

## 324-AL Master of International Business

<b>Year and Campus:</b>	2009
<b>Fees Information:</b>	Subject EFTSL, Level, Discipline & Census Date, <a href="http://enrolment.unimelb.edu.au/fees">http://enrolment.unimelb.edu.au/fees</a>
<b>Level:</b>	Graduate/Postgraduate
<b>Duration &amp; Credit Points:</b>	
<b>Contact:</b>	Melbourne Graduate School of Management <a href="http://ecom-unimelb.custhelp.com">http://ecom-unimelb.custhelp.com</a> ( <a href="http://ecom-unimelb.custhelp.com/">http://ecom-unimelb.custhelp.com/</a> )
<b>Course Overview:</b>	This course aims to provide students with wide ranging skills that will enhance their effectiveness as managers working in international business. It provides a solid grounding in strategic thinking, relative to international and global market operations, and an understanding of how operating across borders impacts on functional areas (such as marketing, accounting, finance and HRM). This course should also develop an awareness of the policies governing the world trade and investment system, from the perspectives of a sovereign country, a regional trade bloc and a supra-national institutional (such as the IMF, World Bank and WTO). The course emphasises the Asia-Pacific region and pursues a cross disciplinary approach to analysing and solving complex problems.
<b>Objectives:</b>	<p><b>1. Learning Goal</b></p> <p>Graduates of this degree will be:</p> <p>Able to generate and analyse data relevant for strategic management decisions in the area of international business.</p> <p><b>Learning objectives to achieve this goal</b></p> <p>On successful completion of this degree students will be able to:</p> <ul style="list-style-type: none"> <li># describe, explain and apply the fundamental principles of strategic management</li> <li># identify the various sources of sustained competitive advantage of firms engaged in international business</li> <li># evaluate the impact of cultural, political and environmental factors on decision making in international business.</li> </ul> <p><b>2. Learning goal</b></p> <p>Graduates of this degree will be:</p> <p>Cognisant of the fundamental differences between doing business across borders and operating in a home market environment.</p> <p><b>Learning objectives to achieve this goal</b></p> <p>On successful completion of this degree students will be able to:</p> <ul style="list-style-type: none"> <li># identify how foreign markets, institutions and cultures differ from one another</li> <li># identify how policies related to trade, investment, intellectual property, and labor and environmental standards imposed by nation states and supra-national bodies impact on international business</li> <li># understand and moderate the impact cultural differences in the operation of international business</li> <li># understand the contested nature of globalization.</li> </ul> <p><b>3. Learning Goal</b></p> <p>Graduates of this degree will be:</p> <p>Effective decision makers in international business and the related public policy domain.</p> <p><b>Learning objectives to achieve this goal</b></p> <p>On successful completion of this degree students will be able to:</p> <ul style="list-style-type: none"> <li># apply ethical principles and corporate governance strategies relevant to international business</li> </ul>

- # evaluate the applicability of various theories and techniques to international business issues
- # employ a range of tools of analysis' pertinent to the evaluation of evidence in international business sector
- # use evidence based research techniques to support decisions.

#### 4. Learning Goal

Graduates of this degree will be:

Critical thinkers in the field of international business and adept in developing solutions to problems

#### Learning objectives to achieve this goal

On successful completion of this degree students will be able to:

- # explain and critically analyse factors that influence decision making within international firms and in their home and host countries
- # identify issues and solutions in relation to the internationalization strategies of firms
- # apply knowledge of theory to analyse case-based and hypothetical problems in a variety of domestic and international markets.

#### 5. Learning Goal

Graduates of this degree will be:

Knowledgeable in the core areas of international business/international management and possess the capabilities to manage a range of functions within those organisations effectively

#### Learning objectives to achieve this goal

On successful completion of this degree students will be able to:

- # describe the core areas of international management and the related management principles, theories and models
- # analyse and evaluate the key competencies needed to become a successful international manager including strategic management, human resource management, marketing and other functional disciplines
- # critically analyse international organisation's problems and apply relevant models and theories to generate effective solutions

#### Course Structure & Available Subjects:

Students enrolled in the twelve-subject program will need to successfully complete 12 x 12.5 point semester-long subjects comprising four foundation subjects, six core subjects and two elective subjects over three semesters full-time or six semesters part-time.

Students may commence in either Semester 1 or Semester 2.

#### Subject Options:

#### Four foundation subjects selected from:

Subject	Study Period Commencement:	Credit Points:
306-660 Accounting for Decision Making	Summer, Semester 1, Semester 2	12.500
316-661 Quantitative Methods for Business	Semester 1, Semester 2	12.500
325-640 Marketing Management	Summer, Semester 1, Semester 2	12.500
325-663 Human Resource Management	Semester 1, Semester 2	12.500
325-696 Operations Management	Semester 1	12.500
325-621 Organisational Behaviour	Semester 1, Semester 2	12.500

Students enrolled in the twelve-subject program must successfully complete four foundation subjects (50 points) before being permitted to enrol in any further subjects.

