

MGSM

MACQUARIE GRADUATE
SCHOOL OF MANAGEMENT

Go further



MBA
MASTER OF MANAGEMENT
POSTGRADUATE DIPLOMA
POSTGRADUATE CERTIFICATE

HONG KONG

Registered under the Non-Local
Higher and Professional Education
(Regulation) Ordinance



This course is partially included
in the list of reimbursable
courses for CEF purposes



Cover: MGSM Alumnus Eimund Loo
National Anti-Piracy Lead, Microsoft Hong Kong

Information in this publication is correct as at October 2013 but is subject to change from time-to-time. In particular, the university reserves the right to change the content or the method of presentation of any unit of study, or to withdraw any unit or course of study which it offers, or to impose limitations on enrolment in any unit or course of study or to make amendments to any of its policies. Please note that not all units are offered every year.



Contents

- 4 Welcome to MGSM
- 6 MGSM & Macquarie University
- 7 Why MGSM?
- 8 You're in good company
- 10 Flexible pathway
- 12 MGSM MBA
- 13 Master of Management
- 14 Postgraduate Diploma in Management
- 15 Postgraduate Certificate in Management
- 16 Life at MGSM
- 19 Corporate Connections
- 20 Life after MGSM
- 22 Alumni Network
- 23 Course Unit Directory
- 28 Admission Information
- 32 You're in good hands

“We’re very proud of our heritage but also excited and inspired by the future of postgraduate management education and what lies ahead.”

Professor Alex Frino Dean

Welcome to MGSM

“I intend to underpin MGSM’s future as the Asia Pacific region’s most prestigious and progressive postgraduate education provider.” **Professor Alex Frino** Dean



At MGSM we’re very proud of our heritage but also excited and inspired by the future of postgraduate management education and what lies ahead in the wider business community, not only in Australia but all over the world.

For many years MGSM’s purpose has been to groom the leaders of tomorrow. To that end it’s important for the School to not only deliver on its mission to develop great leaders with a global mindset who create sustainable value and are good citizens, but to do so in progressive and practical ways, as the needs of our students and the broader business community change.

There’s no doubt that the previous year has been a successful one for MGSM. The School achieved AACSB accreditation, successfully introduced an online learning pathway to its postgraduate programs (including MGSM’s flagship MBA program) and continued to raise the bar for all academic institutions in the important area of industry engagement, via initiatives such as the delivery of our unique ‘Living Case Study’ managing consulting unit, and the development of a unit of study tailored specifically to the needs of Australia’s healthcare sector.

But rather than look back, I look forward, and intend to underpin MGSM’s future as the Asia Pacific region’s most prestigious and progressive postgraduate education provider.

Professor Alex Frino
Dean



MGSM is one of the world’s leading business schools and has an international outlook. This matches well with the needs of the modern manager, who is increasingly likely to develop a career that has a global focus.

Our programs equip managers with the skills they need to excel at a high level in business. At MGSM you will be taught by world-class faculty – many of whom have extensive experience in business at a senior level in addition to possessing stellar academic credentials. The faculty is well placed to guide students and to help them in practical problem-solving during their time in the program and after they graduate and join MGSM’s large alumni body.

MGSM is very focused on providing students with a practical and applied learning experience. For instance, MBA and Master of Management students at MGSM can take a research-based unit that involves doing a supervised piece of research. They can also elect to join an international study tour as part of their study program.

The multi-tiered program structure at MGSM, and the fact that we have campuses in Hong Kong and Sydney, creates the flexibility for students to move along at a pace of study that is suited to the individual.

I look forward to welcoming you to MGSM.

Professor Richard Petty
Executive Director International

“ I chose MGSM because of its strong international reputation and its emphasis on teaching the best global business practices. Within this, the program incorporated a specific focus on Asia which has been of great value to me. ”

MGSM Alumnus James Osmund
Director – Digital Products
Fox International Channels



MGSM & Macquarie University

MGSM's main campus is located within the grounds of Macquarie University, one of Australia's leading universities. MGSM's facilities have been developed with the business-person in mind, but our students can also enjoy the many benefits of being associated with one of Australia's premier universities, such as access to the state-of-the-art library as well as sports and recreational facilities.



MGSM

MGSM has an international reputation for excellence in management education and is consistently ranked by the *Australian Financial Review Boss Magazine*, *The Economist* Which MBA? Survey and MBA Careers Guide as a leading business school in Australia, the Asia-Pacific region, and on a global stage.

MGSM was established in 1969, one of the first business schools to be created in Australia, with the purpose of providing rigorous postgraduate education for managers and executives.

We specialise in the delivery of a comprehensive suite of postgraduate and MBA degree programs designed to fulfil the needs of the experienced management professional.

Much has changed in the last 40 years, but our mantra for excellence has remained constant.

MACQUARIE UNIVERSITY

Situated in the north-west of Sydney, Macquarie University has over 145,000 graduates and a current enrolment that exceeds 37,000 students.

Macquarie University is one of Australia's most dynamic and progressive universities and is a leading institution for research in Australia.

Macquarie University takes pride in its ability to deliver high quality programs that specifically meet the needs of industry and equip students with the skills and knowledge required to meet the challenges of modern society.

Why MGSM?

Our postgraduate management education prepares students to operate at the frontier of business; providing a framework and a foundation for success in leadership across any function, in any country.

FLEXIBILITY

Flexible and practical, our programs are above all an enriching educational experience. All of our courses link together to form an integrated pathway with the opportunity to progress from one to another, leading ultimately to the MGSM Master of Business Administration (MBA).

You can complete the MBA part-time in Hong Kong (typically two to three years). You can also choose to pause your study as your lifestyle or career dictates. Students can commence their study program in January or June each year.

Content is delivered in block format and online, providing two distinct study options within the program.

Our students study at our Hong Kong campus and can choose to study part of the course in Sydney (North Ryde and Sydney CBD).

Opportunities also exist to study at one of our overseas partner universities and/or business schools

Regardless of the structure you choose, the 16-course unit program is exactly the same, and you will emerge from the program as a leader of the future.

REPUTATION

Established in 1969, MGSM has an international reputation for excellence in management education and is consistently ranked as a leading business school in Australia, the Asia Pacific region and on a global stage.

FOCUS

Our faculty are dedicated solely to postgraduate education, are highly qualified and possess extensive industry experience, often combining business backgrounds with academic excellence. The MGSM teaching method bridges the gap between theory and 'real world' application.

STUDENT QUALITY

The maturity and experience levels of MGSM students are significant. This has seen MGSM consistently ranked as one of the top five business schools in the world for student quality (*The Economist* Which MBA? Survey).

MGSM students are mature professionals and highly motivated to go further.

AUTONOMY

MGSM is one of the few remaining autonomous business schools in Australia. As such the campuses have been designed specifically to accommodate business professionals and our faculty only teach postgraduate content to mature, professional students.

INDUSTRY CONNECTIONS

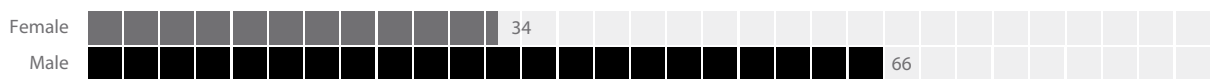
MGSM remains one of Australia's most connected business schools and the MGSM MBA curriculum is grounded in industry and reality.

Most faculty members possess extensive industry experience and are able to bring deep, current and relevant knowledge to the classroom, often organising visits to corporate entities, introducing guest speakers to the classroom or challenging the students to solve genuine, industry based problems in the form of case studies and group work.

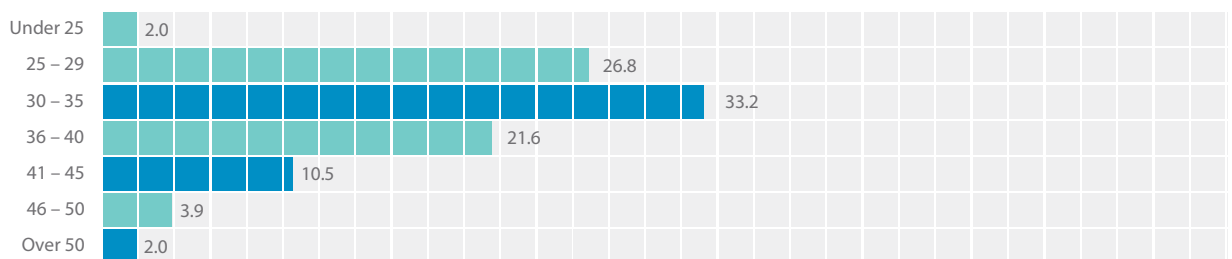
You're in good company

The maturity and experience levels of MGSM students are significant. This has seen MGSM consistently ranked as one of the top five business schools in the world for student quality (*The Economist* Which MBA? Survey). MGSM students are mature professionals and highly motivated to go further.

