

Industry Snapshot

# Business and Management



UNIVERSITY OF  
**NEWCASTLE**  
AUSTRALIA



Tina, China

Master of Business Administration / Master of Marketing, 2024



[newcastle.edu.au/business-management](https://newcastle.edu.au/business-management)

# Become a global leader

Studying business and management opens doors to a wide array of career opportunities across various industries, including finance, marketing, human resources, tourism, and accounting. These degrees will enable you to develop strategic problem-solving skills that are applicable in diverse roles and positions globally, equipping you with the tools to excel in an interconnected and dynamic professional landscape.

**Swati Dave**

International Finance and Business Leader  
Inaugural Chair, Centre for Australia-India Relations  
Deputy Chair, Non-Executive Director  
Bachelor of Commerce, 1985





## Why study Business and Management

When you choose to study business and management in Australia, you improve your global career prospects.

Most of Australia's principal export partners are in Asia, and a network of 16 free trade agreements gives Australian companies preferential access to these fast-growing markets. As a student, you will be exposed first-hand to these diverse economies and cultures, which is invaluable in an ever-changing and interconnected world.

Australia is the 13th largest economy in the world<sup>1</sup>, according to the International Monetary Fund. A strong economy and thriving business sector means there are plenty of job opportunities available for business and management graduates. You will graduate armed with transferrable skills and strong business knowledge, allowing you to enter almost any industry.

Australian business qualifications are also internationally recognised, with accreditation from international bodies like EQUIS<sup>2</sup> and AACSB<sup>3</sup>. Australian universities also consistently rank in the top 1% of universities in the world<sup>4</sup>, solidifying its world-class education system.



1 International Monetary Fund, 2024.

2 Association to Advance Collegiate Schools of Business (AACSB).

3 EFMD Quality Improvement System.

4 QS World University Rankings 2026 and Webometrics 2025.

# Newcastle and Hunter Region Snapshot

## Future growth and development for the region<sup>1</sup>

The region continues to recognise that modern technology and communications are essential to removing barriers and opening opportunities to join the bigger markets through high-tech, creative and knowledge-based industries.

- Planned expansion of Newcastle Airport by 2030 which will see it double, expanding the region's tourism industry and enhancing connections with the Asia-Pacific
- Development advanced manufacturing, defence and aerospace hubs
- Enhance regional linkages to support economic growth through improved transport corridors and freight facilities
- Diversify and grow the energy sector to more energy efficient and renewable energy technologies
- The region's economic success and rapid growth will continue to drive competitiveness and new jobs, creating new roles in Business and Management industries.

## Local Business and Management organisations

With engagement being one of the University's core values, the University has cultivated industry and community partnerships that not only benefit students and staff, but also ensure they are central in the regions' growth and prosperity.



<sup>1</sup> Hunter Regional Plan 2036.





**2nd**

largest city in NSW, Australia



**70,000**

Over 70,000 more homes by 2036<sup>1</sup>



**1.27M**

New international airport 1.27 million passengers a year<sup>2</sup>



**427,000**

Over 427,000 jobs and growing<sup>3</sup>



**25%**

Population growth over the next 20 years<sup>3</sup>



**28%**

of regional NSW's total economic output<sup>4</sup>



- 1 The University of Newcastle City campus**
- Conservatorium
  - NUspace
  - Q Building (5)
  - Watt Space Gallery
  - University House
  - The University of Newcastle College of International Education

- 2 Newcastle Interchange**  
Train/Light Rail

- 3 I2N Innovation Hub**  
Located within Q Building

- 4 Honeysuckle**  
Waterfront entertainment area

- 5 The University of Newcastle Callaghan campus**

**Newcastle Beach**  
Patrolled beach

**Newcastle Ocean Baths**

**Light Rail Stop**  
Beach access

**Newcastle Airport**  
Port Stephens  
I2N Innovation Hub  
Williamtown



# Learning facilities

Our world-class facilities and programs, combined with a strong emphasis on practical experience, ensure that students will graduate with the skills and knowledge necessary to thrive in the ever-evolving business landscape. Our programs are designed to integrate real-world applications, providing students with hands-on experience in addressing contemporary business issues.



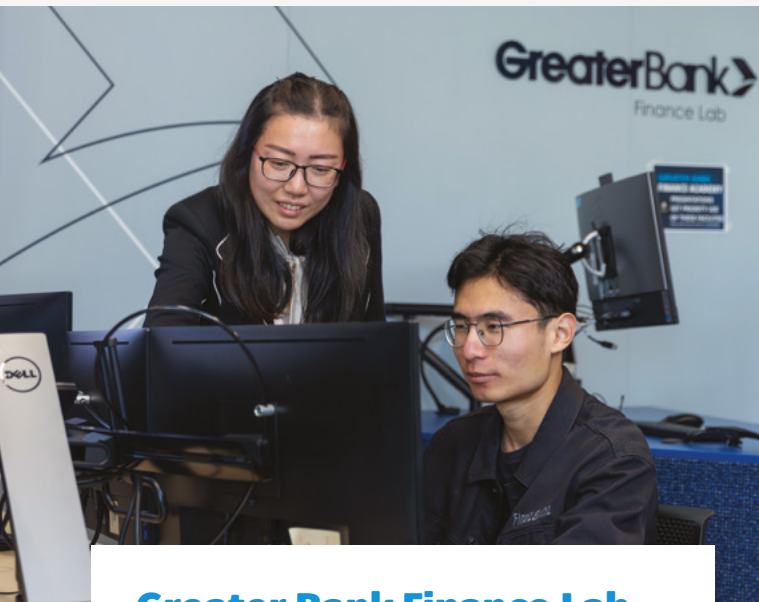
## 5 stars

maximum rating for learning resources<sup>1</sup>



### NUspace

NUspace is our university's landmark education precinct in the heart of Newcastle's CBD. Harnessing the latest in technology and innovation in teaching and learning, NUspace delivers a world-class student experience.

