

# Resolutions of the Academic Board

## FACULTY OF FACULTY OF BUSINESS AND ECONOMICS & MELBOURNE BUSINESS SCHOOL

These resolutions contain the minimum entry requirements for consideration for selection into courses of the University.

These resolutions are published in accordance with Statute 4.1 – The Academic Board, clause 4.1.6 - Publication of Board resolutions:

‘The university secretary must make available to all students, in a form approved by the Board accessible throughout the University, all Board resolutions containing information which directly affects students.’

### GMAT OR GRE REQUIREMENTS AND CONDITIONS FOR EXEMPTION

For some postgraduate courses in business and economics, applicants may be required to undertake a specified relevant aptitude test.

(a) The Graduate Record Examination (GRE) is normally required for the following courses:

- Master of Economics, Postgraduate Diploma in Economics
- Master of Commerce (by thesis/research in the area of Actuarial Studies)
- Master of Actuarial Science, Postgraduate Diploma in Actuarial Science
- PhD (with coursework in the area of Economics)
- PhD (by thesis/research in the area of Actuarial Studies)

Applicants for the above courses who are deemed by the Selection Committee to belong to a humanitarian aid case category are encouraged but not required to take the GRE.

(b) Either the GRE or the GMAT is required for some other coursework postgraduate programs in the Resolutions on Selection listed below listed below, and for other doctoral programs. Applicants for the following pre-experience programs who have completed an undergraduate degree in Australia within eighteen months of applying for entry to the program are encouraged but not required to take the GMAT or GRE:

- Master of Commerce (Finance)
- Master of Commerce (Management)
- Master of Commerce (Marketing)
- Master of Finance, Postgraduate Diploma in Finance,

Applicants who are deemed by the Selection Committee to belong to a humanitarian aid case category are encouraged but not required to take the GMAT or GRE. Applicants who are not required to take the GMAT or GRE, but choose to take the GMAT or GRE, will not be disadvantaged when their applications are considered by the Selection Committee.

(c) For the Master of Business Administration and related programs where the GMAT is prescribed, there are no arrangements for exemption from the GMAT.

### COURSES ONLY AVAILABLE AS EXIT AWARDS

#### Exit awards associated with the Master of International Business

- Graduate Diploma in International Business (100 credit points)
- Graduate Certificate in International Business (50 credit points)

#### Exit award associated with the Master of Commerce (Actuarial Science)

- Graduate Diploma in Commerce (Actuarial Science)

#### Exit award associated with the Master of Commerce (Management)

- Graduate Diploma in Commerce (Management)

**Faculty of Faculty of Business and Economics**

<b>Course Name</b> Credit point value Minimum entry requirements	<b>Approved at Board meeting (number)</b>	<b>Course code</b>
<p><b>Bachelor of Commerce</b> (300 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed: one of</p> <p>(a) the Victorian Certificate of Education including</p> <ul style="list-style-type: none"> <li>• VCE Units 3 and 4 – either a study score of at least 25 in one of English, English Language or Literature or a study score of at least 30 in English as an Additional Language, and</li> <li>• VCE Units 3 and 4 – a study score of at least 25 in Mathematics Methods (CAS) or Specialist Mathematics;</li> </ul> <p>(b) the International Baccalaureate Diploma including</p> <ul style="list-style-type: none"> <li>• at least Grade 4 in English or English B (Standard Level or Higher Level) and Mathematics;</li> </ul> <p>(c) a senior secondary program, foundation studies program or equivalent approved by the Academic Board including appropriate English language and Mathematics studies.</p> <p>Except for applicants eligible for Access Melbourne, <a href="#">minimum ATAR or equivalent overall performance rankings</a> apply.</p> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. For applicants who have not completed the Victorian Certificate of Education or the International Baccalaureate Diploma, the <a href="#">undergraduate English language requirements</a> must be met.</p> <p>Note. For applications through the Victorian Tertiary Admission Centre, “middle-band” selection adjustments are made only on the basis of eligibility for Access Melbourne.</p>	05/2014	B-COM
<p><b>Bachelor of Commerce (Degree with Honours)</b> (100 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• within the last 2 years a Bachelor of Commerce or equivalent with a weighted average mark of at least H2B (70%), or equivalent, with a major relevant to the discipline stream within the Bachelor of Commerce (Degree with Honours) that they seek to enter.</li> </ul> <p>Applicants are also required to meet any specific subject prerequisites and prior academic performance requirements associated with the discipline stream that they seek to enter (see below).</p>	05/2014	BH-COM

Meeting these requirements does not guarantee selection.