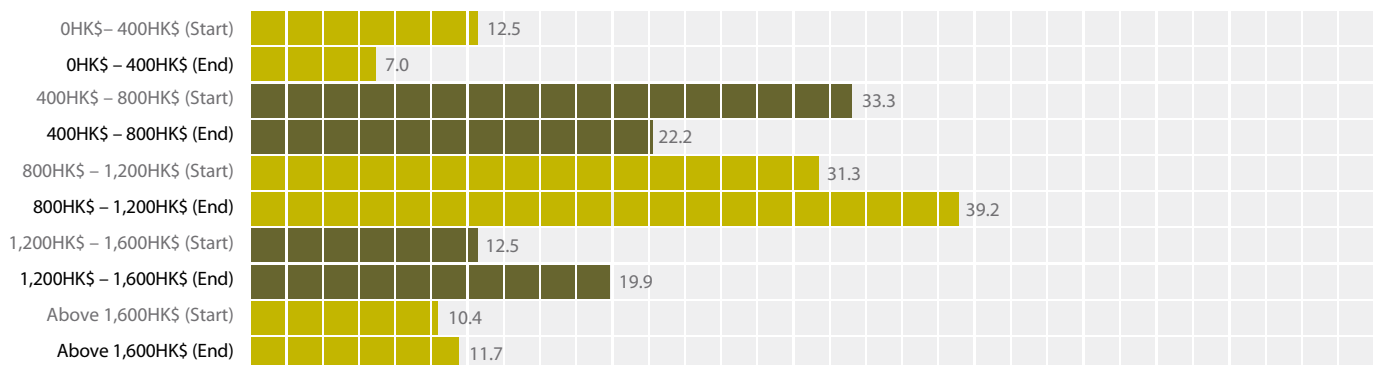
Gender (%)



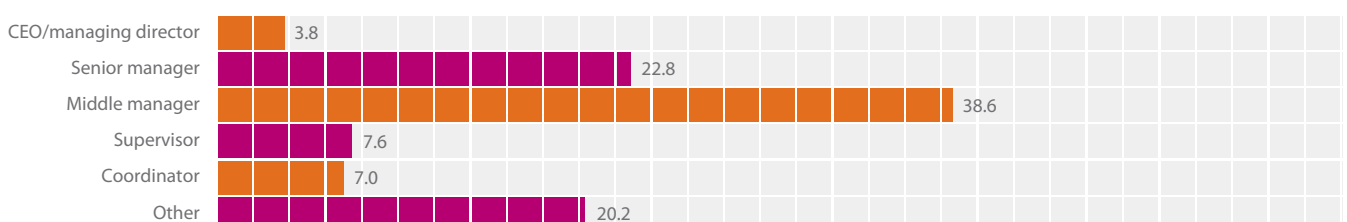
Age range (Years %)



Salary package at start and end of your program in HK\$ (%)

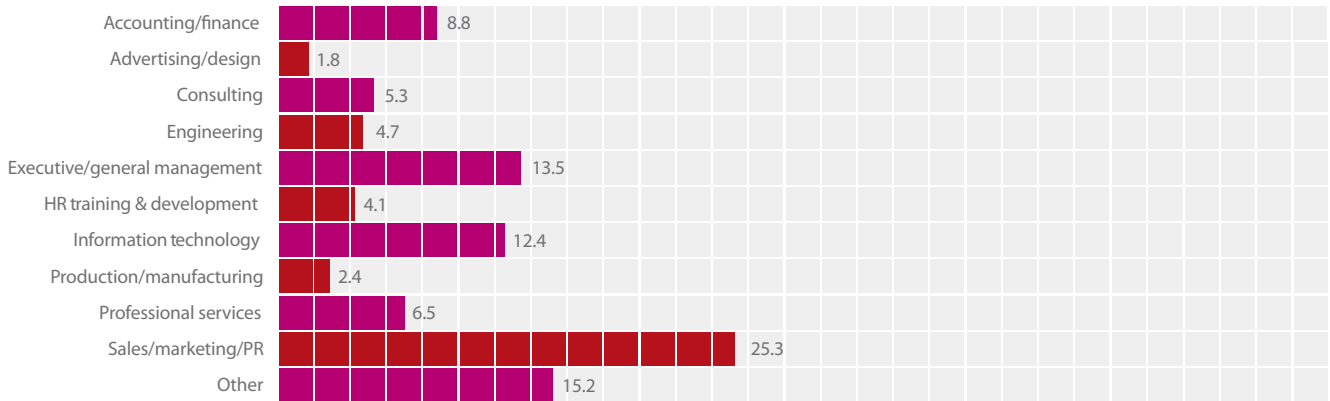


Positions held (%)

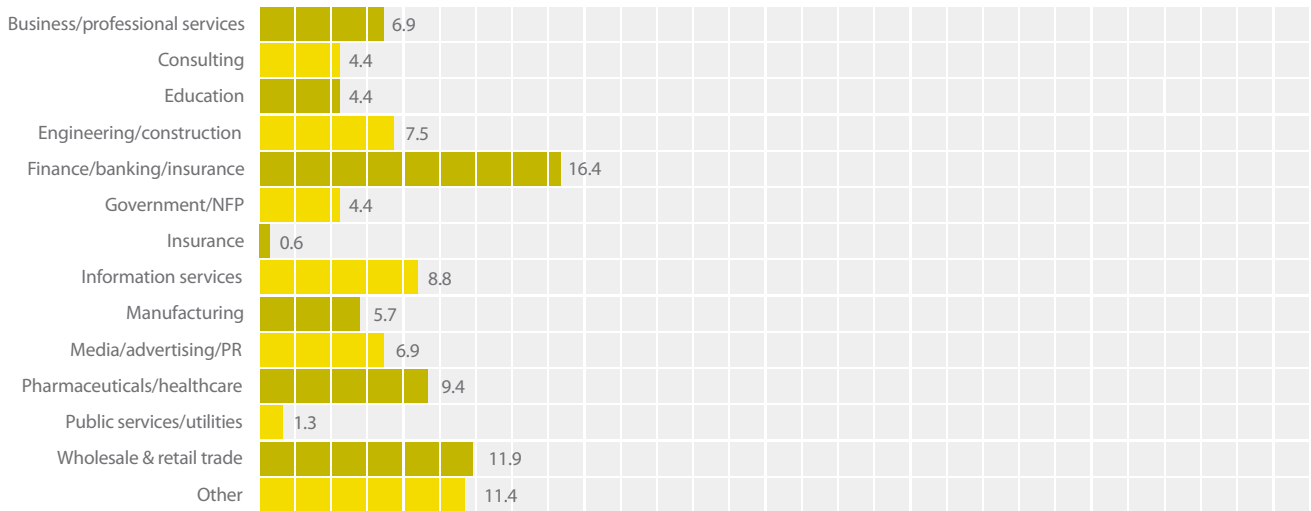


Source: New student data 2012

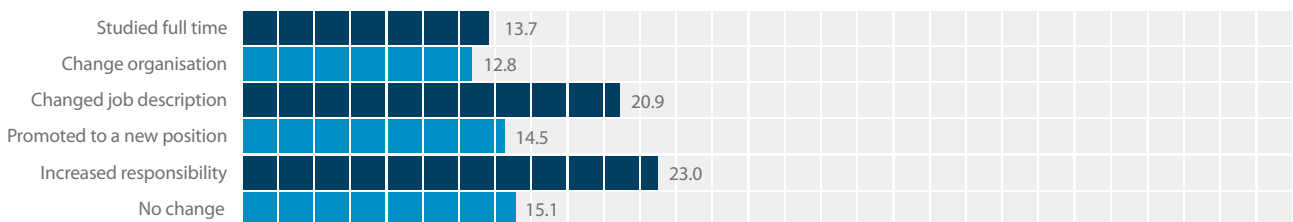
Job function (%) at time of enrolment



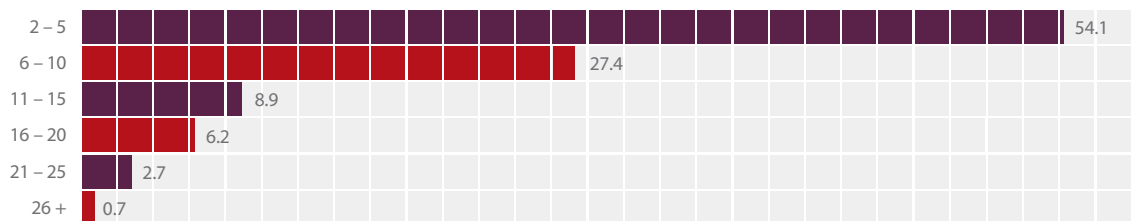
Industry where employed (%)



Since first enrolling in the program (%)



Years of management experience (%)



Average years of management experience is 7 years

Flexible pathway

MGSM’s suite of programs link together to form an integrated, flexible pathway, leading ultimately to the Master of Business Administration (MBA). This is possible because, regardless of your entry point, all course units are taught at the same academic level as the MBA.

FLEXIBILITY

Our suite of programs offers the flexibility of multiple entry and graduation points, with the opportunity to progress from one program to another upon successful completion of each program. This building block approach allows you to tailor your study to match your experience and desired outcomes.