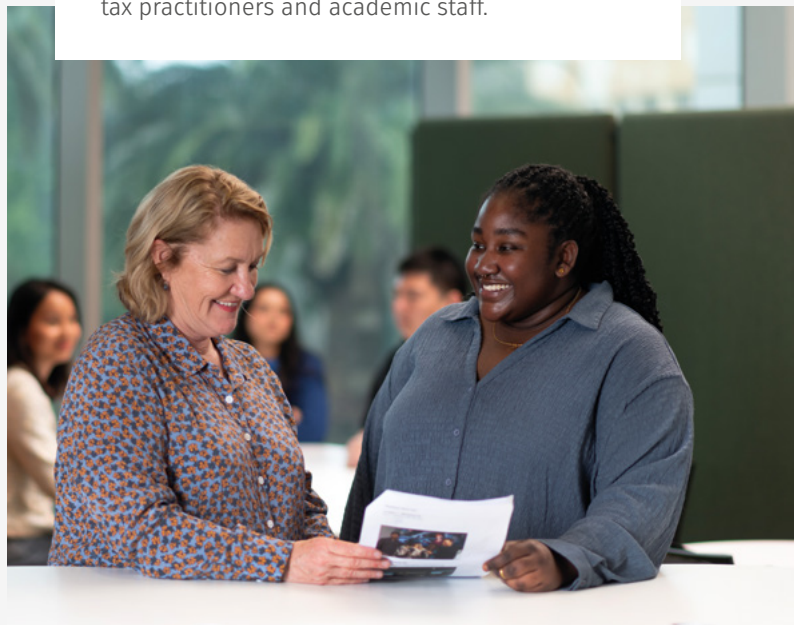


### Greater Bank Finance Lab

Located on level 1 of NUspace at our Newcastle City campus, experience our Greater Bank Finance Lab. Explore the lab infrastructure including market simulator, workstations and other technologies which provide students with a hands-on learning experience in our finance and accounting programs.

### Newcastle Tax Clinic

Student placements in the Tax Clinic are offered as part of Newcastle Business School's career-ready placements program. Learn how to respond to live clients and meet their needs under the supervision of experienced tax practitioners and academic staff.





## Marketing Technology Lab

Located on level 6 of NUspace at our Newcastle City campus, the Marketing Technology Lab is a dedicated space to develop the skills of the next generation of marketing professionals.



## Top 200

in the world for  
Business and Economics<sup>1</sup>



## Top 200

in the world for  
Business Administration<sup>2</sup>



## Top 200

in the world for Hospitality  
and Tourism Management<sup>2</sup>

## Integrated Innovation Network (I2N)

The University of Newcastle's Integrated Innovation Network (I2N) fuels the success of innovators and entrepreneurs to build value and create impact. This includes mentorship, networking opportunities, peer-to-peer learning, coworking, and a range of workshops led by founders and industry experts.



<sup>1</sup> THE World University Rankings by Subject, 2025.

<sup>2</sup> ShanghaiRanking's Global Ranking of Academic Subjects 2024.



# Build your career

Recognising the rapidly changing environment our students will enter upon graduation, our education experience will prioritise developing life-ready graduates who are community-minded, resilient, and work-ready.

Emphasising careers in business and management, we will equip you with industry experience enabling you to apply knowledge developed throughout your studies, and acquire new skills and professional networks to support your career readiness.



## 91.1%

of undergraduate students employed within four months of graduating<sup>1</sup>

## 94.4%

of postgraduate students employed within four months of graduating<sup>2</sup>

## Develop practical skills

Industry work experience is not the only way you will gain practical skills. Most Business and Management programs have a practical orientation, with students learning from case studies of real business scenarios.

## Career support

University services like Career Connect link you with over 100 extra-curricular experiences that will help you build additional skills that employers are looking for, such as Communication, Enterprise, Leadership and Teamwork.

## Clubs and societies

Get involved with the clubs and societies across our campuses and develop your interpersonal and teamwork skills to stand out from other job candidates. Some of the clubs include the UON Business and Commerce Association, VisCom and YAK Media.



Scan to learn more about our Career Connect service.







## Post-study work opportunities

are available in Australia  
after successful completion of study<sup>1</sup>

### Careers service

Whether it is career counselling, finding job opportunities, job application assistance or interview preparation, the University's Careers Service is here to help. You can also take advantage of CareerHub online, where employers post opportunities for graduate employment, part-time experience, and paid internships.

### Connect with industry

There are so many ways to connect with industry and expand your networks while you study. Attend career exhibitions and industry events and meet graduate recruiters to help you transition into the professional world. Access networking opportunities such as iLEAD and make use of the University's strong partnerships with industry. Tap into the University's global alumni network and build relationships to elevate your career.

### Part-time work opportunities

#### Jobs on campus

Working at the University is a great way to earn money and develop your employability skills in a professional workplace. The Jobs on Campus page on the University website advertises a wide range of paid roles throughout the year.

#### Finding work in Australia

The Finding Work in Australia program is aimed at supporting international students to develop self-awareness, identify opportunities and improve their employability in the Australian market. The program is delivered through a series of three workshops and accompanying online resources. If you join, you will also be invited to book an individual follow-up career consultation to discuss career goals and strategies.



"I was equipped with ample marketing and communication knowledge to fulfil my responsibilities in my placement. It was exhilarating to practice all these theories in reality.

