Master of Business Administration

International Business specialisation

Commencing in 2019  Studying Newcastle or Sydney

This Program Plan is an enrolment guide to ensure you are on track to graduate. If at any time you wish to vary from this program plan seek prior advice from your Program Advisor to ensure you remain on track.

COMMENCING TRIMESTER 1

<table>
<thead>
<tr>
<th>2019</th>
<th>Trimester 1</th>
<th>Trimester 2</th>
<th>Trimester 3</th>
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<tbody>
<tr>
<td>GSBS6004</td>
<td>Organisational Behaviour and Design</td>
<td>GSBS6005</td>
<td>GSBS6514</td>
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<tr>
<td>GSBS6200</td>
<td>Financial and Management Accounting</td>
<td>Marketing Management and</td>
<td>Leadership in Contemporary</td>
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<td>Planning</td>
<td>Organisations</td>
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<td>GSBS6005</td>
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<td>GSBS6003</td>
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<td>Globalisation</td>
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<td>GSBS6003</td>
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<td>GSBS6481</td>
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<td>GSBS6060</td>
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<td>GSBS6060</td>
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Program Plan Key:  ▼ = Core  ▼ = Directed  (Directed course list on page 4)
                   ▼ = Specialisation Course  (Specialisation course list on page 3)

Information correct as of November 2018 and subject to change.
COMMENCING TRIMESTER 2

Trimester 1
- GSBS6004 Organisational Behaviour and Design
- GSBS6003 Globalisation

Trimester 2
- GSBS6005 Marketing Management and Planning

Trimester 3
- GSBS6200 Financial and Management Accounting

COMMENCING TRIMESTER 3

Trimester 1
- GSBS6009 Cross Cultural Management
- GSBS6060 Strategic Management

Trimester 2
- GSBS6005 Marketing Management and Planning
- GSBS6514 Leadership in Contemporary Organisations
- GSBS6008 Global Business Management

Trimester 3
- GSBS6484 Corporate Governance and Social Responsibility
- GSBS6481 International Business Strategy
- GSBS6009 Cross Cultural Management

Information correct as of November 2018 and subject to change.
To be eligible to graduate make sure you have completed 120 units (10 units = 1 course unless otherwise specified) which meet the following criteria:

- ✔ Core Courses - 60 Units.
- ✔ International Business Specialisation Compulsory Courses – 40 Units.
- ✔ Directed Courses - 20 units.
- ✔ All students should complete Capstone courses GSBS6060 Strategic Management and GSBS6484 Corporate Governance and Social Responsibility towards the end of their program.
- ✔ The recommended duration of this program is 5 trimesters.
- ✔ The maximum time to complete this program is 5 years.
- ✔ The above enrolment pattern complies with the conditions of international student visas. Failing to follow this enrolment advice may result in international students not being able to graduate within the period of their Confirmation of Enrolment.
- ✔ Course availability is subject to change.
- ✔ Part time students typically enrol in 10-20 units each Trimester.
- ✔ Students must enrol ONLY in courses listed in the program handbook. Students are not permitted to select courses from outside their degree program.

Some courses have assumed knowledge and/or requisites, please refer to the individual Course Handbook. The Program Handbook has valuable information on program structure and requirements, if you are intending on studying part time or varying from this program plan please seek prior advice from your Program Advisor.

**INTERNATIONAL BUSINESS SPECIALISATION**

<table>
<thead>
<tr>
<th>Complete 40 units</th>
<th>GSBS6003</th>
<th>Digital Marketing</th>
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<tbody>
<tr>
<td><em>This course has assumed knowledge or requisites</em></td>
<td>GSBS6008</td>
<td>Services and Relationship Marketing Management</td>
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<td></td>
<td>GSBS6009</td>
<td>Integrated Marketing Communications</td>
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<td>GSBS6481</td>
<td>Brand Development and Marketing*</td>
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See the next page for a list of Directed courses.
## DIRECTED COURSES

