

## 324BL Master of International Business

<b>Year and Campus:</b>	2011 - Parkville
<b>CRICOS Code:</b>	064491B
<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>	200 credit points taken over 24 months full time. This course is available as full or part time.
<b>Coordinator:</b>	Professor David Merrett
<b>Contact:</b>	<p>Graduate School of Business and Economics  Level 4, 198 Berkeley Street  Telephone: +61 3 8344 1670</p> <p><b>Online Enquiries</b> (<a href="https://nexus.unimelb.edu.au/OnlineEnquiryForm.aspx?campaigncode=CMP-01311-VZ8293&amp;cssurl=https://nexus.unimelb.edu.au/cssfiles/gsbe.css&amp;redirecturl=http://www.gsbe.unimelb.edu.au/contactus/nexus/gsbe.html">https://nexus.unimelb.edu.au/OnlineEnquiryForm.aspx?campaigncode=CMP-01311-VZ8293&amp;cssurl=https://nexus.unimelb.edu.au/cssfiles/gsbe.css&amp;redirecturl=http://www.gsbe.unimelb.edu.au/contactus/nexus/gsbe.html</a>) Web: <a href="http://www.gsbe.unimelb.edu.au">www.gsbe.unimelb.edu.au</a> (<a href="http://www.gsbe.unimelb.edu.au/">http://www.gsbe.unimelb.edu.au/</a>)</p>
<b>Course Overview:</b>	<p>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.</p>
<b>Objectives:</b>	<p><b>1. Learning Goal</b>  Graduates of this degree will be able to generate and analyse data relevant for strategic management decisions in the area of international business.  Learning objectives to achieve this goal  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; and</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>  Graduates of this degree will be cognisant of the fundamental differences between doing business across borders and operating in a home market environment.  Learning objectives to achieve this goal  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; and</li> <li># Understand the contested nature of globalization.</li> </ul> <p><b>3. Learning Goal</b>  Graduates of this degree will be effective decision makers in international business and the related public policy domain.  Learning objectives to achieve this goal  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> <li># Evaluate the applicability of various theories and techniques to international business issues;</li> <li># Employ a range of tools of analysis' pertinent to the evaluation of evidence in international business sector; and</li> </ul>