2. In ranking applications, the Selection Committee will consider:

- prior academic performance, and
- the availability of supervision and resources in suitable project areas.

3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board [Rules](#) on the use of selection instruments.

4. For applicants who have not completed the Victorian Certificate of Education or the International Baccalaureate Diploma, the [undergraduate English language requirements](#) must be met.

**Bachelor of Commerce (Degree with Honours): Schedule of Discipline Streams**

(approved by the Academic Board on 31 July 2014)

This schedule shows available discipline streams and additional conditions applicants must meet to be eligible for (but not automatically guaranteed) selection into Honours within that stream.

**Accounting:** a grade of at least H2B (70%) in each of the third-year subjects within the major. (Students who have not completed in addition an appropriate 300-level subject in econometrics or equivalent quantitative studies such as advanced multivariate statistics will be required to take a 300-level econometrics subject in their first semester of honours study.)

**Actuarial Studies:** a grade of at least H2B (70%) in any four third-year actuarial subjects.

**Economics:** a grade of at least H2B (70%) in each of the third-year subjects within the major.

**Finance:** a grade of at least H2B (70%) in each of the third-year subjects within the major, and successful completion of either of the third-year subjects Basic Econometrics or Econometrics.

**Joint honours program** in any pair of the disciplines (1) Accounting, (2) Economics and (3) Finance

- completion of a major (or equivalent) in both disciplines;
- a grade of at least H2B (70%) in each of the third-year subjects for each major;
- any additional prerequisite subjects or other requirements as specified above for each discipline.

Melbourne Business School		
<p><b>Graduate Diploma in Actuarial Science</b> (100 credit points)</p> <p><b>Master of Actuarial Science</b> (200 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate or postgraduate degree with the equivalent of a major in mathematically based subjects;</li> <li>• the Graduate Record Examination (GRE) unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GRE score unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>; and</li> <li>• the personal statement.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note.</p> <ul style="list-style-type: none"> <li>• Students who successfully complete the Graduate Diploma in Actuarial Science may be eligible to progress to the Master of Actuarial Science with 100 points credit.</li> <li>• Students enrolled in the Master of Actuarial Science who are either unable, or who choose not to continue with their studies, may be eligible to exit with a Graduate Diploma in Actuarial Science. Students must have successfully completed four core subjects and four elective subjects and be in good standing to be eligible to be awarded the Graduate Diploma in Actuarial Science.</li> </ul>	<p>AB 06/2014</p>	<p>GD-ACTSC</p> <p>MC-ACTSCI</p>
<p><b>Master of Business Analytics</b> (150 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in a relevant discipline with at least an H3 (65%) weighted average or equivalent.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p>	<p>AB 03/2014</p>	<p>MC-BUSANA</p>

<ul style="list-style-type: none"> <li>• prior academic performance.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 7</a> is required.</p>		
<p><b>Master of Commerce (Actuarial Science)</b> (150 credit points)</p> <ol style="list-style-type: none"> <li>1. In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>• an undergraduate or graduate degree in actuarial science or similar with a weighted average mark of at least H2A (75%);</li> <li>• the Graduate Records Examination (GRE), unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for GRE exemption; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> </li> <li>2. In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GRE score unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for GRE exemption; and</li> <li>• the personal statement.</li> </ul> </li> <li>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</li> <li>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</li> </ol>	AB 04/2015	MC-COMACSC
<p><b>Graduate Diploma in Economics</b> (100 credit points)</p> <p><b>Master of Economics</b> (200 credit points)</p> <ol style="list-style-type: none"> <li>1. In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>• an undergraduate or postgraduate degree with a strong analytical or mathematical component and with a weighted average mark of at least H2A (75%);</li> <li>• a personal statement outlining why they wish to be considered for the course; and</li> <li>• the Graduate Record Examination (GRE) unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GRE exemption</a>.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> </li> </ol>	AB 06/2014	F01AA  MC-ECO

