Regardless of the industry, companies that compete for international business must have business strategies that find success. Rules, regulations, government policy and the diversity of cultures and consumer needs and preferences all impact on how companies do business across borders.

International business skills are in high demand. Such skills incorporate ethical approaches, sensitivity and responsiveness to local cultures in new and diverse markets, while at the same time providing the planning, decision making and strategic management these highly competitive operations need.

This program is designed for those seeking to understand the additional complexity of international business compared with domestic business activities. The international business environment is explored across a range of business disciplines, including accounting, finance, logistics, management and marketing.

QUT’s Master of Business has been redesigned to ensure it meets the new quality assurance standards set by the Australian Qualifications Framework for masters by coursework programs. The learning outcomes of the course have been refreshed to provide you with a more engaging and real world learning experience.

**Why choose this course?**

This course is designed to extend your real-world international business knowledge and skills. You will acquire industry knowledge and skills that span trade procedures, logistics, negotiation techniques, languages, regional understanding and offshore business strategies.

In undertaking this study area you will also acquire self-management knowledge and the skills for effective communication and contribution to organisational performance in an international business context.

**Flexible delivery**

Units in this postgraduate program are delivered using a mix of face-to-face, online and blended learning technologies. All course materials are placed online including course lecture materials, practical session guides, readings and help guides.

**Anuj Anand**

**Real world learning environment**

‘My studies at QUT prepared me for challenges I would face in the real world. In the International Business major I was given opportunities to work with people from a vast variety of cultures, whether it was through group assignments or scenarios in class. I believe the practical aspects of this degree equipped me with tools I use in my everyday role.’
**Master of Business (International Business)**

**Real-world learning**
Developed in consultation with industry, our programs incorporate real-world case analysis, activities and workplace projects. You will also benefit from meaningful connections with industry leaders and practitioners as they share their insights into essential skills and attributes needed for professional practice.

You will learn how to exercise creativity, independent judgement and critical reflection, to plan, design, adapt and implement strategies and solutions that contribute to real world business practice and research.

Your knowledge and research skills are taken to an advanced level in the capstone unit of this course. This unit involves an international marketing project that explores market entry and critiques research used to make recommendations and decisions.

**Entry requirements**

**Entry Requirements**

**2 year program (February, July or November start)**
- A recognised Bachelor degree (or higher) in any discipline with a minimum grade point average of 4.0 (on QUT's 7.0 scale).
- A recognised bachelor degree in international business with a minimum grade point average of 4.0 (on QUT's 7.0 scale) plus a minimum of seven years full-time (or equivalent) work experience in international business.

**1.5 year program (February, July or November start)**
- A recognised bachelor degree (or higher) in business or a related discipline with a minimum grade point average of 4.0 (on QUT's 7.0 scale); or
- A recognised bachelor degree (or higher) in any discipline with a minimum grade point average of 4.0 (on QUT’s 7.0 scale) plus a minimum of seven years (or equivalent) work experience in business or a related discipline.

**1 year program (February or July start only)**
- A recognised bachelor honours degree in international business with a minimum grade point average of 4.0 (on QUT’s 7.0 scale); or
- A recognised bachelor degree plus graduate certificate both in international business with a minimum grade point average of 4.0 (on QUT’s 7.0 scale); or
- A recognised graduate diploma (or higher) in international business with a minimum grade point average of 4.0 (on QUT’s 7.0 scale); or
- A recognised bachelor degree in international business with a minimum grade point average of 4.0 (on QUT’s 7.0 scale) plus a minimum of seven years full-time (or equivalent) work experience in international business.

**Course structure**
The Master of Business is designed in three blocks of study:

1. Foundation studies (48 credit points)
2. Discipline studies (96 credit points)
3. Complementary studies (48 credit points)

Students with an undergraduate degree that is not in Business or a related field of study will undertake 192 credit points of study commencing with Foundation studies.

Students who have completed an undergraduate degree in Business or related field of study with a minimum GPA of 4 (on a 7 point scale) will undertake 144 credit points of study in their course.

The enrolment program students will undertake will depend on their prior study:

- Undergraduate degree in the same discipline as their chosen major: Students will commence their study in the Discipline studies block.
- Undergraduate Business degree in a different discipline to their chosen major: Students will commence their study in the Foundation studies block.

**Careers and outcomes**
QUT’s international business program will give you the expertise and skills to succeed in organisations both in Australia and around the world, including multinational enterprises, smaller firms operating across borders, government agencies and consulting firms that serve international companies.

**Student Services and Amenities Fee**
You’ll need to pay the student services and amenities fee as part of your course costs. You may be eligible for SA-HELP, a loan scheme to help you pay your student services and amenities fee, if you are an Australian citizen or hold an Australian permanent humanitarian visa. For other conditions read the SA-HELP information.

**Advanced standing**
Students who have articulated from the Graduate Certificate in Business (International Business) may receive exemptions for up to 48 credit points.

Advanced standing may also be available to students who have studied a related postgraduate program with another institution within the last five years.

**Recognition of prior learning**
If you hold a recognised undergraduate degree, in a related discipline study area, your experience in our Master of Business program will be tailored to your learning needs.

Your work experience in a related field may also be considered for recognition of prior learning.

**Early exit**
Students may exit from the Master of Business (BS11) at the following stages, once those particular course requirements have been met:
- Graduate Diploma of Business (BS79) (Study Area A)
- Graduate Certificate in Business (BS39) (Study Area A).

**Business advantage**
The QUT Business School’s Business Advantage program is a free program offered to all business students. It can help you develop skills through interaction, discussion, cooperation and debate with other students and leaders from business, government, education and community sectors. The program includes: guest presentations from inspiring industry, community and university leaders; sessions focused on specific social and professional skills; challenging interaction aimed at developing skills through new experiences; and provides a certificate of completion for you to include in your resume or portfolio. Not only does this program offer you excellent networking opportunities, but also the opportunity to...
gain highly relevant experiences and skills that you can apply throughout your career.