Programs can be studied part-time and individual units can be studied in an intensive block format.

ENTRY REQUIREMENTS

Individuals wishing to participate in an MGSM award program should possess an undergraduate degree, combined with a minimum of 2 years of work experience at a managerial/professional level.

Alternatively, individuals without an undergraduate degree can elect to begin their study at Postgraduate Certificate or Postgraduate Diploma entry point, and should demonstrate a minimum of 5 years of work experience at a managerial/professional level.

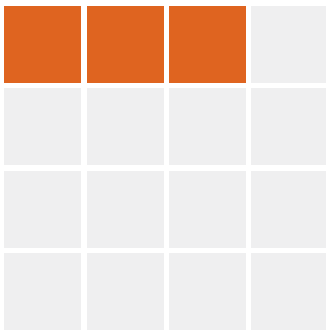
LECTURES

You will be required to attend all classes for the duration of each unit. However, exceptional circumstances are taken into consideration such as unavoidable travel on behalf of your organisation or the serious illness or injury of you or a close family member. Special consideration may be given for a maximum of 20% non-attendance in such circumstances.

BLOCK CLASSES

Typical examples of how a block model may be structured

WEEK 1	PRE-READING			
WEEK 2	DAY 1 FRIDAY 6.00PM–10.00PM	DAY 2 SATURDAY 2.00PM–10.00PM	DAY 3 SUNDAY 9.00AM–5.00PM	
WEEK 3	DAY 4 FRIDAY 6.00PM–10.00PM	DAY 5 SATURDAY 2.00PM–10.00PM	DAY 6 SUNDAY 9.00AM–5.00PM	
WEEK 4	ASSIGNMENTS	PROJECTS	GROUP WORK	STUDYING
WEEK 5	ASSIGNMENTS	PROJECTS	GROUP WORK	STUDYING
WEEK 6	REVISION			
WEEK 7	EXAMINATION			
WEEK 8	BREAK			



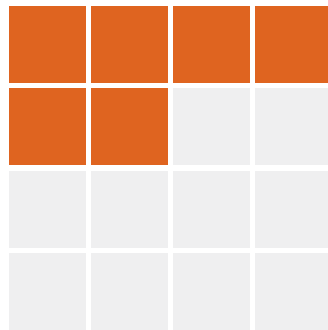
POSTGRADUATE CERTIFICATE

3 COURSE UNITS

Fundamental management skills are the focus of our Postgraduate Certificate in Management.

With a relevant and practical grounding in management delivered over three course units, opportunities to advance your career are immediate. You can choose to use the program as a firm foundation to progress to a Postgraduate Diploma, Master of Management or MBA.

Designed specifically for students who want to pursue management studies, but may not meet the entry requirements for the MBA program or wish to ease back into study before committing to the MBA to progress to a Postgraduate Diploma, Masters of Management or MBA.

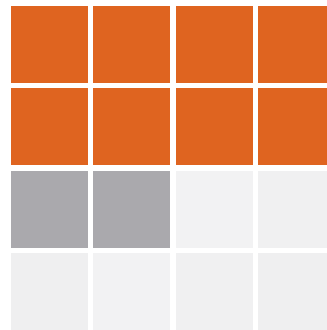


POSTGRADUATE DIPLOMA

6 COURSE UNITS

The purpose of the Postgraduate Diploma in Management (PGD) is to provide the student with expert insights into a broader range of core management skills and competences.

This program is designed for tomorrow's business leaders and those who want to consolidate work experience or advance their career. The PGD provides an ideal starting point if you need a thorough grounding in theory to progress, or have been away from study for some time. You may also credit successfully completed units towards a Masters level program.

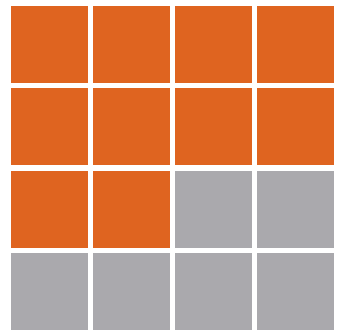


MASTER OF MANAGEMENT

10 COURSE UNITS

Detailed insights into a specific field of management is the defining feature of the Master of Management (MMGT).

Over the course of 10 units, you can tailor your qualification by selecting two elective units, allowing you to delve deeper into your chosen subject area than is possible via the Postgraduate Diploma. This program prepares you for a senior management position, whether it's marketing, finance or any other function that you aspire to lead.



MASTER OF BUSINESS ADMINISTRATION (MBA)

16 COURSE UNITS

Providing a strategic business perspective and a complete grounding in the core elements of general management, this program extends, challenges and ultimately transforms today's management professional.

Over the course of 16 units, you can tailor your qualification by selecting six elective units, enabling you to deepen your knowledge within a certain field.

You will emerge a potential leader of the future. As flexible as it is dynamic, this program is designed to suit professionals with high management and leadership promise, who already hold positions of responsibility.

MGSM MBA

Registration No. 210545

Ranked among the world's top 100 MBA programs (*The Economist* "Which MBA?" Top 100 Survey, 2013), an MGSM Master of Business Administration (MBA) is a learning experience that is both invigorating and invaluable. Over the course of 16 units, you can tailor your qualification by selecting six elective units, enabling you to deepen your knowledge within a certain field. The MGSM MBA program challenges and transforms today's management

professional by providing the participant with a strategic business perspective and a complete grounding in the core elements of general management.

You will emerge as a potential leader of the future, by learning how to manage functional areas and the language they use.

Upon completion, graduates will be awarded the MBA by Macquarie University, which has the same academic standing and recognition as the Sydney qualification.

WHO IS IT DESIGNED FOR?

This program is designed for professionals with high management and leadership promise, who already hold positions of responsibility.

PROGRAM LENGTH & MODE

You can complete the MBA in two to three years of part-time study.

The six units that comprise the Postgraduate Diploma in Management are to be studied first.

ENTRY CRITERIA

Applicants should possess an undergraduate degree, combined with a minimum of two years of work experience at a managerial/professional level.

CRICOS course code: 018365A

ORGANISATIONAL BEHAVIOUR	MARKETING MANAGEMENT	ACCOUNTING FOR MANAGEMENT	STRATEGIC FRAMEWORKS
INFORMATION AND DECISION ANALYSIS	ECONOMIC CONTEXT OF MANAGEMENT	OPERATIONS MANAGEMENT	STRATEGIC MANAGEMENT
FINANCIAL MANAGEMENT	FOUNDATIONS OF MANAGEMENT THOUGHT	ELECTIVE UNIT 1	ELECTIVE UNIT 2
ELECTIVE UNIT 3	ELECTIVE UNIT 4	ELECTIVE UNIT 5	ELECTIVE UNIT 6

Master of Management

Registration No. 211070

Detailed insights into a specific field of management are the defining feature of the Master of Management (MMGT).

Over the course of 10 units, you can tailor your qualification by selecting two elective units, allowing you to delve deeper into your chosen subject area than is possible via the Postgraduate Diploma.

Upon completion, graduates will be awarded the Master of Management by Macquarie

University, which has the same academic standing and recognition as the Sydney qualification.

WHO IS IT DESIGNED FOR?

The Master of Management has been specifically designed for the professional who aspires to senior management positions within a certain field, such as marketing, finance or human resources.

PROGRAM LENGTH & MODE

You can complete the Master of Management in 18 months to two years of part-time study.

Upon successful completion, graduates will be awarded the Master of Management and will be able to progress to the MBA program, during which you will need to complete an additional six units.

The six units that comprise the Postgraduate Diploma in Management are to be studied first.

ENTRY CRITERIA

Applicants should possess an undergraduate degree, combined with a minimum of two years of work experience at a managerial/professional level.

CRICOS course code: 018442D

ORGANISATIONAL BEHAVIOUR	MARKETING MANAGEMENT	ACCOUNTING FOR MANAGEMENT	STRATEGIC FRAMEWORKS
INFORMATION AND DECISION ANALYSIS	ECONOMIC CONTEXT OF MANAGEMENT	OPERATIONS MANAGEMENT	FINANCIAL MANAGEMENT
ELECTIVE UNIT 1	ELECTIVE UNIT 2		

Postgraduate Diploma in Management

Registration No. 211318

The Postgraduate Diploma provides insight into an extended suite of core units, providing the foundation learning for tomorrow's functional business leaders.

The six units that make up the program have been specifically chosen to ensure that students develop a deep knowledge of essential core business areas.

Upon completion, graduates will be awarded the Postgraduate Diploma in Management by Macquarie University, which

has the same academic standing and recognition as the Sydney qualification.

WHO IS IT DESIGNED FOR?

The program is designed for tomorrow's functional business leaders and those who want to consolidate work experience or advance their career. The Postgraduate Diploma provides an ideal starting point if you need a thorough grounding in theory to progress, or have been away from study for some time.

PROGRAM LENGTH & MODE

You can complete the Postgraduate Diploma in 12 months of part-time study. Upon successful completion of the Postgraduate Diploma you will be able to progress to the Masters of Management program, during which you will need to complete an additional four units. You may also progress directly to the MBA program.

