Master of Business (International Business) (BS16)

Year offered: 2011
Admissions: Yes
CRICOS code: 059599K
Course duration (full-time): 3 semesters (1.5 years)
Course duration (part-time): 6 semesters (3 years)
Domestic Fees (indicative): 2011: Full fee tuition $9,750 (indicative) per semester
International Fees (indicative): 2011: Full fee tuition $11,800 (indicative) per semester
Domestic Entry: February and July
International Entry: February and July
Total credit points: 144
Standard credit points per full-time semester: 48
Standard credit points per part-time semester: 24
Course coordinator: Enquiries to Business Student Services on 3138 2050 or email bus@qut.edu.au
Discipline coordinator: Mr Bill Proud
Campus: Gardens Point

Why choose this course?
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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. These skills incorporate ethics, 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.

The international business environment is explored across a range of business disciplines, including accounting, finance, logistics, management and marketing. The 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.

Course design
Students are required to complete 12 units (144 credit points). Please refer to the course structures for information on specific unit requirements.

Early Exit
Information on early exit options may be found on the Master of Business title page

Abbreviation
MBus(IntBus)

Other majors
See also separate entries for the following majors in this course: Accounting, Applied Finance, Human Resource Management, Integrated Marketing Communication, Marketing, Philanthropy and Nonprofit Studies, Professional Accounting, Public Relations. Further information is available on the Student Services website

English language requirements
In addition to the above academic entry requirements, standard English language requirements apply. See the details for 'all degrees' at: http://www.qut.edu.au/study/applying/english-language-requirements.jsp

Pathways programs (international students)
Pathways units are designed for academically qualified students who do not meet the language requirements.

The Postgraduate Business Pathway program allows international students who have obtained IELTS 6.0 with no sub-band lower than 5.0 to enter some majors of the Master of Business (BS16) and Master of Business Advanced (BS17) on the condition they undertake two Communication units (QCD111 and QCD211) in the first semester of their postgraduate business course. This option is applicable to following Majors: Strategic Advertising, Applied Finance, Integrated Marketing Communication, International Business, Marketing and Public Relations.

Articulation
Students who have articulated from the Graduate Certificate in Business may receive advanced standing for 48 credit points.

Limits on grades of 3
A new policy concerning grades of 3 came into effect from 1 January 2009 (QUT MOPP C/5.2). With effect from this date grades of 3 are no longer considered a conceded or low pass but are classified as a fail grade. Any grades of 3 awarded prior to 1 January 2009 retain the conceded pass status and will be counted for graduation purposes up to the maximum number of grades of 3 permitted for your course. Grades of 3 incurred in units that commence after 1 January 2009 will not count towards your degree. Further information is available on the Student Services website

International Business Unit Set (IBP)
International Business Unit Set

- EFN405 Managerial Economics
- EFN406 Managerial Finance
- MGN447 Managing in a Globalised Economy
- MGN448 Negotiating Across Borders
- AMN430 International Logistics Management
- AMN431 Marketing Internationally
- AYN424 International Accounting
- LWS075 International Business and Law

Plus two from:
- MGN444 Business in Asia
- MGN445 Business in Europe
- MGN446 Business in Australia

Plus:

*Note: Students in the International Business major must complete either AYN424 or LWS075. Where students choose to complete both units, AYN424 will be counted as one of their Complementary Studies units.

Full-time, Semester 1 Entry

Year 1, Semester 1

- MGN447 Managing in a Globalised Economy
- AMN430 International Logistics Management
- EFN405 Managerial Economics

Plus choose one from:
- MGN444 Business in Asia
- MGN445 Business in Europe
- MGN446 Business in Australia

Year 1, Semester 2

- EFN406 Managerial Finance
- AYN424 International Accounting

Or
- LWS075 International Business and Law

Year 2, Semester 1

- AMN431 Marketing Internationally
- AYN424 International Accounting

Or

Complementary Studies unit

Year 2, Semester 2

- MGN448 Negotiating Across Borders

Complementary Studies Unit

Year 3, Semester 1

- MGN444 Business in Asia
- MGN445 Business in Europe
- MGN446 Business in Australia

Year 3, Semester 2

Two Complementary Studies Units
### Full-time, Semester 2 Entry

**Year 1, Semester 2**
- MGN447 Managing in a Globalised Economy
- AMN431 Marketing Internationally
- EFN406 Managerial Finance
- Choose one from:
  - MGN444 Business in Asia
  - MGN446 Business in Australia

**Year 2, Semester 1**
- EFN405 Managerial Economics
- AMN430 International Logistics Management
- LWS075 International Business and Law
- OR
- AYN424 International Accounting
- Plus choose one from:
  - MGN444 Business in Asia
  - MGN445 Business in Europe
  - MGN446 Business in Australia

**Year 2, Semester 2**
- MGN448 Negotiating Across Borders
- AYN424 International Accounting
  OR
  Complementary Studies unit
  PLUS
  Two Complementary Studies Units

### Part-time, Semester 2 Entry

**Year 1, Semester 2**
- MGN447 Managing in a Globalised Economy
- EFN405 Managerial Economics

**Year 2, Semester 1**
- AMN431 Marketing Internationally
- Choose one from:
  - MGN444 Business in Asia
  - MGN445 Business in Europe
  - MGN446 Business in Australia

**Year 2, Semester 2**
- AMN430 International Logistics Management

- AYN424 International Accounting
  OR
  Complementary Studies unit

### Year 3, Semester 1
- EFN406 Managerial Finance
- Choose one from:
  - MGN444 Business in Asia
  - MGN445 Business in Europe
  - MGN446 Business in Australia

**Year 3, Semester 2**
- MGN448 Negotiating Across Borders
  Complementary Studies Unit

**Year 4, Semester 1**
- LWS075 International Business and Law
  OR
  AYN424 International Accounting
  PLUS
  Complementary Studies Unit

### Potential Careers:
Business Analyst, International Business Specialist.

### UNIT SYNOPSES

#### AMN430 INTERNATIONAL LOGISTICS MANAGEMENT
This unit introduces international logistics functions and develops a strategic approach to international business transactions and integration focusing on supply chain management. The unit introduces traditional and contemporary logistics concepts and describes international logistics operations including global transport systems, inventory management, materials handling and information management. Global supply chain management cases and strategies are integrated throughout the unit.

