graduate Diploma of Business Administration (International) allows articulation into the Master of Business Administration (International).

**COURSE STRUCTURE**

You must complete 8 credit points of study, comprising 4 credit points of core units, 1 credit point from a specified list and 3 credit points of elective units chosen from a specified list.

**CORE UNITS**

- MPA702 Financial Interpretation
- MPE781/MPT781 Economics for Managers*
- MPK732/MPT732 Marketing Management*
- MPM703 Business Strategy and Analysis

Plus one of the following units:

- MPE707 International Banking and Finance
- MPT753/MPM753 Finance*
- MPM701 Business Process Management
- MPM735/MPT735 International Business Management*

Plus 3 credit points of units not previously studied from:

- AIR747 Contemporary International Politics
- ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures
- MAF702 Financial Markets
- MAF703 Applied Corporate Finance
- MAF707 Investments and Portfolio Management
- MLCT71 Law for Managers
- MLM703 Chinese Commercial Law
- MLM706 Corporate Governance
- MLM721 International Competition Law and Policy
- MLM740 International Commercial Law
- MLM785 International Law
- MHH706 Advanced Human Resource Management
- MHH707 Managing Transitions and Change
- MHH709 Employment Relations for Organisational Effectiveness
- MKK733 Strategic Marketing
- MKK737 Online Marketing
- MPA711 Corporate Governance and Ethics
- MPE707 International Banking and Finance
- MPE711 Global Trade and Markets
- MKP701 Research Design and Analysis
- MKP711 Strategic Customer Service
- MKP712 Advertising and Consumer Behaviour
- MPK736/MPT736 International Marketing*
- MPM701 Business Process Management
- MPM705 Retailing
- MPM735/MPT735 International Business Management*
- MPR705 Entrepreneurship*
- MPR707 Change Management*
- MPM722/MPR722 Human Resource Management*
- MIS712 eBusiness Strategies
- MIS713 Supply Chain Management and Logistics

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

# MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).
GRADUATE CERTIFICATE OF CORPORATE MANAGEMENT

DEAKIN CODE | ADMISSION REQUIREMENTS
M507 | Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience, or for those without a degree, seven years of relevant work experience.

Studying management will give you an understanding of the latest practices and a perspective on key issues such as change, innovation and technology, globalisation, and employee participation and performance.

See also Graduate Diploma of Management.

COURSE STRUCTURE
You must complete 4 credit points of elective units selected from any Faculty of Business and Law Master of Business Administration units (see the Master of Business Administration (M701) on page 15 for details of units available).

GRADUATE DIPLOMA OF MANAGEMENT

DEAKIN CODE | ADMISSION REQUIREMENTS
M607 | Completion of a tertiary program equivalent to at least three years of full-time study at a university or other approved educational institution and two years of relevant work experience.

Studying management will give you an understanding of the latest practices and a perspective on key issues such as change, innovation and technology, globalisation, and employee participation and performance.

This course covers a range of topics relating to aspects of organisational management and the development of core capabilities crucial to business leadership.

COURSE STRUCTURE
You must complete 8 credit points of elective units selected from any Faculty of Business and Law Master of Business Administration units (see the Master of Business Administration (M701) on page 15 for details of units available).

For more information, including unit descriptions, please visit deakin.edu.au/courses.
Doctor of Business Administration (DBA) is a collaboration between experienced business professionals and distinguished academics to produce original research of real significance to business and professional practice. It is the highest expression of business/education partnership and is undertaken within the internationally recognised rigour and direct relevance of a professional doctorate.

The DBA is designed for business executives who already have a level of professional expertise and reputation in their field. It will enable you to extend your knowledge and experience in order to achieve a comprehensive understanding of a specific business issue and to make a significant contribution to the research and business practice in the area.

You will develop specialist, recognised expertise that will influence your standing in the business and professional community internationally.

The coursework units will be taught in Melbourne. In addition, you may elect to study organisational behaviour, strategic management, financial reporting and analysis and human resource management in residential mode.

Note: The cost for residential units is in addition to the tuition fee per unit.