The gained skills over the placement can only be acquired outside the classroom walls. Work placement has helped me in discovering new skills and leveraging on my existing experiences."

**Charmaine, Philippines**

Master of Business Administration (Global)

# Careers and skills

Rafi

Bachelor of Business, Indonesia

Career-Ready placement, Prosperity



Business and management qualifications equip students with valuable expertise and a strong foundation in business principles. This knowledge opens doors to diverse roles across various industries, preparing you to adapt to changes in the economy and job market.

With these qualifications, students have the flexibility to shape their career and follow their passions.



## Top 10

university in Australia for Graduate Employability<sup>1</sup>

### Top skills in demand

#### Top Business, Management and Operations Baseline skills in demand in Australia<sup>2</sup>

- Communication
- Management
- Leadership
- Planning
- Operations
- Problem solving
- Negotiation
- Coordinating
- Detail oriented
- Interpersonal communications
- Customer service
- Influencing skills
- Innovation
- Forecasting
- Research
- Sales
- Governance
- Decision making
- Microsoft office
- Presentations
- Verbal communication skills
- Budgeting

#### Top Business, Management and Operations Specialised skills in Australia<sup>2</sup>

- Project management
- Procurement
- Finance
- Contract management
- Supply chain
- Stakeholder management
- Accounting
- Risk management
- Data analysis
- Construction
- Change management
- Key performance indicators (KPIs)
- Marketing
- Process improvement
- Stakeholder engagement
- Construction management
- Auditing
- Financial management
- Agile methodology
- Purchasing
- Business development
- Subcontracting
- Project Management
- Software Development
- Java
- Technical Support
- Budgeting
- Customer Service

<sup>1</sup> The Australian Financial Review Best Universities for Career Outcomes 2023.

<sup>2</sup> Lightcast LabourInsight (Australia, 12 months to July 2024)



# Career-ready placements

Career-ready placements are a compulsory requirement for Undergraduate Business and Management degrees. A career-ready placement enables you to work directly with industry and community partners by undertaking a placement relevant to your area of study through your degree.



Kexin (Hiedi), China  
Bachelor of Commerce

## Business, Entrepreneurship, Tourism, Accounting and Finance

You will complete a minimum 140-hour placement within the third year of your study. There will be a variety of opportunities available to acquire a placement in your desired career field, including business analysis, consulting, project management, marketing, and business development, to name a few.

These opportunities are available through a range of private business, government, not-for-profit organisations, small and medium-sized enterprises (SME's), and start-ups.

### Benefits of a career-ready placement

One of the key benefits of a career-ready placement is its positive impact on employability, offering valuable opportunities to:

- Become job-ready
- Learn from sector-leading professionals
- Build professional contacts and networks
- Develop discipline-specific skills and knowledge through hands on exposure in the workplace
- Explore future career options
- Gain insights into the professional attitudes and attributes necessary for the jobs of the future
- Develop a competitive edge in the global employment marketplace.



Watch Kexin's video

# Growing industries

The business landscape is constantly evolving. The University of Newcastle is excited to be at the forefront of growth industries locally, nationally and globally.

Honeysuckle, Newcastle

## Tourism, Hospitality and Events

The tourism industry has been identified as one of Australia's 'high growth' industries and has a current job shortage, with a record 423,500 positions unfilled across tourism, hospitality and events<sup>1</sup>. As part of a plan to address the labour shortages that plague the tourism sector, we are excited to announce plans to launch an International Hotel School in Newcastle.

## Innovation and Startups

Innovation and entrepreneurship are at the forefront of economic growth both in Australia and internationally. A maturing innovation ecosystem is emerging in the Hunter, providing opportunities for SMEs, startups and scale-ups to test and trial. The University of Newcastle is excited to support new businesses and entrepreneurs through its I2N program and degrees.

## Professional Accounting

Accounting qualifications do not just provide you with strong knowledge of accounting. You will also develop skills in management and strategic problem solving. Achieving the requirements of the Master of Professional Accounting and the Master of Professional Accounting (Advanced) means you meet the eligibility requirement for entry into CPA Australia, CA Australia and New Zealand and the Association of Chartered Certified Accountants (ACCA).

## Health Management and Policy

In response to the challenging and ever-changing healthcare landscape, the University of Newcastle offers CIFAL-certified health management, and policy programs that integrate business, social sciences, data analytics, leadership, and policy evaluation. These programs are accredited by the Australasian College of Health Service Management and approved by the Royal Australasian College of Medical Administrators (RACMA), addressing the evolving healthcare landscape.



Find out more information about The Newcastle International Hotel School.



# Accreditation and affiliation

**Newcastle Business School has received numerous national and international accreditations.**

The benefits of accreditation with AACSB include:

- Improved student and teaching experience
- A complement to our evidence-based approach
- The prestige of the accreditation

The benefits of accreditation with EQUIS include:

- Improved student and teaching experience
- The prestige of the accreditation



The University of Newcastle's Newcastle Business School is in the top 4 business schools in NSW, accredited by both EQUIS and AACSB.



ACCREDITED PROGRAM



# Average Industry Salaries

In Australia, median salary rates for business and management roles vary, reflecting the diverse nature of the field. Positions in finance, marketing, and human resources typically offer competitive remuneration, with median salaries ranging from A\$65,000 to over A\$165,000 annually.

