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You may be reflecting on what your next career step is and are no doubt weighing up your options on how to move forward. I hope that the Adelaide MBA can be an important step in your journey to be your best.

The University of Adelaide has the second oldest MBA in Australia and has been helping students fast track their careers for over 50 years. As an MBA student, you will join our strong network of alumni to continue your professional development long after you have graduated.

The University of Adelaide is a member of the prestigious ‘Group of 8’, a coalition of leading Australian universities and is regularly ranked in the top 1% of all universities in the world. The Adelaide Business School holds accreditation from the Association to Advance Collegiate Schools of Business (AACSB) International. This is the ultimate level of endorsement sought by business education providers. The MBA Program has been a great hallmark of the school for many years and is known for its linkages to industry and for providing students with a strong general management foundation.

We know that your MBA journey is not just about introducing you to new skills, but also strengthening the ones that you already have. We also know that you will learn just as much from your peers as you will from your teachers, which is why we give you the space, support and confidence to actively engage with your MBA team.

The Adelaide MBA is a transforming personal and educational journey. We hope that this is your first step on that journey which has helped shaped the careers of thousands of others.

Professor Lawrence Stephen Abeln (Ph.D Cambridge)
Dean of the Adelaide Business School
Why Adelaide’s MBA?

A world-class University
The University of Adelaide is one of Australia’s Group of Eight universities and is consistently ranked among the top 1% of universities in the world.* Established in 1874, it is Australia’s third oldest university, and has a rich tradition of academic and research excellence.

We have produced over 100 Rhodes Scholars, including Australia’s first indigenous winner, and five Nobel Laureates among our alumni community. More than 25,000 students are currently enrolled at the University of Adelaide, with more than 25 per cent of them international students from more than 90 countries. As a result, our programs are culturally diverse and our students become educated leaders and global citizens.

In 1963, we established the first MBA program in South Australia and one of the first in Australia – a testament to our commitment to innovation.

* Based on the Times Higher Education World University Rankings, QS World University Rankings and the Jiao Tong World University Rankings.

Adelaide Business School
Through a combination of cutting-edge research and real-world experience, our Business School delivers programs that test initiative, encourage creativity and provide skills that can be applied to any profession.

Our AACSB accreditation, earned by less than 5% of the world’s Business Schools, has raised the School’s profile in a global arena creating opportunities for links with the world’s top universities. This approval is reflected in the Adelaide MBA, which has a 5-star rating from the Graduate Management Association of Australia (GMAA), a nationally recognised business association that assesses MBA programs in Australia each year.

In addition to academic accreditation, the School has close affiliations with professional bodies to ensure its programs are practical and relevant in the real world.

Adelaide MBA journey
The Adelaide MBA provides well-rounded knowledge to prepare for managerial roles – whether it’s for a not-for-profit or a large multinational company.

By developing problem solving, communication, leadership and analytical skills, graduates will be better equipped to deal with complex business management issues.

The MBA will develop the skills to:
• understand the relationships between different areas of an organisation and the people outside of an organisation to become an influential leader;
• recognise and act effectively on problems and opportunities confronting an organisation;
• coordinate and apply an organisation’s financial, physical, technological and human resources to achieve important objectives;
• evaluate current management policies and practices to develop new ways to improve organisational effectiveness.

Study overseas
The Adelaide MBA gives students the opportunity to study abroad at some of the world’s highest ranked business schools. We encourage globally minded students to take advantage of our numerous exchange agreements with overseas universities, providing a valuable opportunity to develop an understanding of international business and network with MBA students from around the world.

Real world experience
Undertaking a professional internship can provide the opportunity to develop business knowledge and apply it to practical business issues. Students may be eligible to undertake short-term internships offered across a diverse range of industries and organisations, from government departments to large private companies and not-for-profit organisations.

Throughout my MBA journey, I was given the opportunity to work on a range of different projects which provided me with the opportunity to apply my MBA learnings in the real world and to prepare me for my next career step. Indeed, in times of tightening markets and being from overseas, the work experience opportunities offered to me by the Adelaide MBA have been a fundamental asset in getting a foot in the door.

Amaury Gourrier, Marketing Manager, Scope Global
Experience the MBA your own way

With a wide range of study options, ongoing personalised support, and an experienced network of alumni, studying an Adelaide MBA will allow students to achieve personal career goals without compromise. Having the flexibility to tailor coursework around professional, social and family commitments is vital in ensuring students have the best experience from the time they commence until beyond graduation.

