



THE UNIVERSITY OF
MELBOURNE

MELBOURNE
BUSINESS
SCHOOL

Full-time MBA



GLOBAL. BUSINESS. LEADERS.

COVER PHOTO FROM LEFT TO RIGHT:
CLASS OF 2008 – DANIEL WESTERMAN, ALBERT CASELLAS CLARET, JANET MARTIN AND WALLY HASSELBRING



AHMED FAHOUR, MBA CLASS OF 1993, EXECUTIVE DIRECTOR & CEO AUSTRALIA, NATIONAL AUSTRALIA BANK



GLOBAL. BUSINESS. LEADERS.

Message from the Dean



Thank you for your interest in Melbourne Business School. We're proud of the quality of our programs, networks and reputation for preparing future leaders to take their place around the globe.

In 1963, we offered Australia's first MBA. Our heritage of providing a world class program is reflected in our EQUIS accreditation, *The Financial Times* rankings and the personal and professional transformations experienced by our alumni.

Global

Completing an MBA at Melbourne Business School is an international experience as our students, faculty and participating organisations come together from around the world.

In our full-time MBA program, 70 per cent of our students come from over 35 countries with different backgrounds, industry expertise and life experience.

Many of our students benefit further from an enriching international experience through an exchange semester with one of 45 prestigious business schools or by completing the elective 'Industry Studies in Asia'.

Our highly qualified faculty come from globally renowned business schools and many are engaged as business consultants to leading organisations.



European Quality Improvement System (EQUIS) is the global quality assurance scheme of the European Foundation for Management Development

Business

Melbourne Business School was jointly established and is led by corporate Australia and The University of Melbourne — with ongoing business involvement and support in our MBA program.

Our ownership structure is unique and ensures our MBA program is rigorous and relevant to meet the needs and challenges of future business leaders.

Leaders

Firmly grounded in Australia's leading university, Melbourne Business School is a leader in management education and executive development. Our focus is on leadership and preparing future leaders to take their place on the world stage.

Our alumni hold leadership positions in business, government and non-profit organisations in over 52 countries. Please join us to be part of the next generation of Global Business Leaders.

A handwritten signature in blue ink, which appears to read 'John W. Seybolt'.

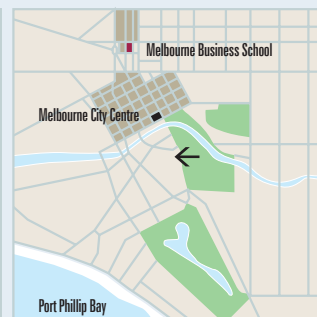
JOHN W. SEYBOLT
DEAN & DIRECTOR
MELBOURNE BUSINESS SCHOOL

Full-time MBA contact details

For further information on Melbourne Business School full-time MBA please contact:

The full-time MBA Program office

Email: programs@mbs.edu
Telephone: +61 3 9349 8788
Facsimile: +61 3 9349 8799
Website: www.mbs.edu





MELBOURNE BUSINESS SCHOOL STUDENTS DANIEL WESTERMAN, MATHIAS WITT AND JOE MACK DURING CAREERS WEEK 2007

A Global Business School

Melbourne Business School is renowned throughout the Asia Pacific.

When you walk into Melbourne Business School you enter an international environment where lives are transformed.

Over the last fifty years, Melbourne Business School has built an outstanding reputation for program excellence and a high-quality learning experience. Today, the School's impact is felt around the globe.

Our MBA is conferred by The University of Melbourne ('The University'). Our long standing partnership with The University and the ongoing strong links with business, combine to make Melbourne Business School an invigorating environment generating ideas and knowledge to transform the lives and careers of our students.

Faculty members, with a visible passion for teaching, are globally recognised as leaders in their fields. They are actively engaged with business.

Management education at Melbourne Business School is unmatched in its depth and scope within Australasia. It reflects a capacity to prepare managers, leaders and organisations for the challenges of a global future.

A Superior University

The University of Melbourne

- > Consistently ranked amongst the top 25 universities in the world*
- > No. 1 in Business and Economics in Australia**
- > Member of the Universitas 21 network

The University is one of the truly outstanding universities of the world.

With a history dating back to 1853, it is a highly regarded place of learning that makes continuing distinctive contributions to global society.

This is a place where great scholars lead talented students to open their minds, share wisdom and face the great unknowns. It is a place where each new generation can define a future that it values.

The University has a rich tradition of success in countless fields of endeavour. And it is universally respected for its research, teaching and knowledge transfer. Its strong links with a huge array of leading local and overseas institutions are testament to its status in the world.