Course Structure

The Doctor of Business Administration (DBA) is a 24 credit point professional doctoral degree taken over three years of full-time study (or part-time equivalent). Students are required to complete eight core coursework units, four core research training units and a core research thesis worth 12 credit points.

Stage 1

M901/MPR951/MPR951 Financial Reporting and Analysis*
M906/MPR906 Strategic Management*
M921/MPR921 Organisational Behaviour*

Plus three units from:
M911 Corporate Governance and Ethics
M915 Management and Organisational Consulting
M953/MPR953 Finance*
M932/MPR932 Marketing Management*
M936/MPR936 Marketing Management*
M935/MPT935 International Business Management*

Or any other level 9 cognate unit offered by the University not included in stage 2, subject to the approval of the DBA Course Team Chair and the relevant unit chair.

Stage 2 (Doctoral research)

12 credit points of DBA thesis units from:
M901, M902, M903, M904

Plus:
M910 Foundations of Research
M911 Research Design

Plus two units from:
M916 Qualitative Research Methods
M912 Quantitative Research Methods
M914 Research Reporting

* MPR denotes residential version of unit. The cost is in addition to the tuition fees.
# MPT code denotes study tour version of unit. The cost is in addition to the tuition fees.
COMBINED COURSES

MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL)/MASTER OF COMMERCE

DEAKIN CODE ADMISSION REQUIREMENTS
D708 Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.
CIRICOS CODE 057659G

The Master of Business Administration (International) aims to equip you with the capabilities to deal with all aspects of an organisation's business management, particularly in an international context, while the Master of Commerce is a discipline-based degree designed as an intensive first business qualification for graduates of any discipline.

By selecting the appropriate units, you may work towards obtaining professional recognition from CPA Australia, the Institute of Chartered Accountants in Australia, the Institute of Certified Management Accountants, the Australian Computer Society or the Australian and Securities Investment Commission. You may not be able to take all units required for professional recognition within the normal units required to complete the combined course.

COURSE STRUCTURE
You must complete 16 credit points of study, comprising 9 credit points of core units, 2 credit points of units from a specified list of three units, 3 credit points of units not previously studied from the Master of Business Administration (International), plus 2 credit points of units not previously studied from the Master of Commerce (choice of units must form a Master of Commerce specialisation).

Core units
MPA701 Accounting
MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781/MPT781 Economics for Managers*
MPF753/MPT753 Finance*
MPK732/MPT732 Marketing Management*
MPM703 Business Strategy and Analysis
MPM701 Business Process Management
MPM735/MPT735 International Business Management*

Elective units
Select 2 credit points of units from:
MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPR722 Human Resource Management*

Plus 3 credit points not previously studied from the Master of Business Administration (International); plus 2 credit points of units not previously studied from the Master of Commerce.

Note: Your choice of units must form a specialisation in the Master of Commerce.

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.
# MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL)/MASTER OF INFORMATION SYSTEMS

DEAKIN CODE ADMISSION REQUIREMENTS
D711 Completion of a tertiary program equivalent to at least three years full-time study at a university or other approved educational institution – normally requires weighted average mark (WAM) of 65 per cent.
CIRICOS CODE 057658J

The combined Master of Business Administration (International)/Master of Information Systems course aims to equip you with the capabilities to deal with all aspects of an organisation's business management, particularly in a global context, while extending expertise in information systems and eCommerce, particularly in a business context. The course is ideal if you wish to work in national and multinational corporations, governments and/or agencies that operate internationally, and provides a foundation in all areas of international business operations, including banking, finance, marketing, economics and strategy and human resources management.

COURSE STRUCTURE
You must complete 16 credit points of study, comprising 10 credit points of core units, 1 credit point from a specified list of three units, and 5 credit points of information systems units which may be grouped to form an information systems specialisation.