Kiran, India  
Master of Applied Finance (Advanced)



## Human Resources

| Role                             | Salary Average (AUD)   |
|----------------------------------|------------------------|
| Human Resources Coordinator      | \$80,450 <sup>1</sup>  |
| Recruiter                        | \$84,348 <sup>1</sup>  |
| Workplace Relations Officer      | \$86,424 <sup>2</sup>  |
| Human Resources Specialist       | \$94,600 <sup>1</sup>  |
| Compensation Analyst             | \$99,399 <sup>1</sup>  |
| Benefit Specialist               | \$107,717 <sup>1</sup> |
| Management Consultant            | \$107,484 <sup>2</sup> |
| Human Resources Manager          | \$114,513 <sup>1</sup> |
| Human Resources Business Partner | \$118,750 <sup>1</sup> |
| Director of Human Resources      | \$163,967 <sup>1</sup> |

## Finance

| Role                                        | Salary Average (AUD)   |
|---------------------------------------------|------------------------|
| Controller                                  | \$81,704 <sup>1</sup>  |
| Financial Accountant                        | \$97,939 <sup>1</sup>  |
| Actuary                                     | \$107,120 <sup>2</sup> |
| Accounting Manager                          | \$124,534 <sup>1</sup> |
| Financial Planning and Analysis Analyst     | \$126,167 <sup>1</sup> |
| Finance Manager                             | \$129,324 <sup>1</sup> |
| Financial Controller                        | \$146,480 <sup>1</sup> |
| Director of Financial Planning and Analysis | \$158,592 <sup>1</sup> |
| Director of Finance                         | \$159,742 <sup>1</sup> |
| Head of Finance                             | \$165,223 <sup>1</sup> |

<sup>1</sup> indeed.com. <sup>2</sup> Good University Careers Guide 2024.

Salary figures were accurate at the time of publication. Actual compensation may vary based on role, location, and market conditions



## Business, Sales and Administration

| Role                                | Salary Average (AUD)   |
|-------------------------------------|------------------------|
| Events Coordinator                  | \$70,044 <sup>2</sup>  |
| Business Administrator              | \$71,615 <sup>1</sup>  |
| Sales Representative                | \$72,672 <sup>1</sup>  |
| Office Manager                      | \$75,963 <sup>1</sup>  |
| Business Development Representative | \$76,101 <sup>1</sup>  |
| Data Administrator                  | \$78,000 <sup>1</sup>  |
| Business Support                    | \$81,808 <sup>1</sup>  |
| Account Manager                     | \$88,144 <sup>1</sup>  |
| Market Researcher                   | \$90,324 <sup>2</sup>  |
| Advertising Account Executive       | \$90,324 <sup>2</sup>  |
| Junior Business Manager             | \$90,670 <sup>1</sup>  |
| Data Analyst                        | \$93,539 <sup>1</sup>  |
| Records Officer                     | \$94,224 <sup>2</sup>  |
| Business Systems Analyst            | \$102,189 <sup>1</sup> |
| Business Analyst                    | \$103,637 <sup>1</sup> |
| Business Development Manager        | \$103,637 <sup>1</sup> |
| Business Consultant                 | \$104,349 <sup>1</sup> |
| Financial Planner                   | \$105,924 <sup>2</sup> |
| Management Consultant               | \$115,000 <sup>1</sup> |
| Business Manager                    | \$118,156 <sup>1</sup> |
| Management Analyst                  | \$119,922 <sup>1</sup> |
| Senior Business Manager             | \$124,064              |

## Marketing and Communications

| Role                              | Salary Average (AUD)   |
|-----------------------------------|------------------------|
| Marketing Assistant               | \$60,970 <sup>1</sup>  |
| Social Media Coordinator          | \$69,697 <sup>1</sup>  |
| Marketing Coordinator             | \$73,550 <sup>1</sup>  |
| Content Writer                    | \$73,574 <sup>1</sup>  |
| Marketing Executive               | \$76,035 <sup>1</sup>  |
| Marketing Specialist              | \$77,953 <sup>1</sup>  |
| Social Media Specialist           | \$78,145 <sup>1</sup>  |
| Sales and Marketing Manager       | \$80,474 <sup>1</sup>  |
| Social Media Manager              | \$81,043 <sup>1</sup>  |
| Digital Marketer                  | \$84,372 <sup>1</sup>  |
| Marketer                          | \$85,893 <sup>1</sup>  |
| Communications Officer            | \$87,194 <sup>1</sup>  |
| Director of Public Relations      | \$93,888 <sup>1</sup>  |
| Communications Coordinator        | \$94,502 <sup>1</sup>  |
| Communications Specialist         | \$95,382 <sup>1</sup>  |
| Internal Communications Executive | \$99,665 <sup>1</sup>  |
| Marketing Manager                 | \$102,005 <sup>1</sup> |
| Marketing Communications Manager  | \$110,783 <sup>1</sup> |
| Communications Manager            | \$117,307 <sup>1</sup> |

<sup>1</sup> indeed.com. <sup>2</sup> Good University Careers Guide 2024.

Salary figures were accurate at the time of publication. Actual compensation may vary based on role, location, and market conditions

# Fastest-growing Business and Management jobs

The job market is shifting toward skills-based hiring and hybrid work arrangements, requiring business leaders to prioritise talent management, organisational agility, and strategic planning.