Flexible classes

The Adelaide MBA embodies a student-centric approach, allowing students to customise their schedule to meet their needs – whether it’s long work hours or family commitments. Students can choose to study during the day, evening or intensively on the weekend and can vary the number of courses undertaken in each trimester. Students also have the option to pause their studies provided they complete the program within five years. Alternatively students might choose to fast track their studies by undertaking the intensive MBA Summer School for two weeks in January.

Study load and intakes

Eligible students can study part-time or full-time – one or two courses each trimester for part-time, or three or four courses for full-time. Classes start late January, mid May and early September. Applications are welcome all year round.

Credit for previous studies

Students may be eligible for course credit on the basis of previous study and/or work experience. To ensure that applicants can demonstrate the professional skills and learning expected upon completion of the courses in the Adelaide MBA program, all credit applications are assessed on an individual basis.

A premium learning environment

World-class teaching

With courses delivered by world-class teaching staff, Adelaide MBA graduates are equipped with practical skills and theoretical knowledge necessary to succeed as business leaders. Students will learn from the likes of former CEO’s, experts in family business, advisors to multinational corporations, as well as academics from some of the world’s leading institutions including the University of Warwick and Oxford Rhodes Scholars.

Face-to-face learning

We believe an MBA is best taught face-to-face in order to encourage interaction between students and academic staff. This also fosters valuable networking opportunities. Classes are delivered on campus by internationally renowned, highly experienced teaching staff.

Small class sizes

Average class sizes range from 25 to 35 students, which means personalised attention and a greater opportunity to learn from peers.

Experience and calibre of peers

Program entry requirements ensure that students will be sharing a classroom with high-calibre students, all forging their career path into senior leadership. Not only will students learn from academic staff but also the people who are leading their business sectors – their peers. The varied experiences of the participants produce a rich learning environment and help foster unique, long-lasting business and social networks.

Business leading mentors

Our mentor program pairs MBA students with some of our most experienced alumni and corporate partners across a diverse range of industries. Being opt in and free of additional cost, this program gives a unique opportunity to develop business skills, build networks, and receive personal guidance from business professionals who know what it takes to succeed.

Live in a great city

Adelaide is a safe, friendly and cultural city for students looking to relocate for their studies. Ranked #5 among the world’s most liveable cities, Adelaide is an affordable Australian city to study in. Enjoy pristine beaches, scenic hills and a lively arts scene year round.

* Economist Intelligence Unit’s liveability ranking 2015.

The study abroad course gave me the opportunity to apply all that I had learned from my previous subjects. You get the chance to observe how cultural differences and approaches can have impacts not only on how different societies do business, but also how they think.
MBA courses

With over 50 years experience educating business leaders, our coursework is specifically designed for busy professionals looking to maximise their potential as their career progresses into senior leadership.

Fundamentals of Leadership
To give the best chance of success in today’s competitive environment, managers must have strong interpersonal skills to confidently interact with others – employees, employers, colleagues, customers or suppliers. The foundation course for the program, Fundamentals of Leadership, develops an understanding of management thought and practice, providing a background against which new trends can be viewed. Students will be able to identify and discuss the major challenges facing management in today’s environment and develop communication skills required to effectively lead and manage a diverse workforce.

Accounting for Managers
Effective managers use the complex accounting information they see every day as a foundation for important decision-making. The first part of this course helps understand accounting information, the difference between accounting and bookkeeping, and how to apply the knowledge to evaluate data. Students will learn how to interpret earnings statements, balance sheets and cash flow reports.

The second part of this course is dedicated to budgeting, product and service costing and short-run decision-making. As a result, students will be able to request accounting information to plan and control activities in line with strategic plans.

Marketing Management
With marketing lying at the core of all business, this course offers a complete introduction to professional marketing. Many organisations employ marketing specialists who are responsible for communicating the value of a product or service to customers. Yet, in any organisation, everyone with a direct responsibility for communicating or engaging with customers must have a basic understanding of marketing strategy and the activities to reach marketing goals. This course gives the tools to identify, reach and satisfy customers while understanding marketplace activities.