Core units
MIS701 Business Requirements Analysis
MIS731 Information Security and Governance
MIS752 Enterprise Systems
MIS761 Enterprise Information Management
MIS782 Business Value of ICT
MIS798 Project Management
MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781/MPT781 Economics for Managers*
MPK732/MPT732 Marketing Management*
MPM701 Business Process Management
MPM703 Business Strategy and Analysis
MPM735/MPT735 International Business Management*

Elective units
Select 1 credit point from:
MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPR722 Human Resource Management*

Plus 2 credit points of information systems units not previously studied:
MIS711 IS Services and Emerging Technologies
MIS712 eBusiness Strategies
MIS713 Supply Chain Management and Logistics
MIS721 Social Media and Mobile Strategies
MIS771 Exploratory Data Analysis and Visualisation
MIS772 Predictive Analytics
MIS781 Business Intelligence

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.
# MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
This combined course develops a set of knowledge and skills that meets the demand in the workplace for competent managers in large organisations, who have an excellent knowledge of finance. The course also enables you to undertake postgraduate coursework study across a greater range of units and disciplines than is possible in a single course, thereby enhancing knowledge and understanding of international business.

**CORE UNITS**

You must complete 16 credit points, comprising 12 credit points of core units, 3 credit points of elective units chosen from a specified list, plus one unit chosen from units not previously studied from either degree.

**Core Units**

- MAF702 Financial Markets
- MAF707 Investments and Portfolio Management
- MAF759 Quantitative Methods for Finance
- MAF760/MFT760 International Finance
- MPA702 Financial Interpretation
- MPE707 International Banking and Finance
- MPE781 Economics for Managers
- MPF753/MPT753 Finance
- MPK732/MPT732 Marketing Management
- MPM701 Business Process Management
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management

Select 3 credit points of units from:

- MPM703 Applied Corporate Finance
- MAF704 Treasury and Risk Management
- MAF711 Modelling Techniques for Finance
- MAF713 Futures, Options and Other Derivatives
- MPE711 Global Trade and Markets
- MPK701 Research Design and Analysis
- MPM722/MPT722 Human Resource Management

* Plus 1 credit point not previously studied from either the Master of Business Administration (International) or the Master of International Finance.

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).

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The Master of Business Administration (International) aims to give you the capabilities to deal with all aspects of an organisation's business management, particularly in an international context, while the Master of Professional Accounting (MPA) will give you the foundation for membership with CPA Australia or for entry into the Institute of Chartered Accountants in Australia to undertake its CA Program. You may not be able to take all units required for membership within the normal units required to complete the combined course.

**Course Structure**

You must complete 16 credit points of study, comprising 12 credit points of core units, 1 credit point from a specified list of three units, and 3 credit points of units not previously studied from the Master of Professional Accounting. For unit availability in M720, please refer to [deakin.edu.au/handbook](http://deakin.edu.au/handbook).

**Core Units**

- MAA703 Accounting for Management
- MAA716 Financial Accounting
- MAA725 Advanced Accounting Principles and Practice
- MPA701 Accounting
- MPA702 Financial Interpretation
- MPE707 International Banking and Finance
- MPE781/MPT781 Economics for Managers
- MPF753/MPT753 Finance
- MPK732/MPT732 Marketing Management
- MPM701 Business Process Management
- MPM703 Business Strategy and Analysis
- MPM735/MPT735 International Business Management

**Elective Units**

Select 1 credit point from:

- MPE711 Global Trade and Markets
- MPK701 Research Design and Analysis
- MPM722/MPT722 Human Resource Management

* Plus 3 credit points of units from:

- MAA705 Corporate Auditing
- MLC703 Principles of Income Tax Law
- MLC707 Commercial and Corporations Law

or units from the Master of International Finance and the Master of Financial Planning. Other postgraduate units may be taken subject to the approval of the Course Team Chair.

1. Required by CPA Australia for Associate (foundation level) Membership.
2. Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
3. For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry. Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

For more information, including unit descriptions, please visit [deakin.edu.au/courses](http://deakin.edu.au/courses).
COMBINED COURSES

MASTER OF INFORMATION TECHNOLOGY/MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL) [2] [3] [4]

DEAKIN CODE ADMISSION REQUIREMENTS
D754 Applicants must have normally completed an undergraduate degree equivalent to three years of tertiary study in an information technology or related discipline (a grade point average of 65 per cent or more in the undergraduate degree will normally be required).

The Master of Information Technology/Master of Business Administration (International) combines two of Deakin’s premier postgraduate coursework degrees to meet the emergent need for highly proficient managers in an information technology-driven business world.

