

257AA Master of Applied Commerce

Year and Campus:	2013																													
CRICOS Code:	036092E																													
Fees Information:	Subject EFTSL, Level, Discipline & Census Date, http://enrolment.unimelb.edu.au/fees																													
Level:	Graduate/Postgraduate																													
Duration & Credit Points:	150 credit points taken over 18 months																													
Coordinator:	Professor Bill Harley																													
Contact:	<p>Melbourne Business School Level 4, 198 Berkeley Street Telephone: +61 3 8344 1670 Online Enquiries (https://nexus.unimelb.edu.au/OnlineEnquiryForm.aspx?campaigncode=CMP-01311-VZ8293&cssurl=https://nexus.unimelb.edu.au/cssfiles/gsbe.css&redirecturl=http://www.gsbe.unimelb.edu.au/contactus/nexus/gsbe.html) Web: www.mbs.unimelb.edu.au (http://www.gsbe.unimelb.edu.au/)</p>																													
Course Overview:	This course aims to provide graduates with a comprehensive, advanced grounding in the core business areas of accounting, economics, human resource management, finance, information systems, management and marketing.																													
Objectives:	<p>On successful completion of this course, students should be able to:</p> <ul style="list-style-type: none"> # Analyse the fundamental principles involved in managing markets and organisations; # Explain the critical importance of marketing, finance, accounting, human resources, economics, quantitative methods and management for superior business performance; # Synthesise empirical evidence and apply theories of business to the development of an in-depth business plan for a real-world company; and # Apply business theories to real world business practice. 																													
Course Structure & Available Subjects:	The Master of Applied Commerce 12 Subject Program consists of twelve semester-length subjects comprising eight core subjects and four elective subjects.																													
Subject Options:	<p>Five compulsory subjects:</p> <table border="1"> <thead> <tr> <th>Subject</th> <th>Study Period Commencement:</th> <th>Credit Points:</th> </tr> </thead> <tbody> <tr> <td>ACCT90004 Accounting for Decision Making</td> <td>Summer Term</td> <td>12.50</td> </tr> <tr> <td>BISY90008 Information Processes & Control</td> <td>Not offered 2013</td> <td>12.50</td> </tr> <tr> <td>ECON90015 Managerial Economics</td> <td>Not offered 2013</td> <td>12.50</td> </tr> <tr> <td>MKTG90004 Marketing Management</td> <td>Not offered 2013</td> <td>12.50</td> </tr> <tr> <td>FNCE90055 Financial Decision Making</td> <td>Not offered 2013</td> <td>12.50</td> </tr> </tbody> </table> <p>Three constrained choice compulsory subjects Select ONE of the following two subjects:</p> <table border="1"> <thead> <tr> <th>Subject</th> <th>Study Period Commencement:</th> <th>Credit Points:</th> </tr> </thead> <tbody> <tr> <td>MGMT90018 Psychology of HR Practice</td> <td>Semester 2</td> <td>12.50</td> </tr> <tr> <td>MGMT90004 Organisational Behaviour</td> <td>Not offered 2013</td> <td>12.50</td> </tr> </tbody> </table>			Subject	Study Period Commencement:	Credit Points:	ACCT90004 Accounting for Decision Making	Summer Term	12.50	BISY90008 Information Processes & Control	Not offered 2013	12.50	ECON90015 Managerial Economics	Not offered 2013	12.50	MKTG90004 Marketing Management	Not offered 2013	12.50	FNCE90055 Financial Decision Making	Not offered 2013	12.50	Subject	Study Period Commencement:	Credit Points:	MGMT90018 Psychology of HR Practice	Semester 2	12.50	MGMT90004 Organisational Behaviour	Not offered 2013	12.50
Subject	Study Period Commencement:	Credit Points:																												
ACCT90004 Accounting for Decision Making	Summer Term	12.50																												
BISY90008 Information Processes & Control	Not offered 2013	12.50																												
ECON90015 Managerial Economics	Not offered 2013	12.50																												
MKTG90004 Marketing Management	Not offered 2013	12.50																												
FNCE90055 Financial Decision Making	Not offered 2013	12.50																												
Subject	Study Period Commencement:	Credit Points:																												
MGMT90018 Psychology of HR Practice	Semester 2	12.50																												
MGMT90004 Organisational Behaviour	Not offered 2013	12.50																												

Select ONE of the following two subjects:

Subject	Study Period Commencement:	Credit Points:
ECOM90009 Quantitative Methods for Business	Not offered 2013	12.50
ECON90032 Macroeconomics for Managers	Not offered 2013	12.50

Select ONE of the following two subjects:

Subject	Study Period Commencement:	Credit Points:
MGMT90019 Strategic Management	Not offered 2013	12.50
MGMT90032 Operations and Process Management	September	12.50

Four elective subjects:

Four elective subjects selected from the Faculty of Business and Economics' postgraduate offerings with the permission of the Academic Director of the program.

Entry Requirements:

An undergraduate degree in any discipline, or equivalent, plus at least one year of documented work and/or professional experience.

Completion of the Graduate Management Admissions Test (GMAT)

Personal Statement

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 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. I. Communication: 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. II. Intellectual#Conceptual, Integrative and Quantitative Abilities: 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. III. Behavioural and Social Attributes: 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.
Graduate Attributes:	On successful completion of this course, students should have enhanced their skills in: Critically evaluating an argument. For example, the argument that market share does not necessarily create shareholder value because market share often comes at a cost; Problem solving, which should be fostered through the application of appropriate theories or principles. For example, students should be able to determine when to lower a product price permanently as opposed to using a series of price promotions; Oral and written communication; Collaborative learning and team work; and Strategic thinking.
Notes:	<p><i>Please note: The Master of Applied Commerce is no longer available for entry.</i></p> <p>Assessment Students must pass all twelve subjects to qualify for the Master of Applied Commerce 12 Subject Program.</p> <p>Graduate Diploma in Applied Commerce Students enrolled in any of Master of Applied Commerce programs who are either unable, or who choose not to continue with their students, may be eligible to exit with a Graduate Diploma in Applied Commerce. Students must have successfully completed four core subjects and four elective subjects, and be in good standing to be eligible to be awarded the Graduate Diploma in Applied Commerce.</p> <p>Graduate Certificate in Applied Commerce Students enrolled in any of Master of Applied Commerce programs who are either unable, or who choose not to continue with their studies, may be eligible to exit with a Graduate Certificate in Applied Commerce. Students must have successfully completed three core subjects and one elective subject, and be in good standing to be awarded the Graduate Certificate in Applied Commerce.</p> <p>Students who are enrolled in the 16 subject streams of any of the Master of Applied Commerce programs must have successfully completed the two fundamentals subjects, in addition to the above requirements to be eligible for the award of the Graduate Diploma or Graduate Certificate.</p>