MASTER OF BUSINESS ADMINISTRATION
A 5-STAR MBA FOR ENTERPRISING LEADERS
WHY CHOOSE THE UNISA MBA?

TOP QUALITY LEARNING EXPERIENCE
A comprehensive and rigorous learning experience, building a strong understanding of local, national and international businesses and management practices.

TOP MBA IN AUSTRALIA FOR 10 YEARS

VALUE FOR MONEY

FLEXIBLE DELIVERY TO SUIT YOU
Offering online, face-to-face, and mixed-modes of study, our digital learning platform enables the MBA to work for you and your lifestyle.

REAL-TIME APPLICATION
Develop practical knowledge by addressing real-world scenarios within the MBA curriculum, allowing you to apply learnings and see benefits in the work place immediately.
CUTTING EDGE RESEARCH
Learn from industry-experienced academics and scholars at the forefront of cutting-edge management research. UniSA is ranked ‘Above World-Class’ in Business, Management and Marketing in the 2015 Excellence in Research for Australia (ERA) rankings.

GLOBALLY RECOGNISED
The 5-star UniSA MBA has been recognised for its excellence for ten consecutive years by the Graduate Management Association of Australia (GMAA) and Quacquarelli Symonds (QS) 2017.

INVALUABLE NETWORKING OPPORTUNITIES
Connect with a diverse cohort of experienced professionals and attend exclusive industry networking events, delivering lifelong value in the classroom and beyond.
ELEVATE YOUR CAREER

TRANSFORM YOUR FUTURE WITH A
UNISA BUSINESS SCHOOL MBA

Professor Marie Wilson
If you are driven to create new solutions, lead innovative teams and deliver exceptional results in a context of disruptive change, the UniSA Business School’s MBA is for you. Whether you aspire to be an enterprising leader in the community or industry, in start-ups, scale-ups or multi-national enterprises, we offer world-class qualifications that will take your career to the next level.

The UniSA MBA provides more than just the essentials of business, it challenges you to think strategically and work from evidence to develop solutions to complex problems. The MBA links you to highly qualified peers and mentors, world-class professors, and the latest in management and leadership thinking. Your classroom experience translates to your workplace through projects that will transform your business, while allowing you to explore new ways of thinking and leading. You will understand yourself, and the management of others, and accelerate the development of your abilities to lead and govern effectively.

Our 5-star MBA is recognised and respected globally for its excellence. We offer a dynamic, engaging, and completely flexible program that prepares you to think and act as a global business leader. Your options include international study tours, specialisations to deepen your expertise, and training to prepare you to contribute as a company director.

Once you graduate, you join a dynamic, global network of more than 50,000 business alumni. As part of UniSA’s alumni network, you’ll continue to sharpen your skills and knowledge, access UniSA’s continuing development and resources, and enjoy the benefits of a global network of peers.

Please visit us online or get in touch if you would like to speak to us about your MBA journey.

I look forward to welcoming you to the UniSA Business School.

Professor Marie Wilson
Pro Vice Chancellor
UniSA Business School
TRANSFORMED CAREERS
WHAT OUR GRADUATES SAY ABOUT THE MBA

ESTHER ROBERTS
Trade and Investment Director
London Office of the Agent General, Government of South Australia

“The MBA has allowed me to make more informed decisions faster than before. It has given me an understanding of the core business of other units within my organisation, allowing me to ask the right questions before I make my own business decisions.

Unisa Business School delivers a professional program and is well connected with international universities and industry. Importantly, the university is flexible enough to address the needs of full-time workers that are juggling multiple family and work demands whilst still holding students to account for deadlines and quality outcomes.”

ANDREW CHAN
Chief Executive Officer
ACI HR Solutions

“Unisa had the ideal MBA program for busy working executives, with just the right balance between contact hours and self-study, limiting the impact it had on my work. I benefited during the program as I was able to apply much of the theory into practice immediately back into the workplace, and at the same time was able to use real examples during class.”

KIM SAMMUT
General Manager
Parsons Brinckerhoff Australia-New Zealand

“Absolutely everything that I learned from my MBA has been directly applicable in my senior management role. My job has been made easier and more enjoyable, while the benefit to my company has been obvious to my superiors, resulting in subsequent promotion.”