It is international in character and focus. And it is world class in the staff and students it attracts, the research and scholarship it produces and the academic standards to which it adheres.

With an extraordinary faculty drawn from all corners of the globe, The University continually opens new paths to scientific understanding and supports critical and creative endeavour.

The University is a fine teaching institution, which attracts the brightest students from the widest range of backgrounds and offers an outstanding educational experience.

Melbourne Business School

- > First Australian business school to offer an MBA (1963)
- > No. 1 ranked MBA in Australia[#]
- > EQUIS accreditation – independent assurance of the quality of our programs

* The Times Higher Education Supplement 2004–2006

** Melbourne Institute of Applied Economic and Social Research 2006

The Financial Times 2005 and 2006



THE UNIVERSITY OF MELBOURNE

About our MBA

The Melbourne MBA is an academically rigorous program that is innovative, practical and internationally relevant. The curriculum is designed to provide you with a foundation of business knowledge, insights and skills to help you achieve success in a range of sectors anywhere in the world.

The program consists of 20 subjects — ten compulsory and ten electives. Each term is 12 weeks of classes and one week of exams. The program commences with the two-week intensive subject 'World of Management'.

There are two intakes each year in September and January, and the MBA program can be completed in either 16 or 20 months. There are two optional program elements: the international exchange semester and three-month career internship.

Discover more about our MBA program at an information session:

www.mbs.edu/infosessions

Compulsory subjects provide a strong foundation in business management

- > World of Management
- > Accounting for Managers
- > Managing People for High Performance
- > Managerial Economics
- > Data & Decisions
- > Financial Management
- > Marketing
- > Economics & Public Policy
- > Managing Processes
- > Business Strategy

Tailor your elective subjects to suit your career needs

You can select from approximately 40 electives from the categories below for your remaining 10 subjects to suit your career needs:

- > Entrepreneurship & Innovation
- > Finance & Accounting

- > International Business Management
- > Marketing
- > Organisations, Human Resources & Managerial Development
- > Public Sector Management
- > Strategy, Competition & Governance
- > Technology & Operations Management

Choose a generalist or specialist MBA

Pursue a generalist course to develop a thorough grounding in all business disciplines or an informal specialisation.

The areas of speciality include:

- > Finance & Accounting
- > International Business
- > Marketing
- > Economics & Strategy

Subject descriptions are available at www.mbs.edu/courseguide

September intake

	2007 September – December	2008 January – May	2008 May – August	2008 September – December	2009 January – May
September 2007 intake (20 months with internship)	WOM 5 core	4 core + 1 elective	Internship	Exchange or 5 electives	4 electives
September 2007 intake (20 months without internship)	WOM 4 core	4 core	1 core + 3 electives	Exchange or 4 electives	3 electives
September 2007 intake (16 months)	WOM 5 core	4 core + 1 elective	5 electives	Exchange or 4 electives	

January intake

	2008 January – May	2008 May – August	2008 September – December	2009 January – May
January 2008 intake (16 months)	WOM 5 core	4 core + 1 elective	Exchange or five electives	4 electives

GREG LEWIN
MBA Class of 1984
President
Shell Global Solutions International BV

"The MBA changed my life – it enabled me to realise my potential and the career opportunities available. My life wouldn't have worked out this way without it. An MBA from Melbourne Business School will help to maximise your potential and provide you with a strong platform for growth."



MELBOURNE BUSINESS SCHOOL

Faculty

Our world-class faculty is internationally recognised. They come from leading business schools around the world, and combine academic rigour with practical business application.

We choose our faculty for their commitment to teaching. They are driven by a passion to share their insights and create a dynamic learning environment. Our classrooms are alive with debate as faculty impart their expertise to develop the next generation of leaders.

Our faculty members are highly sought-after opinion leaders with consulting and boardroom experience. They are leaders who have run high-profile organisations, non-profit companies and government agencies.

Faculty list

John Alford PhD, MBA (Melb) BA (Monash)
Professor – Public Sector Management

Moreen Anderson MBA (Cranfield) MA (Aberdeen)
Principal Fellow – Leadership & Organisational Behaviour

Pat Auger PhD (Syracuse) MBA BSc (Ont)
Associate Professor – Information Systems & eCommerce

John Bailey PhD MBA BCom (Melb) DipEE (Fscray)
Principal Fellow – Entrepreneurship

Duncan Bucknell LLB (Monash) BVSc BAnimSc (Melb)
Principal Fellow – Strategic Management

Patrick Butler DPhil (Ulster) MA (Dublin) MBS BComm (NUI)
Associate Professor – Marketing and Director – Marketing Programs