<p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance;</li> <li>• the GRE score unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GRE exemption</a>; and</li> <li>• the personal statement.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note.</p> <ul style="list-style-type: none"> <li>• To meet the analytical or mathematical prerequisite requirements, applicants with an economics background will normally be required to have a major in economics including calculus-based economics subjects plus an econometrics subject with a weighted average mark of at least H2A (75%) across the major.</li> <li>• Applicants from a non-economics background require an undergraduate major of a mathematical/analytical nature including calculus, linear algebra and statistics subjects with a weighted average mark of at least H2A (75%) and will also be required to have completed microeconomics and macroeconomics subjects at least at the second year level.</li> <li>• Students who discontinue from the Master of Economics but have successfully completed the requirements of the Graduate Diploma in Economics will be eligible to receive the Graduate Diploma in Economics as an exit award.</li> <li>• Applicants with an honours degree in economics with a weighted average mark of at least H2A (75%), or a relevant postgraduate degree with a weighted average mark of at least H2A (75%), who have completed subjects which satisfy the prerequisites for both the core and quantitative second year subjects in the Master of Economics may be awarded up to 100 points of credit into the Master of Economics.</li> </ul>		
<p><b>Graduate Diploma in Finance</b> (100 credit points)</p> <p><b>Master of Finance</b> (200 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in a relevant discipline, or equivalent, with studies in Business Finance, Investments and Corporate Finance (37.5 points), or their equivalents;</li> <li>• a personal statement outlining why they wish to be considered for the course; and</li> <li>• the Graduate Management Admissions Test (GMAT) or Graduate Record Examination (GRE) unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p>	<p>AB 06/2014</p>	<p>GD-FIN</p> <p>MC-FIN</p>

<p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GMAT or GRE score unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>; and</li> <li>• the personal statement.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note:</p> <ul style="list-style-type: none"> <li>• Students who successfully complete the Graduate Diploma in Finance may be eligible to progress to the Master of Finance with 100 points credit.</li> <li>• Students who discontinue from the Master of Finance but have successfully completed the requirements of the Graduate Diploma in Finance will be eligible to receive the Graduate Diploma in Finance as an exit award.</li> </ul>		
<p><b>Master of Commerce (Finance)</b> (100 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• a four-year undergraduate degree in finance or a quantitative discipline with a weighted average mark of at least H2A (75%), or equivalent; and</li> <li>• university level subjects in Calculus and Linear Algebra; and</li> <li>• a personal statement outlining why they wish to be considered for the course; and</li> <li>• the Graduate Management Admissions Test (GMAT) or Graduate Record Examination (GRE) unless the applicant has met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>.</li> </ul> <p>An applicant who has written the GMAT exam must achieve a minimum score of 45 on the Quantitative section, 28 on the Verbal section and 4.5 on the Analytical Writing section. An applicant who has written the GRE exam must achieve a minimum score of 156 on the Quantitative section, 151 on the Verbal section and 4 on the Analytical Writing section, or equivalent scores under the scale used on the GRE exam prior to August 2011.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the personal statement; and</li> <li>• the GMAT or GRE score unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p>	AB 06/2014	202AF

<p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>		
<p><b>Master of International Business</b> (200 credit points)</p> <ol style="list-style-type: none"> <li>1. In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>• an undergraduate degree in any discipline, or equivalent; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> </li> <li>2. In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the personal statement.</li> </ul> </li> <li>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</li> <li>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</li> </ol> <p>Note.</p> <ul style="list-style-type: none"> <li>• Applicants with an undergraduate degree in a business/commerce or related discipline may be awarded up to 50 points of credit.</li> <li>• Students who discontinue from the Master of International Business but have successfully completed the requirements of the Graduate Certificate in International Business or the Graduate Diploma in International Business will be eligible to receive the Graduate Certificate in International Business or the Graduate Diploma in International Business, respectively, as an exit award. (The Certificate and the Diploma are only available as exit awards.)</li> </ul>	<p>AB 06/2014</p>	<p>324BA</p>
<p><b>Bocconi/UoM Dual MSc Marketing Management/Master of International Business Degree</b></p> <p>A. For University of Melbourne students:</p> <ol style="list-style-type: none"> <li>1. In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>• the first 100 points of the Master of International Business with a weighted average mark of at least H2B (70%); and</li> <li>• an applicant statement in a format specified by the Selection Committee.</li> </ul> </li> </ol> <p>Meeting these requirements does not guarantee selection.</p> <ol style="list-style-type: none"> <li>2. In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the applicant statement.</li> </ul> </li> </ol>	<p>AB 06/2014</p>	