BILL LE BLANC
Executive Director & Chief Information Officer
SA Health, Government of South Australia

“The MBA has most certainly enhanced my effectiveness as an executive leader. That alone achieved my goal for completing an MBA. The unforeseen flow-on implications of becoming a more effective executive were that further executive opportunities opened up to me that I never imagined were possible.

The MBA enabled a consolidation of over 20 years of workplace experience, into structured frameworks that enhanced the application of this experience in the workplace. It is a challenging, stimulating and rewarding program that facilitated a move into executive general management, which then led to my current role as Executive Director and Chief Information Officer.”
KYM MYALL  
Director  
Australian Taxation Office

“I decided to study an MBA to expand my thinking professionally and improve my business qualifications. The UniSA program provided me with the flexibility to fit in with full-time work and family and enabled me to expand my knowledge and networks. Completing the MBA has demonstrated not just my dedication to learning and applying my knowledge in the workplace, but also my commitment, time management and resilience.”

ALISON SENTANCE  
Managing Director  
Vital Consult Pty Ltd, Aboriginal Biodiversity Conservation Foundation Limited

“Completing my MBA at UniSA has been a major milestone in my life. It gave me the knowledge, skills and confidence to start my own consultancy firm in 2013, one month after graduating. The majority of my studies were completed externally due to working in remote locations across Australia, and UniSA provided a great online learning platform. I gained extensive access to a professional network of graduates and staff were supportive, enabling me to create a flexible schedule to accommodate my work and personal commitments.”

NICOLE DWYER  
Chief Executive  
Workskil Australia

“The MBA is a motivating, challenging and enjoyable program, which gave me valuable insights into other businesses, providing solutions to problems within my own workplace. It is a great program to develop genuinely strong networks and its practical teaching approach means learnings can be implemented straight back into the workforce.”

ROD ELLIS  
Executive Director  
Tonkin Consulting

“The MBA helped me expand my abilities from analytical problem solving in an engineering application, to developing a greater understanding on how the business as a whole worked and where improvements and change could be made in order to grow. The practical nature of the course allowed me to transition my career from a project engineer at the beginning of the program to becoming the Practice Manager, and Director. The business grew from a small firm to a medium sized business - 14 years on and I still use the skills developed from the MBA in my Board role and with the consulting work I do for clients.”

JOHN DAGAS  
Director of Precinct Development and Operations  
TechinSA (formerly BioSA)

“I chose to pursue this program as it was the next step necessary to progress to executive roles and board positions. I had a lot of experience in managing staff, projects and large budgets, however I wanted to fine-tune my executive skills and increase my knowledge from a board perspective.

The MBA has allowed me to refine my executive skills which have enabled me to work across public and private organisations at an executive and board level. It has allowed me to become a direction setter, change agent and coach to both internal staff and external stakeholders in order to achieve and exceed set goals. I highly recommend this challenging and rewarding MBA program to potential candidates, it has given me some great opportunities to further my executive career.”
You can’t overestimate the importance of education in leadership, particularly at the executive level. I believe that we all possess innate leadership skills, but programs such as the MBA are critical in bringing those skills to the fore and enhancing them.

Our MBA focuses on developing the skills to lead in the rapidly changing business world, with a focus on application of those skills.”
FLEXIBILITY + APPLIED LEARNING = REAL-TIME IMPACT

STUDY ONLINE OR ON CAMPUS

The UniSA MBA has been developed for experienced managers and executives, and provides the knowledge and skills to grow your business and advance your career in senior management and leadership.

The fully-flexible MBA program, allows you to tailor your studies to suit your individual needs. The MBA curriculum is available fully-online, face-to-face, or in mixed mode of delivery and also offers a range of intensive study options to fast-track your learning.

You will gain real-world insights through access to academic and industry experts and through curriculum informed by current research and industry practices.

The MBA program has a strong practical focus embedded in senior management decision-making, assuring industry relevance and fostering real-time application in the workplace. You will engage with a cohort of experienced professionals from a diverse range of industry backgrounds, in a highly interactive learning environment, to maximise networking and career development opportunities.

We provide you with a range of experiential learning opportunities, which deliver significant professional and personal benefits. These include Board Observership, Industry Consulting, and a range of International Study Tours.

Our digital learning platform and engaged academic staff deliver an exceptional learning experience. There are 12 courses in the MBA program, delivered flexibly over four study periods each year. Each course is 10-weeks in duration, requiring approximately 15 hours of study per week and many courses are also offered in intensive mode. Four intakes per year are available in January, April, June, and September.
The curriculum has been developed with a strong practical basis for senior management decision making, providing application and relevance in the workplace. Topics include strategy, leadership, marketing, ethics and sustainability, accounting, finance, international business, law, and organisational management.

