Master of Business (International Business) - Advanced (BS17)

Year offered: 2013
Admissions: Yes
CRICOS code: 059600M
Course duration (full-time): 2 years
Course duration (part-time): 4 years
Domestic Fees (indicative): 2013: $10,200 (indicative) per 48 credit points

Student Services and Amenities Fee
You’ll need to pay the Student Services and Amenities Fee (SSAF) as part of your course costs. More information on the SSAF - http://www.student.qut.edu.au/fees-and-finances/study-costs/fee-schedule/table-i-student-services-and-amenities-fee

Start month: February, July
Deferment allowed: No
Total credit points: 192
Course coordinator: Enquiries to Business Student Services on 3138 2050 or email bus@qut.edu.au
 Discipline coordinator: Mr Bill Proud
Campus: Gardens Point
Attendance: Part-time, Full-time
Additional Requirements:
An undergraduate degree or equivalent with a minimum Grade Point Average (GPA) of 4.0 (on a 7 point scale).

Course highlights
- Develop tradeable knowledge and strategic thinking to advance or change your career
- Explore a range of business disciplines including accounting, finance, logistics, management and marketing.
- Study Asian business, global business operations, international accounting, international law, international logistics management, international marketing, and negotiating across borders.
- Further your studies beyond a Master of Business, incorporating a thesis, coursework, or a minor in another discipline.
- Prepares you for an international career, including multinational enterprises, smaller firms operating across borders, government agencies and international consulting firms.
- Complete in 4 semesters full-time or 8 semesters part-time.

Details:

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.

Career outcomes
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.

Structures and Units

Example course units
- Business in Asia
- Global Business Operations
- International Accounting
- International Business and Law
- International Logistics Management
- Managerial Economics
- Marketing Internationally
- Negotiating Across Borders

Course design
Students must undertake 192 credit points consisting of 144 credit points of prescribed units and 48 credit points of approved option (elective) units. Non-standardised course progression may result in unit selection difficulties. Students should contact the School of Advertising, Marketing and Public Relations for course progression advice.

Students who have completed an undergraduate degree in a Business related or other cognate degree directly related to the discipline area within the last five years, may be eligible for exemptions up to a maximum of 48 credit points. For further information on exemptions, please refer to the
Master of Business Advanced title page.
Some applicants may require unit substitution where they have studied the equivalent of some introductory units in their undergraduate qualification. Choice of unit substitution is subject to approval by the Subject Area Coordinator.

International Business Unit Set

<table>
<thead>
<tr>
<th>Code</th>
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</thead>
<tbody>
<tr>
<td>EFN405</td>
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PLUS two from:

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<tbody>
<tr>
<td>MGN444</td>
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<tr>
<td>MGN445</td>
<td>Business in Europe</td>
</tr>
<tr>
<td>MGN446</td>
<td>Business in Australia</td>
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</table>

PLUS: Three units from Complementary Studies List

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.

PLUS EITHER

(1) 48cps from another Business stream; OR
* Conditions apply. Students wishing to undertake the Dissertation must seek advice early in their studies to confirm their eligibility and to ensure inclusion of preparatory units into their program.
(2) 48 cp Dissertation*

Full-time, Semester 1 Entry

Year 1, Semester 1

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Year 1, Semester 2

EITHER:

(1) A 48cps from another Business stream:
(2) 48cp Dissertation

Full-time, Semester 2 Entry

Year 1, Semester 2

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Year 2, Semester 1

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(2) 48cp Dissertation

Year 2, Semester 1

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#### Year 2, Semester 2

- **MGN448** Negotiating Across Borders
- **AYN424** International Accounting
  - OR
  - Complementary Studies Unit
  - PLUS
  - Two Complementary Studies Units

#### Year 3, Semester 1

- **MGN448** Negotiating Across Borders
  - OR
  - Choose one from:
    - MGN444 Business in Asia
    - MGN445 Business in Europe
    - MGN446 Business in Australia

#### Year 3, Semester 2

- Two Complementary Studies Units

#### Year 4, Semester 1 and 2

- PLUS EITHER:
  - (1) 48cps from another Business stream: OR
  - (2) 48cp Dissertation

### Marketing Internationally

#### Part-time, Semester 1 Entry

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#### Year 2, Semester 1

- **AMN430** International Logistics Management
- **AYN424** International Accounting
  - OR
  - Complementary Studies Unit

#### Year 3, Semester 1

- **EFN406** Managerial Finance
- **AYN424** International Accounting
  - OR
  - Complementary Studies Unit

#### Year 3, Semester 2

- **MGN448** Negotiating Across Borders
  - OR
  - Complementary Studies Unit

**Information for future students**

Published on: 28 June 2013

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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.

**LWS075 INTERNATIONAL BUSINESS AND LAW**

Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2013 SEM-1 and 2013 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.

Equivalent: EFX405  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2013 SEM-1 and 2013 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.

Equivalent: EFX406  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2013 SEM-1 and 2013 SEM-2

**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: 2013 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 focused 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: 2013 SEM-1 and 2013 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: 2013 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: 2013 SEM-1, 2013 SEM-2 and 2013 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: 2013 SEM-1 and 2013 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: 2013 SEM-1 and 2013 SEM-2