

MAKE AN EXECUTIVE DECISION.

**Accelerate your career with the UBSS
MBA, with executive delivery mode.**



MBA Business School
in Australia for
Learner Engagement



MBA Business School
in Sydney CBD for
Student Support



Education Provider
in Australia for
Teaching Quality



UNIVERSAL
BUSINESS SCHOOL
SYDNEY®

Independent MBA Business School

CRICOS Provider Code: 02571D
TEQSA: PRV12021



Welcome to the UBSS MBA

Universal Business School Sydney (UBSS) has built its reputation on providing students with the knowledge and credentials to take their career to the next level. Over the last decade we have provided thousands of students with the confidence and skills to achieve their goals.

Now, for the first time, we are offering students with access to our highly-regarded MBA program under an executive delivery mode. The program provides you with access to the latest management theory and real world insights across a diverse range of subjects in a format that suits your busy lifestyle.

Under the executive delivery mode you will be able to develop foundational learning utilising our fully-supported online learning portal before attending an intensive, three-day workshop held at the Rydges World Square Hotel in the Sydney CBD, the Victoria Hotel in the Melbourne CBD and the Mayfair Hotel in the Adelaide CBD. These face-to-face learning spaces have been designed to allow you to develop deep and meaningful relationships with your fellow students, lecturers and guest entrepreneurs and grow your professional network.

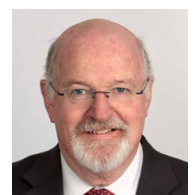
The UBSS MBA program has multiple international accreditations, including Certified Practising Accountant, Chartered Accountants of Australia and New Zealand, Institute of Public Accountants and Institute of Managers and Leaders. We are also very proud of our performance in the Australian Government's annual Quality Indicators for Learning and Teaching (QILT) surveys in 2018 to 2021. The most recent survey reaffirms our proven strengths in teaching, learner engagement and skills development. UBSS outperformed leading public and independent Australian universities to claim top spots in three key categories in the survey:

- ✦ #1 MBA Business School in Australia for Learner Engagement
- ✦ #1 MBA Business School in Sydney CBD for Student Support
- ✦ Top 10 Education Provider in Australia for Teaching Quality

We look forward to welcoming you and supporting your executive career and entrepreneurial success.



Alan Manly OAM
Founder, CEO, Entrepreneur &
Author *"The Unlikely Entrepreneur"*



Professor Greg Whateley
Deputy Vice-Chancellor

Why do your MBA at UBSS?

Mentored Support

Our eConcierge and eCarers assist you throughout your study journey. We offer support during study and after graduation with an eMentor program to assist you in achieving your future career and business goals.

Management Skills

Knowledge imparted in our Executive Program extends out in developing managerial skills. These skills provide the essentials for dealing with real-time situations pertaining to management and problem resolution.

Developing Business Expertise

Our Executive Program provides an additional advantage of developing practical business knowledge – ideal for students who are not from a direct business background.

Starting Your Own Business

The ideal Executive Program helps you in becoming more business savvy. The skill set taught in the Executive Program provides you with the hands-on training for dealing with real work business problems. Eventually you could branch out as an independent entrepreneur.



Competitive Advantage

Our Executive Program prepares students as qualified leaders. The specialized skills and leadership qualities taught in the Executive Program provide you with a competitive advantage over others.

Career Advancement

The Executive program helps you to climb the corporate ladder. High performing graduates are more likely to reach the top management levels of management.

Job Security

The Executive Program helps assure sustainability of your job in the organization. The flexibility of delivery also ensures continuity in your present position without major disruption.

Career Change

The Executive Program provides the opportunity to reflect on your current career focus and either push forward or diversify.

Fits Your Lifestyle

The UBSS Executive Programs are designed to fit in your busy work / life / study schedule. With 6 study periods every year, flexible intake allows students to enroll throughout the year. Subjects are offered one at a time. Students know the 3 day face to face workshop in advance, so can block this out of their busy schedule.

Business Connections & Networking

Social and professional networking during your Executive Education Program helps establish business contacts and referrals. In the long run, you can avail these contacts in improving your position in the market.

Executive Delivery

Subjects are available in blended delivery mode consisting of a pre-reading commitment (allow 4 weeks) – 3 day Friday to Sunday, face to face workshop. During the span of the subject an eConcierge and the subject lecturer will be available to assist you.

Annual UBSS Graduation

Held at the world famous Sydney Opera House.