## Australia<sup>1</sup>

| Career                             | Desired skills                                                                                |
|------------------------------------|-----------------------------------------------------------------------------------------------|
| Workplace Specialist               | Security Information and Event Management, Incident Response, Cybersecurity.                  |
| Buyer's Agent                      | Terraform, Amazon Web Services (AWS), Continuous Integration and Continuous Delivery (CI/CD). |
| Diversity And Inclusion Specialist | IT Integration, Amazon Web Services (AWS), Python  .                                          |
| Growth Specialist                  | Power Distribution, AutoCAD, Electrical Wiring.                                               |
| Employee Relations Specialist      | Extract, Transform, Load (ETL), Apache Spar.                                                  |
| Partnerships Coordinator           | Stakeholder Engagement, Community Engagement, Partner Relationship Management                 |
| Customer Success Specialist        | Customer Support, Customer Relationship Management, Customer Journey Mapping                  |
| Chief People Officer               | HR Strategy, Organisational Culture, Strategic Human Resource Planning                        |
| Corporate Communications Manager   | Crisis Communications, Internal Communications, Stakeholder Engagement                        |
| Chief Product Officer              | Product Management, Product Design, Product Strategy                                          |

## India<sup>2</sup>

| Career                           | Desired skills                                                         |
|----------------------------------|------------------------------------------------------------------------|
| Closing Manager                  | Sales and Marketing, Negotiation                                       |
| Influencer Marketing Specialist  | Influencer marketing, social media marketing, digital marketing        |
| Design Specialist                | Canva, Python, Graphic design                                          |
| Recruiter                        | Recruiting, Sourcing, Screening resumes                                |
| Sales Development Representative | Lead generation, Cold calling, Inside sales                            |
| Demand Generation Associate      | Demand generation, Lead generation, Email marketing                    |
| Growth Manager                   | Growth strategies, Go-to-marketing strategy, Growth hacking            |
| Investor Relations Manager       | Investor relations, Financial modelling, Financial analysis            |
| Client Advisor                   | Client Relations, Customer Relationship Management (CRM), Sales        |
| Creative Strategist              | Creative Strategy, Content Strategy, Copywriting                       |
| Chief Revenue Officer            | Revenue & Profit Growth, Go-to-Market Strategy, Strategic Partnerships |
| Chief Revenue Officer            | Marketing Campaign Management, Campaign Strategies, Email Marketing    |
| Media Buyer                      | Media Buying, Pay Per Click (PPC), Digital Marketing                   |

1 LinkedIn Jobs on the Rise 2024: 25 Australian in-demand roles.

2 LinkedIn Jobs on the Rise 2024: The 25 most in-demand roles in India.



## Middle East, North Africa<sup>3</sup>

| Career                                    | Desired skills                                                                |
|-------------------------------------------|-------------------------------------------------------------------------------|
| Human Resources<br>Operations Specialists | HR policies, HR management, HR operations                                     |
| Partnership Specialist                    | Strategic partnerships, partner relationship management, business development |
| Project Management Specialist             | Project management office (PMO), project planning, project coordination       |
| Content Creation                          | Creative content creation, video editing, social media marketing              |
| Talent Acquisition Specialist             | Recruiting, sourcing, talent management                                       |
| Procurement Contract Specialist           | Contract management, contract negotiation, procurement contracts              |
| Mortgage Advisor                          | Mortgage lending, residential mortgages, banking                              |
| Private Client Advisor                    | Retail banking, credit, financial advisory                                    |
| Growth Manager                            | Growth strategies, growth hacking, search engine optimization (SEO)           |
| Sales Development Representative          | Cold calling, lead generation, business-to-business (B2B)                     |

## Southeast Asia<sup>4</sup>

| Career                               | Desired skills                                            |
|--------------------------------------|-----------------------------------------------------------|
| Sales Development Representatives    | Lead Generation, Sales Prospecting, Business Development  |
| Content Planner                      | Copywriting, Content Strategy, Social Media Marketing     |
| Talent Acquisition Specialists       | Recruiting, Interviewing, Employer Branding               |
| Business Development Representatives | Lead Generation, Business Development, Cold Calling       |
| Consumer Insights Analyst            | Microsoft Power BI, Business Insights, Data Visualization |
| Growth Manager                       | Growth Hacking, Digital Marketing, Google Analytics       |
| User Experience Writers              | User Experience (UX), Copywriting, Content Strategy       |
| Career Specialist                    | Career Development, Recruiting, Public Speaking           |
| Account Management Specialist        | Account Management, Marketing Strategy, Negotiation       |
| Media Analyst                        | Media Analysis, Media Monitoring, Data Analysis           |

## China<sup>5</sup>

| Career                         | Desired skills                                                                                                                                                                                                                                          |
|--------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Strategic Manager              | Understanding of business operations and procedures; Communication and interpersonal skills; Organizational skills; Research and analysis; Project management; Leadership; Strategic thinking and problem-solving                                       |
| Financial Analysis Manager     | Financial and business analysis; Data-driven thinking; Strong business acumen; Business collaboration; Financial/budget management and forecasting; System implementation                                                                               |
| Digital Marketing Manager      | Creative thinking; Budgeting; Trend and insight analysis; Leadership; Collaboration; Strong knowledge of website analytics tools; Data-driven thinking                                                                                                  |
| E-commerce Specialist          | E-commerce, online business management, product promotion, data analysis, strategic planning, social media, content marketing                                                                                                                           |
| Digital Marketing Specialist   | Copywriting, content operations, content strategy, new media operations, data analysis, online advertising, SEM (Search Engine Marketing), digital marketing, SEO (Search Engine Optimization), digital strategy, integrated marketing, market research |
| Data Analyst Specialist        | Data analysis, Python, market/business analysis, industry research, SQL, Apache Spark, Hadoop, Hive, Tableau, machine learning                                                                                                                          |
| International Trade Specialist | International trade/import-export related knowledge and laws/regulations, business English, negotiation, new business development, sales management, marketing, customer loyalty management                                                             |
| Financial Advisor              | Investment/financial analysis, wealth management, financial services, financial modeling, valuation, industry research, accounting, international trade, customer service, data analysis                                                                |
| HR Manager                     | Recruitment, data analysis, employee relations, human resource management, training, performance management, executive recruitment, interviewing                                                                                                        |

3 LinkedIn Jobs on the Rise 2024; 15 (Saudi and UAE) roles that are growing in demand. 4 LinkedIn Jobs on the Rise 2024; 15 (Saudi and UAE) roles that are growing in demand. 5 2024 Emerging Job in China Mainland, LinkedIn China: 2021-emerging-job-report.