Peter Cebon PhD SM (MIT) BE (Melb)
Senior Lecturer – Organisations & Innovation

Graeme Cocks PhD MSc BSc (Melb)
Principal Fellow – Strategic & Operations Management

Mark Crosby PhD MA (Queens) BEc Honours (Adel)
Associate Professor – Economics & Associate Dean Academic Programs

Peter Danaher PhD (Florida State) MS (Purdue) BSc (Auckland)
Coles Myer Professor of Retailing and Marketing

Paul Dainty PhD MBA (Cranfield) MSc BA (London)
Professor – Management Development

Douglas J. Dow PhD (Melb) MBA (West Ontario) BSc (Qns)
Associate Professor – Strategy

Selwyn D'Souza MEng (Marine Eng. College India) MBA (Melb)
Principal Fellow – Managing New Ventures

Susan Ellis PhD (Rice) MA BA Hons (Nth Carolina)
Associate Professor & Associate Dean of China Programs

Jody Evans PhD BA BBus (Marketing) Hons (Monash)
Senior Lecturer – Marketing

Clarence Da Gama Pinto BSc Hons (LSE)
Senior Fellow – Leadership

Catherine de Fontenay PhD (Stanford) BA Hons (McGill)
Associate Professor – Economics

Jim Fredrickson PhD (Washington) BBA Hons (Notre Dame)
Professor – Accounting

Joshua Gans PhD (Stanford) BEcon Hons (Qld)
Professor – Information Economics

Jennifer George PhD (Stanford) BSc Hons (Canterbury)
Associate Professor – Decision Analysis

Brian Gibbs PhD (Chic) MA BSc (British Columbia)
Associate Professor – Marketing

Carol Gill PhD (RMIT) MBA GDipSocSc BA Hons (Monash)
Senior Fellow – Organisations

Jack Goodwin PhD (Sth Carolina) MBA (Nth Carolina) BSc (Sth Western Louisiana)
Principal Fellow – Operations Management

Ning Gong PhD (Washington) BS (Nanjing)
Senior Lecturer – Finance

Ian Harper PhD MEc (ANU) BEc Hons (Qld) FASSA MAICD
Sidney Myer Professor of Commerce & Business Administration

Martin Hosking MBA BA Hons (Melb)
Fellow – Entrepreneurial Values

Eric Jones DPhil DLitt MA (Oxon) BA (Nott) FASSA
Professorial Fellow – Economic History

Devanath Tirupati PhD (MIT) PGDM (IIM, Calcutta) BTech (IIT, Madras)
Professorial Fellow – Operations Management

Lester Johnson PhD MA (Connecticut) BA (N. Hampshire) FAMS FANZMAC QPMR
Professor – Marketing

Paul Kerin PhD AM (Harv) MEc BEc Hons (Adel)
Professorial Fellow – Business Strategy

Geoffrey Lewis PhD (London) MBA (Melb) BAppSc (Adel)
Professorial Fellow – Strategy

Kwanghui Lim PhD (MIT) BEng (NUS)
Senior Lecturer – Strategic Management

Chris Lloyd PhD BSc Hons (Melb)
Professor – Statistics

Debi Mishra PhD (Case Western) MBA (IIM) BS (Rourkela)
Professorial Fellow – Marketing

Mara Olekalns PhD BA Hons (Adel)
Professor – Negotiations

John Onto PhD (Ariz) MBA, BCom (Melb)
Professorial Fellow – Negotiations

Mark Ritson PhD BSc (Lancaster)
Associate Professor – Marketing

Don Robertson MLaws (Columbia) BEc Hons (Syd)
Principal Fellow – Competition Law

Michael D. Ryall PhD (UCLA) MBA (Chic) BS (Nth Carolina)
Associate Professor – Economics & Strategy

Gary P. Sampson PhD (Monash) Com Hons (Melb)
John Gough Professor in the Practice of International Trade

Nora Scheinkestel PhD LLB (Melb)
Principal Fellow – Law

Scott Seibert PhD, MS (Cornell)
Associate Professor – Organisations

Richard Searle MPA (Harv) BA Hons (Melb)
Program Director – Executive Education

Kannan Sethuraman PhD AM (Wharton) PGDM (IIM) B Tech Hons (Banaras)
Associate Professor – Operations Management

John W. Seybolt PhD (Cornell) MBA (Utah) BA (Yale)
Dean & Director – Pratt Family Chair of Leadership

Amanda Sinclair PhD BA Hons (Melb)
Foundation Professor of Management (Diversity & Change)