The MBA program has been designed to suit your individual career and business needs with the option to specialise in Finance, Human Resource Management or Marketing.

The MBA program consists of nine compulsory core courses, one capstone course and a choice of two electives from a range of over 80 business and management courses. Our courses have an applied focus, utilising real-life business case studies and are taught by industry experts and visiting business leaders. You will participate in collaborative discussions focussed on current business challenges and have the opportunity to address real-world scenarios from your workplace for assessment tasks.

There are three MBA capstone options. The Strategic Research Project requires students to plan and execute a research project for a board or senior management group, demonstrating synthesis of learning achieved through the program. Other capstone options are the AICD Company Directors Course and the Business in China Study Tour Project.

### MBA Core Courses
- Strategic Thinking: Concepts and Tools
- Accounting for Decision Making
- Ethics, Governance and Sustainability
- International Business
- Leadership for Growth
- Managerial Finance
- Managing People and Organisations
- Strategic Marketing
- The Law for Managers

### MBA Elective Options
- Australian Institute of Company Directors’ Company Directors Course
- Business in China Study Tour Project
- Entrepreneurship and Innovation
- European Summer School of Advanced Management
- Failing Forward – Leadership in Difficult times
- International Study Tours
- Negotiation
- Responsible Leadership
- Wine Marketing

### Capstone Course Options
- Strategic Research Project
- Australian Institute of Company Directors’ Company Directors Course
- Business in China Study Tour Project
LEARN FROM THE EXPERTS

DR RUCHI SINHA
Senior Lecturer and Research Education Portfolio Leader

“Learning in a classroom is a two-way street, where participation and interaction is key and all courses include a strong experiential component. I am passionate about helping students develop key leadership competencies such as negotiation skills. In my teaching, I provide a balance of theoretical knowledge, experiential skill development and motivation to implement.

Before entering academia, I worked as a HR consultant and delivered training programs on psychometric selection tools, team-building, negotiation and leadership skills.

My research interests revolve around the study of shared leadership in teams where there are multiple power and status hierarchies and how members engage in speaking up, conflicts and expertise utilisation.”

DR CARL DRIESENER
Senior Lecturer and Senior Research Associate at the Ehrenberg-Bass Institute for Marketing Science

“I have worked in market research and consulting for nearly 20 years, with numerous local and global businesses, creating evidenced-based knowledge and processes in many areas including brand tracking, forecasting and market structure capabilities. MBA students have the opportunity to learn and apply these industry insights and the latest in marketing research from the Ehrenberg-Bass Institute for Marketing Science to boost their organisational capability.

I am particularly interested in developing excellence in marketing capabilities in my students and for businesses, to help them better compete locally and globally. I am also currently leading marketing programs for a number of Ehrenberg-Bass Institute clients in Europe, USA, and Australia.”

PROFESSOR YING ZHU
Director at the Australian Centre for Asian Business

“Our aim at the Australian Centre for Asian Business is both to help provide the framework for greater engagement between Australia and Asia and to give business and government the skills and knowledge to make things happen. The Centre is unique for its ability to combine academic rigour with practical skills to address issues of equal importance to Australia and Asia.

As the academic leader of the MBA Business in China Study Tour Project, I apply my research and real-world experience, in my teaching. My objective is to provide the framework to empower MBA students to build their capabilities, skills and knowledge to develop greater engagement between Australia and Asia.”
COMPANY DIRECTORS COURSE

Offered in a unique partnership with the Australian Institute of Company Directors (AICD) as an approved elective or capstone course of the MBA curriculum, the Company Directors Course is designed to help you develop your skills and further your career and will strengthen your understanding of the principals and practices of good governance.

The Company Directors Course gives a comprehensive grounding in the roles and duties of board directors. The course includes modules on effective decision making, the legal aspects of directorship, financial literacy, and strategy.

This dynamic and well-recognised course will equip you with specialist knowledge that will support your ability to manage more effectively. It will also provide you with the skills to advise boards, join boards, and to better understand the contribution of high functioning boards to an organisation’s success.

On successful completion of the course assessment, members of the AICD may be eligible to use the GAICD graduate post nominal.

