



Master of Business

CRICOS Course Code	106806C
Course Id	CRS1401072
Australian Qualifications Framework (AQF)	Upon successful completion, the award conferred is recognised in the AQF at Level 9
Full Time	1 year (2 Semesters)
Part Time	2 years (Domestic students only – see below) (4 Semesters)
Units	16
Credit points	96 credit points
Campus Location	Level 16, 233 Castlereagh Street, Sydney 2000
English Language Requirements	IELTS 6.5 overall with no band less than 6.0
Delivery mode	Blended: on-campus face-to-face with some online content and activities
Outcome	Master of Business
Pathways post completion	This Degree upon successful completion will meet AQF requirements of an AQF level 9 that would allow a pathway to postgraduate studies.
Financing Options	This course is offered as a Fee for service course and is available to both Domestic and International Students.
Intakes	PIA accepts intakes each semester into this Degree

Course Overview

The Master of Business is a generalist degree, opening job opportunities in a wide range of organisations (for-profit and not-for-profit), government and professional service firms globally.

Graduates with a Master of Business are ready for many different positions in business and the business professions. The degree gives you the business skills to engage with and influence clients and organisations.

Graduates will be prepared for success in contemporary organisations and prepared to take on industry and professional trends, responsibilities, needs and opportunities.

The course offers various specialisation streams such as:

- ✓ Accounting Stream
- ✓ Marketing Stream
- ✓ International Business Stream
- ✓ Cyber Security Management
- ✓ Data analysis
- ✓ General Stream – allows students to pick 6 units if their choice as long as the prerequisites for each unit are met.

Career Outcomes

- ❖ Project/Operations Manager
- ❖ General Manager
- ❖ Chief Executive Officer
- ❖ Management consulting
- ❖ Entrepreneur
- ❖ Accountant
- ❖ Marketing specialists
- ❖ International business advisors

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Course Learning Outcomes

M1	Understand and navigate the increasingly complex legal, economic and global business environment and remain conversant with developments in these fields
M2	Demonstrate problem solving in real organisations including managing resources and recent developments in these fields"
M3	Plan and manage innovation and organisational change using cognitive, technical and creative skills
M4	Engage in professional development and experience in management of work and organisations demonstrating skills with creativity and initiative in challenging and new situations
M5	Make ethical, socially responsible, inclusivity, diversity and sustainable business decisions in a complex business environment demonstrating high level of personal autonomy and accountability
M6	Synthesise organisational and market research principles and methods. Prepare research reports and present to diverse audiences.
M7	Construct and communicate logical, relevant, and professional quantitative assessment of business information in an effective manner including the role of data analytics in guiding business decisions while maintaining ethical use and legal security of the data.

Graduate attributes

GA1	Communicate effectively in a diverse range of professional or community context
GA2	Complete work tasks and assignments independently or as an effective member of multidisciplinary teams
GA3	Engage in and value life-long learning leading to the enhancement of professional knowledge and skills
GA4	Are information and technology literate
GA5	Respond appropriately to a changing workforces, cultures and values reflecting a global work environment
GA6	Demonstrate critical thinking, problem solving and decision-making abilities essential to contributing soundly to the resolution of issues confronting organisations
GA7	Facilitate intellectual curiosity
GA8	Act in an ethical manner in all aspects of professional life.



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Accreditation

The Master of Business is accredited by the [Tertiary Education Quality and Standards Agency](#).

Course Structure

UNIT CODE	UNIT NAME	CORE / ELECTIVE	PRE-REQUISITES
Core			
ACC500	Business Decision Making	Core	NIL
BUS500	Business and Management in Context	Core	NIL
ECO500	Economics for Managers	Core	NIL
LAW500	Business Law	Core	NIL
BUS501	Entrepreneurship	Core	BUS500
FIN500	Financial Management	Core	ACC500
STT500	Statistics for Decision Making	Core	NIL
Accounting Stream			
ACC501	Accounting Systems and Decision Making	Core	ACC500
ACC600	Corporate Accounting	Elective	ACC501 and FIN500
ACC601	Management Accounting	Elective	ACC501, STT500 and FIN500
ACC602	Accounting Decision Systems	Elective	ACC501 and FIN500
ACC603	Auditing and Assurance	Elective	ACC600, STT500 and FIN500
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream-Discipline Head approval required prior to enrolment
LAW600	Company and Business Association Law	Elective	ACC501, BUS500 and LAW500
TAX600	Taxation	Elective	LAW600, ACC600 and ACC602
Marketing Stream			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream-Discipline Head approval required prior to enrolment
BUS605	Service Management	Elective	BUS500 and MKT500
BUS607	Globalisation and Value Chain Management	Elective	BUS500, ECO500 and MKT500
BUS608	Strategy and Innovation	Elective	BUS500 and MKT500
MKT600	Consumer Behaviour	Elective	ACC500, BUS500, LAW500 and MKT500
MKT601	International Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT602	B2B Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT603	Digital Marketing	Elective	ACC500, BUS500, LAW500 and MKT500

