



University of
South Australia

School of
Commerce

- Bachelor of Business (International Business Finance and Trade)
- Bachelor of Business (International Business Finance and Trade) / Bachelor of Arts (International Studies)

Prospective Student Handbook

Experience. The Difference.





Welcome from the Head of School

The School of Commerce comprises of the disciplines Accounting, Applied Finance, Property and International Business/Economics, with a total enrolment of over 5000 students and over 90 dedicated academic and professional support staff members.

Our staff are dedicated professionals and the School provides a high quality teaching and research environment for students.

The purpose of this handbook is to: acquaint you to the services that UniSA and the School of Commerce provides; advise you of some important information relating to your program, and to inform you of the opportunities for further study and career planning.

I trust that you will find this handbook useful and will enjoy your studies with the School of Commerce.

Best regards,

Janek Ratnatunga
Head: School of Commerce



Welcome from the Program Director

On behalf of the international business academic staff, I invite you to join us in the International Business program.

This program will equip you with the conceptual, analytical, and strategic decision making skills necessary for understanding and working within the global business environment.

Whilst you will always be able to acquire vocational skills within your workplace environment, it is our task as academics, to equip you with a set of important business skills which we believe you can only acquire through formal learning within the University environment.

The International Business programs (single and double degrees) have a strong international focus and distinguish themselves by being the only programs in South Australia which are explicitly dedicated to the study of international business. The program also allocates a study period to enable students to study overseas on exchange. Some of the most generous scholarships in Australia are available for this purpose.

For general administrative enquiries regarding your program you can contact Lyn Nipperess (lyn.nipperess@unisa.edu.au).

I trust you will find your International Business studies both stimulating and enjoyable and that your experience here at UniSA is a rewarding one.

Regards,
Dr Ronald Donato
Program Director – International Business program



The Division of Business is
EQUIS Accredited

Career Options

UniSA's International Business, Finance and Trade program opens up a world of exciting opportunities for graduates ready to meet the demands of modern business with a global perspective. With specialist skills and knowledge that allow you to conduct business in an international environment, graduates can pursue careers with companies that do business around the globe.

Your strong set of specific business skills acquired through the program are essential in a global business environment and are transferable across the full range of industry sectors. Given the International Business, Finance and Trade program's focus on analytical, conceptual, and strategic decision making skills within a global context, graduates have a range of employment opportunities and occupational areas open to them. Graduates will be able to choose from a variety of occupations that include: economist, project and planning officer, business and financial analyst, trade development, importer/exporter, business development manager, policy officer and leading up to general management roles.

Both government and private sector organisations are major employers of International Business, Finance and Trade graduates. Potential private sector employers include the banking and finance sector, the airline industry and export-orientated firms including small business enterprises and not-for-profit organisations that have an international focus. In addition, a proportion of graduates have also been employed by departments including Treasury, Foreign Affairs and Trade and Health.



Bachelor of Business (International Business Finance and Trade)

SATAC code: 424091



Program overview

The Bachelor of Business (International Business, Finance and Trade) is an innovative program that provides students with the unique combination of business skills, global focus and international experience necessary to meet the demands of modern business. From this program, graduates will develop the skills to apply logical, critical and creative solutions to problems faced in the global business environment.

The program has the flexibility to enable students to pursue a major sequence in a number of other business discipline areas. Students also have the opportunity to study at an overseas university for one study period which is supported by one of the most generous exchange scholarships in Australia.

What will I study?

The focus of the International Business Finance and Trade program is on conceptual and analytical business skills; business strategy and decision-making, and on understanding economic activity as they affect business in the global setting.

This highly flexible degree enables students to choose two professional business sequences from Applied Economics and Public Policy, International Marketing and Management, and Applied Finance. These professional sequences allow participants to pursue more specialised interests within a global business framework that will prepare them for a wide range of positions in Australia and overseas. The program also allows students to gain valuable work experience via a work practicum.

Core courses in business are typically studied during first year. These courses equip students with a solid foundation in business essentials, providing core knowledge, skills and experience required for their specialist studies in International Business. In the second and third years, students complete the core International Business sequence as well as two professional business sequences in various specialised areas.

Why study International Business Finance and Trade at UniSA?

Graduates of this program will differentiate themselves from other business graduates because of their specialist analytical, conceptual and strategic business decision making skills, all of which are essential requirements for modern businesses. Employment and career prospects are excellent for graduates of the Bachelor of Business (International Business Finance and Trade) program. Graduates have found employment in a variety of business related enterprises including large multinational corporations including the banking and finance sector, the airline sector and export industries. There are also career prospects with Commonwealth and state Government departments such as Foreign Affairs and Trade, Austrade, Department of Health, Reserve Bank, and State Treasury and also with small businesses with an international focus requiring business graduates.