# International scholarships

We are proud to offer both affordable tuition fees alongside competitive scholarships to support students in their studies. Scholarships can reduce the cost of tuition making the University of Newcastle one of the more affordable options to study in Australia.



Find out more  
about scholarships.

## 20% Scholarship tuition fee waiver\*

### International Excellence Scholarship

The International Excellence Scholarship\* celebrates academic excellence and supports your journey to success with ongoing financial assistance.

The scholarship is awarded annually, based on 20% of the gross international tuition fee, and is calculated per course under a standard full-time study load (80 units), with the unit value varying depending on your specific program.

"With this scholarship, my educational loan amount was drastically reduced. The fact that I am a scholarship student from the university will also help me boost my resume and open a lot more doors to my professional career after my course."

**Nikhil, India**

Master of Business  
Administration/  
Master of Marketing





# Student support

We offer a comprehensive range of support services designed to meet the diverse needs of all our students, whether you are under 18, identify as LGBTQIA+, have joined us from overseas, or are just down the road - we are here to help.



Learn more about support on campus.



## Academic support

AskUON is your go-to for enrolment advice, academic progress, and visa information. Our Learning Advisors offer workshops and resources to enhance your study skills, including English language support.

## Peer support

Join Peer Assisted Study Sessions (PASS) to collaborate with classmates either face-to-face or online.

## NUMates

Find friends and build community when you join our NUMates program, a social group specifically for international students.

## Health and wellbeing support

Medical centres are available at our Newcastle Callaghan and Ourimbah campuses, as well as additional services like pharmacies and physiotherapy clinics. Free counselling is also available, including online options for Sydney and Singapore.

## International student support

Our specialised team offers comprehensive services to support international students academically, socially, and pastorally.

## Religious support

Our Chaplaincy team offers spiritual care across various faiths, with prayer facilities available on all campuses.

## Career assistance

The Careers Service provides workshops, practise interviews, and resume updates to prepare you for your future career. Our UniCrew and iLEAD programs provide opportunities to build skills to transition into the workforce.

"I found student accommodation to be all inclusive. I don't have to worry about the frills of bills. I liked being part of the community and always have the in on the happenings around campus."

**Evie, Vietnam**  
Bachelor of Business Analytics



# Degrees to help you reach your full potential

Visit this study area



At the University of Newcastle, our degrees in business and management are designed to give you the knowledge and understanding needed for your future career, equip you with the in-demand skills to make you more employable and create opportunities for you to apply these in real-world settings with experts from our region.



Tony, Philippines  
Master of Business Administration /  
Master of International Business



## Top 200

in the world for Business Administration<sup>1</sup>



## 91.2%

of undergraduate Business and Management graduates found employment within four months<sup>2</sup>



## 94.7%

of postgraduate Business and Management graduates found employment within four months<sup>3</sup>

Our Business School is in the top 4 business schools in NSW, accredited by both EQUIS and AACSB.





## Bachelor of Business

|                              |                                                            |
|------------------------------|------------------------------------------------------------|
| <b>CRICOS code</b>           | 001133A                                                    |
| <b>Duration</b>              | 3 years full-time                                          |
| <b>Locations</b>             | Newcastle – City<br>Central Coast – Gosford                |
| <b>Indicative annual fee</b> | 2026 A\$40,540<br>2027 A\$42,567                           |
| <b>IELTS</b>                 | IELTS overall minimum – 6.0<br>IELTS section minimum – 6.0 |
| <b>Intake</b>                | S1, S2                                                     |

### Course overview

Our program equips students with practical skills and attributes that are highly valued by employers across various disciplines, including innovation and entrepreneurship, human resource management, leadership and management, marketing, industrial relations, and international business.


[Learn more >](#)

## Bachelor of Commerce

|                              |                                                            |
|------------------------------|------------------------------------------------------------|
| <b>CRICOS code</b>           | 001603J                                                    |
| <b>Duration</b>              | 3 years full-time                                          |
| <b>Locations</b>             | Newcastle – City<br>Central Coast – Gosford                |
| <b>Indicative annual fee</b> | 2026 A\$40,565<br>2027 A\$42,593                           |
| <b>IELTS</b>                 | IELTS overall minimum – 6.0<br>IELTS section minimum – 6.0 |
| <b>Intake</b>                | S1, S2                                                     |

### Course overview

The Bachelor of Commerce is a practical and flexible degree, with core courses designed to give you a thorough overview of business and commerce environments, before you specialise in accounting, economics, or finance.


[Learn more >](#)

## Master of Business Administration (Global)

|                              |                                                            |
|------------------------------|------------------------------------------------------------|
| <b>CRICOS code</b>           | 096747G                                                    |
| <b>Duration</b>              | 2 years full-time                                          |
| <b>Locations</b>             | Newcastle – City                                           |
| <b>Indicative annual fee</b> | 2026 A\$41,395<br>2027 A\$43,465                           |
| <b>IELTS</b>                 | IELTS overall minimum – 6.5<br>IELTS section minimum – 6.0 |
| <b>Intake</b>                | T1, T2, T3                                                 |

### Course overview

This program will develop your global mindset and improve knowledge and skills in business management, decision making, marketing, organisational behaviour, accounting and finance, strategy management and international business.