ALEXANDREA CANON

UniSA MBA Graduate
Chair, Leaders Institute SA and SATAC
Director, Hood Sweeney, Credit Union SA, Winston Churchill Memorial Trust, and Bizbuild.

“My MBA gave me the confidence and the knowledge necessary to successfully carry out some very senior roles at a relatively young age and to join my first board soon after graduating. My MBA experience at UniSA also taught me the value of life-long learning and led me to work in a number of organisations that strongly value education and educational leadership.

Today, I chair two boards, sit as a director and chair subcommittees on two other boards, and I am an active director of a fifth organisation. I also run a consulting business coaching executives and board members and delivering governance training.”
EXCEPTIONAL CAREER TRAJECTORIES

#1 in SA for median graduate salaries in Business and Management.

QLT Graduate Destinations Survey 2015 and Graduate Outcomes Survey 2016-17.
“When I commenced the MBA program, I had significant professional experience, including working with executives in ASX listed entities, and HR qualifications. However I didn’t have broad business qualifications. The MBA program has helped close gaps in my experience and qualifications, and has broadened my strategic perspective across disciplines.

The MBA has provided me with solid theoretical understanding as well as the ability to pragmatically apply it, which has been valuable as I’ve progressed into an executive role myself. It has also given me confidence in areas which I didn’t previously have significant exposure to, including marketing, economics and financial accounting. Additionally, I was involved with the Business In China Intensive School. This residential component, based in Shanghai and Beijing, gave me a first-hand experience in Asia and a real sense of the challenges and opportunities of doing business in an emerging economy so relevant to Australia.

Equally, the MBA has broadened my professional network; when I commenced the program I had recently returned to Adelaide and it gave me the opportunity to connect with other like-minded professionals.”
GLOBAL CONNECTIONS

UniSA Business School has established strong connections with prestigious universities worldwide, in Europe, Asia, and the Americas, providing students with international opportunities and a global business perspective.

Our MBA opens doors to new possibilities and experiences through a range of intensive study tours and exchanges. The opportunity to travel with leading academic staff and your MBA colleagues will provide you with first-hand knowledge of the international business environment and develop your ability to identify the opportunities and challenges in conducting international business.

MBA students can take advantage of a range of Student Mobility Grants to undertake an overseas exchange, making experiences abroad more accessible.

“I LOVE TO TRAVEL, SO THE BUSINESS IN CHINA INTENSIVE SCHOOL WAS A REAL DRAWCARD AND STOOD OUT FOR ME AS A HIGHLIGHT OF THE PROGRAM EXPERIENCE. I WAS ABLE TO DEVELOP MUCH MORE IN-DEPTH KNOWLEDGE OF THE CHINESE MARKETPLACE. THE TOUR ALSO PROVIDED ME WITH EXCELLENT NETWORKING AND BUSINESS OPPORTUNITIES.”

- SIMON SCHMIDT, MBA GRADUATE, ENTREPRENUER AND MANAGING DIRECTOR, VINNOVATE

Business in China Intensive School
This two-week study tour offered in partnership with leading international business school, Peking University, travels to China, where students gain first-hand knowledge of the Asian business environment. Students will develop the ability to identify the opportunities and challenges of conducting successful business in China and craft effective strategies that can be implemented to capture opportunities and overcome obstacles for successful ventures in the region. Topics covered in this course include assessment of business opportunities in China, identification of specific business opportunities for a selected organisation, development of a business proposal for an organisation and report design and development.

European Summer School of Advanced Management
The UniSA Business School is part of an international consortium of outstanding business schools from around the world, that organises the European Summer School for Advanced Management (ESSAM). This two-week study tour has been established to give 100 MBA students an intensive experience of international business consisting of lectures, workshops, a consulting project and company visits. ESSAM has previously been hosted in London, Glasgow and Copenhagen and offers unique opportunities for MBA students to work together and explore the future of business in an international environment.