#### Six core international business subjects:

	<b>Subject</b>	<b>Study Period Commencement:</b>	<b>Credit Points:</b>
	316-680 Government and International Business	Semester 1	12.500
	325-664 Strategic Management	Semester 1, Semester 2	12.500
	325-683 Global Corporate Strategy	Semester 1, Semester 2	12.500
	325-689 Managing the Multinational	Semester 1, Semester 2	12.500
	325-691 Cross Cultural Management	Semester 2	12.500
	325-698 Governance and the International Firm	Semester 2	12.500
<b>Remaining two elective subjects selected from:</b>			
	<b>Subject</b>	<b>Study Period Commencement:</b>	<b>Credit Points:</b>
	316-681 Asian Economies	Not offered 2009	12.500
	325-656 Conflict and Negotiation	Semester 2	12.500
	325-676 Managing e-business Supply Chains	Semester 1	12.500
	325-679 Supply Chain Management	Semester 2	12.500
	325-681 International Marketing Management	Summer, Semester 1	12.500
	325-687 International Human Resource Management	Semester 2	12.500
	325-688 Asian Business and Management	Semester 1	12.500
	333-690 International Financial Management	Semester 1, Semester 2	12.500
	333-692 Financial Decision Making	Semester 1, Semester 2	12.500
<b>Entry Requirements:</b>	<p>An undergraduate degree in any discipline, or equivalent, plus at least two years of documented work and/or professional experience.</p> <p>Completion of the Graduate Management Admissions Test (GMAT)</p> <p>Personal Statement</p>		
<b>Core Participation Requirements:</b>	<p>&lt;p&gt;For the purposes of considering request for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Student Support and Engagement Policy, academic requirements for this subject are articulated in the Subject Overview, Learning Outcomes, Assessment and Generic Skills sections of this entry.&lt;/p&gt; &lt;p&gt;It is University policy to take all reasonable steps to minimise the impact of disability upon academic study, and reasonable adjustments will be made to enhance a student's participation in the University's programs. Students who feel their disability may impact on meeting the requirements of this subject are encouraged to discuss this matter with a Faculty Student Adviser and Student Equity and Disability Support: &lt;a href="http://services.unimelb.edu.au/disability"&gt;http://services.unimelb.edu.au/disability&lt;/a&gt;&lt;/p&gt;</p>		
<b>Graduate Attributes:</b>	<p>On successful completion of this course, students will be:</p> <ul style="list-style-type: none"> <li>• Able to generate and analyse data relevant for strategic management decisions in the area of international business</li> <li>• Cognisant of the fundamental differences between doing business across borders and operating in a home market environment</li> <li>• Effective decision makers in international business and the related public policy domain</li> <li>• Critical thinkers in the field of international business and adept in developing solutions to problems</li> <li>• Knowledgeable in the core areas of international business/international management and possess the capabilities to manage a range of functions within those organisations effectively</li> <li>• Critical evaluation of evidence in support of an argument or proposition</li> <li>• Problem solvers in international business/international management through the application of appropriate management theories, principles and data</li> <li>• Effective communicators of business and management ideas, theories and solutions to peers and the wider community</li> <li>• Able to synthesize ideas, theories and data in developing solutions to business and managerial</li> </ul>		

	<p>problems • Ethical in their practice through a knowledge of corporate governance processes and implementation • Adept at retrieval of relevant information from a variety of sources • Effective team members through participation in collaborative exercises in class room discussion and written assessment</p>
<p><b>Generic Skills:</b></p>	<p><b>On successful completion of this program, students should have enhanced their skills in:</b></p> <ul style="list-style-type: none"> <li>• Critical evaluation of evidence in support of an argument or proposition</li> <li>• Problem solving in international business/international management through the application of appropriate management theories, principles and data</li> <li>• Communication of business and management ideas, theories and solutions to peers and the wider community</li> <li>• Ability to synthesize ideas, theories and data in developing solutions to business and managerial problems</li> <li>• Ethical practice through a knowledge of corporate governance processes and implementation</li> <li>• Retrieval of relevant information from a variety of sources</li> <li>• Teamwork through collaborative exercises in class room discussion</li> </ul>
<p><b>Notes:</b></p>	<p><b>Please note: Entry to the Master of International Business 324 AL will not be available from Semester 1, 2009.</b></p> <p><b>Please note the majority of classes are held after 6.00pm.</b></p> <p><b>Graduate Certificate in International Business</b>  Students enrolled in the Master of International Business who are either unable, or who choose not to continue with their studies, may be eligible to exit with a Graduate Certificate in International Business. Students must have successfully completed the four International Business core subjects in order to be eligible to be awarded with the Graduate Certificate in International Business.</p> <p><b>Assessment</b>  Students must pass all twelve subjects to qualify for the Master of International Business twelve-subject program.</p>