ENTRY CRITERIA

Applicants should possess an undergraduate degree, combined with a minimum of two years of work experience at a managerial/professional level. Alternatively, individuals without an undergraduate degree can begin study at the Postgraduate Diploma entry point if they can demonstrate a minimum of five years of work experience at a managerial/professional level.

CRICOS course code: 018365A

ORGANISATIONAL BEHAVIOUR	MARKETING MANAGEMENT	ACCOUNTING FOR MANAGEMENT	STRATEGIC FRAMEWORKS
INFORMATION AND DECISION ANALYSIS	ECONOMIC CONTEXT OF MANAGEMENT		

Postgraduate Certificate in Management

Registration No. 211317

The Postgraduate Certificate delivers key learning via a carefully selected suite of three core units, providing the foundation learning required to succeed in today's challenging business environment.

The three units that make up the program have been selected to ensure that students develop a thorough knowledge of key business practices related to people, finance and marketing.

Upon completion, graduates will be awarded the

Postgraduate Certificate in Management by Macquarie University, which has the same academic standing and recognition as the Sydney qualification.

WHO IS IT DESIGNED FOR?

The program is designed for ambitious professionals who see themselves as business leaders of tomorrow. The Postgraduate Certificate provides an ideal starting point to your study and career pathway.

PROGRAM LENGTH & MODE

You can complete the Postgraduate Certificate in six months of part-time study.

Upon successful completion of the Postgraduate Certificate you will be able to progress to the Postgraduate Diploma program.

ENTRY CRITERIA

Applicants should possess an undergraduate degree, combined with a minimum of two years of work experience at a managerial/professional level. Alternatively, individuals without an undergraduate degree can begin study at the Postgraduate Diploma entry point if they can demonstrate a minimum of five years of work experience at a managerial/professional level.

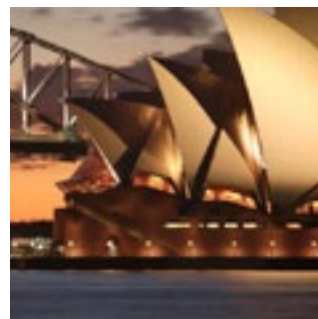
CRICOS course code: 018442D

ACCOUNTING FOR MANAGEMENT	MARKETING MANAGEMENT	ORGANISATIONAL BEHAVIOUR	

Life at MGSM

Life at MGSM is a truly unique experience. You can choose where to study, when to study, how to study and what to study, tailoring your learning experience to suit your needs, your requirements and your lifestyle.

We believe that MGSM has designed the most flexible program possible. Once you have begun your study you'll realise that MGSM and our programs have been designed with the business professional in mind.



WHERE?

The facilities within our North Ryde and Sydney CBD campuses include state-of-the-art lecture theatres and well equipped, modern syndicate rooms are at your disposal to complete group work and study outside of the classroom.

NORTH RYDE

MGSM's main campus, located in the picturesque grounds of Macquarie University at Macquarie Park, North Ryde is approximately a 30-minute drive from Sydney's CBD and is easily accessible via all forms of public transport. The campus comprises modern teaching facilities, state-of-the-art IT facilities, well-equipped syndicate rooms, on-campus catering and much more.

SYDNEY CBD

The School's CBD campus is located in the heart of Sydney near to Circular Quay. The campus provides students with excellent study facilities, often considered more convenient for our part-time students working in or around the city. This campus also includes excellently appointed teaching rooms and syndicate rooms, a computer room and catering facilities.

HONG KONG

MGSM has developed a strong footprint in Hong Kong, one of Asia's most influential cities. Our students can elect to study units at our Hong Kong campus as part of any of the postgraduate programs offered by MGSM (units are taught in block format only). The campus is located in Wanchai, in the heart of Hong Kong.



CHINA STUDY TOUR

MGSM has conducted an annual China Study Tour for almost a decade. This two-week guided study tour to China, typically in the spring, represents a truly fantastic opportunity for participants to gain hands-on insights into the unique attributes of Chinese markets.

The Study Tour learning (representing two units towards the MBA program) examines the key challenges and best practices in both local and foreign companies operating in China, and will take place in a live environment, engaging with senior executives and managers from within leading organisations in China.

WHEN?

MGSM's academic year runs from early January to early December and consists of four terms. Part-time students can elect to enter the program in term one (January) and term three (June) every year.

HOW?

Each unit of study consists of 40 hours of face-to-face lecture time in the form of block classes.

Block classes allow you to study the face-to-face hours intensively over six days (two weekends) within the 7–8 week term. Block classes are often preferred by students who may be required to travel for work purposes.

Throughout 2014 MGSM will be introducing online interactive classes, a study mode that enables students to complete from a distance. This will provide our students with even more flexibility to tailor their study to their lifestyle and work commitments, as well as provide the option of starting or finishing the program from a distance, if required to move overseas or interstate, for example.

WHAT?

All of MGSM's postgraduate programs require you to study a number of core units, the cornerstones of business education. The units of study required to complete the Postgraduate Certificate and Postgraduate Diploma have been carefully selected to ensure that graduates of the programs develop a deep understanding of the knowledge required by today's managers.

As you articulate through the progression pathway and reach the Masters of Management and MBA programs you will be given the ability to tailor your program to suit your needs, objectives and requirements. We recommend that you select elective units that will;

- enhance your knowledge base in your current industry and/or field;
- assist you in developing skills that will enable you to change the course of your career in your chosen direction;
- assist in strengthening any perceived weaknesses in your current skill set; and
- appeal to your personal interests.

STUDENT SUPPORT

INDUCTION PROGRAM

All new students are encouraged to attend 'Study Ready' – MGSM's induction program, conducted just before your first class. The program is designed to introduce you to the School's environment, prepare you for postgraduate study and simulate the MGSM learning environment.

CAREERS

MGSM Careers has a range of services available to students to assist them in navigating a successful career path. From expert guidance on how to obtain a great role, to new networking insights, workshops, recruiting events and more. MGSM Careers has forged relationships with many influential organisations, not only in Sydney and Hong Kong but on a global stage, such as; Microsoft, Pfizer, Optus, Siemens Pricewaterhouse Coopers, Woolworths and Rio Tinto.

MENTORING PROGRAM

MGSM offers a Mentoring Program for students and alumni of the School. Making the most of your studies, strengths and our extensive network of connections is made easier with a mentor who supports your professional development.

SCHOLARSHIPS

MGSM has a number of scholarship opportunities available to our Australian and International students. We encourage you to review our broad range of scholarship opportunities online at mgsm.edu.au.

INTERNATIONAL PARTNERSHIPS

MGSM has close links with leading international business schools from all over the world, including; ESSEC Business School (France), European Business School (Germany) University of Edinburgh Business School (UK), The Ohio State University Fisher College of Business (USA), Grenoble Graduate School of Business (France), University of Mannheim School of Business (Germany) and Tsinghua University's People's Bank Graduate School (China).

Such links provide our students with the opportunity to study part of their MBA overseas as part of an exchange program. For more information visit mgsm.edu.au.



“ The flexibility of the program allowed me to continue to focus on developing my career while studying. ”

MGSM Alumna Jackie Lee
Head of Marketing Planning and Governance,
Retail Banking and Wealth Management
Marketing, Hong Kong: HSBC

Corporate Connections

MGSM's extensive network of alumni, and deep connections with industry, enables the School to facilitate unique experiential learning opportunities for its students, working within and alongside some of the world's most influential businesses during their MBA study.

In addition to traditional internships, MGSM has developed a unique 'Living Case Study' delivery of the Management Consulting and Research elective unit. This optional unit of study (within the MBA program) has seen groups of MGSM students entrenched in management consulting projects for major organisations such as; Siemens Healthcare, BT Financial Technology Services and Pfizer Oncology.

Siemens Healthcare

"This was a very exciting project for the company. It was a project that had all the potential to fundamentally change how business is done within Siemens Healthcare.

We chose to engage a business school rather than a consulting firm because we felt it would offer us the best potential of getting a broader business perspective based upon the diversity of the student group. Additionally, a consulting firm would most likely provide only one opinion or recommendation. Through our engagement with MGSM and its students we were given four different business recommendations and solutions from the student teams."

ANDREAS ROOST

General Manager Value Added Services
Siemens Ltd - Healthcare.

BT Financial Technology Services

"The question that we posed to the students was fundamental, and a key strategic issue facing the organisation: how do we increase GDP revenues in the next three years, not just within Australia, but also across other parts of Asia and the globe?

I was really impressed that the students very quickly understood complex issues and were able to present excellent solutions.

The underlying theme of Global Mindset through the program really helped the students consider and draw up the best options. In addition the subsequent piece of Global Mindset work that my Global Leadership team undertook with MGSM served to create new possibilities and has improved the performance of my business. I would certainly recommend this style of engagement to other organisations."