Program Requirements

FIRST YEAR

First Half (Study Period 1, 2 or 3)

Principles of Economics
Accounting for Business
Communication and Information Systems in Business
Business and Society

Second Half (Study Period 4, 5 or 6)

Management Principles
Foundations of Business Law
Quantitative Methods for Business
Macroeconomics

SECOND YEAR

First Half (Study Period 1, 2 or 3)

Marketing Principles: Trading and Exchange
International Commercial Law
Forecasting and Business Analysis
Professional Business Sequence

Second Half (Study Period 4, 5 or 6)

International Economics
Finance and Investment
Professional Business Sequence
Professional Business Sequence

THIRD YEAR

First Half (Study Period 1, 2 or 3)

Overseas Study option/Professional Business Sequence
Overseas Study option/Professional Business Sequence
Overseas Study option/Professional Business Sequence
Overseas Study option/Professional Business Sequence

Second Half (Study Period 4, 5 or 6)

Professional Business Sequence
Elective or Professional Business Sequence
Competitive Strategy
Professional Business Sequence

Note: Students must choose any two of the following professional business sequences:

- A: Applied Economics and Public Policy
- B: International Marketing and Management
- C: Applied Finance or overseas study option



Ashley Yeo

**Bachelor Business (International Business)
(Department of Economics Trade
& Development)**

'I chose this program because I have a family background in international trade and I wanted to experience different cultures. UniSA offers flexibility in the combination of degrees which complements the international business component well. I work in international business now and the degrees have provided a strong foundation to my job.'

Bachelor of Business (International Business Finance and Trade) & Bachelor of Arts (International Studies) double degree

SATAC code: 424221



Program overview

The double degree program is carefully designed to provide students with highly developed conceptual and business analytical skills. The program also teaches critical reflection, interdisciplinary skills and analysis in international relations and cross-cultural comparative studies, and basic communication in a foreign language. Upon completion of the program students will not only have high quality business skills but will also possess an understanding of international relations and a good knowledge of another language and/or culture.

What will I study?

The international studies component combines the study of comparative and crosscultural analysis of Australia, Asia and Europe, with international relations and languages. It is strongly encouraged that students study overseas for at least one study period as a part of this program.

The courses undertaken overseas are accredited towards this degree and UniSA provides outstanding scholarship arrangements for this purpose. Students participating in the double degree program may also be able to apply for the Hawke Ambassador Scholarship: an exciting new initiative involving working for a non-government organisation overseas for one study period. Students of this program are required to complete at least four courses in a language other than English and may study any language currently offered at any University in South Australia.

Why Study an International Business Double Degree?

The combination of language, and international, political and cultural studies with high quality business skills will give students a competitive edge in the international marketplace, where modern business is demanding graduates with a strong multidisciplinary international focus.

There are excellent employment opportunities for graduates of this program to engage their cross-cultural and business skills in Australia and overseas. Graduates may find employment in many areas of business and commerce.

Employment opportunities exist within any organisation seeking strong business graduates with highly-developed business analytical, communication and critical thinking skills. Other potential employers include government departments and agencies, particularly those concerned with aid, defence, education, the environment, foreign affairs, intelligence, trade, and marketing.

Program Requirements

FIRST YEAR

First Half (Study Period 1, 2 or 3)

Principles of Economics
Accounting for Business
Peace, War and International Politics
Language 1A

Second Half (Study Period 4, 5, 6 or 7)

Business and Society
International Relations and World Politics
Language 1B
Quantitative Methods for Business

SECOND YEAR

First Half (Study Period 1, 2 or 3)

Macroeconomics
Contending Theoretical Perspectives in International Politics
Foundations of Business Law
Language 2A

Second Half (Study Period 4, 5, 6 or 7)

Marketing Principles: Trading and Exchange
Language 2B
International Economics
International Political Economy

THIRD YEAR

First Half (Study Period 1, 2 or 3)

Communication and Information Systems in Business / International Experience Option
Elective / International Experience Option
Elective / International Experience Option
Elective / International Experience Option

Second Half (Study Period 4, 5, 6 or 7)

Finance and Investment
Professional Business Sequence
Major course from optional strand
Management Principles

FOURTH YEAR

First Half (Study Period 1, 2 or 3)

