



## Program objectives

On successful completion of the Master of Management program, students will be able to:

- demonstrate advanced understanding of the key theories and practices of managing for sustainability
- display competence in areas relevant to management and marketing practice at middle to senior levels
- apply their knowledge of current behavioural, policy and strategic issues in order to improve organisational efficiency and sustainability
- use written communication skills to interact effectively with other people at all work levels
- analyse developments in a chosen area of management, marketing or leadership and critically evaluate relationships between such developments and contemporary theory and practice
- demonstrate a commitment to ongoing managerial development.

## Admission requirements

Several pathways are available in order to be admitted into the Master of Management:

- a bachelor's degree or equivalent level in the broad areas of management, marketing or leadership
- candidates who have an undergraduate degree or equivalent which does not meet the requirement outlined above must successfully complete the following two courses prior to enrolling in the Master of Management:
  - [MGT5000 Managing Organisational Behaviour](#)
  - [MKT5000 Marketing Management](#)
- candidates who have a [Graduate Certificate in Business](#) or a [Postgraduate Certificate in Business](#) may be permitted to enrol in the Master of Management provided that they have attained a GPA of 4 within that program and provided that they have undertaken the following 2 courses as part of their Graduate Certificate or Postgraduate Certificate program:
  - [MGT5000 Managing Organisational Behaviour](#)
  - [MKT5000 Marketing Management](#)
- candidates who do not have an undergraduate degree or a [Graduate Certificate in Business](#) or a [Postgraduate Certificate in Business](#) but who have a minimum of 5 years full-time equivalent relevant work experience, as determined by the Director of Coursework Studies may be permitted to enrol in the Master of Management on successful completion of the [Postgraduate Certificate in Business](#). The following 2 courses must be undertaken as part of the Postgraduate Certificate program:
  - [MGT5000 Managing Organisational Behaviour](#)
  - [MKT5000 Marketing Management](#)

It is recommended that candidates undertaking this path also take two level 8 courses selected from courses available within the Master of Management as part of the Postgraduate Certificate program. Students must attain a GPA of 4.0 for the [Postgraduate Certificate in Business](#) to become eligible to enrol in the Master of Management.

International applicants must have met the [University's English language requirements](#) or have completed the [University's ELICOS/EAP programs](#).

## How to apply

### Domestic students

[Application for postgraduate programs](#) may be made directly to USQ.

### International students

This program is offered to international students. An international student is a person who is not an Australian or New Zealand citizen and not an Australian permanent resident. Please refer to [USQ International](#) for information about entry requirements, visa arrangements and how to apply.

## **Program fees**

### **Domestic full fee paying place**

Domestic full fee paying places are funded entirely through the full fees paid by the student. Full fees vary depending on the courses that are taken. You are able to calculate the fees for a particular course via the [Course Fee Finder](#).

Domestic full fee paying students may be eligible to defer their fees through a Government loan called [FEE-HELP](#) provided they meet the residency and citizenship requirements.

Australian citizens, Permanent Humanitarian Visa holders, Permanent Resident visa holders and New Zealand citizens who will be resident outside Australia for the duration of their program pay full tuition fees and are

## Major studies

### Environmental Management and Sustainable Development specialisation

No new enrolments will be accepted in 2013.

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<a href="#">MKT8002 International Marketing</a>	S1 (EXT, WEB)	
<a href="#">MKT8009 Integrated Marketing Communication</a>	S2 (EXT, WEB)	

## Professional Studies specialisation

Course	Semester/mode of offer Toowoomba campus	Semester/mode of offer Springfield campus
Any 2 courses from one of the specialisations listed above		
<a href="#">BUS8101 Business Project A*</a>	S1(EXT), S2 (EXT), S3 (EXT)	
<a href="#">BUS8102 Business Project B*</a>	S1(EXT), S2 (EXT), S3 (EXT)	

### Footnotes

\* subject to approval of Director of Coursework Studies and availability of supervisor

## Exit points

A student who chooses not to complete or who does not maintain good standing in this program may be permitted to exit with a [Postgraduate Certificate in Business](#) provided that they have successfully met the requirements of that program.

## Exemptions

Candidates for admission to the Master of Management may be eligible for a maximum of 4 units of exemption on the basis of prior successful completion of relevant, equivalent postgraduate study from a recognised university or institution offering equivalent study. In order for an exemption to be granted, the claim must meet the following specific requirements:

- the course passed was taken at least at Masters or equivalent level
- the course was passed within 5 years prior to the application (courses up to 10 years old may be considered if evidence is provided that the applicant has been employed in that field)
- the course passed is equivalent in objectives, content and weightings to a course prescribed in the Master of Management course, or alternatively, the course is suitable as an elective.

Claims for exemptions should be submitted prior to or at the time of enrolment in a course. Each claim will be assessed on individual merit in line with the Faculty's exemption policies. Exemptions approved in this program will not automatically apply to other programs offered by USQ.

**Note:** Where exemptions are granted, maximum and minimum duration will be adjusted in the same proportion as exemptions, for example, where 6 exemptions are granted, maximum time will be 3 years and minimum duration will be 2 terms.

## Recommended Enrolment Pattern

	Vb^o l c m o l d o ^ j ^ k a p b j b p q b o f k t e f ^ e ` l r o p b f p k l o j ^ i i v p q r a f b a						B k o l i j b k q o b n r f o b j b k q p
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	Vb^o	Pb j	Vb^o	Pb j	Vb^o	Pb j	
Specialisation			1	1			
Specialisation			1	1			
<a href="#">MGT8033 Leading Organisational Change</a>			1	2			
<a href="#">MKT8003 Services Marketing Management</a>			1	2			
<a href="#">MGT8002 Strategic Management</a>			1	3			
<a href="#">MGT8032 International Management</a>			2	1			
Specialisation			2	1			

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L	k	^	^	j	m	r	p	B	u	q	b	o	k	^	i														
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CRICOS:

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