[Learn more >](#)

## Master of Health Management and Policy

|                              |                                                            |
|------------------------------|------------------------------------------------------------|
| <b>CRICOS code</b>           | 118237K                                                    |
| <b>Duration</b>              | 1 year full-time                                           |
| <b>Locations</b>             | Newcastle – City<br>Online                                 |
| <b>Indicative annual fee</b> | 2026 A\$45,350<br>2027 A\$47,618                           |
| <b>IELTS</b>                 | IELTS overall minimum – 6.5<br>IELTS section minimum – 6.0 |
| <b>Intake</b>                | T1, T2, T3                                                 |

### Course overview

This program will provide students with a unique set of multidisciplinary skills needed to address the complex challenges faced by the increasingly dynamic healthcare industry. Students will have the opportunity to focus on courses in health economics and policy, health management and leadership, health analytics and informatics.


[Learn more >](#)

## Master of Marketing and Digital Strategy

|                              |                                                            |
|------------------------------|------------------------------------------------------------|
| <b>CRICOS code</b>           | 117171J                                                    |
| <b>Duration</b>              | 1 year full-time                                           |
| <b>Locations</b>             | Newcastle – City<br>Online                                 |
| <b>Indicative annual fee</b> | 2026 A\$47,520<br>2027 A\$49,896                           |
| <b>IELTS</b>                 | IELTS overall minimum – 6.5<br>IELTS section minimum – 6.0 |
| <b>Intake</b>                | T1, T2, T3                                                 |

### Course overview

This program is comprehensive, contemporary and practical. It equips you with digital transformation skills and data-driven insights to promote socially responsible marketing, fostering a strategic and entrepreneurial mindset.


[Learn more >](#)

## Master of Professional Accounting (Advanced)

|                              |                                                            |
|------------------------------|------------------------------------------------------------|
| <b>CRICOS code</b>           | 065471J                                                    |
| <b>Duration</b>              | 2 years full-time                                          |
| <b>Locations</b>             | Newcastle – City<br>Sydney                                 |
| <b>Indicative annual fee</b> | 2026 A\$43,305<br>2027 A\$45,470                           |
| <b>IELTS</b>                 | IELTS overall minimum – 6.5<br>IELTS section minimum – 6.0 |
| <b>Intake</b>                | T1, T2, T3                                                 |

### Course overview

A Master of Professional Accounting (Advanced) equips graduates with the knowledge and skills to succeed as a professional accountant and as a financial manager across the globe. This program is for people with an educational background, other than accounting, who may want to seek entry into the globally recognised professional accounting bodies' membership program.


[Learn more >](#)

## Undergraduate programs

22

## Business and Management

CRICOS

Duration  
(Years,  
semesters  
or trimesters)

Location

Intakes

IELTS  
Overall  
Minimum /  
Section  
Minimum

2026  
indicative  
annual  
fee A\$

2027  
indicative  
annual  
fee A\$

### Undergraduate programs

|                                                            |         |         |       |        |         |          |          |
|------------------------------------------------------------|---------|---------|-------|--------|---------|----------|----------|
| Bachelor of Business*                                      | 001133A | 3 years | NC, G | S1, S2 | 6.0/6.0 | \$40,540 | \$42,567 |
| Bachelor of Business / Bachelor of Commerce                | 029749E | 4 years | NC, G | S1, S2 | 6.0/6.0 | \$40,510 | \$42,536 |
| Bachelor of Business / Bachelor of Media and Communication | 116624D | 4 years | NC    | S1, S2 | 6.5/6.0 | \$41,605 | \$43,685 |
| Bachelor of Business Analytics                             | 102641G | 3 years | NC    | S1, S2 | 6.0/6.0 | \$41,110 | \$43,166 |
| Bachelor of Commerce*                                      | 001603J | 3 years | NC, G | S1, S2 | 6.0/6.0 | \$40,565 | \$42,593 |
| Bachelor of Commerce / Bachelor of Business Analytics      | 102643E | 4 years | NC    | S1, S2 | 6.0/6.0 | \$40,965 | \$43,013 |
| Bachelor of Tourism, Hospitality and Events                | 111384M | 3 years | NC, G | S1, S2 | 6.0/6.0 | \$40,705 | \$42,740 |