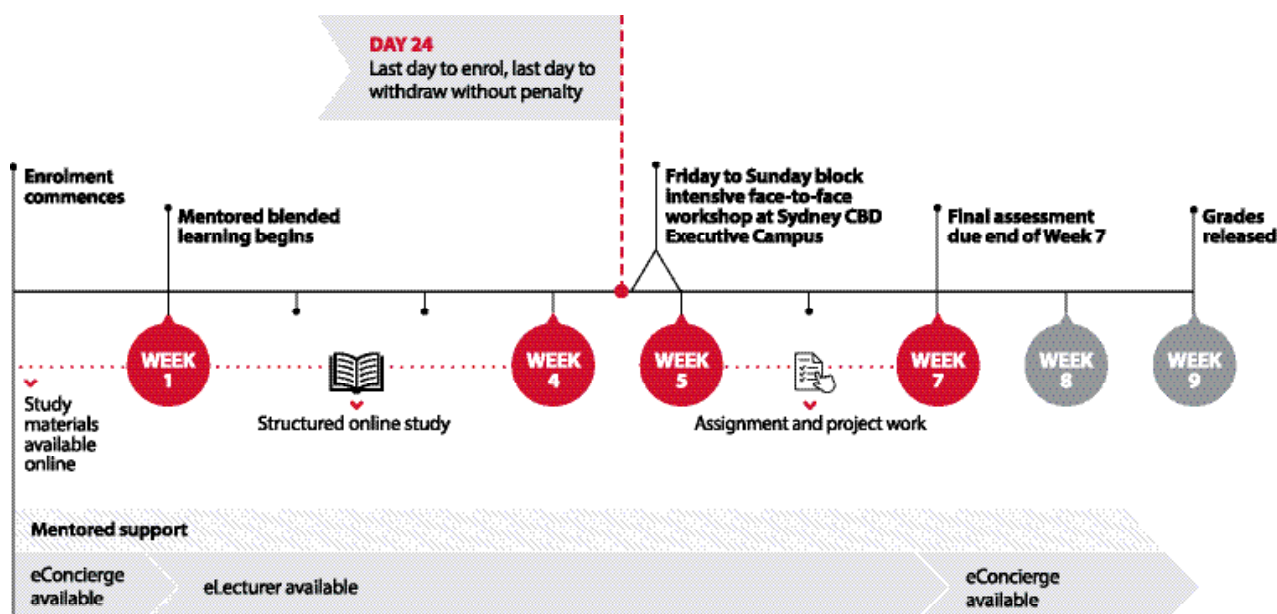


Course Description

The UBSS MBA program is delivered in blended learning block mode to meet the needs and lifestyle of those looking to gain qualifications, upskill or formalise work experience in order to take the next career step. Learn how to analyse a range of contemporary workplace management practices, including reviewing and analysing data to develop business cases; hands-on business management training; strategic business development expertise; deal with real-time management issues and conflict resolution; and connect with business leaders, experts and entrepreneurs in an immersive supported environment. Our MBA is supported by eCarers and eConcierges throughout your study journey with UBSS.

Advance Your Career

MBA graduates are increasingly in demand. The UBSS Executive Campus offers a purpose-built program to meet the needs of busy professionals who may have the experience but not the credentials. The UBSS Masters of Business Administration (MBA) develops leadership qualities and specialised skills to unlock career potential. Smaller class sizes support students in high quality learning environments, with an experiential and engaging delivery component. Students have the opportunity to meet and learn from real-life entrepreneurs and business owners.



Professional Accreditations and Partnerships

institute of
**MANAGERS
AND LEADERS**

FEE-HELP
available

RYDGES
WORLD SQUARE

EST 1880
**THE VICTORIA
HOTEL**

**MAYFAIR
HOTEL**

QILT
quality indicators for
learning and teaching

TEQSA

IHEA
INDEPENDENT
HIGHER EDUCATION
AUSTRALIA

See back page for all accreditations.



2022 INTAKE DATES	SUBJECTS (SYDNEY)	CENSUS DATE (Last day to enrol, or withdraw without fee/penalty)	FACE-TO-FACE Intensive (Friday - Sunday)
10 January	Strategic Business Simulation	29 January	29/1, 30/1, 5/2
7 March	Brand Development	1 April	1/4 to 3/4
9 May	Marketing New Products	3 June	3/6 to 5/6
4 July	Economics	29 July	29/7 to 30/7
5 September	Leading Innovation and Change	30 September	30/9 to 2/10
24 October	Corporate Strategy	18 November	18/11 to 20/11

2022 INTAKE DATES	SUBJECTS (MELBOURNE)	CENSUS DATE (Last day to enrol, or withdraw without fee/penalty)	FACE-TO-FACE Intensive (Friday - Sunday)
17 January	Project Management	11 February	11/2 to 13/2
14 March	Business Law	8 April	8/4 to 10/4
16 May	Financial Management	10 June	10/6 to 12/6
11 July	Management Attributes and Skills	5 August	5/8 to 7/8
29 August	Organisational Behaviour	23 September	23/9 to 25/9
31 October	Innovation and Commercialisation	25 November	25/11 to 27/11