Richard Speed PhD (Loughborough) BA Hons (Oxon)
ANZ Professor of Strategic Marketing and Associate Dean for Faculty Resources

Benny Tabalujan PhD LLM (Melb) LLB BEc (Monash)
Principal Fellow – Law & International Business

Hakan Tarakci PhD (Purdue) MS (Iowa) BS (Bogazici)
Senior Fellow – Operations Management

David Trende MAdmin BEc (Monash)
Principal Fellow – Accounting

Denice Welch PhD (Monash) MPhil (Brunel) BBus (Sth Qld)
Professorial Fellow – International Management

Lawrence Welch PhD (Qld) MCom (UNSW) DipEd (Newcastle) BCom (UNSW)
Professorial Fellow – International Marketing and International Business

Ian Williamson PhD (Nth Carolina) BSc (Miami)
Associate Professor – Organisations

Samuel V. Wylie PhD (LBS) MEc (ANU)
Senior Fellow – Finance

For further information about our faculty:
www.mbs.edu/faculty



JOHN ONTO

PhD (Ariz) MBA BCom (Melb)

Professorial Fellow – Negotiations

“The Melbourne Business School MBA will advance your career. The academic rigour with practical application coupled with the life-long relationships will transform your life; it did mine.”

The Student Experience – Inside the Classroom



ALBERT CASELLAS CLARET

IT Consultant
Barcelona, Spain

"I enjoy the global classroom – getting to know people from different cultural and professional backgrounds means you are constantly learning from your peers."



SANDY SIAU

Strategic Advertising Planner
Singapore

"I chose Melbourne Business School as it is highly regarded and the best business school in the Asia Pacific region."



JANET MARTIN

Management Consultant
New York City, USA

"I was attracted to Melbourne Business School for its proximity to Asia, the global recognition of the MBA program and location in Melbourne – one of the world's most liveable cities."

Our students come from a variety of demographic and professional backgrounds. However, all students share common attributes — the motivation to succeed, their ability to provide meaningful contributions in the classroom and the desire to become global business leaders.

Over 35 countries are represented in our full-time MBA program. Our global classroom provides you with personal and professional networks from around the world.

Our students average six years of postgraduate work experience. Our selection standards are high, because we recognise that students learn as much from each other as they do from our faculty.

Interactive approach to learning

We create a dynamic learning environment based on interactive student involvement and learning.

Syndicates

Syndicates draw on the varied backgrounds, experience and skills of each individual for collaborative learning. Tasks include preparing case studies for discussion or completing assignments based on organisational issues.

Case study method

The case study method is a practical approach to learning. You will interpret complex data and determine the best course of action to overcome an organisational issue. Case studies are a valuable learning tool as you are placed in a decision-making role. You refine your analytical skills, decision making and strengthen your ability to make difficult decisions — the hallmarks of skillful leadership.

Our faculty has access to over 350 case studies from private, public and not-for-profit sector organisations operating locally and internationally. Melbourne Business School is also the exclusive Australian distributor of Harvard Business School case studies.

Assessment

Our programs have high academic standards. Each subject is generally assessed using a combination of individual and group assignments, in-class tests, class participation and formal examinations.

Integrative subjects with industry consulting projects

Industry consulting projects are designed to help you deepen your knowledge in a particular area of interest. Ranging from six weeks to three months, these projects provide an invaluable opportunity for you to be exposed to organisations with complex management issues.

Projects may include a product launch, new business development or research aimed at solving a company's complex business issue.



World Perspective

We provide a global classroom by bringing together students, faculty and participating organisations from around the world.

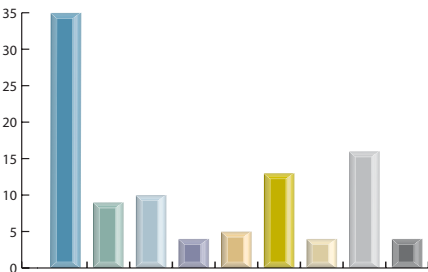
We also offer you the opportunity for an enriching international experience, through an exchange semester or completing the elective ‘Industry Studies in Asia’.

Student diversity

In our full-time MBA program, 70 per cent of students are international. Students come from over 35 countries, with different backgrounds, industry expertise and life experience to create a global classroom.

Characteristics	
Average age:	29
International students:	70%
Number of countries:	35
Female:	24%

Geographic origin



Australia/New Zealand	35%
North America	9%
South America	10%
Africa	4%
Europe	5%
South Asia	13%
North Asia	4%
South East Asia	16%
Middle East	4%

Exchange semester

About 30 per cent of our full-time students spend a term abroad on exchange in one of 45 prestigious international business schools. Exchange students can also spend a term studying at Melbourne Business School.