International Commercial Law
Forecasting and Business Analysis
Major course from optional strand
Major course from optional strand

Second Half (Study Period 4, 5, 6 or 7)

Capstone Research Project
Professional Business Sequence
Professional Business Sequence or Free Elective
Competitive Strategy

Note:

1. Students must choose 3 courses from within the following professional business sequence:
 - A: Applied Economics and Public Policy
 - B: International Marketing and Management
 - C: Applied Finance
2. Students must choose one International Relations Major strand from the following options:
 - A: Asia and the World
 - B: Forces in World Politics
 - C: Peace and Security
 - D: Politics, Policy and Risk



Hannah Wheaton

International Business double degree student

'To become a leader in this field you need common sense, confidence, the ability to think outside the square and a sound knowledge of your job. I chose this program because I have an interest in languages. I have taken advantage of opportunities, such as the exchange I went on in Vienna. I would like to live and work overseas in international trade, or international aid, and eventually I would like to work for the U.N. As this degree is fairly broad, I will have a number of career options. At the moment I work for two financial services firms. UniSA is very flexible, enabling me to work and study at the same time. Having experienced what other university campuses are like, I can honestly say UniSA is my favourite. City West is convenient and the facilities are fantastic.'



Overseas Study Option

An integral part of the International Business Finance and Trade program (both single and double degree) is the opportunity to study, for one study period at an overseas university. The Division of Business has extensive study exchange linkages with some of the world's leading business schools from a range of countries including universities in the US, Canada, UK, Japan and selected European countries. Scholarships are available to assist students who intend to study overseas.

The feedback from students has been unanimous in that studying overseas has been one of their best experiences. Overseas study will give you a sense of perspective regarding the scale and scope of the global economic environment and the range of possibilities and opportunities that are available to you when you enter the world of business. It will provide you with an invaluable experience and contributes to your personal and academic development and is considered favourably by many employers.

For specific details regarding who are our exchange partners, scholarship arrangements and application forms visit the exchange website at:
unisa.edu.au/exchange

Have a look at student testimonials on the exchange website which gives an account of some of the great experiences students have had on exchange.

Hawke Ambassadorship

– International Volunteer Experience Program

Students in the double degree program have the option to participate in an international volunteering placement and internship Program. The Hawke Ambassador International Volunteer Experience Program is supported by the Honourable Mr Bob Hawke, former Prime Minister of Australia.

The Hawke Ambassador Program is worth 18 units (typically one study period of full-time study) towards a Bachelor degree. For double degree students, the Program is offered as an alternative to the existing study abroad study period. The Hawke Ambassador International Volunteer Experience Program differs from traditional international exchange or study abroad Programs because students will be based within an international non-government organisation (NGO), usually in an overseas location and working as a volunteer, rather than undertaking formal study at an overseas university.

Students who are unable to travel overseas are able to work as a volunteer in a local, internationally focused Program and receive 18 units towards their degree. The Program offers an opportunity for Australian and international students in the above degree to work in international and intercultural situations, and to volunteer their time and intellect in the service of others. It will assist with academic achievement, broader global and societal understanding, and leadership capacity.

For more details of the overseas work experience program see:
unisa.edu.au/hawkecentre/NewGeneration/HawkeAmbassadors/default.asp

Further Study Options

Honours Programs:

- » Bachelor of Business (Honours)
- » Bachelor of Commerce (Honours)

It is possible to undertake an Honours year upon completion of your undergraduate program. By providing graduates with opportunities for advanced study in various business and management discipline areas, this program is designed to develop in graduates the ability to undertake academic research and proceed to PhD work.

Honours Scholarships:

The School of Commerce (Honours) Scholarships are open to candidates who are enrolled full time in (or are considering full time admission into) the Bachelor of Business (Honours)/ Bachelor of Commerce (Honours) (DHBB) Program in Study Period 2, academic year with a research focus in any discipline offered by the School of Commerce. To be eligible for these scholarships, students must study their honours year internally, full time in Australia (onshore). The scholarships will be awarded to candidates considered most likely to succeed at producing research in the area of Commerce. Up to six Scholarships will be awarded each year and will provide payment of \$10,000 (each) for a single year. The scholarships will be paid after the census date of Study Period 2.