	<p># Use evidence based research techniques to support decisions.</p> <p><b>4. Learning Goal</b>  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:</p> <ul style="list-style-type: none"> <li># Explain and critically analyse factors that influence decision making within international firms and in their home and host countries;</li> <li># Identify issues and solutions in relation to the internationalization strategies of firms; and</li> <li># Apply knowledge of theory to analyse case-based and hypothetical problems in a variety of domestic and international markets.</li> </ul> <p><b>5. Learning Goal</b>  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:</p> <ul style="list-style-type: none"> <li># Describe the core areas of international management and the related management principles, theories and models;</li> <li># Analyse and evaluate the key competencies needed to become a successful international manager including strategic management, human resource management, marketing and other functional disciplines; and</li> <li># Critically analyse international organisation's problems and apply relevant models and theories to generate effective solutions.</li> </ul>																																										
<p><b>Course Structure &amp; Available Subjects:</b></p>	<p>Students enrolled in the sixteen-subject program will need to successfully complete 16 x 12.5 point semester-long subjects comprising four foundation subjects, six core subjects and six elective subjects over four semesters full-time or eight semesters part-time.  Students may commence in either Semester 1 or Semester 2.</p>																																										
<p><b>Subject Options:</b></p>	<p><b>Four foundation subjects:</b></p> <table border="1" data-bbox="389 1055 1485 1370"> <thead> <tr> <th>Subject</th> <th>Study Period Commencement:</th> <th>Credit Points:</th> </tr> </thead> <tbody> <tr> <td>ECON90015 Managerial Economics</td> <td>Semester 1, Semester 2</td> <td>12.50</td> </tr> <tr> <td>ECOM90009 Quantitative Methods for Business</td> <td>Semester 1, Semester 2</td> <td>12.50</td> </tr> <tr> <td>MGMT90110 Organisational Fundamentals</td> <td>Semester 1, Semester 2</td> <td>12.50</td> </tr> <tr> <td>FNCE90055 Financial Decision Making</td> <td>Semester 1, Semester 2</td> <td>12.50</td> </tr> </tbody> </table> <p>Students enrolled in the 16 Subject Program must successfully complete four foundation subjects (50 points) before being permitted to enrol in any further subjects.</p> <p><b>Six international business core subjects:</b></p> <table border="1" data-bbox="389 1458 1485 1890"> <thead> <tr> <th>Subject</th> <th>Study Period Commencement:</th> <th>Credit Points:</th> </tr> </thead> <tbody> <tr> <td>ECON90025 Government and International Business</td> <td>Not offered 2011</td> <td>12.50</td> </tr> <tr> <td>MGMT90019 Strategic Management</td> <td>Semester 1, Semester 2</td> <td>12.50</td> </tr> <tr> <td>IBUS90001 Global Corporate Strategy</td> <td>Semester 1</td> <td>12.50</td> </tr> <tr> <td>IBUS90003 Managing the Multinational</td> <td>Semester 2</td> <td>12.50</td> </tr> <tr> <td>IBUS90004 Cross Cultural Management and Teamwork</td> <td>September</td> <td>12.50</td> </tr> <tr> <td>MGMT90038 Governance and the International Firm</td> <td>Not offered 2011</td> <td>12.50</td> </tr> </tbody> </table> <p><b>Six elective subjects selected from the following streams:</b></p> <p>International Management</p> <table border="1" data-bbox="389 1951 1485 2087"> <thead> <tr> <th>Subject</th> <th>Study Period Commencement:</th> <th>Credit Points:</th> </tr> </thead> <tbody> <tr> <td>MGMT90037 Conflict and Negotiation</td> <td>July</td> <td>12.50</td> </tr> </tbody> </table>	Subject	Study Period Commencement:	Credit Points:	ECON90015 Managerial Economics	Semester 1, Semester 2	12.50	ECOM90009 Quantitative Methods for Business	Semester 1, Semester 2	12.50	MGMT90110 Organisational Fundamentals	Semester 1, Semester 2	12.50	FNCE90055 Financial Decision Making	Semester 1, Semester 2	12.50	Subject	Study Period Commencement:	Credit Points:	ECON90025 Government and International Business	Not offered 2011	12.50	MGMT90019 Strategic Management	Semester 1, Semester 2	12.50	IBUS90001 Global Corporate Strategy	Semester 1	12.50	IBUS90003 Managing the Multinational	Semester 2	12.50	IBUS90004 Cross Cultural Management and Teamwork	September	12.50	MGMT90038 Governance and the International Firm	Not offered 2011	12.50	Subject	Study Period Commencement:	Credit Points:	MGMT90037 Conflict and Negotiation	July	12.50
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MGMT90024 Managing e-business Supply Chains	Not offered 2011	12.50
MKTG90012 International Marketing Management	Semester 1	12.50
MGMT90027 International Human Resource Management	Not offered 2011	12.50
IBUS90002 Asian Business and Management	Not offered 2011	12.50
FNCE90037 International Financial Management	Semester 1, Semester 2	12.50

#### Regional and Global Issues

All language subjects offered by the Asia Institute and the School of Languages and Linguistics

Subject	Study Period Commencement:	Credit Points:
ASIA90001 Human Rights in Southeast Asia	Semester 2	12.50
HIST90016 International Relations from 1945	Not offered 2011	12.50
POLS90011 The EU and Globalisation	August	12.50
POLS90013 Politics and Business in post-Mao China	Semester 2	12.50

#### Trade and Investment: Treaties and Contracts

Graduate level subjects from the Faculty of Law (subject to availability and MIB students meeting Melbourne Law School pre-requisites), such as:

Subject	Study Period Commencement:	Credit Points:
LAWS70006 International Tax: Principles, Structure	August, Semester 1	12.50
LAWS70028 International Trade Law	June	12.50
LAWS70121 International Commercial Arbitration	Semester 1	12.50
LAWS70169 Developing Countries and the WTO	July	12.50
LAWS70219 International Environmental Law	May	12.50
LAWS70242 Internat.Issues in Intellectual Property	November	12.50

Other elective subjects offered by the Faculty of Arts, such as:

Subject	Study Period Commencement:	Credit Points:
PHIL90010 Global Justice	Not offered 2011	12.50
PHIL90015 Issues in Professional & Applied Ethics	Not offered 2011	12.50

Students can select elective subjects offered by other University faculties and schools, subject to the approval of the program director and the relevant Faculty/School.