Doing Business in Mexico: Mexico as an Emerging Market
The Doing Business in Mexico seminar is a week long program hosted by IPADE, Universidad Panamerica, providing participants the opportunity to connect with colleagues from Mexico and other visiting countries while learning about Mexico as an emerging market. Participants learn about management in a global context, which includes rapidly growing populations experiencing a substantial increase in living standards and income, rapid economic growth, and a relatively stable currency.
**GLOBAL EXCHANGE PARTNERS**

MBA students can benefit from more than 60 established exchange partnerships worldwide and are encouraged to utilise the range of short-term international study opportunities available to gain a global perspective. Our exchange partners include:

<table>
<thead>
<tr>
<th>Country</th>
<th>Universities/Projects</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Austria</strong></td>
<td>Vienna University of Economics and Business</td>
</tr>
<tr>
<td><strong>Belgium</strong></td>
<td>KU Leuven</td>
</tr>
<tr>
<td><strong>Canada</strong></td>
<td>Brock University</td>
</tr>
<tr>
<td></td>
<td>Carleton University</td>
</tr>
<tr>
<td></td>
<td>Concordia University</td>
</tr>
<tr>
<td></td>
<td>HEC Montreal</td>
</tr>
<tr>
<td></td>
<td>Laval University</td>
</tr>
<tr>
<td></td>
<td>The University of Calgary</td>
</tr>
<tr>
<td></td>
<td>University of Ottawa</td>
</tr>
<tr>
<td></td>
<td>University of Ottawa Telfer</td>
</tr>
<tr>
<td></td>
<td>School of Management</td>
</tr>
<tr>
<td></td>
<td>University of Victoria</td>
</tr>
<tr>
<td><strong>China</strong></td>
<td>Beijing Jiaotong University</td>
</tr>
<tr>
<td></td>
<td>Beijing Normal University</td>
</tr>
<tr>
<td></td>
<td>Beijing University of Technology</td>
</tr>
<tr>
<td></td>
<td>Lingnan University College</td>
</tr>
<tr>
<td></td>
<td>Sun Yat-sen University</td>
</tr>
<tr>
<td></td>
<td>Shandong University</td>
</tr>
<tr>
<td></td>
<td>Tianjin University</td>
</tr>
<tr>
<td><strong>Denmark</strong></td>
<td>Aarhus University</td>
</tr>
<tr>
<td></td>
<td>Roskilde University</td>
</tr>
<tr>
<td><strong>France</strong></td>
<td>ESCE, Paris – Ecole Supérieure du Commerce Extérieur</td>
</tr>
<tr>
<td></td>
<td>KEDGE Business School</td>
</tr>
<tr>
<td></td>
<td>Rennes Business School</td>
</tr>
<tr>
<td></td>
<td>Toulouse Business School</td>
</tr>
<tr>
<td><strong>Germany</strong></td>
<td>EBS University of Business and Law</td>
</tr>
<tr>
<td></td>
<td>WHU Otto Beisheim School of Management</td>
</tr>
<tr>
<td></td>
<td>Münster School of Business</td>
</tr>
<tr>
<td><strong>Hong Kong</strong></td>
<td>The Chinese University of Hong Kong</td>
</tr>
<tr>
<td></td>
<td>Hong Kong Baptist University</td>
</tr>
<tr>
<td><strong>Italy</strong></td>
<td>University of Bergamo</td>
</tr>
<tr>
<td></td>
<td>L’Universita Carlo Catteneo (LIUC)</td>
</tr>
<tr>
<td></td>
<td>University of Turin</td>
</tr>
<tr>
<td><strong>Japan</strong></td>
<td>Kansai Gaidai University</td>
</tr>
<tr>
<td></td>
<td>Kwansei Gakuin University</td>
</tr>
<tr>
<td></td>
<td>Nagoya University</td>
</tr>
<tr>
<td></td>
<td>Nagoya University of Foreign Studies</td>
</tr>
<tr>
<td></td>
<td>Okayama University</td>
</tr>
<tr>
<td><strong>Mexico</strong></td>
<td>IPADE, Universidad Panamericana</td>
</tr>
<tr>
<td><strong>Norway</strong></td>
<td>Oslo and Akershus University</td>
</tr>
<tr>
<td></td>
<td>College of Applied Sciences</td>
</tr>
<tr>
<td></td>
<td>University of Agder</td>
</tr>
<tr>
<td></td>
<td>Vestfold University College</td>
</tr>
<tr>
<td><strong>Portugal</strong></td>
<td>Católica Lisboa</td>
</tr>
<tr>
<td><strong>Singapore</strong></td>
<td>Nanyang Technological University</td>
</tr>
<tr>
<td><strong>Slovenia</strong></td>
<td>University of Ljubljana</td>
</tr>
<tr>
<td><strong>South Korea</strong></td>
<td>Chung-Ang University</td>
</tr>
<tr>
<td></td>
<td>Korean Advanced Institute of Science and Technology</td>
</tr>
<tr>
<td><strong>Spain</strong></td>
<td>Universidad Politecnica de Valencia</td>
</tr>
<tr>
<td><strong>Thailand</strong></td>
<td>Thammasat University</td>
</tr>
<tr>
<td><strong>The Netherlands</strong></td>
<td>Arnhem Business School</td>
</tr>
<tr>
<td></td>
<td>HAN University of Applied Sciences</td>
</tr>
<tr>
<td></td>
<td>University of Twente</td>
</tr>
<tr>
<td><strong>Turkey</strong></td>
<td>Bogazici University</td>
</tr>
<tr>
<td><strong>UK</strong></td>
<td>Aston Business School</td>
</tr>
<tr>
<td></td>
<td>Lancaster University</td>
</tr>
<tr>
<td></td>
<td>University of Strathclyde, Glasgow</td>
</tr>
<tr>
<td><strong>USA</strong></td>
<td>Buffalo State College (SUNY)</td>
</tr>
<tr>
<td></td>
<td>Colorado State University</td>
</tr>
<tr>
<td></td>
<td>Kansas State University</td>
</tr>
<tr>
<td></td>
<td>Minnesota State Northern</td>
</tr>
<tr>
<td></td>
<td>Arizona University</td>
</tr>
<tr>
<td></td>
<td>Oklahoma State University</td>
</tr>
<tr>
<td></td>
<td>Mankato Purdue University</td>
</tr>
<tr>
<td></td>
<td>Stetson University</td>
</tr>
<tr>
<td></td>
<td>The University of North Dakota</td>
</tr>
</tbody>
</table>
RESEARCH INFORMED CURRICULUM