2022 INTAKE DATES	SUBJECTS (ADELAIDE)	CENSUS DATE (Last day to enrol, or withdraw without fee/penalty)	FACE-TO-FACE Intensive (Friday - Sunday)
24 January	Organisational Behaviour	18 February	18/2 to 20/2
28 March	Innovation and Commercialisation	22 April	22/4 to 24/4
23 May	Financial Management	17 June	17/6 to 19/6
25 July	Management Attributes and Skills	19 August	19/8 to 21/8
19 September	Project Management	14 October	14/10 to 16/10
7 November	Business Law	2 December	2/12 to 4/12

Graduate Certificate

4 subjects offered for the Graduate Certificate in any order.

Graduate Diploma

8 subjects total. 4 subjects from the Graduate Certificate plus another 4 Graduate Diploma subjects completed in any order.

Master of Business Administration (MBA)

16 subjects total. 8 subjects from the Graduate Diploma plus 8 MBA subjects completed in any order.

Entry Requirements

Completed at least a recognised bachelor degree (AQF 7) OR a proven record of relevant professional business management work experience of not less than five (5) years.

Cost

Each subject is \$1,995 tuition fee. Graduate Certificate total tuition fee is \$7,980. Graduate Diploma total tuition fee is \$15,960 and the MBA total tuition fee is \$31,920.

Recognised Prior Learning (Subject Credit)

Receive up to 50% of the total subjects as recognised prior learning (RPL) for post graduate study previously completed from any recognised higher education institution, including online learning.

Graduate Certificate maximum 2 subjects RPL. Graduate Diploma maximum 4 subjects RPL. MBA maximum 8 subjects RPL.

Receive unspecified subjects credit based on previous managerial experience for recognised prior learning unstructured learning. Graduate Certificate maximum 2 unspecified subject credits. Graduate Diploma maximum 4 unspecified subject credits. MBA maximum 4 unspecified subject credits. The unspecified subject credit is included in specified subject credit maximums, that is not additional to the 50% specified subject credit for previous study.

Customised Course

UBSS can customise offerings for corporate groups.*

Student Satisfaction

Ensuring student satisfaction and promoting a positive student experience has always been a priority at UBSS. All administrative and academic staff work tirelessly to provide high levels of customer service and student support.

We are very pleased and proud of our 2021 internal surveys' results in which our students continue to give UBSS the thumbs up, with an average score of 4.7 on a 5.0 scale on student satisfaction.

For more information on the Student Experience at UBSS, please visit:
www.ubss.edu.au/quality-indicators-for-learning-and-teaching-qilt

Subject Summaries

Graduate Certificate Subjects / Core MBA Subjects

MCR002 Organisational Behaviour

This subject provides a systematic study of human behaviour at the individual, group and organisational level. The approach draws upon a diverse range of disciplines including psychology, social psychology, sociology, anthropology, political science and economics. It commences with a focus on individual behaviour involving perception, attitudes, personality, stress and motivation. At the group level, consideration is given to aspects such as leadership types, including communications, group dynamics and culture. Discussion of behaviour at the organisation level focuses on factors such as power, politics and organisational design.

MCR003 Management Attributes and Skills

This subject will provide students with the opportunity to identify key personal strength and skill gaps and allow them to develop strategies to develop and enhance their personal skill and attributes. This subject will cover the key areas of Management Essentials, developing self-awareness of management style, analytical and creative problem solving, developing staff, presentation skills, motivating others, conflict management, creating effective teams, change management.

MCR012 Entrepreneurship Research Project

This subject will enhance cognitive abilities for students specifically Business Research in terms of Entrepreneurship and Intrapreneurship. Investigates and focus on the methodologies, collection, analysis and interpretation of data in terms of problem solving, design and develop research projects, differentiate and be able to gain depth insight of various research methods. The subject prepares students to undertake an independent research project for an independent entrepreneur or for the Intrapreneur pitching ideas within an organisation.

MCR010 Innovation and Commercialisation

The purpose of this subject is to provide students with an understanding of the process that an entrepreneur employs to develop an idea into an opportunity and then into a thriving, valuable business. We will see how the application of sound principles of business strategy underpins the entrepreneurial process and is critical in achieving a successful outcome. Successful completion of this subject will provide students with knowledge and tools that will support them in their own entrepreneurial endeavours or equip them to contribute as part of an entrepreneurial team.

Graduate Diploma Subjects / Core MBA Subjects

MCR001 Economics

This subject develops an evidence-based approach to economic decision-making for managers in a dynamic market environment. It critically examines the rationale for and the effectiveness of government policy and regulation. While Micro-economic topics include a detailed analysis of the competitive environment facing firms, including: pricing, market structure, market failure and the various costs, Macroeconomic topics include a review of significant national and international economic challenges such as business cycles, inflation, unemployment and international competitiveness.