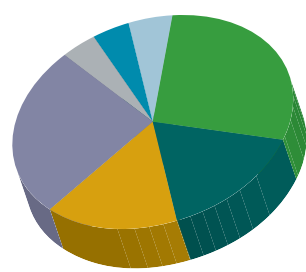
Incoming students work closely with their Melbourne colleagues in syndicates and join class activities, providing further opportunities for cultural interchange and international networking.

Further information is available at www.mbs.edu/exchange

Industry Studies in Asia

This elective subject is designed around a field-trip to Asia. Develop in-depth insights into a range of industries operating in Shanghai. You will also acquire skills in analysing industries to identify new business opportunities and deepen your understanding of cross-cultural business operations.

Undergraduate discipline



Business	29%
IT	16%
Science	16%
Engineering	26%
Arts	4%
Commerce	4%
Other	5%

Choose from 45 international business schools for your exchange semester

- Asia**
- > China Europe International Business School (CEIBS), China
 - > Indian Institute of Management, India
 - > Indian School of Business, India
 - > Kaist Business School, Korea
 - > National University of Singapore Business School, Singapore
 - > Peking University, Guanghua School of Management, China
 - > The Chinese University of Hong Kong (CUHK), China
 - > The Hong Kong University of Science & Technology (HKUST), China
 - > Tsinghua University, China

- Europe**
- > Copenhagen Business School, Denmark
 - > Ecole Supérieure des Sciences Economiques et Commerciales (ESSEC), France
 - > Erasmus University, Rotterdam School of Management, Netherlands
 - > ESADE Business School, Spain
 - > Hautes Etudes Commerciales (HEC), France
 - > IESE Business School, University of Navarra, Spain
 - > Instituto de Empresa, Spain
 - > London Business School, England
 - > Manchester Business School, England
 - > Norwegian School of Economics & Business (NHH), Norway
 - > Stockholm School of Economics, Sweden
 - > Università Commerciale Luigi Bocconi, Italy
 - > University of St Gallen, Switzerland
 - > Wirtschaftsuniversität Wien, Austria
 - > Wissenschaftliche Hochschule für Unternehmensführung (WHU), Germany

- Middle East**
- > Tel Aviv University, Israel

- North America**
- > Columbia University, USA
 - > Cornell University, Johnson Graduate School of Management, USA
 - > Duke University, Fuqua School of Business, USA
 - > Indiana University, Kelley School of Business, USA
 - > McGill University, Canada
 - > New York University, Leonard N. Stern School of Business, USA
 - > Southern Methodist University, USA
 - > University of British Columbia, Sauder School of Business, Canada
 - > University of California, Anderson School of Management, USA
 - > University of Chicago, Graduate School of Business, USA
 - > University of Minnesota, Carlson School of Management, USA
 - > University of North Carolina - Chapel Hill, Kenan-Flagler Business School, USA
 - > University of Southern California, USA
 - > University of Texas - Austin, McCombs School of Business, USA
 - > University of Toronto, Rotman School of Management, Canada
 - > University of Virginia, Darden Graduate School of Business, USA
 - > University of Western Ontario, Richard Ivey School of Business, Canada
 - > York University, Schulich School of Business, Canada

- South America**
- > University of Torcuato Di Tella, Argentina

Further information is available at www.mbs.edu/exchange



EMILY MURPHY

Class of 2007
Global Management Scholarship
Recipient
PR Executive
New York City, USA

“Overall, I’ve really enjoyed the student experience in and outside the classroom. I have met faculty and students from all around the world and have learned so much from them. I have joined MUEC (Melbourne University Entrepreneurs’ Challenge), a business plan competition which gave me insights into entrepreneurship. I also participated in an exchange semester with London Business School, and travelled to Shanghai with the elective ‘Industry Studies in Asia,’ gaining first hand experience with business in China.”

The Student Experience – Outside the Classroom



SASHA IWANICK AND AMANDA THOMAS, MELBOURNE BUSINESS SCHOOL STUDENTS ATTENDING A FUNCTION AT THE NATIONAL GALLERY OF VICTORIA

Student Clubs and Activities

Enhance your leadership skills, explore interests and make a connection with your fellow students with a student club or activity. MBA students manage and lead the direction of our student clubs and some of these include:

- > ASEAN (Association of South East Asian Nations)
- > Consulting
- > Debating
- > Extreme Sports
- > Finance
- > Gay and Lesbian
- > Golf
- > LANG (Latin American Networking Group)
- > Leadership
- > Melbourne University Entrepreneurs Challenge (MUEC)
- > Net Impact
- > Student Representative Council (SRC)
- > Weary Epicurean (Food & Wine)
- > Women & Management

To develop connections between MBA students and the business community, a range of alumni functions, career services sessions and a Guest Speaker Program are available at Melbourne Business School.