Systems Thinking for Management
Managers face complex problems and challenges in business today. Important decisions, such as finance, economics and people, require highly interconnected thinking. This course contributes to developing a new-era leader by equipping students with the knowledge and skills in the art of systems design and new ways of thinking. We introduce concepts, theories and cutting edge tools for understanding these systems. Students will learn how to develop strategic plans that will have long lasting effects.

Economics for Management
This course provides an introduction to economic thinking and its application to managing organisations. The first part of the course deals with an analysis of the microeconomic environment in which firms operate, while the second part determines the macroeconomic environment, including inflation and employment.

Managerial Finance
An introduction to the world of modern business finance. We cover concepts of time value of money, asset valuation, risk and return paradigm, capital budgeting, financing, and payout decisions. Students will develop a solid foundation on how firms finance their capital expenditure on their investment, the levels of dividends, and how to apply derivatives as a tool to manage risk. Upon completion, students will have the confidence to value bonds and stocks, estimate asset returns according to their risk, and use analytical tools to choose projects that maximise shareholder’s wealth.

‘An MBA from the University of Adelaide will enhance your leadership potential, broaden your vision and enable you to see more opportunities than previously imagined.’
Strategic Management

The strategic manager takes control of projects by making more strategic decisions. They understand the organisation’s major goals and long-term direction, and every decision they make falls in line with this. This strategy draws on marketing, finance, economics and organisational behaviour, and takes place at the functional level – whether the strategy emerges from the interplay of numerous departments or as a ‘grand plan’ devised by one group. This course teaches how to understand roles as part of the overall strategy of an organisation, and nurtures a unified way of thinking about issues of strategy.

Managing in a Global Context

This course builds the fundamental skills of a global leader by introducing core theories, frameworks and issues in global business at the supranational, country and firm levels. It will help to develop a managerial global mindset and acquire skills to leverage this diversity and similarity for value creation in the organisational context. Students will learn how to identify challenges and opportunities in the international marketplace, understand the impact of global developments on local enterprises, and build skills to conduct business in a global environment.

Research in Social Systems

This course is designed to develop skills in designing, conducting and evaluating action research in the context of management practice to affect change. It is an iterative, cyclical, collaborative approach to identifying, analysing, evaluating and synthesising data in relation to a given problem or question. We will explore leading theories in this field, the relationship between action research and other common business research methodologies and the relationship between action research and systems theories.

Social Enterprise Project

Unlike a traditional business, the prime motivation of social enterprise is to fund or support social causes. However, unlike charities, social enterprises derive their income from business activities, not donations. This course asks you to either contribute in a unique way to an existing social enterprise project anywhere in the world, or to create one yourself. As the final 6-unit course (equivalent to two courses) in the Adelaide MBA, this group project aims to draw on all the skills developed during the program in order to make a positive difference in the community. All projects will have an academic supervisor and must be designed to conceive, establish, refine or grow a social enterprise which will operate commercially while addressing a social problem or opportunity.

MBA courses

- Fundamentals of Leadership
- Accounting for Managers
- Marketing Management
- Systems Thinking for Management
- Economics for Management
- Managing Contemporary Organisations
- Managerial Finance
- Strategic Management
- Managing in a Global Context
- Research in Social Systems
- Social Enterprise Project (equivalent to two subjects)
MBA alumni network

The MBA alumni network is an important part of the program, supporting students with business opportunities, guest speaker forums and other networking events. MBA students become part of the alumni network from the moment they enrol – connecting them with graduates in the business community, in Australia and overseas.

Bill Griggs
Associate Professor Bill Griggs, AM, ASM, Director Trauma Services, Royal Adelaide Hospital

“...To learn the science behind business decisions, behind personal relationships, behind the way people behave – it was very insightful. I learnt a lot about myself as well. The MBA program has helped me become a much better manager and a much better communicator.”

Nicole Swaine
2013 Telstra Young Business Woman’s Award Winner and 2013 Telstra Community and Government Award Winner

“I believe that the MBA program has been a key contributor to my career success. It expanded my thinking, knowledge and business skills and provided opportunities for me to develop to my full potential.”
Entry requirements

Program entry requirements ensure that students will be sharing a classroom with high-calibre students, well prepared for study. The varied experiences of these participants produce a rich learning environment and foster unique, long-lasting business and social networks.