<p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants recommended by the Selection Committee for acceptance into the dual degree program must meet foreign language requirements specified by Università Commerciale Luigi Bocconi, quotas may be applied, and final selection of individual students into the MSc Marketing Management component from among those recommended is at the discretion of Università Commerciale Luigi Bocconi.</p> <p>B. For Università Commerciale Luigi Bocconi students:</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• a minimum grade of 100/110 in a Bachelor degree from Università Commerciale Luigi Bocconi; and</li> <li>• the first year of the MSc Marketing Management.</li> </ul> <p>Applicants also require recommendation from Università Commerciale Luigi Bocconi.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the recommendation from Università Commerciale Luigi Bocconi.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note: Students from Università Commerciale Luigi Bocconi accepted into the Master of International Business may be awarded up to 75 points of credit at first-year level.</p>		
<p><b>Graduate Certificate in Management</b> (50 credit points)</p> <p><b>Graduate Diploma in Management</b> (100 credit points)</p> <p><b>Master of Management (Accounting)</b> (200 credit points)</p> <p><b>Master of Management (Finance)</b> 200 credit points)</p> <p><b>Master of Management (Human Resources)</b> (200 credit points)</p> <p><b>Master of Management (Marketing)</b> (200 credit points)</p> <p><b>Master of Management</b> (200 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in any discipline, or equivalent; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul>	<p>AB 06/2014</p>	<p>GC-MGMT</p> <p>GD-MGMT</p> <p>MC-MGMTACT</p> <p>MC-MGMTFIN</p> <p>MC-MGMTHRE</p> <p>MC-MGMTMKT</p> <p>MC-MGMT</p>

<p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the personal statement.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note.</p> <ul style="list-style-type: none"> <li>• Applicants with an undergraduate degree in a business/commerce or related discipline, or with a degree in any discipline with appropriate business breadth or minor, may be awarded up to 50 points of credit.</li> <li>• Students who discontinue from the Master of Management (including any of its named streams) but have successfully completed the requirements of the Graduate Certificate in Management or the Graduate Diploma in Management will be eligible to receive the Graduate Certificate in Management or the Graduate Diploma in Management, respectively, as an exit award.</li> </ul>		
<p><b>Master of Commerce (Management)</b> (150 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate or postgraduate degree with a major in management, marketing or a related discipline with a weighted average mark of at least H2B (70%), or equivalent;</li> <li>• a personal statement outlining why they wish to be considered for the course; and</li> <li>• the Graduate Management Admissions Test (GMAT) or Graduate Record Examination (GRE) unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>.</li> <li>• Meeting these requirements does not guarantee selection.</li> </ul> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GMAT or GRE score unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>; and</li> <li>• the personal statement.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note.</p>	AB 06/2014	MC-COMMGT

<ul style="list-style-type: none"> <li>• Students who discontinue from the Master of Commerce (Management) but have successfully completed the requirements of the Graduate Diploma in Commerce (Management) will be eligible to receive the Graduate Diploma in Commerce (Management) as an exit award. The Diploma is only available as an exit award.</li> <li>• Applicants with an honours degree in management with a weighted average mark of at least H2B (70%), or a relevant postgraduate degree with a weighted average mark of at least H2B (70%), may be granted up to 75 points of credit into the Master of Commerce (Management).</li> </ul>		
<p><b>Masters in Commerce (Marketing)</b> (150 credit points)</p> <ol style="list-style-type: none"> <li>1. In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>• an undergraduate or postgraduate degree with a major in management, marketing or a related discipline with a weighted average mark of at least H2B (70%), or equivalent;</li> <li>• a personal statement outlining why they wish to be considered for the course; and</li> <li>• the Graduate Management Admissions Test (GMAT) or Graduate Record Examination (GRE) unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> </li> <li>2. In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GMAT or GRE score unless the applicant has completed an undergraduate degree in Australia or New Zealand or met one of the approved conditions for <a href="#">GMAT or GRE exemption</a>; and</li> <li>• the personal statement.</li> </ul> </li> <li>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</li> <li>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</li> </ol> <p>Notes:</p> <ul style="list-style-type: none"> <li>• Students who discontinue from the Master of Commerce (Marketing) but have successfully completed the requirements of the Graduate Diploma in Commerce (Marketing) will be eligible to receive the Graduate Diploma in Commerce (Marketing) as an exit award. The Diploma is only available as an exit award.</li> <li>• Applicants with an honours degree in management with a weighted average mark of at least H2B (70%), or a relevant postgraduate degree with a weighted average mark of at least H2B (70%), may be granted up to 75 points of credit into the Master of Commerce (Marketing).</li> </ul>	AB 06/2014	MC-COMMKT
<p><b>Master of Entrepreneurship</b> (150 credit points)</p>	AB 04/2015	

