JOIN THE WORLD’S BEST

Western Sydney University is ranked amongst the top three per cent of universities in the world, with a growing international reputation for research-led, student-centred learning.

At Western Sydney University we equip our graduates for more than a career. We are unlocking the potential of the next generation of global citizens, leaders and change-makers.

LEADERSHIP IN ONE OF AUSTRALIA’S FASTEST GROWING REGIONS

Western Sydney is Australia’s third largest and fastest growing economy. With a large multicultural population and expanding international reach, the University is uniquely placed to help students tap into a global mindset. Through our strong ties to local business, industry and community leaders, our students have access to exciting study, work and community engagement opportunities within Western Sydney and across the globe.

SYDNEY GRADUATE SCHOOL OF MANAGEMENT

When you’re studying business, you want to be where the action is. Sydney Graduate School of Management (SGSM) is located in the centre of Parramatta, a city fast becoming an economic force to be reckoned with as more businesses – from large multinationals to small and medium enterprises – choose to locate their operations here. SGSM engages with these businesses to provide students with opportunities to gain valuable experience in the real world of business, or take their leadership skills to the next level. It’s how we have built a reputation for not only providing the business knowledge you will need to succeed, but also giving you the opportunity to work with real businesses and put your new knowledge into action. Our location in the heart of the Greater Western Sydney region makes getting to class between work and home convenient, and many of your fellow students will be locals, creating opportunities for networking on a personal and professional level. With students coming from diverse cultural backgrounds and a range of industries, you'll benefit from fresh perspectives and insights. When you study at SGSM, you can be confident you’re receiving a top quality business education.

About the course

POSTGRADUATE QUALIFYING PROGRAM (PQP)

In the Postgraduate Qualifying Program (PQP) you will participate in an intensive program of learning to prepare you for study at postgraduate level.

This non-award program includes ten learning modules designed to ensure you have the skills and knowledge necessary to undertake postgraduate study in business. You will further develop your verbal and written communication skills in a range of business areas including finance, organisations, people and culture, and business intelligence in a global context. You will be required to demonstrate an understanding of the ethical and professional practice in business enterprises, and demonstrate practical business communication skills by working individually as well as working in teams.

Students who have shown competency in all 10 modules will be eligible to enter the following postgraduate business programs:

<table>
<thead>
<tr>
<th>Course Duration</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Business Administration 2761</td>
<td>2 years</td>
</tr>
<tr>
<td>Master of Accountancy 2691</td>
<td>2 years</td>
</tr>
<tr>
<td>Master of Applied Finance 2759</td>
<td>2 years</td>
</tr>
<tr>
<td>Master of Business Administration/ Master of Applied Finance 2782</td>
<td>2.5 years</td>
</tr>
<tr>
<td>Executive Master of Business Administration 2762</td>
<td>2 years</td>
</tr>
<tr>
<td>Master of Commerce (Human Resource Management) 2764</td>
<td>1.5 years</td>
</tr>
<tr>
<td>Master of Professional Accounting 2689</td>
<td>1.5 years</td>
</tr>
<tr>
<td>Master of Finance 2705</td>
<td>1.5 years</td>
</tr>
<tr>
<td>Master of Commerce (Property Investment and Development) 2725</td>
<td>1 year</td>
</tr>
<tr>
<td>Master of Business (Marketing) 2698</td>
<td>1 year</td>
</tr>
<tr>
<td>Master of Business (Operations Management) 2624</td>
<td>1 year</td>
</tr>
<tr>
<td>Graduate Certificate in Business (including the Graduate Certificate in Postgraduate Studies)</td>
<td>6 months</td>
</tr>
</tbody>
</table>

You must meet the English language proficiency criteria for admission to the above programs.
GRADUATE CERTIFICATE IN POSTGRADUATE STUDIES (GCPS)

The Graduate Certificate in Postgraduate Studies is an award program that recognises your learning completed in the Postgraduate Qualifying Program.

In this course you will prepare a portfolio of work demonstrating the course learning outcomes, including your communication and social interaction skills, critical thinking and problem solving, applied skills and literacies, as well as an understanding of cultural diversity and an ethical, social and environmentally responsible framework for making business decisions. Your knowledge in business will also be evaluated in a verbal examination. To exit from this award, students must also satisfy the English language requirements for admission to Postgraduate Study in Business.

Students completing the Graduate Certificate in Postgraduate Studies may apply for up to 40 credit points advanced standing on admission to Masters courses in Business and Accounting of two years duration.

Recommended Study Sequence

POSTGRADUATE QUALIFYING PROGRAM

This non-award program consists of ten modules (equivalent to 40 credit points). The learning modules will be offered in the following sequence.

Full-time Sequence:

Quarters 1 and 3:
- Written Communication for Postgraduate Study
- Interpreting Financial Statements
- People and Culture
- The Global Economy
- Ethical Enterprise Practice

Quarters 2 and 4:
- Verbal Communication for Postgraduate Study
- Enterprise Intelligence
- Managing People and Organisations
- Innovation and Creativity
- Fundamentals of Finance

EXIT

To complete the Postgraduate Qualifying Program you must achieve a competent outcome (satisfactory grade) in all modules.