This combined degree requires you to complete 16 credit points of study over two years of full-time study or part-time equivalent.

COURSE STRUCTURE

You must complete 16 credit points of study comprising 8 credit points of information technology units and 8 credit points of business administration (international) units.

Information technology units
You must complete 8 credit points as prescribed below:
SIT764 Project Management
SIT782 Practical Project

Plus 6 credit points of elective units from the Master of Information Technology, comprising one of the following 4-credit-point specialisations and 2 credit points of general elective units:
- IT security
- IT services
- Network computing
- Software development

For unit availability in Master of Information Technology/Master of Commerce (D750), please refer to deakin.edu.au/handbook.

Business administration (international) units
You must complete 8 credit points of business administration study, comprising seven core units and one unit selected from a group of three:

MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781/MPT781 Economics for Managers*
MPK732/MPT732 Marketing Management*
MPM701 Business Process Management
MPM703 Business Strategy and Analysis
MPM735/MPT735 International Business Management*

Plus 1 credit point from:
MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPR722 Human Resource Management*

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.
# MPT code denotes study tour version of unit. The cost is in addition to the tuition fees.

MASTER OF POLITICS AND POLICY/MASTER OF BUSINESS ADMINISTRATION [2] [5]

DEAKIN CODE ADMISSION REQUIREMENTS
D720 A bachelor’s degree from an approved tertiary institution or equivalent, and a minimum of three years’ full-time (or equivalent part time) managerial or professional work experience (as defined by the joint faculty selection team). Applicants are required to submit with their application a current resume, current contact details of two referees and a one page brief outlining why they believe their work experience would be valued by their MBA peers.

With more fluid labour markets and career patterns, and governance models increasingly characterised by public–private partnerships and other cross-sectoral arrangements, the combined Master of Politics and Policy/Master of Business Administration provides a unique opportunity for you to acquire a broad range of knowledge and skills applicable in many sectors of the economy.

The Master of Politics and Policy/Master of Business Administration is a 16 credit point combined course that brings together two existing courses: the Master of Politics and Policy, which is a program tailored for employees in the public and community sectors; and the Master of Business Administration, which is designed for managers in the private, public and community sectors, who wish to extend their knowledge and advance their career.

The course will provide you with a strong grounding in the development, implementation and analysis of public policy. Interrelationships between government, the private sector and community organisations, as well as between different levels of government (municipal, state, national and international) will also be studied. More broadly, the course addresses the problems of governance within democratic political systems, at the same time aiming to impart knowledge and business skills in areas such as strategic management, finance, economics and marketing.

COURSE STRUCTURE

To qualify for the award of Master of Politics and Policy/Master of Business Administration you must complete a 16-credit-point course of study comprising 8 credit points of units undertaken in the Faculty of Arts and Education and 8 credit points of units undertaken in the Faculty of Business and Law. The dissertation component (AIX702 and AIX703) provides a pathway for students to apply for admission to PhD.

Core units
Trimester 1
AIP740 Public Policy Analysis
AIP746 Democratic Governance
AIP747 Policy and Program Evaluation

Trimester 2
AIP748 Intergovernmental Relations
AIP777 Accountability and Corporate Social Responsibility

Trimester 3
AIP773 Governance and Accountability
MP751/MPR751 Financial Reporting and Analysis*
MPE781/MPT781 Economics for Managers*
MPF753/MPT753 Finance*
MPK732 Marketing Management
MPM706/MPR706 Strategic Management*
MPM721 Organisational Behaviour
MPM701 Business Process Management

Plus one unit from:
MPM735 International Business Management
MPM712 Managing Innovation
MPR722 Human Resource Management*
Elective units
Select 2 credit points from the following list of elective units:

**MANAGEMENT**
- MPE781/MPT781 Economics for Managers*
- MPM703 Business Strategy and Analysis

**COMMUNITY DEVELOPMENT**
- ASD704 Community Development Theory and Practice A
- ASD705 Community Development Theory and Practice B
- ASD711 Needs Assessment and Strategic Planning
- ASD712 Monitoring and Evaluation

