Overview

The AGSM MBA(Executive) degree prepares students for the next stage in their professional career. It's about real-world applied learning; your job provides the raw material for your studies. The program builds your business acumen, focusing strongly on strategy and leadership skills, as well as providing a thorough grounding in core business disciplines. Through a collegiate style of learning among cohorts of like-minded people from diverse backgrounds, our students experience personal and professional transformation.

The MBA (Executive) program is designed for working professionals looking to accelerate their chosen career or transition from a specialist career path to a broader management or executive role. The curriculum of the program is designed to develop business acumen among graduates through acquiring and enhancing their knowledge of the core business disciplines, developing skills and practices that enhance their professional performance synthesising knowing 'what' to do, developing skills and practices on 'how' to do it, in a transformational learning experience that changes the way you interpret and interact with the world.

The MBA(Executive) is a part-time program taught in English and normally takes between 2.5 years to 7 years to complete.

This qualification is located at Level 9 of the Australian Qualifications Framework.
Faculty
UNSW Business School

Campus
Kensington

Study Level
Postgraduate

Typical duration
2 Years

Delivery Mode
Face-to-face

Intake Period
Term 1, Term 2, Term 3

Academic Calendar
3+ Calendar

Minimum Units of Credit
96

Award type
Masters (Coursework)

Award(s)
Master of Business Administration (Executive) - MBA(Exec)
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.

Stage 1 Foundation Core Courses

Students must take 30 UOC of the following courses. The program commences with the course, The Executive Blueprint. The remaining Foundation Courses can be completed in any order.

- MNGT6210 | 6 UOC
  Accounting and Financial Management

- MNGT6211 | 6 UOC
  The Executive Blueprint

- MNGT6251 | 6 UOC
  Marketing Management

- MNGT6275 | 6 UOC
  Managing People and Organisations

- MNGT6321 | 6 UOC
  Corporate Finance

Stage 1 Prescribed Electives

Students must take at least 18 UOC of the following courses.

- COMM5703 | 6 UOC
  Social Impact Investment

- COMM5704 | 6 UOC
  Demonstrating Social Impact

- COMM5706 | 6 UOC
  Design for Social Innovation
<table>
<thead>
<tr>
<th>Course Code</th>
<th>UOC</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBAX9121</td>
<td>6</td>
<td>Managing Agile Organisations</td>
</tr>
<tr>
<td>MBAX9124</td>
<td>6</td>
<td>Business Law</td>
</tr>
<tr>
<td>MBAX9126</td>
<td>6</td>
<td>Development of New Products and Services</td>
</tr>
<tr>
<td>MBAX9127</td>
<td>6</td>
<td>Supply Chain Management</td>
</tr>
<tr>
<td>MBAX9129</td>
<td>6</td>
<td>Managing Organisational Resources</td>
</tr>
<tr>
<td>MBAX9130</td>
<td>6</td>
<td>Enterprise Risk Management</td>
</tr>
<tr>
<td>MBAX9132</td>
<td>6</td>
<td>Intrapreneurship</td>
</tr>
<tr>
<td>MBAX9135</td>
<td>6</td>
<td>Business Analytics</td>
</tr>
<tr>
<td>MNGT5203</td>
<td>6</td>
<td>Entrepreneurship from the Inside</td>
</tr>
<tr>
<td>MNGT5311</td>
<td>6</td>
<td>Accounting for Strategic Decision Making</td>
</tr>
<tr>
<td>MNGT5312</td>
<td>6</td>
<td>Financial Statement Analysis</td>
</tr>
<tr>
<td>MNGT5321</td>
<td>6</td>
<td></td>
</tr>
</tbody>
</table>
Advanced Managerial Finance

MNGT5322  |  6 UOC
Venture Capital Finance

MNGT5325  |  6 UOC
International Finance

MNGT5356  |  6 UOC
Digital Business and Marketing Strategy

MNGT5374  |  6 UOC
Managerial Decision Making

MNGT5388  |  6 UOC
Negotiations and Strategy

MNGT5392  |  6 UOC
Entrepreneurship and Innovation

MNGT5520  |  6 UOC
Quantitative Business Modelling for Managers

MNGT5521  |  6 UOC
Financial Strategy

MNGT5540  |  6 UOC
Business Modelling

MNGT5585  |  6 UOC
Individual Study in Management

MNGT6302  |  6 UOC
Economics in Management Practice
Stage 2 The Executive Agenda Year

Students must take 48 UOC of the following courses.

MNGT7495 | 12 UOC
Strategic Leadership

MNGT7496 | 12 UOC
Innovation

MNGT7497 | 12 UOC
Growth

MNGT7498 | 12 UOC
Transformation

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

1. A prior degree from a recognised tertiary institution in any discipline with a minimum 2 years relevant professional and management experience, or;
2. A minimum of 6 years relevant professional and management experience without a previous degree. Applicants typically have 5-25 years experience in middle management and senior management positions, e.g. Senior Engineer, General Manager, Business Analyst, Project Manager, Finance Manager.
3. For international students, a high degree of English language proficiency

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

Domestic Students
International Student
Program Requirements

Recognition of Prior Learning

Previous study can lead to Recognition of Prior Learning (RPL). When a student demonstrates their knowledge in a specific course, AGSM Programs may award transfer credit for that subject.


Progression Requirements

The Master of Business Administration (Executive) (8355) is a two stage program. Candidates must successfully complete 8 courses (48 UOC) in Stage 1 before being eligible to progress to Stage 2. An overall weighted average mark (WAM) of 65% or higher across Stage 1 courses qualifies a student for progression to Stage 2 of the MBA (Executive) Program (48 UOC). Stage 2 is comprised of four compulsory intensive residential courses (each 12 UOC) completed over a year.

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
© UNSW Sydney (CRICOS Provider No.: 00098G), 2019. The information contained in this Handbook is indicative only. While every effort is made to keep this information up-to-date, the University reserves the right to discontinue or vary arrangements, programs and courses at any time without notice and at its discretion. While the University will try to avoid or minimise any inconvenience, changes may also be made to programs, courses and staff after enrolment. The University may also set limits on the number of students in a course.

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