Our students also organise a range of social events, including orientation, end-of-term parties and family events.

Melbourne University Entrepreneurs' Challenge

Our MBA students are encouraged to participate in the Melbourne University Entrepreneurs' Challenge (MUEC), an annual business plan competition sponsored by Melbourne Business School and Melbourne Ventures Pty Ltd, the commercialisation arm of The University of Melbourne. MUEC was initiated by Melbourne Business School MBA students in 1999.

The competition provides entrants with valuable experience in new venture creation and business planning. It includes education, mentoring and feedback from leading entrepreneurs, investors and business professionals. The winners receive cash and prizes as well as advice from corporate sponsors on how to take their ideas to market.

Further information is available at www.muec.org



CHIP GOODYEAR, CHIEF EXECUTIVE OFFICER OF BHP BILLITON, PRESENTING AT THE 2006 MELBOURNE BUSINESS SCHOOL ALUMNI DINNER

About Melbourne

Multicultural and multi-layered Melbourne.

With a history dating back to 1835, Melbourne is one of the most multicultural cities in the world.

Most visitors agree that Melbourne is one of the world's most liveable cities.

In many ways it is very European, with a strong emphasis on culture.

Melbourne is a vibrant city that boasts great events, a passion for food and wine, a fabulous arts scene and an amazing collection of world-class sporting events. Plus, Melbourne people enjoy a night life that is always offering something new.

Known as a style-setter, Melbourne is home to a non-stop program of festivals, renowned dining and fashion, major art exhibitions and musical extravaganzas.

Melbourne excels itself when people are out and about. Major festivals are dotted through the year. The Comedy Festival, the Film Festival and the Food and Wine Festival are always exciting and energising.

Melbourne is such a multi-faceted city, you can always find what you are looking for. Indeed, Melbourne is so beguiling that after completing an MBA, 30 per cent of students from overseas remain in Melbourne.

Corporate Melbourne

A thriving economy revolves around Melbourne as a business hub, with the main industries being the automobile, biotechnology, consulting, finance, IT, manufacturing, pharmaceutical and tourism.

Melbourne is Australia's biotechnology centre with the largest concentration of listed healthcare and biotech companies – over 50% of all major healthcare and biotech companies are headquartered in Melbourne.



Many of the listed companies on the Australian Stock Exchange are in Melbourne and a significant number have their headquarters in the city. These include:

- > ANZ
- > Amcor
- > BHP Billiton
- > Fosters
- > Mayne Group Limited
- > NAB
- > Orica
- > PaperlinX
- > Telstra

For more information on Melbourne:

www.visitmelbourne.com

www.tourismvictoria.com.au

www.invest.vic.gov.au

Melbourne

Population: 3.4 million

Climate: temperate, variable,
with no great extremes

Rainfall: low

Currency: Australian dollars (AUD)



MELBOURNE'S CITYSCAPE AND PORT PHILLIP BAY

Career Centre

You are not on your own

Whether you want to change from one industry or company to another or simply review your career options, our Career Centre team is here to help. It has the expertise and the experience to provide one-on-one professional help that really makes a difference.

Our team of specialists take a hands-on approach to career management for MBA graduates. They offer practical assistance in career placement through a well-developed network within local and international organisations.

Melbourne Business School offers the most comprehensive career service of any Australian business school, including:

- > On-campus recruitment
- > Short-term paid project work
- > Personal career coaching
- > On-line portal with job listings
- > Top employers on-campus for Careers Week
- > Corporate sponsored networking events
- > Industry briefings
- > Expert panel forums
- > Career success workshops
- > Alumni guest speakers
- > Career development presentations

MBA graduates progress their careers

At Melbourne Business School, we undertake an annual employment survey of MBA graduates.

The results of this survey consistently confirm that after completing their MBA, graduates obtain attractive positions without delay. The survey results underline the strong reputation that Melbourne Business School has with employers.

Key findings from our full-time MBA class of 2006 Career Survey include:

- > Remuneration: Average starting remuneration package for MBA graduates was 44 per cent higher than pre-MBA package.

- > Job seniority: Proportion working in project management and consulting roles increased from 20 per cent to 27 per cent after graduation. The proportion working in frontline management roles dropped from 20 to 13 per cent.
- > Job location: The proportion of MBA graduates working in Australia increased from 18% to 58%.
- > Employment time: The average time taken to secure a new position was 1.85 months, compared to 2.9 months in 2005.