ROBIN FARNAN

Managing Director
BT Financial Technology Services

Pfizer Oncology

"We had been looking for a different way to address some of the strategic issues facing Pfizer, and this collaboration represented a unique opportunity to work with academia to address an issue that essentially affects us all: access to cancer medicines and funding new cancer therapies.

Executives from our New York office visited Sydney to hear the student presentations, and everyone at Pfizer was delighted with the results."

MASUM HOSSAIN

General Manager
Pfizer Oncology - ANZ & Korea

Life after MGSM

A new world of intellectual collaboration opens up when you choose to study at MGSM and meet people from all walks of life, from all over the world.



ALUMNI – STAY CONNECTED

Becoming a member of our Alumni Association (MGSMMAA) enables you to maintain connections you made whilst studying, forge new ones and continue your learning journey. One of the key benefits of being an MGSM graduate is the access you have to a large network of other successful people from all over the world. Currently there are some 16,500 members of the MGSM alumni community, located in 75 countries around the world.

MBA EXTENSION PROGRAM

At MGSM we understand that the world of business doesn't stop changing once you've completed your study. Because of this we have developed the Post MBA Extension Program, a three unit course designed for MBA graduates, enabling alumni of MGSM (and other recognised business schools) to extend their study, hone their skills and remain at the cutting edge of business practice.

This program is unique in the Australian market.

Whether you have recently graduated from the MBA program or graduated several years ago, the extension program will further refine your skills, broaden your knowledge and give you first hand access to the latest management concepts and the tools required to face the constantly changing, global business environment.

The program, which must be completed within one calendar year, has been designed to offer flexibility and can be achieved in a number of ways.

You can elect to study any three units that you have not already undertaken during your completion of the MBA program. The chosen units can be studied at either the Hong Kong, North Ryde or Sydney CBD campus.

To provide a truly international learning experience, you can elect to complete the China Study Tour (two units), plus one additional unit.

“The MGSM MBA enabled me to progress seamlessly into Regional and Global roles and to achieve my goal of becoming CEO of a range of different businesses in quite diverse environments.”

MGSM Alumnus Richard Kimber
Head of Equity Markets - ANZ Bank



Alumni network

ORGANISATIONS REPRESENTED ON MGSM'S HONG KONG PROGRAMS

ABN AMRO BANK NV	AIR NEW ZEALAND LTD	AMERICAN EXPRESS INTERNATIONAL INC.
ASM ASSEMBLY AUTOMATION LTD	AT&T GLOBAL NETWORK SERVICES HONG KONG LTD	BANK OF AMERICA MERRILL LYNCH
THE BANK OF EAST ASIA LTD	BOC HONG KONG (HOLDINGS) LTD	BRITISH AIRWAYS PLC
BRITISH-AMERICAN TOBACCO CO (HK) LTD	CATHAY PACIFIC AIRWAYS LTD	CHEUNG KONG (HOLDINGS) LTD
CHEVRON CORP	CITIBANK, N.A.	CLP POWER HONG KONG LIMITED
COLGATE-PALMOLIVE (HK) LTD	DBS BANK (HONG KONG) LTD	DFS HONG KONG LTD
DHL	DKSH HK LTD	ELEC & ELTEK INTERNATIONAL HOLDINGS LTD
ERICSSON LTD	ERNST & YOUNG	ESSO MOBIL HK LTD
FEDERAL EXPRESS HK LTD	GILLETTE HONG KONG LTD	GOLDMAN SACHS (ASIA) LLC
HANG SENG BANK LIMITED	HENDERSON LAND DEVELOPMENT CO LTD	HEWLETT-PACKARD HK SAR LTD
HONEYWELL LTD	THE HONG KONG AND CHINA GAS COMPANY LTD	THE HONG KONG AND SHANGHAI BANKING CORP LTD
HONG KONG DRAGONAIR AIRLINES LTD	HONG KONG ELECTRIC (HOLDINGS) LTD	HONG KONG EXCHANGES AND CLEARING LTD
THE HONG KONG INSTITUTE OF BANKERS	THE HONG KONG JOCKEY CLUB	HONG KONG MONETARY AUTHORITY
(HKSAR) HONG KONG POLICE FORCE	HUTCHISON TELECOMMUNICATIONS (HK) LTD	HUTCHISON WHAMPOA PROPERTIES LTD
IBM CHINA/HK LIMITED	INTEL SEMICONDUCTORS (U.S) LTD	ISLAND SHANGRI-LA HOTEL
JARDINE AIRPORT SERVICES LTD	JARDINE MATHESON LTD	JARDINE ONESOLUTION (HK) LTD
JOBSDB HONG KONG LTD	JOHNSON ELECTRIC INDUSTRIAL MANUFACTORY CO LTD	JP MORGAN
KODAK (HONG KONG) LIMITED	LANE CRAWFORD (HK) LTD	LI & FUNG GROUP
MAERSK HK LTD	MANDARIN ORIENTAL HOTEL GROUP LTD	MARKS & SPENCER (ASIA PACIFIC LTD)
MCDONALD'S RESTAURANTS (HK) LTD	MCKINSEY AND COMPANY INC.	MICROSOFT HONG KONG LTD
MODERN TERMINALS LTD	MOTOROLA SOLUTIONS ASIA PACIFIC LTD	MTR CORPORATION LTD
NCR CORPORATION	NESTLE HONG KONG LIMITED	NOKIA (HK) LTD
OCEAN PARK CORPORATION	PCCW LTD	PEPSICO INTERNATIONAL
PHILIP MORRIS ASIA LTD	SAN MIGUEL BREWERY HONG KONG LTD	THE SHUI HING CO LTD
SHUN HING GROUP	SIEMENS LTD	SONY CORPORATION OF HONG KONG LTD
SOUTH CHINA MORNING POST PUBLISHERS LTD	STANDARD CHARTERED BANK (HK) LTD	SWIRE COCA-COLA (HK) LIMITED
UNISYS CHINA/HONG KONG LTD	UPS PARCEL DELIVERY SERVICE LTD	WALT DISNEY TELEVISION INT (ASIA PACIFIC)

Course unit directory

All of MGSM's postgraduate programs require you to study a number of foundation units, the cornerstones of business education. The units of study required to complete the Postgraduate Certificate and Postgraduate Diploma have been carefully selected to ensure that graduates of the programs develop a deep understanding of the knowledge required by today's managers.

As you articulate through the progression pathway and reach the Master of Management and MBA programs you will have the ability to tailor your program to suit your needs, objectives and requirements by choosing to study a number of elective units (two for the Master of Management, six for the MBA).

We recommend that you select elective units that will enhance your knowledge base in your current industry and/or field, assist you in developing skills that will enable you to change the course of your career in your chosen direction, assist in strengthening any perceived weaknesses in your current skill set, and appeal to your personal interests.

FOUNDATION UNITS

POSTGRADUATE CERTIFICATE

The three foundation units for the Postgraduate Certificate are:

- Accounting for Management
- Marketing Management
- Organisational Behaviour

POSTGRADUATE DIPLOMA

The six foundation units for the Postgraduate Diploma include the three foundation units required to complete the Postgraduate Certificate plus:

- Economic Context of Management
- Information and Decision Analysis
- Strategic Frameworks

MASTER OF MANAGEMENT

The eight foundation units for the Master of Management include the six foundation units required to complete the Postgraduate Diploma plus:

- Financial Management
- Operations Management

MBA

The ten foundation units for the MBA include the eight foundation units required to complete the Master of Management plus:

- Foundations of Management Thought
- Strategic Management

ELECTIVE UNITS

When tailoring your Master of Management and/or MBA Program by selecting elective units the possibilities are endless, and the choice is yours. To help you, we recommend these specialisations, and units within each specialisation, for the Master of Management program:

GENERAL MANAGEMENT

Two of:

- Business Performance MM
- Leadership & Motivation
- Management of Innovation
- Managing with a Global Mindset
- Report 1

FINANCIAL MANAGEMENT

Two of:

- Business Performance MM
- Entrepreneurial Finance
- Report 1

PEOPLE AND PERFORMANCE

Two of:

- Business Performance MM
- Leadership & Motivation
- Managing with a Global Mindset
- Strategic Human Resource Management
- Report 1

INTERNATIONAL MANAGEMENT

Two of:

- Entrepreneurial Finance
- International Marketing
- Managing with a Global Mindset
- Report 1

MARKETING MANAGEMENT

Two of:

- International Marketing
- Strategic Marketing
- Report 1

If you enroll the Master of Management without a particular specialisation, the following elective units are available:

- Business Performance MM
- Entrepreneurial Finance
- Foundations of Management Thought
- International Marketing
- Leadership & Motivation
- Management of Innovation
- Managing with a Global Mindset
- Strategic Human Resource Management
- Strategic Marketing
- Report 1
- Report 2
- Study Tour (2 units)

Course unit directory (continued)

Below is a brief synopsis of each of the units (foundation and elective). Foundation units are offered every year, but some electives may not be offered each year.