**EDUCATION**
- ECM704 Introduction to Educational Leadership and Administration
- EXE737 Leading and Managing Learning Organisations
- EXE738 Policy Studies in Global and Local Contexts

**ENVIRONMENT**
- MPM704 Managing for Environmental Sustainability
- SLE721 Policy and Planning for Sustainable Development
- SLE725 Environmental Management Systems

**HEALTH**
- HSH701 Principles and Practice of Public Health
- HSH702 Contemporary Health Issues and Policies
- HSN706 Food Policy and Public Health

**INTERNATIONAL RELATIONS**
- AIR719 The United Nations and International Law
- AIR726 Human Rights in the International System

**RESEARCH UNITS**
For students wishing to undertake a PhD pathway in Politics and Policy Studies, the following units are offered:
- AIX702 Dissertation A (2 credit points)^
- AIX703 Dissertation B (2 credit points)^

#  MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
*  MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
^  You are required to seek approval from the course director if you wish to undertake these units. Upon approval to enrol, you will be granted exemption from two core units in order to accommodate the dissertation within the 8 credit points.

For more information, including unit descriptions, please visit deakin.edu.au/courses.
Deakin’s MBA and postgraduate Business Administration courses are fee paying courses. Please refer to deakin.edu.au/fees for current fees.

INTERNATIONAL STUDENT FEES
For information about fees for international students, please contact Deakin International, via email deakin-international@deakin.edu.au.

ENGLISH LANGUAGE PROFICIENCY
When English is not your first language, a competency in English must be demonstrated. The current IELTS entry score requirement is an average of 6.5 provided that no band score is less than 6.

CREDIT FOR PRIOR LEARNING
Credit for Prior Learning is credit granted towards your Deakin course for relevant approved study, experience or work satisfactorily completed at the University or elsewhere. There are two aspects to Credit for Prior Learning:

• credit may be transferred to your Deakin program from completed or partly completed studies you have undertaken at other accredited institutions; and
• credit may be granted on the basis of knowledge and skills acquired through uncredentialed learning.

There are negotiated Credit for Prior Learning arrangements in place for members who have completed recognised study programs offered by a range of professional associations.

To find out more about possible Credit for Prior Learning, please visit www.deakin.edu.au/courses/credit/search.

DISABILITY SERVICES
Deakin provides a range of services to improve educational and employment outcomes for people with disability.

For more information, please visit deakin.edu.au/disability or email dcentre@deakin.edu.au. Alternatively, you can contact us by phone at +61 3 9244 6255.

FEES AND OTHER INFORMATION

FEE-HELP LOAN PROGRAM
You may not have to pay your fees upfront.

FEE-HELP is a loan program that assists fee-paying students to defer the payment of their tuition fees. FEE-HELP can cover all or part of your tuition fees. FEE-HELP is administered under the Higher Education Support Act 2003 (HESA) by the Department of Education, Employment and Workplace Relations (DEEWR), the Australian Taxation Office, higher education providers and Open Universities Australia.

For more information please visit the Government’s Going to Uni website at www.goingtouni.gov.au.

COURSE FEES AND TAX BENEFITS
When you enrol in a postgraduate course you may be entitled to an income tax deduction for your course fees and study-related expenses. You may be able to claim for your course fees, textbooks, stationery, student association fees, depreciation on equipment (for example your computer), or some of your travel expenses between home and the University or between work and the University. There is a threshold below which your expenses may not be claimable.

For the Australian Taxation Office (ATO) to allow self-education expenses to be tax deductible a direct connection must exist between your course and your existing work. If you are studying the course in order to maintain or improve a skill or specific knowledge that is required in your existing work, your course expenses might be tax deductible.

To clearly demonstrate to the ATO that a direct connection exists, you might have to provide a supporting statement from your employer.

Please note that this information is provided as a guide only. For more information about study and tax arrangements, please speak with your accountant or tax adviser or visit the ATO website www.ato.gov.au.
COST-SHARING WITH EMPLOYERS

Some employers provide financial and other support, such as study leave, for staff members who are completing study that is directly related to their employment and the employer’s core business. At Deakin, many people are studying a postgraduate course with their employer’s help. Study support policies benefit both the employer and the employee.