<p><b>Graduate Certificate of Entrepreneurship</b> (50 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in any discipline, with a weighted average mark of at least H3 (65%); and</li> <li>• responses to a structured questionnaire; and a 5 minute video pitching why the prospective student should be selected for the Master of Entrepreneurship; and</li> <li>• an interview (for shortlisted candidates only)*.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• response to a structured questionnaire; and</li> <li>• the video pitch; and</li> <li>• the interview (for shortlisted candidates)</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the University's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 7.0</a> with no individual score less than 6 for IELTS, or IBT score 94 with a minimum written score of 27 for TOELF is required.</p> <p>*Note. Master of Entrepreneurship candidates will need to be admitted to both Ormond College and the University of Melbourne. The interview for shortlisted candidates will include a component for admission to Ormond College as well as the University.</p>		
<p><b>Master of Enterprise</b> (150 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in any discipline or equivalent; and</li> <li>• a minimum of three years of documented relevant professional experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the professional experience; and</li> <li>• the personal statement.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>	AB 06/2014	MC-ENT
<p><b>Master of Supply Chain Management</b></p>	AB 06/2014	MC-SCM150

<p>(150 credit points)</p> <ol style="list-style-type: none"> <li>In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>an undergraduate degree in a relevant discipline; and</li> <li>a minimum of three years of documented relevant professional experience; and</li> <li>a personal statement outlining why they wish to be considered for the course.</li> </ul> </li> </ol> <p>Meeting these requirements does not guarantee selection.</p> <ol style="list-style-type: none"> <li>In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>prior academic performance; and</li> <li>the professional experience and</li> <li>the personal statement.</li> </ul> </li> <li>The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</li> <li>Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</li> </ol>		
<p><b>Executive Master of Public Administration</b> (125 credit points)</p> <ol style="list-style-type: none"> <li>In order to be considered for entry, applicants must have completed: either <ul style="list-style-type: none"> <li>a bachelor's degree in any discipline at an Australian or New Zealand university or equivalent; or</li> <li>evidence of qualifications equivalent to the degree through extensive practical, professional or scholarly experience of an appropriate type; and</li> <li>a minimum of five years of documented relevant professional experience.</li> </ul> </li> </ol> <p>Meeting these requirements does not guarantee selection.</p> <ol style="list-style-type: none"> <li>In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>prior academic performance; or</li> <li>the practical, professional or scholarly experience.</li> </ul> </li> <li>The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</li> <li>Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</li> </ol> <p>Note. Before enrolment the candidate needs to be accepted for the degree by the Australia and New Zealand School of Government and the University of Melbourne.</p>	AB 06/2014	
<p><b>Master of Business Administration (Executive)</b> (200 credit points)</p> <ol style="list-style-type: none"> <li>In order to be considered for entry, applicants must have completed:</li> </ol>	AB 06/2014	MC-BAEXEC

<ul style="list-style-type: none"> <li>• an undergraduate degree or a minimum of 570 on the Graduate Management Admissions Test (GMAT); and</li> <li>• ten years of documented full time management work experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course; and</li> <li>• an interview.</li> </ul> <p>Applicants are also required to nominate two referees. Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance or performance on the Graduate Management Admission Test (GMAT); and</li> <li>• the work experience; and</li> <li>• the personal statement; and</li> <li>• the interview; and, if applicable</li> <li>• the referee reports.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>		
<p><b>Master of Business Administration/Master of Information Systems</b> (325 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in Information Systems with at least an H3 (65%) weighted average or (University of Melbourne) equivalent; and</li> <li>• the Graduate Management Admission Test (GMAT); and</li> <li>• two years of documented relevant work experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Applicants are also required to nominate referees. Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GMAT score; and</li> <li>• the work experience; and</li> <li>• the personal statement; and</li> <li>• the referee reports; and</li> <li>• an interview for short-listed applicants.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note. References above to a degree in Information Systems means a degree with at least 60% of specialised information systems</p>	AB 06/2014	