ACCOUNTING FOR MANAGEMENT

MGSM840

An introduction is provided to Financial Accounting, Management Accounting and the analysis of the Financial Accounting statements, the Profit and Loss Statement, the Balance Sheet and the Statement of Cash Flows. The unit aims to equip managers with the ability to analyse and interpret financial data, and use their knowledge for projecting and assessing the performance of organisations and business units.

BUSINESS PERFORMANCE MEASUREMENT AND MANAGEMENT

MGSM842

Prerequisite: MGSM840 Accounting for Management

This unit discusses developments in the effective measurement and management of business performance. It aims to provide participants with: technical expertise in the application of measurement tools; an ability to critically evaluate performance management alternatives; and an understanding of how to design performance management systems to achieve their intended objectives. Topics covered include: managing effectively through “the financials”; shareholder-value based frameworks including EVA™; stakeholder value management including the balanced scorecard; and the management of intangibles and corporate social responsibility.

ECONOMIC CONTEXT OF MANAGEMENT

MGSM845

This unit presents a basic understanding of the economic context in which managerial decisions take place and provides some basic practical economic skills. The main emphasis is on the macroeconomic environment and how it affects corporate ability to add value. For example, among other things, students are shown how macro and micro markets work, how to find and interpret economic information and statistics, how to understand the transmission of economic impacts in a global environment and how to interpret the role of government and its policy options. The unit emphasises current economic developments in the Australian, Japanese, US and Asian economies.

ENTREPRENEURIAL FINANCE

MGSM847

Prerequisite: MGSM840 Accounting for Management

The objective of this unit is to provide a structured approach to the analysis of the special problems of entrepreneurial finance within the context of the available funding opportunities in Australia and overseas. In particular, it offers the financial particulars that are required to access finance from the various avenues available domestically and internationally. Case studies will feature in all lectures and members of the venture capital community, as well as successful seekers of funds, will make presentations during the unit.

FINANCIAL MANAGEMENT

MGSM835

Prerequisite: MGSM840 Accounting for Management

The fundamentals of financial management are introduced from the perspective of the finance manager in a firm, namely those making investment, financing and dividend decisions. Finance theory is applied with the aim of providing a coherent framework and insights to assist in forming reasoned judgements. Case studies and financial planning models are used to provide context. The unit covers methods used in evaluating investment projects and an introduction is given to the local debt and equity markets.

FOUNDATIONS OF MANAGEMENT THOUGHT

MGSM880

This is a unit in the history of Western ideas and their relevance for management. It traces the evolution of Western thought from major philosophical perspectives, ancient and modern. Various philosophies of management are pursued through an analysis of distinguished thinkers: Homer, Plato, Machiavelli, Descartes, Hume, Marx, Schopenhauer, Nietzsche, Freud and Sartre. A central theme is that what is important about any explanatory perspective is what it assumes. Since it is assumed that management is essentially a philosophical activity, the unit aims to demonstrate that the field of management, which is of recent origin, necessarily draws on a wide range of ancient wisdom and so introduces students to some of the great thinkers of Western civilisation.

INFORMATION AND DECISION ANALYSIS

MGSM960

This unit is an introduction to decision technology and its application in the firm. The unit covers introductory quantitative skills, data analysis and the development of computer modelling analyses for both strategic planning and tactical decision-making. It also covers the efficient use of computing resources to enhance the effectiveness of management.

INTERNATIONAL MARKETING

MGSM815

Prerequisite: MGSM820 Marketing Management

This unit addresses the conceptual and practical issues that confront the indigenous business when it decides to market its products (goods and/or services) in foreign countries. Studies include environmental differences, market entry modes and financing international marketing, in addition to, the practical problems encountered in implementing marketing strategies and plans in foreign countries.

INTERNATIONAL PERSPECTIVES: STUDY TOUR

MGSM989

International Perspectives in Management is a double elective unit in which students participate in an overseas study tour of current-edge organisations, adopting a project-based experiential learning approach. The unit strives to provide a deep-level learning experience and strike a balance between academic, cultural and intercultural learning. Each study tour adopts a particular focus such as socially-responsible leadership, international marketing, knowledge management, operations and technology.

NB. Study tours may not run to each location every year and those interested in participating in Study Tours should confirm with Client Services Centre regarding timetabling.

LEADERSHIP AND MOTIVATION

MGSM876

This unit explores the practices and philosophies of leadership and motivation, encouraging students to challenge conventional approaches. It evaluates theoretical and empirical contributions to these important areas of management and encourages students to develop a style of workplace learning through which their own leadership and motivational practices can grow. It aims to develop an appreciation of the role and value of leadership in organisations both domestically and abroad.

MANAGEMENT OF INNOVATION

MGSM897

The objective of this unit is to provide students with a comprehensive understanding of the process of innovation and its management within the Australian and international context, a private sector corporation or government instrumentality, an "old economy" or "new economy". The unit takes a senior/middle management perspective in covering the management of the "fuzzy front end" of the innovation process where problems are identified and new ideas are generated. It examines the innovation process and new technology-based ways of speeding it up, reducing its cost and improving its success rate in the development of new processes, services, software and physical products. It also examines how effective innovation is achieved through a style of project management and organisational structures that involve the collaboration of individuals and the cooperation and coordination of the groups and functions of the organisation.

MANAGING WITH A GLOBAL MINDSET

MGSM879

The objective of this unit is to equip participants with the knowledge and skills which are central to developing a global mindset, specifically in the context of international business relations. In this unit we shall focus on both the concepts and competencies of a global mindset. Leading in a global context means being able to influence people who have ways of doing things that are unlike and unfamiliar to us. In a global context we need to be able to bounce back very quickly from the surprise of unexpected and unfamiliar ways of doing things to lead people who do things in a way other than our own. We also need to learn to think and execute strategically in unfamiliar context. This poses unique challenges and requires unique skills that can be generalised to any situation of uncertainty and given that we are living in an uncertain world, the competencies developed in this course are essential to leading and managing in the face of uncertainty. We shall explore the interesting and complex set of issues around the idea of a "global mindset" in a "global world." These include the relationship between globalisation and localisation; globalisation, nationalism and fundamentalism; globalisation, worldliness and cosmopolitan mindsets. All of these will contribute to becoming leaders able to influence people unlike and not familiar to us.

Course unit directory (continued)

OPERATIONS MANAGEMENT

MGSM890

This unit examines the key issues currently facing all service and manufacturing organisations when creating products and services. A primary aim of the unit is to illustrate the principles involved in effectively creating a value proposition and how the value transformation process is managed in the organisation and across the value chain. The unit will also examine the strategic contribution that operations management can make to the organisation's long-term success. After placing the activities required of the operations manager into a conceptual framework, the practical issues in making operations decisions are examined. Included are the areas of product design conversion processes for making goods and services, planning and control, quality management, the impact of e-commerce on operations, supply chain management, benchmarking processes and improvement activities.

MARKETING MANAGEMENT

MGSM820

This unit examines the relationship between the needs, behaviour and demands of the marketplace and the objectives, marketing strategies and programs developed by the firm. The unit utilises lectures, a project and a marketing simulation game that is designed to explore the complex interrelationships in marketing within a dynamic setting. The unit commences with an introduction to the marketing concept and then addresses issues such as market segmentation, marketing planning, growth strategies, market research, services marketing and detailed issues involved in marketing program formulation.

ORGANISATIONAL BEHAVIOUR

MGSM870

This unit seeks to engage students with multiple perspectives for understanding and managing their own and others' behaviour within organisations, with a view to developing organisational capability through strengthened internal dynamics. Among the approaches taken are the macro perspectives important in leadership and change, particularly the relationship between behaviour and organisational structure, and the psychosocial, political and cultural/symbolic aspects of organisations. Other topics covered include individual differences, groups and teams, power, learning, interpersonal communication, perception and ethics.

REPORT 1

MGSM950

This is an individual thesis-styled unit requiring a report of approximately 10,000 words on a research project. Identification of the subject and thesis content should be negotiated with an MGSM academic supervisor and approval given by the Director of Research prior to commencement of this unit.

REPORT 2

MGSM951

*Available to MBA and Master of Management students only.
Prerequisite: MGSM950 Report 1*

This is an individual thesis-styled unit requiring a report of approximately 10,000 words on a research project for students who have completed Report 1. Identification of the subject and thesis content should be negotiated with an MGSM academic supervisor and approval given by the Director of Research prior to commencement of this unit.

STRATEGIC FRAMEWORKS

MGSM850

The aim of this unit is to analyse the theories behind and practical applications of strategic frameworks, concepts, models, and tools used to achieve sustainable competitive advantage. Strategy formulation from its origins through to the latest research contributions will be explored. The most widely used frameworks (environmental analysis, industry analysis, the resource based view of the firm, the concept of Blue Ocean) and the application of each is studied by the extensive use of case studies that provide students with the knowledge and skills to critically assess different leadership strategies coupled with the ability to develop effective strategic thinking.

STRATEGIC HUMAN RESOURCE MANAGEMENT

MGSM800

This unit explores the issues and choices confronting organisations in regard to the management of people. A central focus is the relationship of human resource management, equity and workplace performance. The unit identifies and analyses a range of factors which influence attitudes toward the management of people and experience at work. It examines, among other things, recruitment and selection, performance management, training, equal opportunity and health and safety.