Working closely with industry, the UniSA Business School generates high-quality enterprising research that informs our MBA curriculum and tackles real-world problems. We are renowned for our concentration of global thought-leaders and academic experts in the areas of marketing, human resource management, applied economics, tourism and international business.

Our MBA curriculum is informed by our research expertise which ranked ‘Above World-Class’ in Business Management and Marketing in the 2015 Excellence in Research (ERA) rankings. The program is taught by leading business experts from our broad range of research concentrations, research institutes and centres.

Additionally, our Sydney-based Institute for Choice (I4C) works with partners in government and private industry, applying economic models to better understand how citizens, customers and other stakeholders make choices and how this impacts institutional planning and decision-making.

Our researchers at the Centre for Workplace Excellence work closely with business, government, and professional management associations to determine effective strategies and practical approaches for managing and supporting people in the modern workplace.

To learn more about our research and business insights, read the latest edition of unisabusiness magazine, a review of current thinking for today’s business leaders, accessible online via unisabusinessschool.edu.au/magazine

This includes the Ehrenberg-Bass Institute for Marketing Science, one of the world’s leading centres for research in marketing, making fundamental discoveries about consumer behaviour for global corporations such as Colgate-Palmolive, Uber, Unilever, Turner Broadcasting and Procter & Gamble. The institute’s cutting-edge research is embedded into the MBA curriculum, providing students with the opportunity to learn from the same marketing scientists that advise senior marketing executives from all over the world.
INNOVATION AND GROWTH

Committed to developing the exciting landscape of entrepreneurship and innovation in Australia, the **Innovation and Collaboration Centre (ICC)** is a strategic partnership between UniSA, the Government of South Australia and DXC Technology, providing entrepreneurs, small businesses and MBA students access to the services and expertise of Australia’s University of Enterprise. The Centre offers space and resources for collaboration and incubation of business ideas and new innovations for business growth. MBA students can benefit from a number of the ICC’s programs including workshops throughout the year, designed to support business start-up and scale-up, growth, creative thinking, commercialisation and technology, as well as apply to the Venture Catalyst program, designed to support founders through the early stages of a global startup.

The **Australian Centre for Business Growth** delivers world-class business growth programs that provide CEOs/MDs and executives of small and medium companies with the knowledge and skills needed to develop as leaders, overcome business challenges and compete in a global marketplace. The programs involve a combination of expert presentations, action planning and peer discussions with like-minded executives, and each CEO is held accountable to make the changes in their company required for growth. Ten companies who participated in the ANZ Business Growth Program increased aggregate profit by 419% since starting the program in 2014.

---

**PROFESSOR SUSAN FREEMAN**
Professor, International Business

Professor Freeman’s research is focused on international business strategy, emphasising early accelerated internationalisation of smaller firms, international entrepreneurship, services internationalisation, corporate social responsibility and global business, as well as emerging markets.