MCR007 Project Management

This subject introduces students to the concept of project management, the principles underlying effective project management and the tools and techniques that project teams use to plan and implement successful projects. Students also learn how projects relate to organisational strategy, how to select projects and how to manage projects to optimise their contribution to overall organisational performance. Practical examples of project management techniques will be examined using case studies and business projects.

MCR009 Business Law

This subject provides students with an understanding of the formation of the legal system in Australia and knowledge of a range of legal topics that affect business and corporations including contract law and its commercial implications, the Australian Consumer Law, agency, negligence and company law. On completion of this subjects, students will have an understand of the Australian corporate legal system and how this impacts on managerial decision making.

MCR004 Accounting Systems and Processes

This subject considers the various accounting and financial management issues that will be of relevance to managers and entrepreneurs and includes the preparation of business cases and financial statements. It also considers the interpretation of financial data and explains the basics of accounting and finance enabling the student to become confident in financial discussions and budget management.

Subject Summaries

MBA Subjects (Entrepreneur Stream)

MCR005 Clients and Markets

This subject covers the importance of clients and markets to any business. It addresses the fundamental theories, concepts and practices of the marketing function and highlights the role played by managers. Students are also introduced to strategic marketing concepts that influence marketing decisions in organizations. The importance of creating value for customers or clients in both consumer and business markets is emphasized.

MCR006 Financial Management

The subject provides coverage of the standard theory of corporate finance. It discusses how businesses fund their activities and the costs and benefits that determine the approaches they adopt. The material is summarised in examples of business valuation. In a summary students will have acquired the knowledge and skills to describe the sources of funding business activities and discuss their relative costs; execute basic financial calculations; link the objectives of businesses to fund raising options and decisions; explain how businesses determine the debt-equity ratio in their funding base.

MCR008 Corporate Strategy

All organisations have an objective, or set of objectives, that they seek to achieve. An organisation's strategy is the articulation of the set of choices made by the senior leader/s of the organisation to guide the ways by which the organisation will achieve those objectives. This subject will introduce students to some of the key choices that those senior leaders have to make, give them a range of tools to perform the analysis required to inform those decisions, and require them to formulate corporate strategy recommendations based on case studies.

MCR011 Strategic Business Simulation

This unit is designed to focus students on developing specific strategies for organisations and implementing them on a global platform. The subject requires students to work in groups to undertake decision making for a simulated international active footwear company. Students will prepare their analysis and financials in a formal presentation to two major shareholders outlining previous results, past strategy and future direction of the organisation. The simulation game titled 'Business Simulation Game' is delivered over the web. www.bsgonline.com

MKT002 Marketing New Products

This unit will enhance cognitive abilities for Entrepreneurship specifically relevant to Marketing of New Products. Investigates and focus on the collection, analysis and interpretation of data in terms of problem solving, identifying customer needs, business decision-making in the new product development environment in relation to marketing analysis, testing new products and prepare students to undertake an independent research project in this industry.

MHR001 Managing Workplace Relations

This subject covers management-employee relations from an industrial relations point of view, and focuses on how to manage conflict and negotiation in the workplace effectively. The subject particularly aims to provide participants with an understanding of workplace/ industrial/ employment relations. It includes the roles of all relevant parties like, the trade unions, employer associations and the regulatory agencies.

MHR002 Leading Innovation and Change

"Intrapreneurship" is entrepreneurship within an existing organisation and is recognised as a powerful technique to help organisations innovate and change. The constant changes occurring in business environments require organisations to innovate and change in order to survive and keep ahead of competitors. Innovation and change are particularly important to established organisations as they fend off their counterparts and new entrants into their industries.

MKT001 Brand Development

This unit will enhance managers understanding of the importance of brands for both organisations and the role it plays in the minds of the consumer. Students will evaluate branding strategies, return on investments and ability to execute. Students will also assess advantages and disadvantages of creating, designing, marketing activities, measuring, implementing various strategies to maximise market share locally as well as globally. The final report is a brand audit using the techniques, models and analytical tools covered in the subject.



Independent MBA Business School

Apply Now

<https://www.ubss.edu.au/application-form/>

For further details please contact:



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Proudly accredited by the following industry bodies:



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Melbourne Address: Level 2, 158 Swanston Street, Melbourne, VIC 3000, Australia

Postal Address: Locked Bag A3100, Sydney South, NSW 1235, Australia



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UBSS is a registered, private higher education provider and its courses are accredited by the Australian Tertiary Education Quality & Standards Agency (TEQSA).
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The information in this brochure is correct at the time of printing and is subject to change. Check the UBSS website (www.ubss.edu.au) for up-to-date information.

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