STRATEGIC MANAGEMENT

MGSM860

Available to MBA students only.

Prerequisite: MGSM850 Strategic Frameworks

This is a capstone unit that has a primary focus on the capabilities and techniques necessary to successfully implement business strategy. It assumes knowledge of the various frameworks and models used to formulate strategy. Content includes organisational culture as a platform for strategy, resource mobilisation, growth and diversification, and international expansion. Students participate in a computer simulation that requires implementation of short-term and long-term strategies in a competitive environment.

STRATEGIC MARKETING

MGSM817

Prerequisite: MGSM820 Marketing Management

This unit explores the relationship between marketing strategy formulation and the strategic direction of the organisation. It is designed to develop skills in analysing, planning, implementing and controlling marketing policies in the business enterprise. The central focus is the study of market strategy formulation with particular emphasis on the use of simulation models and behavioural approaches to inform key strategic marketing decisions regarding products, markets and competition. Examination of the literature relevant to advanced marketing topics and the study of actual marketing problems in selected organisations provide an important part of the learning environment. The unit also utilises a sophisticated marketing simulation game to explore and demonstrate the dynamic interrelationships in key marketing decision areas.

Information in this publication is correct as at October 2013 but is subject to change from time-to-time. In particular, the University reserves the right to change the content or the method of presentation of any unit of study, or to withdraw any unit or course of study which it offers, or to impose limitations on enrolment in any unit or course of study or to make amendments to any of its policies. Please note that not all units are offered every year.



“Without the MBA
I do not believe that I
would be in the position
that I am today.”

MGSM Alumnus Steve Cox
Managing Director: Dymocks

Admission information

ENTRY REQUIREMENTS

MGSM is renowned for the high standard of its students. To maintain this standard, the following entry requirements are in place. Applicants for the MBA or Master of Management who have substantial work experience but do not have a degree may commence studies at the Postgraduate Diploma in Management level. On successful completion of the Postgraduate Diploma in Management, and based on a high level of achievement, students may apply to progress to the MBA or Master of Management program.

	DIRECT ENTRY	INDIRECT ENTRY
MBA	A degree from a recognised university (or equivalent) and a minimum of two years of relevant work experience (e.g. managerial/professional).	Articulation via successful completion of the Postgraduate Diploma in Management and/or Master of Management.
MASTER OF MANAGEMENT	A degree from a recognised university (or equivalent) and a minimum of two years of relevant work experience (e.g. managerial/professional).	Articulation via successful completion of the Postgraduate Diploma in Management.
POSTGRADUATE DIPLOMA IN MANAGEMENT	a) a degree from a recognised university (or equivalent) and a minimum of two years of relevant work experience (e.g. managerial/professional); OR b) for those without a degree, a minimum of five years of relevant work experience (e.g. managerial/professional) supported by evidence of professional attainment.	Articulation via successful completion of the Postgraduate Certificate in Management.
POSTGRADUATE CERTIFICATE IN MANAGEMENT	a) a degree from a recognised university (or equivalent) and a minimum of two years of relevant work experience (e.g. managerial/professional); OR b) for those without a degree, a minimum of five years of relevant work experience (e.g. managerial/professional) supported by evidence of professional attainment.	

Referee reports providing information on experience, managerial potential and achievements must be submitted with all applications.



ENGLISH LANGUAGE REQUIREMENTS

Applicants who have not undertaken recognised studies taught in English (e.g. degree, etc), are required to demonstrate proficiency in English. English language tests recognised by MGSM are as follows: the Academic Module of the International English Language Testing Service (IELTS) test, Test of English as a Foreign Language (TOEFL), including The Written Examination (TWE) component. Applicants should arrange their own test and gain at least the required score.

The Centre for Macquarie English (CME) at Macquarie University is an IELTS test centre and also conducts intensive English (ELICOS) programs for students who are preparing for university entry.

For information about IELTS test schedules, contact CME on:

Telephone: +61 2 9850 6337

Email: ielts@mq.edu.au

Website: www.cme.mq.edu.au

TEST	REQUIRED SCORE
IELTS – Academic (General test not accepted)	6.5 overall (Minimum 6.0 in each band)
TOEFL – internet	90 overall 20 in Listening 22 in Structure/Writing 20 in Reading 20 in Speaking
TOFEL Paper	Overall 570 Minimum scores of Listening 53, Writing 59, Reading 52 and Essay Writing 4.5

MGSM reserves the right, in addition to the above, to administer further testing.

ADVANCED STANDING

Applicants who have previously undertaken studies in management or a related field at other institutions may be eligible for advanced standing. There are two forms of advanced standing – with credit and with substitution. Only CORE UNITS of the MGSM MBA are eligible for advanced standing. Advanced Standing is not granted for elective units. Advanced Standing is also not granted for studies completed more than 10 years ago.

Applicants wishing to apply for Advanced Standing should complete the Application for Advanced Standing form at www.mgsm.edu.au/mba-and-postgraduate-programs/application-process

ADVANCED STANDING WITH CREDIT

Applicants who have successfully completed one or more units at a postgraduate level in a recognised institution, where the program of studies is considered substantially equivalent in content to a core unit of the MGSM MBA program, may be considered for credit on the recommendation of the Director, Academic Programs.

The maximum advanced standing granted for completed postgraduate studies is up to 25% of the equivalent MGSM program.

This equates to a:

- maximum of one unit toward a Postgraduate Diploma in Management program;
- maximum of two units towards a Master of Management program; or
- maximum of four units towards an MBA program.

The maximum advanced standing granted for partially completed postgraduate studies is up to 50% of the equivalent MGSM program.

Advanced Standing is not granted for elective units.

QUALIFICATIONS FROM PROFESSIONAL BODIES

Qualifications from the following professional bodies are also recognised for Advanced Standing with credit as specified below:

- **ICAA/CPA** – Candidates who have completed the Chartered Accountants Program of the ICAA or CPA.
- **Institute of Actuaries of Australia** – Candidates who have completed the IAA Fellowship program.

ADVANCED STANDING WITH SUBSTITUTION

Applicants who have successfully completed units at undergraduate studies level at a recognised institution, with a major in a subject area that equates to a core unit of the MGSM MBA, may be eligible to substitute that core unit with an elective unit, as approved by the Director, Academic Programs.

ADVANCED STANDING ASSESSMENT AND NOTIFICATION

Academic staff assess applications for Advanced Standing on a case-by-case basis. The granting of Advanced Standing is not guaranteed and the following factors are relevant to the decision:

- the reputation of the institution and the quality of program undertaken;
- unit content;
- assessment methods e.g. group work, individual work, exams, etc;
- hours of total client workload (including face-to-face hours); and
- the final grade achieved in the unit.

Admission information (continued)

IT REQUIREMENTS

In order to gain the maximum benefit from programs offered by MGSM, students are required to have access to a PC, modem and commercial internet provider. In addition, it is a requirement for some classes that students have access (per syndicate group) to a suitable laptop during classes.

ARTICULATION

Any student who has completed or is due to complete the Postgraduate Certificate in Management, Postgraduate Diploma in Management or Master of Management program, may apply to articulate to a higher program.

Applications for articulation are assessed competitively, so applicants must meet the entry requirements of the program and maintain a consistently high level of achievement.

This means, for example, that students completing the Postgraduate Certificate in Management may only articulate to the Master of Management or MBA if they have an undergraduate degree, otherwise they must first complete the Postgraduate Diploma in Management.

In order to be eligible for articulation, students are required to:

- achieve a PASS or higher in all units completed;
- score a minimum Grade Point Average (GPA) of 2.0; and

Students wishing to articulate should complete a Request to Articulate form available on the student extranet.

RETURNING STUDENTS

Students wishing to return to a higher MGSM degree program 12 months after their graduation will need to apply as a returning student.

For example, if you completed a Master of Management program in 2010 and decide to continue with an MBA in 2012, you will need to apply as a returning student.

Advanced Standing will be granted for all units successfully completed in the original program for a period of up to 10 years. Returning students are required to comply with the current advanced standing policy at the time of re-enrolment.

Students returning after 12 months should complete a Returning Student form: www.mgsm.edu.au/pgdownloads.

THE SELECTION PROCESS

Selection is based on the applicant's demonstrated record of management/professional experience and academic achievement, as evidenced by factors such as Grade Point Average (GPA), as well as assessments of managerial potential and capacity for success.

The Academic Selection Committee bases its assessment of managerial potential on referees' reports and evidence of clarity/direction in achieving career and personal objectives in the personal statement required of applicants. The Academic Selection Committee judges applications on a range of criteria, and not just one or two indicators such as academic results. Successful applicants will be notified by email as soon as selection is finalised.