The full survey results are available at www.mbs.edu/careers

Internships

The Career Centre team at Melbourne Business School can help you secure a paid internship as part of your MBA program.

For every intake of MBA students, the Career Centre facilitates interesting and challenging internships. Many of these are in Australia, Asia Pacific and beyond.

The companies that partner with Melbourne Business School for internships include virtually all the biggest names in the global marketplace today.

Companies partner with Melbourne Business School

Our MBA graduates are employed by a range of companies both in Australia and internationally, representing the full spectrum of industries and functions. Some of these employers include:

- > Accenture
- > ANZ
- > AT Kearney
- > Bain & Company
- > Bayer Healthcare
- > BHP Billiton
- > Booz Allen Hamilton
- > Boston Consulting Group
- > BP
- > Deloitte
- > Dell
- > Deutsche Bank
- > Ericsson
- > Ernst & Young
- > Foster's Group
- > General Electric
- > Hewlett-Packard
- > Infosys
- > Johnson & Johnson
- > KPMG
- > McKinsey and Company
- > Morgan Stanley
- > NAB
- > Nokia
- > PricewaterhouseCoopers
- > Rio Tinto
- > Shell
- > Yahoo!

For a comprehensive list of employers, visit www.mbs.edu/careers



AN INTERVIEW AT MELBOURNE BUSINESS SCHOOL CAREER CENTRE



TJ SINGH

MBA Class of 2006
Telecom Consultant
Accenture Australia

"Are you thinking of doing your MBA at Melbourne Business School? Go for it. It's the best in the Asia Pacific region, with a strong reputation and world-renowned faculty. It's a small school where everyone knows each other – with great staff and facilities. The MBA will open your mind – you will understand so much more about the world and how it works."

A Worldwide Experience

Our international faculty, exchange partners, global student mix and 10,000 alumni provides you with diverse personal and professional networks for a worldwide experience.



Legend

- Alumni
- Melbourne Business School offices
- Current students
- Faculty (origin & professional experience)
- Exchange Partners



Global Connections

Alumni from Melbourne Business School can be found around the globe. Some 10,000 individuals in over 50 countries.

Alumni members form an active international community of leaders. As an MBA graduate, you automatically connect with this invaluable personal and professional network. The opportunities include:

- > Lifelong learning programs
- > Career resources
- > Numerous chapters dotted throughout the world
- > Personal and professional networking opportunities

Every graduate of Melbourne Business School is a valued member of the alumni community.

With alumni working in all sectors of local and global business and commerce, including some who are in the most senior positions, our alumni are an influential and distinguished community.

At different times during your career, our alumni will be able to help in different ways:

- > When you're looking for a career move
- > When you're looking to recruit an excellent business graduate
- > When you want to enhance your career development
- > When you want to locate former colleagues

At all times, no matter where you are in the world, the alumni will be there for you.

The benefits of being an alumni include:

- > Leadership positions available through local chapters
- > Access to online tools such as the Alumni Directory, Jobs Online and Resumes Online (which is accessed by employer and search firms)
- > Social networking with faculty members and colleagues at special events like the Women and Management Dinner and the Annual Alumni Dinner as well as other events
- > Career planning services and resources including access to career consultants and online job postings
- > A regular newsletter that keeps you in touch with the School
- > Extensive range of Executive Education programs
- > Access to the resources of the McLennan Library and a powerful collection of electronic databases

Distinguished Alumni Award

At our 2006 Annual Alumni Dinner, Margaret Jackson AC, Chairman of Qantas Airways Ltd was awarded the Melbourne Business School inaugural Distinguished Alumni Award.

The award represents the highest honour the School can bestow on an alumnus/alumna. It is presented to an alumna/alumnus who has demonstrated the ultimate in professional achievement, service to society, and service to the School, its students and alumni.

Margaret Jackson has made significant contributions to the Australian business community. She has displayed dedication to the community particularly in the areas of medical research, the arts and education. She has displayed commitment to women in leadership and her service to the School as an alumna. Margaret Jackson is respected as one of the leading business figures in Australia today.



MARGARET JACKSON AC
MBA Class of 1982
Chairman of Qantas Airways Ltd

"To capitalise on the opportunities in your life, there's nothing better than tapping into formal learning to build the skills for tomorrow."

The Melbourne Business School MBA is just one of the things you have in your toolkit for approaching the challenges of life."

Fees & Admissions

Melbourne Business School wants its students to become satisfied, successful leaders in business, non-profit and government organisations. Thus the School is quite selective when it comes to choosing the right students for its programs.