For more information:
unisa.edu.au/commerce/honours/scholarships.asp

Student Testimonials



Julie Hanxhari

Year graduated: 2008
Awards/Achievements:
Dean's Merit List
Employer: BAE Systems Australia
Sector of industry: Defence
Job title: Commercial & Procurement

// Gain as much experience as you can whilst studying, whether it be through part time work (that is relevant to your degree or in the industry sector you prefer to work in) or through University opportunities such as practicums/placements. Whilst your degree is important, experience is invaluable and is definitely a differentiating factor between graduates. //



Lisa Crannage

Year graduated: 2007
Awards/Achievements:
Student Ambassador 2006-07,
Teen Interchange Companion Program,
Philippines Volunteer Exchange,
Hong Kong Study Exchange, working
towards Duke of Edinburgh Award,
PwC Work Practicum 2007
Employer: ANZ
Sector of industry: Private Banking
Job title: Assistant Private Banker

// Take advantage of the Student Overseas study program. Work hard in all your courses – doing well in your courses does help your career prospects. Apply for everything in your final year – you may be surprised what opportunities are out there and different career paths that may, surprisingly, interest you. //



Amy King

Year graduated: 2007
Awards/Achievements:
Rhodes Scholar 2007
Studied: Bachelor of International Business/
Bachelor of Arts (International Studies)
Bachelor of Arts (Honours)

// During this degree, I spent 12 months studying at Okayama University, Japan. I was also Australian representative to the Asia-Pacific International Forum, Japan, a delegate at the Australasian Model UN Conference and a young member of the Australian National Commission to UNESCO.

Although there is much students can learn about international relations in the classroom, these various practical experiences have given me a first-hand taste of policy creation, diplomacy and the work of international organisations. Being able to apply the theoretical side of international relations to the real world is fascinating. //



Ben Owen

Year graduated: 2005
Awards/Achievements:
Dean's Merit List 2001-2005
Golden Key International Honour Society
Member 2001-2005
Nanyang Technological University
(International Exchange Scholarship)
Employer: ANZ Banking Group Ltd
Sector of industry: Finance
Job title: Relationship Manager

// Studying at UniSA provided me with a sound understanding of how to operate effectively in a business world that is now global and multicultural in nature. I feel that the program gave me many skills, which I use every day in my current role with ANZ. Predominantly I use my accounting and economic skills in nearly every task I complete. I also make significant use of my organisational and overall business understanding when dealing with staff and clients. My program has prepared me very well to take on everyday challenges related to my role. //

See student testimonials of international business graduates on the following website:

unisa.edu.au/commerce/testimonials_dbib.asp

Visit UniSA's Career Services for information about business administration and other graduate positions, recruitment timetables, and assistance with resume preparation and honing of interview skills at: unisanet.unisa.edu.au/careers/students/default.asp



Staff who may teach you

Dr Ronald Donato Program Director

Ron completed his PhD in economics at Monash University. He has been researching in the area of health economics for the past decade, and has published research papers in a number of international journals, including: *Social Science and Medicine*, *Journal of Orthopsychiatry*; *Journal of Health Services Research Policy*; the *Milbank Quarterly*, the *International Journal of Pharmacy Practice*; and the *British Medical Journal*. Ron's current research is primarily in the area of economics of health care reform.



Vandana Arya

Vandana is a lecturer of Economics in the School of Commerce. She is functioning as a Co-Course Coordinator for Principles of Economics. She is currently enrolled in the University's PhD Programme. Her research interest focuses on measuring dynamics of Economic Integration in ASEAN countries. She has started her career in Australia as a casual tutor with the University of Adelaide and as a marker with Central Queensland University. Prior to holding these positions, she had extensive experience of teaching Economics to undergraduate students in Bradford College, Adelaide and India.



George Bredon

George has a honours degree in economics from the University of Natal in South Africa and a masters degree in economics from the University of Kent at Canterbury. George's expertise has been in writing distance education materials and study guides. He holds a Teaching Excellence Award conferred on him by the University. In 2004, two of his study guides (co-authored with Peter Curnow) were part of a teaching and learning package published by McGraw-Hill that won The Australian Award for Excellence in Educational Publishing. George's research areas of interest centre almost entirely around economics education particularly as he regards the use of technology in education. He is an Online Consultant to the *Journal of Economic Education* (USA). He has published articles about online delivery technologies, distance education and computer-aided instruction. George's current area of research interest is online assessment.



Dr Tony Cavoli

Tony has a PhD from the University of Adelaide and has previously taught at the University of Adelaide and the Queensland University of Technology. His research interests span the areas of open-economy macroeconomics and international economic policy and include topics such as exchange rate regimes, monetary policies, trade and financial integration. His work is applied mainly to Asian economies. He has written several book chapters and published in the *Asian Economic Journal*, *Economic Modelling*, *Journal of Economic Development*, *China and the World Economy* and *India Macroeconomics Annual* among others. He is currently working on a book with Ramkishan Rajan on the links between institutional quality and exchange rate regimes.