<p>studies, including a balanced mix of technical and management topics, project management and professional ethics.</p>		
<p><b>Master of Business Administration/Master of Marketing</b> (300 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree with a weighted average mark of at least H3 (65%); and</li> <li>• the Graduate Management Admission Test (GMAT); and</li> <li>• two years documented work experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Applicants are also required to nominate referees.</p> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GMAT score; and</li> <li>• the work experience; and</li> <li>• the personal statement; and</li> <li>• the referee reports; and</li> <li>• an interview for short-listed applicants.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 7.0</a> is required.</p>	<p>AB 02/2015</p>	
<p><b>Master of Business Administration</b> (Full time) (225 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree; and</li> <li>• the Graduate Management Admission Test (GMAT); and</li> <li>• two years of documented work experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Applicants are also required to nominate referees.</p> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the GMAT score; and</li> <li>• the work experience; and</li> <li>• the personal statement; and</li> <li>• the referee reports; and</li> <li>• an interview for short-listed applicants.</li> </ul>	<p>AB 06/2014</p>	<p>MC-BA</p>

<p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>		
<p><b>Graduate Diploma in Business Administration</b> (112.5 credit points)</p> <p><b>Master of Business Administration</b> (Part time) (225 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree; and</li> <li>• two years of documented work experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Applicants are also required to nominate referees. Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the work experience; and</li> <li>• the personal statement; and</li> <li>• the referee reports.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note.</p> <ul style="list-style-type: none"> <li>• Students who successfully complete the Graduate Diploma in Business Administration may be eligible to progress to the Master of Business Administration with 112.5 points credit.</li> <li>• Students who discontinue from the Master of Business Administration but have successfully completed the requirements of the Graduate Diploma in Business Administration will be eligible to receive the Graduate Diploma in Business Administration as an exit award.</li> </ul>	AB 06/2014	GD-BA  MC-BAPT
<p><b>Master of Information Systems/Postgraduate Diploma in Management</b> (187.5 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in Information Systems with a weighted average mark of at least H3 (65%) or equivalent; and</li> <li>• two years of documented relevant work experience; and</li> </ul>	AB 06/2014	ML-ISMG



<ul style="list-style-type: none"> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Applicants are also required to nominate referees. Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the work experience; and</li> <li>• the personal statement; and</li> <li>• the referee reports.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note. References above to a degree in Information Systems means a degree with at least 60% of specialised information systems studies, including a balanced mix of technical and management topics, project management and professional ethics.</p>		
<p><b>Graduate Diploma in Marketing</b> (112.5 credit points)</p> <p><b>Master of Marketing</b> (162.5 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree; and</li> <li>• two years of full-time work experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> <p>Applicants are also required to nominate referees. Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the professional experience; and</li> <li>• the personal statement; and</li> <li>• the referee reports</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses [link]. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p> <p>Note. These programs are only available part-time and direct admission to the Master of Marketing is not usually permitted. Students who successfully complete the Graduate Diploma in Marketing may be eligible to progress to the Master of Marketing with 112.5 points credit (a weighted average mark of at least H2B (70%) is normally required). Students who discontinue from the Master of Marketing but have successfully completed the requirements of the Graduate</p>	AB 06/2014	GD-MKTG  294FN 294PN

<p>Diploma in Marketing will be eligible to receive the Graduate Diploma in Marketing as an exit award.</p>		
<p><b>Graduate Certificate in Organisational Leadership</b> (50 credit points)</p> <p><b>Graduate Diploma in Organisational Leadership</b> (100 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree, or equivalent; and</li> <li>• eight years of documented relevant professional experience with at least three years middle to senior management with supervisory experience, or equivalent.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the professional experience.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>	<p>AB 06/2014</p>	
<p><b>Graduate Certificate in Social Impact</b> (50 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree, or equivalent; and</li> <li>• two years of documented, relevant work experience, or equivalent.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the work experience.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>	<p>AB 06/2014</p>	<p>GC-SOCIMP</p>
<p><b>Professional Certificate in Management</b> (25 credit points)</p> <p><b>Graduate Certificate in Management</b> (50 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree; and</li> <li>• two years of documented relevant work experience.</li> </ul>	<p>AB 06/2014</p>	<p>GC-MGMT</p>