GRADUATE CERTIFICATE IN POSTGRADUATE STUDIES

The Graduate Certificate in Postgraduate Studies is an award program that recognises the learning completed in the Postgraduate Qualifying Program. The GCPS comprises a single 40 credit point unit. You will demonstrate proficiency in postgraduate studies by:

- completing PQP
- passing a verbal examination; and
- receiving a passing grade for a portfolio of work demonstrating the course learning outcomes for the award. The Graduate Certificate in Postgraduate Study is only available to students who have completed the PQP (0.5 years volume of learning).

SEQUENCE

Preparation for Postgraduate Study in Business.

EXIT

After completion of the Graduate Certificate in Postgraduate Studies you may be admitted to Masters courses in Business and may also apply for up to 40 credit points advanced standing on admission to Masters courses in Business and Accounting of two years duration.

Modules

WRITTEN COMMUNICATION FOR POSTGRADUATE STUDY

This module will assist you to develop the written communication skills required for postgraduate business study. You will explore academic literature in various business contexts and cover information literacy and writing skills.

INTERPRETING FINANCIAL STATEMENTS

In this module you will interpret financial and accounting statements. You will develop skills in financial literacy and numeracy and use these skills to select relevant financial information to make practical decisions about business performance.

PEOPLE AND CULTURE

In this module you will focus on the impact of leadership and decision-making on workers’ motivation and engagement. The impact of organisational and socio-economic change on organisations and aspects of leadership and communication around change are explored. People and Culture prepares participants to identify challenges that arise from managing people and culture using theories about individuals’ motivation and engagement and team dynamics.

THE GLOBAL ECONOMY

This module is designed to address issues relating to the global economy which reflects the total amount of measurable economic activity going on in the world. You will gain knowledge of the rising share of economic activity which is taking place between people who live in different countries specifically production, trade, financial flows, investment, technology, labour and economic behaviour in nations and between nations.

ETHICAL ENTERPRISE PRACTICE

This module introduces you to current ethical issues that face enterprise practitioners within their field and across related disciplines. Each business function – for example, accounting, finance, marketing, risk, supply chain, human resource policies – has relationships and ethical responsibilities within the larger social environment. This module considers common areas across the business functions and teaches you to think broadly about how ethical professional practices fit into a more complex network of relationships within society.

VERBAL COMMUNICATION FOR POSTGRADUATE STUDY

In this module you will develop your verbal communication skills in one-on-one and small group situations. You will examine basic verbal and non-verbal elements affecting communication between individuals in peer groups, and work settings. Specific topics of discussion include intrapersonal perspectives, message generation, intercultural messages and non-verbal communication in business contexts.

ENTERPRISE INTELLIGENCE

In this module you will explore enterprise intelligence concepts, technologies and practices, and focus on the application of enterprise intelligence through a team based project in class that will allow students to have practical experience in building an enterprise intelligence solution based on a real world case study.

MANAGING PEOPLE AND ORGANISATIONS

In this module you will explore requirements of managing people in ways that are socially responsible, be aware of conflicts of interests and environmental pressures that create ethical issues and political conflicts. You will be able to make arguments about the opportunities presented by a diverse workforce while explaining the leadership and communication that is required for the opportunity of diversity to be realised.

INNOVATION AND CREATIVITY

Innovation seeks to take ideas through invention and entrepreneurial processes to create new economic and social value. You will be introduced to ideation as an approach for developing ideas into possible innovative products, services, applications and processes. You will be exposed to a variety of brainstorming methods and tools.

FUNDAMENTALS OF FINANCE

In this module you will review ideas of finance and an understanding of the basic practices of financial management from the view of a firm (both large and small). You will examine the investment, financing and payment decisions of organisations.
Preparation for Postgraduate Study in Business

Preparation for Postgraduate Study in Business complements and extends your prior learning providing advanced preparation in a range of business areas and a foundation for your further postgraduate business studies. An appreciation of the global economy will provide a framework for exploring people and culture as well as managing people in organisations. You will evaluate organisational performance using diverse data and intelligence and by interpreting financial statements. You will also explore essential aspects of financing enterprises and financial markets. This unit will enable you to develop the professional and academic skills necessary for ethical conduct in business and in preparation for advanced study in postgraduate business courses.

Admission requirements

POSTGRADUATE QUALIFYING PROGRAM
You must have:
→ an Associate Degree, or higher, in a business discipline; OR
→ a minimum of three (3) years full-time equivalent managerial/professional work experience; OR
→ submitted other evidence of qualifications that demonstrate potential to pursue graduate studies.

GRADUATE CERTIFICATE OF POSTGRADUATE STUDIES
You must have:
→ demonstrated proficiency in postgraduate studies by completing the Postgraduate Qualifying Program with competent grades in ten modules of learning.

English Language requirements

POSTGRADUATE QUALIFYING PROGRAM
You must have:
→ satisfied the English language requirements for admission to EAPS (IELTS equivalent 6.0, with a minimum of 5.0 in all bands).

GRADUATE CERTIFICATE OF POSTGRADUATE STUDIES
You must have:
→ satisfied the English language requirements for admission to Postgraduate Study in Business (IELTS equivalent 6.5, with a minimum of 6.0 in all bands).

Further information

For more information about studying at Western Sydney University, including course information, English language requirements, intakes, tuition fees, assessment methods, accommodation options, financial obligations and living in Australia, please visit westernsydney.edu.au/international or email internationalstudy@westernsydney.edu.au

Western Sydney University reserves the right at all times to withdraw or vary courses listed within this publication. In the event that the course is to be changed, or in the event that the course is to be withdrawn, applicants will be advised by mail to the address specified by them on their application.

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