Dr Xin Deng

Xin is a lecturer in economics. She completed her PhD at Monash University and her PhD thesis is about applying economic measures to combat negative impacts of motor vehicles. Her research covers a variety of fields including environmental economics, transport economics and economic education. She has published in various peer-reviewed international journals. She is currently doing research on economic evaluation of motor vehicle emission in China and student attrition patterns.



Dr Zen Lu

Zen has a PhD in Econometrics from Monash University. He has been teaching in statistics and econometrics at the University of South Australia since 2001. His research interest focuses on econometric analysis of economic and business data. Currently he is working on modelling population heterogeneity in applied labour economics. He also developed expertise in the area of switching regression/mixture models, model selection and numerically evaluations of various distribution functions. His research has been supported by Australian Research Council and the university. He has published research papers in a number of internationally reputable journals.



Dr Ilke Onur

Ilke is a lecturer in economics. He earned his PhD from the University of Texas at Austin. His general field of research is applied microeconomics with special focus on industrial organisation, auction theory, economics of information systems and electronic commerce. He has published in the *Decision Support Systems*, *Information Technology & Management*, and *Electronic Commerce Research and Applications*. He is currently undertaking research studying the joint demands for private hospital insurance and the Australian health care services.



Professor David Round

David is Professor of Economics and Director, Centre for Regulation and Market Analysis. He is also Adjunct Professor of Economics at the University of Delaware. David was previously at the University of Adelaide and has held visiting positions at Duke University, the University of Delaware, the College of William and Mary, Wesleyan University, and Vanderbilt University. He has twice been a Visiting Erskine Fellow at the University of Canterbury NZ. David has authored around 100 papers in leading Australian and international journals, on industrial economics, competition policy and antitrust topics. He currently serves on the editorial board of *Review of Industrial Organisation*, *Australian Economic Papers*, and the *Australian Journal of Economic Education*. David has served on a number of regulator tribunals including: the Trade Practices Commission in Australia, the Australian Competition and Consumer Commission, the Australian Competition Tribunal, the Australian Telecommunications Authority (AUSTEL), and the Australian Communications Authority. He was Chairman of the Employment Services Regulatory Authority. He has acted as a consultant to a large number of Australian and New Zealand companies, law firms and regulatory agencies.



Dr Martin Shanahan

Martin is an Associate Professor in economics. He completed his PhD at Flinders University and researches in a variety of fields including economic history, wealth and income distribution, law and economics, applied cost-benefit analysis and economic education. He is currently co-editor of the *Australian Economic History Review*. He has co-edited two books, *Globalisation: Australian Regional Perspectives* and *Australian Labour History Reconsidered* and written numerous book chapters and journal articles. He is currently doing research on water pricing on the Murray; the history of anti-trust legislation in Australia; globalisation and inequality (with John Wilson). He is deputy director of the Centre for Regulation and Market Analysis and research degrees coordinator for the School of Commerce.



Dr John Wilson

John is a lecturer in economics. He completed undergraduate studies at the University of South Australia before obtaining his PhD in Economics at the University of Adelaide. John has research interests in a wide variety of applied issues. He has published in the *Journal of Environmental Economics and Management* and *The Australian Economic History Review*. He is currently undertaking research examining globalisation and inequality (with Martin Shanahan), the relationship between political competition and corruption, the links between institutional quality and exchange rate regimes (with Tony Cavoli), linkages between problem gambling and crime (with Sarah Wheeler and David Round), and the economics of team sports.



unisa.edu.au/careershop

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- Links to industry websites and news. Check out the latest trends in industry.
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To register, simply log on to **unisa.edu.au/careershop**, fill in your details and start exploring. You will receive regular CareerShop updates by email each time new information is available.

The University of South Australia reserves the right to alter, amend or delete any program, fee, course, admission requirement, mode of delivery or other arrangement without prior notice.

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Further Information

Office Address:
City West Campus
Way Lee Building Level 2
37-44 North Terrace
Adelaide, South Australia 5000

Telephone: +61 8 8302 9047 or
+61 8 8302 0436
Facsimile: +61 8 8302 0992
Email: cmr.enquiries@unisa.edu.au

Postal Address:
School of Commerce
Division of Business
University of South Australia
GPO Box 2471
Adelaide, South Australia 5001

unisa.edu.au/commerce