<p>Meeting these requirements does not guarantee selection.</p> <ol style="list-style-type: none"> <li>2. In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the professional experience.</li> </ul> </li> <li>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">Rules</a> on the use of selection instruments.</li> <li>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</li> </ol>		
<p><b>Specialist Certificate in Leadership (Professional Services)</b> 25 credit points</p> <ol style="list-style-type: none"> <li>1. In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>• either <ul style="list-style-type: none"> <li>- an undergraduate degree or equivalent qualification, and three years of documented relevant professional experience,</li> </ul> </li> <li>• or <ul style="list-style-type: none"> <li>- ten years of documented relevant professional experience which demonstrates the capacity to undertake the course successfully.</li> </ul> </li> </ul> </li> </ol> <p>Meeting these requirements does not guarantee selection.</p> <ol style="list-style-type: none"> <li>2. In ranking and/or assessing applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>• prior academic qualification and performance; and/or</li> <li>• the professional experience.</li> </ul> </li> <li>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">rules</a> on the use of selection instruments</li> <li>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</li> </ol>	Exec approv. 18/4/16	
<p><b>Graduate Diploma in Supply Chain Management</b> (100 credit points)</p> <p><b>Graduate Certificate in Supply Chain Management</b> (50 credit points)</p> <ol style="list-style-type: none"> <li>1. In order to be considered for entry, applicants must have completed: <ul style="list-style-type: none"> <li>• an undergraduate degree in any discipline or equivalent; and</li> <li>• a minimum of three years of documented relevant professional experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course.</li> </ul> </li> </ol> <p>Meeting these requirements does not guarantee selection.</p> <ol style="list-style-type: none"> <li>2. In ranking applications, the Selection Committee will consider: <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the professional experience; and</li> </ul> </li> </ol>	AB 02/2016	

<ul style="list-style-type: none"> <li>• the personal statement.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">rules</a> on the use of selection instruments.</p> <p>4. Applications are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>		
<p><b>Graduate Diploma in Enterprise</b> (100 credit points)</p> <p><b>Graduate Certificate in Enterprise</b> (50 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in any discipline or equivalent; and</li> <li>• a minimum of three years of documented relevant professional experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the professional experience; and</li> <li>• the personal statement</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>	AB 02/2016	
<p><b>Graduate Certificate in Enterprise</b> (50 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree in any discipline or equivalent; and</li> <li>• a minimum of three years of documented relevant professional experience; and</li> <li>• a personal statement outlining why they wish to be considered for the course</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic performance; and</li> <li>• the professional experience; and</li> <li>• the personal statement</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">rules</a> on the use of selection instruments.</p>	AB 02/2016	

<p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>		
<p><b>Specialist Certificate in Executive Leadership</b> (25 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed either:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree or equivalent qualification, and three years of documented relevant professional experience, or</li> <li>• ten years of documented relevant professional experience which demonstrates the capacity to undertake the course successfully.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking and/or assessing applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic qualification and performance; and/or</li> <li>• the professional experience.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for graduate courses. For those applicants seeking to meet these requirements by one of the standard tests approved by the Academic Board, performance <a href="#">band 6.5</a> is required.</p>	<p>AB 02/2016</p>	
<p><b>Specialist Certificate in Strategic Marketing</b> (25 credit points)</p> <p>1. In order to be considered for entry, applicants must have completed either:</p> <ul style="list-style-type: none"> <li>• an undergraduate degree or equivalent qualification, plus at least three years of documented relevant professional experience, or</li> <li>• at least ten years of documented relevant professional experience.</li> </ul> <p>Meeting these requirements does not guarantee selection.</p> <p>2. In ranking and/or assessing applications, the Selection Committee will consider:</p> <ul style="list-style-type: none"> <li>• prior academic qualification and performance; and/or</li> <li>• the professional experience.</li> </ul> <p>3. The Selection Committee may seek further information to clarify any aspect of an application in accordance with the Academic Board <a href="#">rules</a> on the use of selection instruments.</p> <p>4. Applicants are required to satisfy the university's English language requirements for postgraduate courses. For those applicants seeking to meet these requirements by one of the</p>	<p>AB 02/2016</p>	

standard tests approved by the Academic Board, performance [band 6.5](#) is required.

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