**Choose 20 units of Directed Courses.**

- **GSBS6001** Managing Under Uncertainty
- **GSBS6002** Foundations of Business Analysis
- **GSBS6003** Globalisation
- **GSBS6006** Employment Relations in Globalised Economies
- **GSBS6007** Managing Human Resource in International Organisations*
- **GSBS6008** Global Business Management
- **GSBS6009** Cross-Cultural Management
- **GSBS6012** Entrepreneurship and Innovation
- **GSBS6013** Customer Decision Making*
- **GSBS6014** Digital Marketing*
- **GSBS6015** Services and Relationship Marketing Management*
- **GSBS6040** Human Resource Management
- **GSBS6041** Global Marketing Strategy and Planning*
- **GSBS6042** Employment Relations
- **GSBS6100** Negotiation and Conflict Resolution*
- **GSBS6130** Corporate Finance
- **GSBS6140** Investment Analysis*
- **GSBS6142** Derivatives and Risk Management*
- **GSBS6143** Applied Portfolio Management*
- **GSBS6144** Financial Institutions Management*
- **GSBS6145** International Financial Management*
- **GSBS6150** Individual Financial Planning*
- **GSBS6190** Human Resource and Organisational Development*
- **GSBS6192** Strategic Human Resource Management*
- **GSBS6300** Integrated Marketing Communications*
- **GSBS6301** Brand Development and Marketing*
- **GSBS6410** Economics of Competitive Advantage
- **GSBS6411** Intro to Co-operative Organisation & Mngt: the Co-operative Advantage
- **GSBS6420** Macroeconomic Analysis
- **GSBS6430** Issues in Developing Economies
- **GSBS6440** International Trade and Policy
- **GSBS6450** Banking and Finance
- **GSBS6460** Economic Transformation in Asia Pacific Economies
- **GSBS6470** Behavioural Economics for Decision Making
- **GSBS6481** International Business Strategy*
- **GSBS6505** Marketing Research in Practice*
- **GSBS6506** Financial Statement Analysis*
- **GSBS6507** Professional Practice in Human Resource Management & ER*
- **GSBS6509** Entrepreneurship for Startups
- **GSBS6510** Global Innovation Management
- **GSBS6511** Creativity and Design Thinking for Enterprise
- **GSBS6515** Public Policy and Organisations
- **INFO6050** Process Analysis and Problem Solving
- **INFO6090** Business Intelligence for the Enterprise*
- **INFT6009** Cloud Computing and Mobile Applications for the Enterprise
- **INFT6060** The Digital Economy
- **INFT6201** Big Data*
- **INFT6304** Project Planning and Management*
- **INFT6500** Accounting Information Systems*
- **LAWS6090** Health Law*
- **LAWS6106** Advanced Communication Skills
- **LAWS6107** Mediation Skills and Theory
- **LAWS6108** Corporate Power & Accountability
- **LAWS6111** Dispute Resolution
- **LAWS6114** Negotiation in a Legal Context
- **LEGL6004** Law for Workplace Health & Safety
- **LEGL6005** Co-operative Law and Governance*
- **LEGL6090** Health Law
- **PSYC6000** Foundations of Applied Psychology I
- **PSYC6050** Foundations of Applied Psychology II
- **PSYC6140** Leadership and Organisational Change*
- **PSYC6150** Group Dynamics in Organisations*
- **PUBH6250** Health Economics
- **PUBH6290** Economic Evaluation of Healthcare
- **PUBH6304** Global Health*
- **PUBH6305** Global Health Systems & Policy*
- **CLAM6002** Australian Health Service Organisation, Infrastructure & Mngt
- **CLAM6006** Foundations of Clinical Leadership and Management
- **CLAM6008** Application of Leadership and Management Skill
## Helpful Hints & Tips

<table>
<thead>
<tr>
<th>Enrolment Help</th>
<th>Info for New Students</th>
<th>Understanding Courses &amp; Programs</th>
<th>Prior Study</th>
<th>Considering a Break?</th>
<th>More Questions?</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="Need help?" /> <strong>Helpful Hints &amp; Tips</strong>&lt;br&gt;Ask UON</td>
<td><strong>Rules</strong>&lt;br&gt;First year undergraduate students usually only enrol in 1000 level courses&lt;br&gt;New Postgraduate students should only enrol in 6000 level courses</td>
<td><strong>Need help?</strong>&lt;br&gt;Not sure what courses to study?&lt;br&gt;Understanding program and course jargon</td>
<td><strong>Prior Study</strong>&lt;br&gt;Check you have met the assumed knowledge and requisites for courses before enrolling&lt;br&gt;Have you studied elsewhere or transferred programs? Don't forget to apply for credit</td>
<td><strong>Considering a Break?</strong>&lt;br&gt;Need to take a break? This is called a 'leave of absence'. Check if you are eligible&lt;br&gt;Planning on going overseas? Keep electives free, so it's easier for you to receive credit for your overseas studies</td>
<td><strong>More Questions?</strong>&lt;br&gt;We are here to answer questions about your program. Talk to us your way! Ask UON 1300 ASK UON Visit a Student Hub Message us on Facebook or Twitter UONline via myUON</td>
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</tbody>
</table>

- **How do I use the Web Timetable?**

  It is important to follow this Program Plan. You cannot repeat a course you've passed to try and get a better grade. You cannot enrol in any extra courses not required by your program.

- **First year undergraduate students usually only enrol in 1000 level courses**

- **New Postgraduate students should only enrol in 6000 level courses**

- **Not sure what courses to study?**

  ‣ Understanding program and course jargon

- **Check you have met the assumed knowledge and requisites for courses before enrolling**

- **Have you studied elsewhere or transferred programs?**

  Don't forget to apply for credit

- **Need to take a break?**

  This is called a 'leave of absence'. Check if you are eligible

- **Planning on going overseas?**

  Keep electives free, so it's easier for you to receive credit for your overseas studies

- **UON offers a range of support services to assist with your health and wellbeing**

  We are here to answer questions about your program. Talk to us your way!