Her MBA teaching links the contextual environment - political, economic, cultural and technological factors - to business challenges, especially for smaller to medium sized enterprises (SMEs) engaging for the first time, or expanding into foreign markets.

In 2017 Professor Susan Freeman was awarded the UniSA Business School’s Teaching & Learning Award in the category of Postgraduate Students’ Voice, Inside the Classroom.
CHAMPIONING DIVERSITY IN LEADERSHIP

UniSA is among a consortium of universities in Australia to offer Women in MBA (WiMBA) and Aboriginal MBA (AMBA) scholarships in partnership with industry.

Our mission is to develop graduates for global professional careers and champion business growth in our State and we recognise that to have sustainable economic development, we need greater diversity in leadership. To address the gap, we are proud to partner with industry to support those with leadership potential to advance their careers into senior management and executive roles.

Through the Women in MBA (WiMBA) and Aboriginal MBA scholarships, UniSA will match an employer contribution of 50% to fully fund the MBA tuition fees.

Supporting employers can also directly benefit from the program, providing access to our wider business community, networks and knowledge from the MBA curriculum that can be directly applied within organisations to deliver results in real-time.

Find out more
WiMBA Scholarship
unisabusinessschool.edu.au/mba/WIMBA-scholarship

Aboriginal MBA scholarship
unisabusinessschool.edu.au/mba/Aboriginal-MBA-scholarship

Additionally, the University offers a range of scholarships that MBA students are eligible to apply for. For more information on scholarships available and eligibility requirements visit unisa.edu.au/scholarships

CHEREE FIGG, MBA STUDENT

WiMBA Scholarship holder
Switzer Australasia
LIFELONG LEARNING AND DEVELOPMENT

Our MBA students and graduates benefit from an array of networking and professional development opportunities during their studies and beyond. As a member of our MBA and Business School community, you will gain access to exclusive initiatives, events and seminars and build career-long relationships with leaders from commercial, government and non-for-profit organisations.

**MBA Alumni Mixers**
As part of the UniSA MBA Program, you will gain exclusive access to our network of MBA students and alumni and be invited to attend the MBA Alumni Mixers. This series of quarterly networking events facilitated by UniSA in collaboration with the MBA Alumni Committee, will support you to develop your professional network, strengthen connections with other MBA students and alumni, and give you the opportunity to collaborate, develop business ideas or new research and thinking in the topics covered within the MBA program.

**Executive Partners Program**
Our Executive Partners Program is a unique mentoring opportunity which allows you to gain perspective, develop insights and think through your career plans and choices. It creates connections and relationships that enrich the learning, careers and lives of both students and mentors.

Through this program students are matched with an eminent senior executive (CEO or Senior Manager) who may be retired, semi-retired or still in the workforce. These Executive Partners are selected from a diverse range of professions/industries and in addition to their proven leadership and managerial expertise, have a vast business network and extensive experience which they can draw on to assist students with their career goals.

**View From the Top**
The UniSA Business School hosts View From The Top, an exclusive seminar and networking series that connects executives and thought-leaders with our MBA students and alumni. The View From The Top presenters share leadership and industry insights and advance debate on issues that affect the business world and our society.

**International Alumni Network**
With more than 200,000 alumni living in more than 134 countries, you will join a vast network of graduates to connect with wherever you live and travel. UniSA supports a number of special and country-specific networks that offer a variety of professional and social networking functions, which you can benefit from in Australia or while traveling or living overseas.
OTHER STUDY OPTIONS

Shorter Program Options
If you would like to strengthen your business knowledge and undertake a shorter program, the Graduate Certificate in Business Administration (four-courses) or Graduate Diploma in Business Administration (eight-courses) may be suitable. Both are available in face-to-face, online or mixed study modes and provide credit towards the MBA, should you later decide to progress and complete the full MBA program. For further information including entry requirements, please visit our MBA website.

Other Postgraduate Study
If you do not yet meet the experience requirements for entry into the MBA, you may consider undertaking an alternative postgraduate program, suitable for early career managers, such as the International MBA (including five specialisations), the Master of Management (including 4 specialisations) or the Master of Finance.

