Overview

The AGSM MBA concentrates on helping you prepare for general management and executive leadership roles in business and government. It's about real-world learning that combines traditional classroom teaching with case studies and teamwork to develop management skills, encourage critical thinking and sharpen your decision-making ability. You'll learn from internationally recognised faculty with industry experience, listen to management insights of current business leaders and benefit from the knowledge of your fellow students, many of whom have worked for global organisations.

The team-based activities hone negotiation skills and accelerate the development of the leadership skills required to work in diverse groups productively. And, of course, creativity and entrepreneurship are qualities that we are committed to encouraging. But it doesn't stop there. Your connection with AGSM MBA Programs opens doors in Australia and the Asia-Pacific region through our Career Development Centre (CDC) and offers access to a powerful and influential alumni network that will serve you well throughout your career.

The AGSM MBA is a 16-month program.
Faculty
UNSW Business School

Campus
Kensington

Study Level
Postgraduate

Typical duration
1.7 Years

Delivery Mode
Face-to-face

Intake Period
Term 1

Academic Calendar
3+ Calendar

Minimum Units of Credit
96

Award type
Masters (Coursework)

Award(s)
Master of Business Administration - MBA

CRICOS Code
006681K
Learning Outcomes

1. Business knowledge: Students will make informed and effective selection and application of knowledge in a discipline or profession, in the contexts of local and global business.

2. Problem solving: Students will define and address business problems, and propose effective evidence-based solutions, through the application of rigorous analysis and critical thinking.

3. Business communication: Students will harness, manage and communicate business information effectively using multiple forms of communication across different channels.

4. Teamwork: Students will interact and collaborate effectively with others to achieve a common business purpose or fulfil a common business project, and reflect critically on the process and the outcomes.

5. Responsible business practice: Students will develop and be committed to responsible business thinking and approaches, which are underpinned by ethical professional practice and sustainability considerations.

6. Global and cultural competence: Students will be aware of business systems in the wider world and actively committed to recognise and respect the cultural norms, beliefs and values of others, and will apply this knowledge to interact, communicate and work effectively in diverse environments.

7. Leadership development: Students will develop the capacity to take initiative, encourage forward thinking and bring about innovation, while effectively influencing others to achieve desired results.

Graduate Capabilities:

For more information on Graduate Capabilities, please click on this link.
Program Structure

Students must complete 96 UOC as a standalone program.

Core Courses

Students must take 54 UOC of the following courses.

- **MNGT5095** | 6 UOC
  Foundations of Management

- **MNGT5201** | 6 UOC
  Economics in Management Practice

- **MNGT5202** | 6 UOC
  Entrepreneurship and Innovation

- **MNGT5211** | 6 UOC
  Accounting

- **MNGT5221** | 6 UOC
  Corporate Finance

- **MNGT5232** | 6 UOC
  Data Analysis and Statistical Modelling for Business

- **MNGT5251** | 6 UOC
  Marketing Management

- **MNGT5272** | 6 UOC
  Managing People and Organisations

- **MNGT5282** | 6 UOC
  Strategy
Prescribed Electives

Students must take at least 42 UOC of the following courses.

MNGT5180  |  6 UOC
Operationalising Strategy

MNGT5203  |  6 UOC
Entrepreneurship from the Inside

MNGT5312  |  6 UOC
Financial Statement Analysis

MNGT5321  |  6 UOC
Advanced Managerial Finance

MNGT5322  |  6 UOC
Venture Capital Finance

MNGT5325  |  6 UOC
International Finance

MNGT5352  |  6 UOC
Marketing Strategy

MNGT5356  |  6 UOC
Digital Business and Marketing Strategy

MNGT5370  |  6 UOC
Leadership Concepts and Skills

MNGT5374  |  6 UOC
Managerial Decision Making

MNGT5388  |  6 UOC
Negotiations and Strategy
<table>
<thead>
<tr>
<th>Course Code</th>
<th>UOC</th>
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<tbody>
<tr>
<td>MNGT5395</td>
<td>6</td>
</tr>
<tr>
<td>Strategies for Growth</td>
<td></td>
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<tr>
<td>MNGT5520</td>
<td>6</td>
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<tr>
<td>Quantitative Business Modelling for Managers</td>
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<tr>
<td>MNGT5521</td>
<td>6</td>
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<tr>
<td>Financial Strategy</td>
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<td>MNGT5522</td>
<td>6</td>
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<tr>
<td>Mergers and Acquisitions</td>
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<tr>
<td>MNGT5540</td>
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<tr>
<td>Business Modelling</td>
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<tr>
<td>MNGT5582</td>
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<tr>
<td>Special Topic - International Business Strategy in Asia</td>
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<tr>
<td>MNGT5589</td>
<td>6</td>
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<tr>
<td>Strategic Consulting Projects</td>
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</tbody>
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**Enrolment Disclaimer**

Unless advised otherwise by your program authority, you should follow the rules for the handbook for the year you commenced your program. You are also responsible for ensuring you enrol in courses according to your program requirements. myUNSW enrolment checks that you have met enrolment requirements such as pre-requisites for individual courses but not that a course will count towards your program requirements.
Admission Requirements

**Entry Requirements**

Two path ways into the 8350:

The admission is based on the assessment of a portfolio of achievements containing an undergraduate degree or (equivalent qualification), minimum Graduate Management Admission Test (GMAT) score of 550 and a minimum of 2 years professional or managerial work experience.

At least 6 years professional work experience and a minimum GMAT score of 550.

For more information about admission requirements for various UNSW programs, visit the following website(s):

- Domestic Students
- International Student
Program Requirements

Progression Requirements

Progression rules are in accordance with university policy.

For more information on university policy on progression requirements please visit Academic Progression.
Recognition of Achievement

Award with Excellence

The Award with Excellence is awarded in coursework masters programs, including Masters (Extension) but with the exception of Masters (Extended) such as JD and MD, when a Weighted Average Mean (WAM) of at least 80% has been achieved and at least 50% of the requirements of the award are completed at UNSW. All eligible programs will award 'with Excellence' except in special circumstances where approval of Academic Board has been given for a program to opt out.

For more information, please visit:

Current Students Award with Excellence
Additional Information

Further Information

Please note that these requirements may be subject to change. Students are advised to follow requirements according to the year they commenced. Current students are to refer to previous editions of the Online Handbook for program requirements.

Please contact the AGSM MBA Programs Admissions at:
Phone: (02) 9931 9490
Email: admissions@agsm.edu.au

Address
Admissions | AGSM MBA Programs
AGSM Building
Gate 11, Botany Street
UNSW Sydney NSW 2052
Program Fees

At UNSW fees are generally charged at course level and therefore dependent upon individual enrolment and other factors such as student's residency status. For generic information on fees and additional expenses of UNSW programs, click on one of the following:

- Domestic Students
- Commonwealth Supported Students
- International Students
Pre-2019 Handbook Editions

Access past handbook editions (2018 and prior)

Pre-2019 Handbook Editions
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Authorised by Deputy Vice-Chancellor (Academic)
CRICOS Provider Code 00098G
ABN: 57 195 873 179