For employers, when they support relevant study programs, they can help attract and retain well-qualified and experienced staff members. Before you approach your employer for study assistance, you should check to see whether a support policy is in place.

Try to give your employer every reason to agree to your application. It can help if you provide your employer with a written submission outlining the benefits and the direct and indirect costs involved. The submission could include information about:

- the course you wish to study
- any tax deductible aspects of the program
- a summary of the short and long-term benefits that would flow to you and your employer
- an estimate of the total course costs of fees, textbooks and other materials
- an estimate of the time you would be required to be away from work in order to attend classes and exams, prepare reports and so on
- what assistance you are requesting for aspects such as sharing of costs and granting of time off work.

Many employers are willing to share the course costs. They might either reimburse you after you have successfully completed the course or pay a percentage of the individual unit fees at the end of each trimester. If your employer is reluctant to support your study application, consider suggesting you form an agreement to cover contingencies. For example, propose that if you withdraw from or fail a subject or leave your job within a year of finishing the course, you will offer to pay back some of the fees your employer has paid.

ACCREDITATION

Deakin’s off-campus courses are accredited by the US based Distance Education and Training Council (DETC) www.detc.org.

STUDENT COMPUTING REQUIREMENTS

CloudDeakin is Deakin University’s online learning environment. It incorporates a range of spaces and tools to enable interactive and engaging learning. In most courses, you will be expected to use CloudDeakin using a modern browser to access unit and course sites and tools. Most students will also need to be able to:

- access text, image and audio files on the web
- communicate using email and attachments
- create basic documents, spreadsheets and presentations
- manage and back up files using common file formats
- use a common operating system to install and uninstall software, as well as manage software and settings.

Please ensure you check course and unit requirements carefully prior to enrolment and purchasing or connecting devices.

For more information, please visit deakin.edu.au/current-students/it-support/computer-standards.
HOW TO APPLY

Applying for postgraduate programs at Deakin is easy – you can even track the progress of your application online.

COURSEWORK APPLICATION PROCESS

Step 1 – Choose your program
You can select up to three course preferences.

Step 2 – Register
Register as a user at deakin.edu.au/apply.

Step 3 – Apply online
Start your online application.

Step 4 – Documentation
Provide supporting documentation including:
• certified copies of your undergraduate and/or postgraduate qualification/s
• curriculum vitae detailing work experience applicable to your course application
• certified copy of name change documentation if you have previously studied under a different name.
You may also be asked to provide a personal statement outlining what you hope to obtain from your qualification.

Step 5 – Submit
Submit the completed online application.

Step 6 – Verification
Once the application has been submitted you will receive an email to confirm the successful submission of the application including an application number.
You can track the progress of your application by logging into deakin.edu.au/apply, where the status of your application will appear.

Step 7 – Accept your offer
If you are offered a place, you will need to accept it online within a specified timeframe.

Step 8 – Enrolment
If you have been offered and accept a place you will be emailed enrolment information with further details.
AUSTRALIAN STUDENTS AND PERMANENT RESIDENTS
Postgraduate Student Administration
Faculty of Business and Law
Deakin University
Business Building (Entrance 3, Elgar Road)

Mail to:
221 Burwood Highway,
Burwood, Victoria 3125
Phone: +61 3 9244 5043
or 1800 624 316 Freecall (within Australia)
Fax: +61 3 9244 5040
Email: postgrad-enquiries@deakin.edu.au

INTERNATIONAL STUDENTS
International students are those who are not Australian citizens, New Zealand citizens or holders of an Australian Permanent Resident visa. International students should refer to website deakin.edu.au/international for details of fees, living costs, visa information and the fees and refund policy.

Deakin International
Deakin University International Centre
Deakin University
221 Burwood Highway
Burwood, Victoria 3125
Phone: +61 3 9244 5095
Fax: +61 3 9244 5094
Email: deakin-international@deakin.edu.au
FIND OUT MORE

WEBSITE
Deakin on the web, deakin.edu.au, contains detailed information on everything at Deakin, including:

• courses
• unit descriptions
• student profiles
• campuses
• facilities and services
• applications and scholarships
• research.