For more information visit unisabusinessschool.edu.au/PG

Leadership and Executive Development
UniSA works in collaboration with large public and private sector organisations, industry and professional associations to develop and deliver customised leadership, management and business programs. This includes short, high impact, evidence-based courses designed to be truly transformational for individuals and their organisations. All courses are designed to meet the strategic goals of an organisation and can provide credit into the MBA program.
APPLICATION PROCESS

Entry requirements

Applicants seeking admission into the program will have:

a) A minimum of three (3) years full-time management experience and a recognised university undergraduate degree or equivalent professional qualifications; OR

b) A Graduate Certificate or Graduate Diploma in Business Administration from the University of South Australia with an average of at least Pass Level 1 (55%) across four (or more) courses, or an equivalent qualification from the University of South Australia or from another recognised university; OR

c) The Program Director may, under exceptional circumstances, accept candidates with substantial and proven managerial and/or entrepreneurial experience who have demonstrated the potential to meet the learning requirements of the MBA.

International students

International students who do not speak English as a first language are also required to meet the minimum English language entry requirements for postgraduate international students. This requires an International English Language Testing System (IELTS) score of 6.5 (with 6.0 in Reading and Writing) obtained within the last two years, or a corresponding result via one of the alternative English language tests recognised by the University.

For more information please visit: unisa.edu.au/international

Application Process

Applications for the MBA program can be made online via: unisabusinessschool.edu.au/mba/apply-now

As part of the application process, MBA candidates are required to submit:

• An academic transcript;
• A current curriculum vitae which provides evidence of management experience and at least one referee who can validate the candidate’s management experience, skills and acumen.

If applicable, scholarship applications must also be submitted in conjunction with the complete MBA application.

Closing dates

Applications for the program can be submitted up until two weeks prior to the start date of the commencing study period. Study periods commence in January, April, June, and September.

Credit transfers

There are a range of credit options available, providing MBA students with recognition for relevant prior relevant learning. All credit transfer and exemption is at the discretion of the Executive Director: MBA and Executive Education. If you have completed appropriate postgraduate management courses at recognised institutions, you may be assessed for a credit transfer. Some of the approved credit transfer courses into the MBA include:

• AICD Company Directors Course for one course credit
• Leaders Institute of South Australia Governor’s Leadership Foundation Program for one course credit
• Australian Centre for Business Growth, Growth programs, for one elective and one core course credit
• CPA Australia CPA Program - one elective and two core course credits
• UniSA Strategic Partnerships Leadership Development Program, for two elective course credits.
Tuition Fees
The tuition fees for the MBA program are invoiced on a per course basis charged each study period and are subject to a modest annual increase. 2018 MBA course fees are $AU3,975 per course.

For more information on fees, visit: unisa.edu.au/fees

FEE-HELP
The Higher Education Loan Program includes a loan scheme called FEE-HELP for domestic fee paying students. Eligible students can take out a FEE-HELP loan to assist with their MBA tuition fees. Eligible students may choose to defer some, or all, of their tuition fees to FEE-HELP by completing a Request for FEE-HELP Assistance form.
RATED 5-STAR FOR EMPLOYABILITY, TEACHING AND STUDENT QUALITY, FACILITIES AND ENGAGEMENT

Quacquarelli Symonds (QS) subject rankings.
ABOUT THE UNISA BUSINESS SCHOOL

#1 IN SA
FOR MEDIAN GRADUATE SALARIES
IN BUSINESS AND MANAGEMENT

TOP 10
IN AUSTRALIA
FOR TEACHING
IN LAW AND PARALEGAL STUDIES

TOP 1%
OF BUSINESS SCHOOLS WORLD-WIDE
One of 174 business schools globally

TOP 15
INSTITUTIONS
IN THE WORLD
FOR ACCOUNTING AND FINANCE
Quacquarelli Symonds (QS) subject rankings.

TOP 10
MBA IN AUSTRALIA
FOR 10 CONSECUTIVE YEARS
Australian Financial Review
BOSS Survey, 2017
YUNGONDI BUILDING

The UniSA Business School's world class facilities include next-generation learning spaces, SA's first simulated IRESS financial trading room, a new Business Student Hub, corporate-style lounge and the MBA & Executive Education Hub.
Acknowledgment of Country
Unisa respects the Kaurna, Boandik and Barngala peoples' spiritual relationship with their country. We also acknowledge the diversity of Aboriginal peoples, past and present. Find out more about the University's commitment to reconciliation at: unisa.edu.au/About-UniSA/Indigenous-education