FEES AND CHARGES

The course tuition fee is a composite fee which includes:

- Registration with the University
- Induction Seminar
- Intensive seminars conducted by lecturers from MGSM
- Local study group
- Examination in Hong Kong
- Study notes and course materials

FURTHER INFORMATION

For further information, contact:

The Hong Kong Management Association

Telephone: + 852 2774 8592/8500/8585

Facsimile: + 852 2365 1000

Email: carolwong@hkma.org.hk/

dorisng@hkma.org.hk

Web: www.hkma.org.hk/mgsm

APPLICATION LODGEMENT

The application form for MGSM programs is enclosed in this brochure, together with the necessary referee reports and Statement of Personal Aims and Achievements form.

Applications should be lodged:

By mail to:

The Local MGSM Secretariat
c/o The Hong Kong Management Association
16/F Tower B, Southmark
11 Yip Hing Street,
Wong Chuk Hang, HONG KONG

In person, at any HKMA centre.

You're in good hands

MGSM's faculty are highly qualified and many possess extensive industry experience, combining business skills with academic excellence, bridging the gap between theory and real world application.

DEAN ALEX FRINO

Dean, Professor of Management (Finance)
BCom MCom (Hons) W'gong MPhil Camb. Phd, CPA
Teaching Areas Research

Professor Frino specialises in teaching corporate finance and derivatives, and is the lead author of a widely used finance textbook entitled *An Introduction to Corporate Finance* which is currently in its fourth edition.

Professor Frino has held visiting positions with Credit Suisse First Boston, Sydney Futures Exchange, Australian Securities Exchange and Commodity Futures Trading Commission in the USA. He has also held visiting professorial and research positions at the University of Canterbury, New Zealand, Cambridge University, England, Universita' Federico II, Italy and Georgetown University, USA. Professor Frino currently serves on the editorial boards of the Pacific Basin Finance Journal and Review of Futures Markets. He is on the Board of Directors of the Financial Management Association of Australia Limited (FMAA), Asian Finance Association and Wollongong Anglican Residential College Limited. He also serves on the Disciplinary Tribunal of the Australian Securities Exchange.

PROFESSOR RICHARD PETTY

Executive Director International, Professor in Management (Accounting and Finance), BCom (First Class Honours and University Medal) (UWS), MCom (Hons) (UNSW), PhD (Macq), FCPA (Aust, Life Member), MAICD
Teaching Areas Accounting, Banking & Finance

Professor Richard Petty is Chairman of the Australian Chamber of Commerce Hong Kong and Macau, the largest Australian Chamber of Commerce globally outside of Australia. He is Past Chairman of the Board and President of CPA Australia, one of the world's largest professional accounting bodies, and Chairman or Board Director of several other companies. Professor Petty previously owned a group of companies that he later sold. He worked with Ernst & Young early in his career and has been a faculty member at several leading Universities. He is on the editorial boards of several leading international research journals and he has authored over 100 academic outputs including books, monographs, and refereed articles in leading journals.

His most recent book (co-authored with Professor Michael Enright) is *Australia's Competitiveness: From Lucky Country to Competitive Country* (Wiley, 2013) www.australiascompetitiveness.com. Professor Petty appears regularly in the media and has been interviewed and profiled by channels including CNBC, Bloomberg, BBC, Wall Street Journal Asia, The Australian Financial Review, The Australian, The South China Morning Post, Business Spectator and others. Professor Petty was made a life-member of CPA Australia in 2011 for services to the accounting profession. He has won awards both as a researcher and as an editor of academic works, and he has won awards in Hong Kong and in Australia for teaching excellence. He is a Fellow of the Australian Institute of Company Directors (FAICD) and a Fellow of CPA Australia (FCPA, Life).

PROFESSOR GAYLE AVERY

Professor of Management
BA (Honours)(Sydney),
MTCP (Sydney), PhD (Monash)
Teaching Areas
People & Organisations

PROFESSOR RICHARD BADHAM

Professor of Management
Dip Sociol (Warwick), BA/Pol.
(Warwick), PhD (Warwick)
Teaching Areas
People & Organisations
Research

DR KYLE BRUCE

Senior Lecturer in Management
BEC Syd, MCom (Hons)
PhD (W'gong)
Teaching Areas
Marketing & Strategic Management
People & Organisations

PROFESSOR JOHN CROUCHER

Professor of Management
BA (Hons), PhD (Macq.),
MSc PhD (Minn), PhD (Hon) (DWU),
FRSA FAustMS MAAFS MASOR
Teaching Areas
Operations & Technology
Research

ASSOCIATE PROFESSOR GUY FORD

Associate Professor of Management
(Finance), Associate Professor in
Management (Finance)
BCom (UNSW), MBus (App Fin) UTS,
PhD (UWS), SA Fin, FAFM
Teaching Areas
Accounting, Banking & Finance

PROFESSOR DAVID GALLAGHER

Professor in Management (Finance)
BEC (Macq), MCom (W'gong),
PhD (Syd), FFin
Teaching Areas
Accounting, Banking & Finance

DR LARS GROEGER

Lecturer in Management (Marketing)
MSc (UoC), CEMS MIM
(HEC/UoC), PhD (UoC)
Teaching Areas
Marketing & Strategic Management

PROFESSOR NORMA HARRISON

Professor of Management
BA, BEc (Sing), MBA (UWA),
PhD (Macq.)
Teaching Areas
Operations & Technology
Supply Chain, Operations & Logistics,
Innovation

ASSOCIATE PROFESSOR CARMEL HERINGTON

Associate Professor of Management
(Marketing)
Dip Ed. BBus (Hons 1), PhD
Teaching Areas
Marketing & Strategic Management

DR ANDREW HEYS

Director of Academic Programs,
Lecturer in Management
BA(Hons) (Macq), MIntS (Hons) (Syd),
PhD (Macq)
Teaching Areas
People & Organisations

DR MATTHEW KEBLIS

Senior Lecturer in Management
(Operations Management)
MA (HUJI); PhD (HUJI)
Teaching Areas
Operations & Technology
Supply Chain, Operations & Logistics

DR DEBBIE HASKI-LEVENTHAL

Faculty Leader of Global Citizenship,
Senior Lecturer in Management
(Organisational Behaviour)
MA (HUJI); PhD (HUJI)
Teaching Areas
Sustainable Leadership in
Organisations, People & Organisations

DR GEORGE LI

Lecturer in Management (Finance)
BSc (Syd), BCom
(Syd, Hons. I), PhD (Syd)
Teaching Areas
Accounting,
Banking & Finance

PROFESSOR JOHN MATHEWS

Professor of Management
BEcon (LSE), MEng,
PhD (Imp Coll, London)
Teaching Areas
Marketing & Strategic Management
Innovation

MR GRAHAM MILLETT

Lecturer in Management
B.A. Dip.Ed. (Macq),
MBA (Macq)
Teaching Areas
Marketing & Strategic Management

DR VITO MOLLICA

Director Higher Degree Research,
Lecturer in Management (Accounting/
Finance)
BCom (Hons) (USYD),
PhD (USYD)
Teaching Areas
Accounting, Banking & Finance

DR LARA MOROKO

Lecturer in Management (Marketing)
B.Bus (Hons) (UTS), MCom (UNSW),
PhD (UNSW)
Teaching Areas
Marketing & Strategic Management

DR PAUL NESBIT

Senior Lecturer in Management
BA (Hons), MA, MBA,
PhD (UNSW)
Teaching Areas
People & Organisations

DR JO RHODES

Lecturer in Management
BA Business Studies (upper second
class) (Manchester), MBA (Manchester),
PhD (Cape Town)
Teaching Areas
Marketing & Strategic Management

DR STEVEN SEGAL

Senior Lecturer in Management
BA (Wits), BA Honours (RAU), BA
Honours (Wits), MA (Wits), PhD (Wits)
Teaching Areas
People & Organisations

PROFESSOR ROBERT SPILLANE

Professor of Management
BCom (Applied Psychology) (UNSW),
PhD (Psychology)
(Macq)
Teaching Areas
People & Organisations

ASSOCIATE PROFESSOR YIMING TANG

Associate Professor in Management
(Marketing)
BA, MA (Nankai), MBA,
PhD (York Tor)
Teaching Areas
Marketing & Strategic Management

mgsm.edu.au/mgsm-in-hk

MGSM

MACQUARIE GRADUATE
SCHOOL OF MANAGEMENT

Go further

Main Campus

**Macquarie Graduate
School of Management**

North Ryde Campus
Talavera Road
Macquarie Park
NSW 2113

P +61 2 9850 9017
F +61 2 9850 9022
E info@mgsm.edu.au

**Macquarie Graduate
School of Management**

Sydney CBD Campus
Level 7, 37 Pitt Street
Sydney
NSW 2000

P +61 2 9850 4600
F +61 2 9850 4624
E info@mgsm.edu.au

**The Hong Kong
Management Association**

Shop 2, PICO Tower
66 Gloucester Road
Wan Chai, Hong Kong
P +852 2774 8592/8500/8585

F +852 2365 1000
E carolwong@hkma.org.hk /
dorisng@hkma.org.hk

It is a matter of discretion for individual employers to recognise any qualification to which this course may lead.