*Equivalents: AMX430, IBN410  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2*

#### AMN431 MARKETING INTERNATIONALLY
In this unit students are exposed to the theoretical and planning aspects of marketing internationally. Through an applied approach, theoretical issues such as segmentation of international markets, life cycle, contingency and network approaches to international market entry choice, and market development and extension are addressed. Planning issues cover the strategic marketing processes involved, including...
international market research, and their application to regions and countries primarily in the Asia/Pacific region or Europe. Students are trained in the practical application of these theoretical and planning aspects through the development of an extensive international marketing plan. Antirequisites: MIN421 Equivalents: AMX431, IBN421 Credit points: 12 Contact hours: 3 Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN424 INTERNATIONAL ACCOUNTING
This unit is designed to provide students with an insight into, and an appreciation of, many of the accounting problems and issues faced in an international business environment. The unit examines issues including: accounting systems in the global environment; international patterns of accounting development including cultural influences on accounting; comparative international accounting systems and practices; the pressures for international accounting harmonisation and disclosure; international disclosure trends and financial analysis; global accounting issues into the twenty-first century. Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

EFN405 MANAGERIAL ECONOMICS
This unit addresses the following topics: managerial decision making in an economic environment; an introduction to economics, demand analysis, cost analysis, market strategy and the macroeconomic environment; issues including problems of resource allocation at the firm, in industry and in the economy. Antirequisites: GSN203, GSN411, GSN414, GSN491, GSN492 and GSZ491 Equivalents: EFX405 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

EFN406 MANAGERIAL FINANCE
This unit is an introduction to the world of finance and financial management. Topics include: the finance function, the role of the financial manager; the Australian financial environment; sources of funds; present and future value; time value of money; financial mathematics; introduction to valuation; cost of funds; the firm investment decision; investment evaluation techniques; capital budgeting; portfolio theory; risk and return; capital asset pricing model; dividend policy; financial structure policy; futures; options. Antirequisites: GSN413, GSN423, GSZ413 Equivalents: EFX406 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

LWS075 INTERNATIONAL BUSINESS AND LAW
This unit on international trade law addresses the broad range of legal problems that arise in the formation and operation of commercial transactions of an international nature. An understanding of the law and practice regarding international commercial transactions is a basic prerequisite for the development of Australian export activity, such activity being generally recognised as crucial to Australia's economic well-being. The importance of international trade law as a subject of legal study is attested to by the ever increasing number of courses offered on it at the postgraduate level in Australian Law Schools. Credit points: 12 Contact hours: 39 hrs Campus: Gardens Point Teaching period: 2011 SEM-1

MGN444 BUSINESS IN ASIA
The aim of this unit is to enable an intensive study of business and markets in Asia. The development of the major industries is examined, together with major intra-regional patterns of trade, commerce and finance. Significant economic, political and social factors determining developments are focussed on, as well as regulatory restraints governing market access. Students are required to undertake a project that requires the application of knowledge of the region to a business issue. Antirequisites: MIN403 Equivalents: IBN403, MGX444 Credit points: 12 Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

MGN445 BUSINESS IN EUROPE
This unit enables a more intensive study of business and markets in Europe. The development of the major industries will be examined, together with intra-regional patterns of trade, commerce and finance. A particular focus will be the development of a single European market and its international implications. Significant economic, political and social factors determining developments will be focussed upon, as well as regulatory restraints governing market access. The student will be required to undertake a project which requires the application of knowledge of the region to a business issue. Antirequisites: MIN404 Equivalents: IBN404, MGX445 Credit points: 12 Campus: Gardens Point Teaching period: 2011 SEM-1

MGN446 BUSINESS IN AUSTRALIA
This unit introduces students to the business environment in Australia. Students examine the geographical, historical, socio-cultural, political, regulatory, demographic, economic, legal, locational and other factors that have influenced, or still impinge upon, doing business in Australia in the current international environment. Learning activities include factory visits and industry analysis. Antirequisites: MIN435 Equivalents: IBN435, MGX446 Credit points: 12 Campus: Gardens Point Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM
**MGN447 MANAGING IN A GLOBALISED ECONOMY**
This core unit examines the forces of globalisation, the diversity of international environments and their impact on business functions at the operational level. It examines the processes and challenges of internationalising the business operation as firms strive to compete successfully in the global marketplaces. Areas of study include the growth of international business and globalisation, international business motives and forms, the nature and challenges of the diversity of environments, and managing and controlling business operations. An international business simulation game is used to facilitate the understanding of business as a system of integrated operations and environments.

**Antirequisites:** BSN408  
**Equivalents:** IBN408, MGX447  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**MGN448 NEGOTIATING ACROSS BORDERS**
This unit develops students’ skills in negotiating intra- and inter-culturally. It provides students with a tool-box of negotiation skills and then explores the relationship between cultural value dimensions and negotiating behaviours. Students practise their negotiating skills with members of their own culture, in cross-cultural dyads and in multi-cultural teams to build confidence and capability in negotiating and influencing.

**Antirequisites:** GSN462  
**Equivalents:** IBN409, MGX448  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2