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General Stream			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream-Discipline Head approval required prior to enrolment
BUS601	Leadership in organisations	Elective	ACC500 and BUS500
BUS602	Organisation Behaviour	Elective	BUS500
BUS603	International Business	Elective	BUS500, MKT500 and LAW500
BUS604	Operations Management	Elective	BUS500, MKT500 and LAW500
BUS605	Service Management	Elective	BUS500 and MKT500
BUS606	Managing Cultural Diversity	Elective	BUS500 and MKT500
BUS607	Globalisation and Value Chain Management	Elective	BUS500, ECO500 and MKT500
BUS608	Strategy and Innovation	Elective	BUS500 and MKT500
FIN600	International Finance	Elective	ECO500 and FIN500
LAW600	Law of Business Associations	Elective	LAW500, ACC501 and BUS500
MKT600	Consumer Behaviour	Elective	ACC500, BUS500 LAW500 and MKT500
MKT601	International Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT602	B2B Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT603	Digital Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
International Business Stream			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
BUS610	Applied Business Project	Core	BUS600 plus all core units in relevant stream-Discipline Head approval required prior to enrolment
BUS601	Leadership in organisations	Elective	ACC500 and BUS500
BUS603	International Business	Elective	BUS500, MKT500 and LAW500
BUS606	Managing Cultural Diversity	Elective	BUS500 and MKT500
BUS607	Globalisation and Value Chain Management	Elective	BUS500, ECO500 and MKT500
BUS608	Strategy and Innovation	Elective	BUS500 and MKT500
ECO601	International Trade	Elective	BUS500, ECO500, FIN500 and MKT500
FIN600	International Financial Management	Elective	ECO500 and FIN500
MKT601	International Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
MKT602	B2B Marketing	Elective	ACC500, BUS500, LAW500 and MKT500
Cyber Security Management Stream			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500

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CBY600	Enterprise Information Security Management	Core	
CBY610	Applied Project - Part A	Core	
CYB611	Applied Project - Part B	Core	
LAW601	Information security: Law, regulation, and policies	Core	
NET600	Computer Network Security	Core	
NET601	Enterprise cloud security and governance	Core	
Data Analysis Stream			
MKT500	Marketing for Managers	Core	NIL
BUS600	Research Methods	Core	ACC500 BUS500 ECO500 LAW500 and STT500
DAT601	Mathematics in data analysis and AI	Core	
DAT602	Database design and development	Core	
DAT603	Data Analysis	Core	
DAT604	Data Mining	Core	
DAT610	Applied Project - Part A	Core	BUS600
DAT611	Applied Project - Part B	Core	

Please Note

- The course is available each intake but note that some units of study are subject to quotas and minimum enrolment requirements.
- Not all units of study are available every semester, and changes in course structure may occur from time to time.

Exit Outcomes

To obtain a Master of Business, candidates are required to successfully complete or be granted credit for all 16 units. Not all units are offered each semester. You must complete at least 50% of the required units at PIA to be eligible to obtain a Master of Business.

International Student Duration

The CRICOS-registered duration is 104 weeks or 2 year of full-time study (4 semesters). Please note the part time mode is not available to students in Australia on a student visa.

Domestic Student Duration

For domestic students, the course is 2 years part-time full-time or 4 years part-time.

Device Specifications

The following specifications are for the technology students will need to have access to successfully complete their studies. A phone will not be a suitable device for study.