To search for courses and click through to unit descriptions visit deakin.edu.au/courses or deakin.edu.au/handbook.

Faculty of Business and Law website: deakin.edu.au/buslaw.

OTHER USEFUL WEBSITES
Fees
deakin.edu.au/fees

Future students
deakin.edu.au/study-at-deakin

Library
deakin.edu.au/library

Study skills
deakin.edu.au/campus-life/services-and-facilities

Equity and diversity
deakin.edu.au/equity-diversity

SOCIAL MEDIA@DEAKIN
Connect with Deakin University on Facebook, Twitter and YouTube. Talk with other future students and ask current students and staff about life and study at Deakin.

facebook.com/DeakinUniversity
twitter.com/DiscoverDeakin
youtube.com/DeakinUniversity

MOBILE APP
Stay connected with our DeakinMobile app available for iPhones and Android devices, and coming soon for Blackberry. Check it out here: deakin.edu.au/its/DeakinMobile/index.

2013 RETURN TO STUDY NIGHTS
Tuesday 1 October, 5–7 pm
Melbourne City Centre
550 Bourke Street
Melbourne Victoria

Thursday 10 October, 5–7 pm
Melbourne Burwood Campus
221 Burwood Highway
Burwood Victoria

Tuesday 15 October, 5–7 pm
Geelong Waterfront Campus
1 Gheringhap Street
Geelong Victoria

For more information, please visit deakin.edu.au/pgevents.
IMPORTANT DATES

2013

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<thead>
<tr>
<th>Trimester</th>
<th>Dates</th>
<th>Events</th>
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<tbody>
<tr>
<td>Trimester 2</td>
<td>15 July–11 October</td>
<td>Teaching period</td>
</tr>
<tr>
<td></td>
<td>12–18 August</td>
<td>Intra-trimester break</td>
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<tr>
<td></td>
<td>17–25 October</td>
<td>Examination period</td>
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<td></td>
<td>28 October–8 November</td>
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<tr>
<td>Trimester 3</td>
<td>11 November–7 February 2014</td>
<td>Teaching period</td>
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<tr>
<td></td>
<td>24 December–2 January 2014</td>
<td>Intra-trimester break</td>
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<tr>
<td></td>
<td>13–21 February 2014</td>
<td>Examination period</td>
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<tr>
<td></td>
<td>24 February–7 March 2014</td>
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2014

<table>
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<th>Trimester 1</th>
<th>Dates</th>
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<td>10 March–30 May</td>
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<td>18–27 April</td>
<td>Easter holiday/intra-trimester break</td>
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<td>9–20 June</td>
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<td>23 June–11 July</td>
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<table>
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<th>Trimester 2</th>
<th>Dates</th>
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<td>14 July–3 October</td>
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<td>11–17 August</td>
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<td></td>
<td>13–24 October</td>
<td>Examination period</td>
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<td></td>
<td>27 October–7 November</td>
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<tr>
<th>Trimester 3</th>
<th>Dates</th>
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<tr>
<td></td>
<td>10 November–6 February 2015</td>
<td>Teaching period</td>
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<tr>
<td></td>
<td>22 December–4 January 2015</td>
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<tr>
<td></td>
<td>12–20 February 2015</td>
<td>Examination period</td>
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<td></td>
<td>23 February–6 March 2015</td>
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APPLICATION CLOSING DATES

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<th>Trimester 3 2013</th>
<th>Closes</th>
<th>3 November</th>
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<tbody>
<tr>
<td>Trimester 1 2014</td>
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<td>2 March</td>
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<tr>
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<td>2 November</td>
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For details, please visit deakin.edu.au/study-at-deakin.
2013
RETURN TO STUDY NIGHTS

01.10.13
MELBOURNE CITY CENTRE
5–7 pm
550 Bourke Street
Melbourne Victoria

10.10.13
MELBOURNE
BURWOOD CAMPUS
5–7 pm
221 Burwood Highway
Burwood Victoria

15.10.13
GEELONG
WATERFRONT CAMPUS
5–7 pm
1 Gheringhap Street
Geelong Victoria

For details visit deakin.edu.au/pgevents.