#### Entry Requirements:

- The Selection Committee will evaluate the applicant's ability to pursue successfully the course using the following criteria:
  - # An undergraduate degree in any discipline, or equivalent, plus at least two years of documented relevant work and/or professional experience;
  - # The applicant's submitted statement of intent in seeking entry; and
  - # Performance on the GMAT unless the applicant has met one of the approved conditions for GMAT exemption.
- The Selection Committee may conduct interviews and tests and may call for referee reports of employer references to elucidate any of the matters referred to above.

#### Core Participation Requirements:

The Faculty of Business and Economics welcomes applications from students with disabilities. It is University and Faculty policy to take all reasonable steps to minimise the impact of disability

	<p>upon academic study, and reasonable adjustments will be made to enhance a student's participation in the Faculty's programs. The BCom and Masters degrees of the Faculty of Business and Economics equip graduates with the knowledge and technical skills necessary to understand and participate in the modern business world. The degrees include the following academic requirements for study: (1) The ability to explain and evaluate concepts, theories, institutional arrangements and operations of modern mixed economies; (2) The ability to critically evaluate the economy, commerce and business in the broader social and political context; (3) The ability to explain and apply concepts across a range of commerce and business disciplines in solving business and policy problems; and (4) The ability to contribute positively to the development of organisations and society in relation to business, government and the commercial professions. All students of the Faculty's courses must possess intellectual, ethical, and emotional capabilities required to participate in the full curriculum and to achieve the levels of competence required by the Faculty. Candidates for the BCom degree and for FBE Masters degrees must have abilities and skills in communication; in conceptual, integrative, and quantitative dimensions; and in behavioural and social dimensions.</p> <p><b>I. Communication:</b> The student must be able to communicate effectively and efficiently in oral and/or written form. A student must have the ability to clearly and independently communicate knowledge and application of a discipline, principles or practices during assessment tasks, and in some discipline streams.</p> <p><b>II. Intellectual#Conceptual, Integrative and Quantitative Abilities:</b> The student is expected to have the ability to develop problem#solving skills and demonstrate the ability to establish study plans and priorities. These abilities include measurement, calculation, reasoning, analysis, and synthesis. Problem solving requires all of these intellectual abilities. Students should also have the ability to comprehend complex disciplinary and cross disciplinary information related to the BCom and Masters degrees.</p> <p><b>III. Behavioural and Social Attributes:</b> A student must possess behavioural and social attributes that enable them to participate in a complex learning environment and the emotional health required for full utilisation of his/her intellectual abilities. Students are required to take responsibility for their own participation and learning. They also contribute to the learning of other students in collaborative learning environments, demonstrating interpersonal skills and an understanding of the needs of other students. Assessment may include the outcomes of tasks completed in collaboration with other students. Integrity, concern for others, interpersonal skills, interest, and motivation are all personal qualities that are deemed necessary for students enrolled in FBE courses. Students who feel their disability will prevent them from participating in tasks involving the inherent academic requirements of the BCom and FBE Masters courses are encouraged to contact the Disability Liaison Unit. Adjustments can be provided to minimise the impact of a disability, but students should participate in the course in an independent manner.</p>
<b>Graduate Attributes:</b>	<p>On successful completion of this course, students will be: Able to generate and analyse data relevant for strategic management decisions in the area of international business; Cognisant of the fundamental differences between doing business across borders and operating in a home market environment; Effective decision makers in international business and the related public policy domain; Critical thinkers in the field of international business and adept in developing solutions to problems; Knowledgeable in the core areas of international business/ international management and possess the capabilities to manage a range of functions within those organisations effectively; Critical evaluation of evidence in support of an argument or proposition; Problem solvers in international business/ international management through the application of appropriate management theories, principles and data; Effective communicators of business and management ideas, theories and solutions to peers and the wider community; Able to synthesize ideas, theories and data in developing solutions to business and managerial 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; and Effective team members through participation in collaborative exercises in class room discussion and written assessment.</p>
<b>Generic Skills:</b>	<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; and</li> </ul>

	# Teamwork through collaborative exercises in class room discussion.
<b>Notes:</b>	<p><b>Please note: The Master of International Business 324 BL is no longer available for entry.</b></p> <p><b>Duration</b></p> <p>A full-time student should complete the course in four consecutive semesters. A part-time student should complete the course in eight consecutive semesters.</p> <p>Postgraduate Diploma in International Business</p> <p>Students enrolled in the MIB must complete eight subjects, including a minimum of four subjects drawn from the MIB core list, to be eligible to exit the program with a Postgraduate Diploma in International Business.</p> <p>Please note the majority of classes are held after 6.00pm.</p>