Postgraduate Accounting, Marketing and all Business streams

Operating system	Windows 10, 11
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	Mac OS 10.12 Sierra, 10.13 High Sierra, 10.14 Mojave, or 10.15 Catalina
Browser	Safari, Chrome, and Firefox - current version
	Microsoft Edge - latest version
	Internet Explorer - current or immediately previous version
Computer and processor	1 GHZ or faster x86 or 64-bit processor with SSE2 instruction set
Memory	8 GB RAM (64-bit)
Disk space	Minimum 500 gigabytes (GB)
Monitor resolution	1024 x 768

Postgraduate Cyber and Data streams	
Operating system	Windows 10, 11
	Mac OS 10.12 Sierra, 10.13 High Sierra, 10.14 Mojave, or 10.15 Catalina
Browser	Safari, Chrome, and Firefox - current version
	Microsoft Edge - latest version
	Internet Explorer - current or immediately previous version
Computer and processor	1 GHZ or faster x86 or 64-bit processor with SSE2 instruction set
Memory	Minimum 8 GB RAM (64-bit), 16 GB (Recommended)
Disk space	Minimum 500 gigabytes (GB)
Monitor resolution	1024 x 768

Delivery Methods

Type	Explanation
Blended	Delivered on campus and with technology-based activities outside of class hours

Entry Requirements

Polytechnic Institute Australia's courses have flexible entry requirements that apply to Master of Business.

Students enrolling in in the Masters of Business Degree program must meet the following entry requirements.

- a pass bachelor's degree or higher qualification with a minimum credit average (or equivalent) at an institution approved by the Institute or
- a pass bachelor's degree or higher qualification (or equivalent) and performance in an admissions test approved by the Business School to a standard considered satisfactory by the Institute; and
- satisfaction of the English language requirements; and
- any other minimum standards specified by the Institute.

International students

Must satisfy the English Language Requirements.

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AND

- a pass bachelor's degree or higher qualification (or equivalent) at an institution approved by the Business School and graded at a standard acceptable to the Institute.
- satisfaction of the English language requirements; and
- any other minimum standards specified by the Institute.

Special/Alternative Admission Arrangements

In exceptional circumstances the Institute may admit applicants without these qualifications who, in the opinion of the Institute, have qualifications and evidence of experience and achievement sufficient to successfully undertake the award. These may include:

- a minimum of five years' relevant work experience, which includes at least three years' management experience, or significant technical experience
- completion of an Advanced Diploma or Associate Degree (AQF Level 6) or learning equivalent to an AQF Level 6 qualification and at least three years' relevant work experience
- completion of the Graduate Certificate stage at PIA (or equivalent at a recognised HEP or University)
- any other entry pathway where PIA can demonstrate that the candidate has the appropriate English language proficiency, academic knowledge and acumen to successfully complete the course in which they enrol.

The processes used to monitor the progress of students enrolled under special/alternative arrangements include:

- monitoring of the student's progress by the Learning and Teaching Committee at the conclusion of each term in the first year of the student's enrolment; and
- a "Review of Student Progress" meeting between the student and the Learning and Teaching Committee at the conclusion of the first semester of the student's enrolment to review both the academic progression and student welfare.

Language requirements

As well as meeting the admissions criteria set out above, all international candidates must meet the minimum English language proficiency requirements. Candidates must provide certified documentation that they meet the minimum English language proficiency requirements.

Below are the minimum requirements which must be demonstrated for entry into the postgraduate courses

TEST	OVERALL	READING	WRITING	LISTENING	SPEAKING
IELTS Academic	6.5	6.0	6.0	6.0	6.0
TOEFL iBT	85	13	21	12	18
PTE Academic	58	50	50	50	50
C1A	180	169	169	169	169
C2P	180	169	169	169	169
OET	-	C+	C+	C/C+	C/C+
KITE	B2 (>450)	B2 (>450)	B2 (>450)	B2 (>450)	B2 (>450)
Duolingo*	115	110	110	110	110

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* Under trial

PIA may consider applicants who have successfully completed at least one full year of a higher education course (AQF Level 7 or above) at an Australian higher education provider within the last 2 years. PIA may also consider applicants who have successfully completed at least one full year of a Vocational Education and Training course (AQF Level 8 or above) at an Australian Registered Training Organisation within the last 2 years.

All evidence provided and test results must have been officially obtained within two years of the proposed commencement date for the course.

Advance Standing

Granting credit for prior learning ensures that students commence study at a level that appropriately recognises their prior learning experiences and are not required to repeat equivalent learning successfully undertaken in another context. Process for applying for Advance Standing (credit) can be found in the [Advanced Standing Policy and Procedure](#)

Fees

The course fees (per semester) are indicated on the fees page of our [website](#) and are based on a standard full-time study load and duration. Your course fees and duration may vary if you have applied for and been granted Advanced Standing. Tuition fees may increase during your studies. Students are advised in advance of any increase in tuition fees being implemented.

Further Information

For further information please contact:
Polytechnic Institute Australia Pty Ltd
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