### Postgraduate programs

|                                                                                 |         |              |       |             |         |          |          |
|---------------------------------------------------------------------------------|---------|--------------|-------|-------------|---------|----------|----------|
| Graduate Certificate in Business Administration                                 | 022956K | 2 trimesters | NC, S | T1, T2, T3  | 6.5/6.0 | \$22,880 | \$24,024 |
| Graduate Certificate in Fintech                                                 | 117173G | 2 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$22,500 | \$23,625 |
| Graduate Certificate in Health Management and Policy                            | 118238J | 2 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$23,165 | \$24,323 |
| Graduate Certificate in Human Resource Management                               | 027432J | 2 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$23,210 | \$24,371 |
| Graduate Certificate in Marketing and Digital Strategy                          | 117170K | 2 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$23,760 | \$24,948 |
| Graduate Certificate in Professional Accounting                                 | 065470K | 2 trimesters | NC, S | T1, T2, T3  | 6.5/6.0 | \$19,355 | \$20,323 |
| Graduate Certificate in Sports Analytics                                        | 117629B | 2 trimesters | S     | T1, T3      | 6.5/6.0 | \$23,345 | \$24,512 |
| Master of Business Administration                                               | 102238G | 4 trimesters | NC, S | T1, T2, T3  | 6.5/6.0 | \$46,035 | \$48,337 |
| Master of Business Administration (Global)                                      | 096747G | 6 Trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$41,395 | \$43,465 |
| Master of Business Administration (Global) / Master of Science (Data Analytics) | 0101396 | 6 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$43,320 | \$45,486 |
| Master of Business Administration / Master of Fintech                           | 117175E | 6 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$45,665 | \$47,948 |
| Master of Business Administration / Master of Human Resource Management         | 084247D | 6 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$45,975 | \$48,274 |
| Master of Business Administration / Master of International Business            | 084248C | 6 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$46,595 | \$48,925 |
| Master of Business Administration / Master of Marketing and Digital Strategy    | 117172H | 6 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$47,015 | \$49,366 |
| Master of Fintech                                                               | 117174F | 4 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$45,920 | \$48,216 |
| Master of Fintech (Advanced)                                                    | 118244M | 4 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$46,130 | \$48,437 |
| Master of Health Management and Policy                                          | 118237K | 4 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$45,350 | \$47,618 |
| Master of Health Management and Policy (Global)                                 | 118241C | 6 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$44,575 | \$46,804 |
| Master of Health Management and Policy / Master of Business Administration      | 118239H | 6 trimesters | NC    | T1, T2, T3* | 6.5/6.0 | \$45,630 | \$47,912 |
| Master of Human Resource Management                                             | 102239F | 4 trimesters | NC    | T1, T2, T3, | 6.5/6.0 | \$46,385 | \$48,704 |
| Master of International Business                                                | 102240B | 4 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$46,485 | \$48,809 |
| Master of International Sports Business                                         | 117631H | 3 trimesters | S     | T1, T3      | 6.5/6.0 | \$47,520 | \$49,896 |
| Master of International Sports Business / Master of Sports Analytics            | 117632G | 6 trimesters | S     | T1, T3      | 6.5/6.0 | \$47,495 | \$49,870 |
| Master of Marketing and Digital Strategy                                        | 117171J | 3 trimesters | NC    | T1, T2, T3  | 6.5/6.0 | \$47,520 | \$49,896 |
| Master of Professional Accounting                                               | 059999E | 4 trimesters | NC, S | T1, T2, T3  | 6.5/6.0 | \$38,710 | \$40,646 |
| Master of Professional Accounting (Advanced)                                    | 065471J | 6 trimesters | NC, S | T1, T2, T3  | 6.5/6.0 | \$43,305 | \$45,470 |
| Master of Professional Accounting / Master of Business Administration           | 096750A | 6 trimesters | NC, S | T1, T2, T3  | 6.5/6.0 | \$45,205 | \$47,465 |
| Master of Sports Analytics                                                      | 117630J | 3 trimesters | S     | T1, T3      | 6.5/6.0 | \$47,470 | \$49,844 |

#### KEY FOR LOCATIONS

|           |                          |          |                         |
|-----------|--------------------------|----------|-------------------------|
| <b>NC</b> | Newcastle – City         | <b>G</b> | Central Coast – Gosford |
| <b>N</b>  | Newcastle – Callaghan    | <b>S</b> | Sydney                  |
| <b>CC</b> | Central Coast – Ourimbah |          |                         |

#### KEY FOR INTAKES

|           |            |           |             |            |                 |
|-----------|------------|-----------|-------------|------------|-----------------|
| <b>S1</b> | Semester 1 | <b>T1</b> | Trimester 1 | <b>T3</b>  | Trimester 3     |
| <b>S2</b> | Semester 2 | <b>T2</b> | Trimester 2 | <b>MID</b> | Midyear Session |

# Accelerated degree options available based on individual student backgrounds.



# How to apply

Apply early to secure your place. Late applications will be deferred to the next available intake. Start your journey at the University of Newcastle in just a few easy steps. Scan the QR code to find out more.

1

## Find your agent

The University of Newcastle has a list of education agents that are located around the world and are able to assist you with your application.



Students from some regions are required to lodge their applications via education agents as direct applications will not be accepted.

2

## Program handbook

Check out the program handbook for your preferred degree.



3

## Review what you need to apply



4

## Check key dates



5

## Register on the portal and complete the online form.

If applying without an agent, upload coloured copies of all supporting documentation.

6

## Assessment

Your application will be assessed to determine if you meet the academic, English proficiency and any other relevant requirements for admission to the University and your desired program.

## Outcome

You will be notified of the outcome of your application via email. If your application is successful, you will receive an offer letter from the University.

**Conditional offer letter** – upload the outstanding documents on the action item to meet the conditions of your offer.

8

## Accept your offer

Log in to the portal to accept your offer, upload your signed acceptance form, and pay the deposit using the link provided in your offer letter.

9

## Receive your CoE

You will receive an email confirming your acceptance, along with instructions to activate your student account. This email will also include your Confirmation of Enrolment (CoE), which you will need to apply for your student visa.

## Apply for your visa



10

## **Newcastle Callaghan Campus**

University Drive,  
Callaghan NSW 2308

## **Newcastle City Campus NUspace**

Corner Hunter and  
Auckland Streets,  
Newcastle NSW 2300

### **Q Building**

16B Honeysuckle Drive,  
Newcastle NSW 2300

### **Conservatorium of Music**

Corner Auckland and  
Laman Streets,  
Newcastle NSW 2300

## **Central Coast Campus**

### **Ourimbah**

Chittaway Road,  
Ourimbah NSW 2258

### **Gosford Hospital**

77 Holden Street,  
Gosford NSW 2250

### **Gosford Central**

305 Mann Street,  
Gosford NSW 2250

## **Sydney City Campus**

55 Elizabeth Street,  
Sydney NSW 2000

## **Singapore Campus**

#13-01/02  
National Library Building  
Singapore 188064

 [newcastle.edu.au/international](http://newcastle.edu.au/international)

 [china.newcastle.edu.au](http://china.newcastle.edu.au)

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 University of Newcastle

  
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