In reviewing applications, the selection committee looks for individuals with demonstrated academic and professional success, ambassadorial ambitions and general openness to innovative learning and collaboration.

Intake dates

We accept full-time students in September and January. We also offer rolling admissions throughout the year. This allows you to submit your application at any time prior to the relevant intake closing date.

Entry requirements

- > An undergraduate degree – any discipline
- > At least two years full-time work experience
- > Graduate Management Admissions Test (GMAT)
- > A good command of English (IELTS or TOEFL test scores may be required for international applicants)

Applying – a simple process

- > Complete your application electronically at www.mbs.edu/enquiries
- > Have your GMAT and Language test score (if required) sent directly to Melbourne Business School to expedite your application
- > Send us your referee reports, certified and translated (if required) educational transcripts, an updated curriculum vitae and proof of citizenship (e.g. birth certificate or passport)

As soon as your application is complete and all supporting documentation is received, the selection committee will notify you of the success of your application within 2-3 weeks.

Investing in your future

Attending Melbourne Business School represents a major investment in your future and, while the return on investment is very strong, it must be planned carefully.

Program Tuition: AUD\$50,000

Acceptance Deposit: AUD\$2,000
(Applies only to international students)

Fees are paid per subject, per term in advance and students are notified of payment deadlines at the beginning of each calendar year. Our program fees are inclusive of The University of Melbourne amenities and services fee and our course materials. Our comprehensive course materials include all cases, readings, exercises and research materials.

Study expenses (discretionary)

AUD\$100 per subject is a reasonable amount to budget for textbooks and other study-related expenses, such as printing and stationery supplies.

For detailed admission information, visit www.mbs.edu/admission

For further information about our MBA please contact program enquiries:

Email: programs@mbs.edu
Telephone: + 61 3 9349 8788
Facsimile: + 61 3 9349 8799
Website: www.mbs.edu

Scholarships

Melbourne Business School offers a generous range of scholarships for full-time MBA students. Our scholarships support our global classroom by encouraging high-calibre applicants from around the world to consider our MBA.

All scholarships are awarded on merit, to a range of candidates across age, gender, discipline and nationality. Approximately 25% of our full-time MBA students are supported by a scholarship.

We continue to strengthen relationships with corporate Australia and philanthropic organisations to encourage the development of further scholarships.

In 2007, we joined forces with The University of Melbourne’s John Clemenger Memorial Trust Fund and Clemenger BBDO – a Melbourne-based, global advertising firm – to offer a range of new scholarships. The John Clemenger Outstanding Women in Management Scholarship is available for outstanding women candidates applying for the full-time MBA program.

Further information is available at www.mbs.edu/scholarships

Closing dates – full-time MBA intake		
	September Intake	January Intake
International Candidates	30 April	30 September
Australian Candidates	30 June	30 November



DANIEL WESTERMAN

Class of 2008

Rupert Murdoch Scholarship Recipient

Engineering Project Manager

Melbourne, Australia

"The MBA program is providing me with a strong foundation of business concepts, frameworks and knowledge that will help me to ask the appropriate questions, understand the options and make the right decisions in my professional career.

An MBA from Melbourne Business School will help me to pursue a global career anywhere in the world."

National Enquiry Centre

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Carlton Victoria 3053 Australia
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(AEST business hours)
Tel: +61 3 9349 8788
Fax: +61 3 9349 8799
programs@mbs.edu

Head Office – Melbourne

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CRICOS provider code: 00116K

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Suite 52, Jones Bay Wharf
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Pyrmont NSW 2009 Australia
Tel: +61 2 9263 9600
Fax: +61 2 9263 9601

Beijing

601 Sunjoy Mansion
6 Ritan Road
ChaoYang District
Beijing 100020 China
Tel: +86 10 6507 4822
Fax: +86 10 6507 4823

Mt Eliza Centre for Executive Education

Kunyang Road
Mt Eliza Victoria 3930 Australia
Tel: +61 3 9215 1100
Fax: +61 3 9787 5139

www.mbs.edu

Other programs

Melbourne Business School offers a range of postgraduate management education and executive development programs to accommodate the various needs of individuals and businesses.

Award Courses

- > MBA / JD
- > MBA / Master of Marketing
- > Executive MBA
- > Master of Marketing
- > Master of Management (Innovation)
- > Postgraduate Diploma in Management
- > Postgraduate Diploma in Management (Marketing)
- > Innovation programs (Certificate and Diploma available)
- > Research degrees

Executive Development Programs

- > Residential executive programs
- > Customised programs for organisations