To be eligible for entry into the Adelaide MBA, students must meet one of the following requirements:

> with a completed bachelor's degree from the University of Adelaide (or an equivalent degree from another tertiary institution), a minimum of two years relevant work experience is required.

> without a completed bachelor's degree a satisfactory GMAT Test score and a minimum of seven years relevant work experience is required.

English language requirements

International students are required to submit evidence of their proficiency in English. Domestic students with a bachelor degree that has not been completed in English may also be required to undertake an English language test.

The minimum scores for direct entry into the Adelaide MBA are:

> IELTS - overall band score of 7.0, and at least 6.5 in all bands.
> TOEFL paper based - 600 with test of written English score min 5.0.
> TOEFL internet based - 94 with minimum score of 24 in writing and 20 in reading, listening and speaking.

Fees

Tuition fees are charged on a per course basis and students are only invoiced for the courses enrolled in each trimester. Tuition fees, which may be subject to an annual increase, may be deferred through the Australian Government's FEE-HELP (Higher Education Loans Program) for eligible students. If you receive a FEE-HELP loan, the Australian Government pays the loan amount directly to the University. A FEE-HELP debt is then recorded with the Australian Tax Office (ATO). For more information visit: [ato.gov.au](http://ato.gov.au)

Scholarship support

Scholarship support is also available for eligible candidates across a range of categories. For up to date scholarship information visit the Scholarships and Fees section at [adelaide.edu.au/mba](http://adelaide.edu.au/mba)

Graduate Management Admissions Test (GMAT)

The Graduate Management Admissions Test (GMAT) is a verbal, quantitative, analytical writing and integrated reasoning skills test. The GMAT is an internationally recognised qualification tool used by top MBA Programs worldwide as an admissions assessment tool. For more information about the GMAT, including booking and preparing for the test, please visit: [mba.com/global](http://mba.com/global)
Application process

How to apply
To apply, domestic and international students should ensure they meet the program entry requirements and complete an online application form.

Students will be required to submit relevant documentation with their application including the following:
- résumé including the contact details of two business referees
- answers to two essay questions
- academic transcript (if applicable)
- GMAT results (if applicable)
- English language test results (if applicable)

An interview time will be arranged for each student as the final step in the application process. Skype interviews will be used if a face-to-face appointment is not possible.

When submitting applications, domestic students should allow one to two months before the start of their preferred trimester. International students should allow at least three to four months, which will include time for visa processing by the Australian Government.

For more information about application deadlines and to complete the online application form, visit: adelaide.edu.au/mba then ‘Apply Now’.

Enquiries and further information
All MBA program and admission enquiries can be directed to:
MBA Marketing and Recruitment Manager
Adelaide Business School
The University of Adelaide
Adelaide SA 5005
AUSTRALIA
Website: adelaide.edu.au/mba
Telephone: +61 8 8313 8331

Scholarship opportunities
The Adelaide MBA offers scholarships for eligible candidates to support their MBA studies. Scholarships are available in the following categories:
- academic excellence
- emerging leaders
- financial need
- international
- community achievement
- Aboriginal and Torres Strait Islander

Visit the ‘Scholarships and fees’ section at adelaide.edu.au/mba for more information about how to apply.

Attend a pre-application briefing session
Take the next step to a MBA journey by attending a ‘Pre-application briefing session’. Students will have the opportunity to hear from current students and alumni and learn about the impact the MBA has on their careers. The MBA Director and staff members who help deliver the program will also be available to answer questions.

Register at: adelaide.edu.au/mba

The ability to study an MBA; an award where at the time very few Aboriginal people were represented, would not have been possible without the University’s commitment to providing opportunities for Aboriginal and Torres Strait Islander people.

Kerrynne Liddle
Manager, Aboriginal Participation, Santos Limited
Message from the MBA Director

Welcome to an exciting stage in your career. Our students commonly recognise that the Adelaide MBA is a rich and transforming journey that has helped them shape their career.

In my experience as the MBA Director and having completed the Adelaide MBA myself, I can assure you that the program will equip you with the skills needed to take on that next challenge in your career journey. My role is to ensure that you develop the confidence to take that next step, to try new things and to think differently.

I don’t look for the most students to join our program but I do look for the best students, the ones that are committed to the program, their classmates and themselves.

I wish you all the best with your studies and trust that the Adelaide MBA will play a vital role in your future career success.

Damian Scanlon
Director, Adelaide MBA