



THE UNIVERSITY OF  
**SYDNEY**

—  
**Business School**

#### Contact us

[sydney.edu.au/business](https://sydney.edu.au/business)

1800 SYD UNI (1800 793 864)

+61 2 8627 1444 (outside Australia)

## Business

The University of Sydney Business School  
Undergraduate guide 2020



Cover image: Interior view, Abercrombie Building

Forest Stewardship Council (FSC®) is a globally recognised certification overseeing all fibre sourcing standards. This provides guarantees for the consumer that products are made of woodchips from well-managed forests and other controlled sources with strict environmental, economical and social standards.

We acknowledge the tradition of custodianship and law of the Country on which the University of Sydney campuses stand. We pay our respects to those who have cared and continue to care for Country.



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Business

The University of Sydney Business School  
Undergraduate guide 2020

Join us

Business at the University of Sydney .....	2
The Sydney Undergraduate Experience .....	4
Your future in business .....	6
A world of opportunity .....	8
Meet our students .....	12
Our facilities .....	14

Courses

Choose your degree	
Your study options .....	18
Bachelor of Commerce .....	19
Bachelor of Commerce/Bachelor of Advanced Studies .....	22
Become a Dalyell Scholar .....	24
Follow your interests .....	26

Choose your path	
Professional accounting .....	29
Accounting .....	30
Banking .....	31
Business analytics .....	32
Business information systems .....	33
Business law .....	34
Finance .....	35
Industrial relations and human resource management .....	36
International business .....	37
Management .....	38
Marketing .....	39

How to apply

Domestic students .....	40
International students .....	41

# BUSINESS AT THE UNIVERSITY OF SYDNEY

In an age of globalisation, disruption and rapid technological change, there has never been a more exciting time to pursue a career in business.

**1st**  
in Australia and **5th** in  
the world for graduate  
employability<sup>1</sup>

**Top 20**  
in the world  
in Accounting  
and Finance<sup>2</sup>

**Top 40**  
in the world in  
Business and  
Management Studies<sup>2</sup>

With a wealth of opportunity across many diverse industries and specialisations, a degree in business empowers you to carve your own path to success in the corporate, not-for-profit or government sectors, or by building your own start-up.

The University of Sydney Business School is at the forefront of global business and management education.

With a commitment to challenging the notions of 'business as usual', we are questioning the norm and discovering new ways of doing things.

We will equip you with the technical and personal skills to drive change with positive economic, social and environmental impacts and prepare you for an exciting future in business.

Learn from  
academics who  
are **leaders in  
their field**

Study in our  
**ultra-modern**  
Abercrombie  
Building

**International  
accreditations**  
from EQUIS and  
AACSB International

**320,000 alumni**  
to connect  
you with a  
worldwide network

# THE SYDNEY UNDERGRADUATE EXPERIENCE

We've reimaged the Sydney Undergraduate Experience – the way we teach and the way you'll learn – to prepare you for a future full of possibilities.

We recognise that the future of work will be very different, so it's our ambition that every University of Sydney student will complete their degree with the confidence and ability to think critically, collaborate productively and have a positive impact in the world.

By studying one of our undergraduate courses you'll have the opportunity to:

- gain expertise in your primary field of study, learning from leaders in their field
- sharpen your broader skills (eg, communication, digital literacy and inventiveness) and acquire complementary expertise in a second field to develop the capability to work across cultural boundaries, in Australia and around the world
- deepen your expertise and develop skills in interdisciplinary collaboration through real-world industry, community, entrepreneurship and research projects.

As a graduate you will have the capabilities to tackle whatever challenges and opportunities lie in the future.

[sydney.edu.au/ug-experience](https://sydney.edu.au/ug-experience)

## Plan your degree

Apply your knowledge to real-world projects and tackle complex global challenges

Combine your interests from more than 100 study areas in the shared pool of majors and minors

Broaden your skill set through short, on-demand modules in the Open Learning Environment

Gain international experience and prepare yourself for a global career

Supercharge your degree with the combined Bachelor of Advanced Studies

Become a Dalzell Scholar and join the next generation of global leaders



# YOUR FUTURE IN BUSINESS

Today's school students can expect to change jobs at least seven times over the course of their careers, and five of those jobs don't even exist yet.\* The World Economic Forum estimates that 35 percent of the skills currently needed to excel in a job will be different in five years.

To keep pace with these rapid changes in jobs and careers, we have reimagined our degrees and are updating the way we prepare our students for the future of work.

You have more opportunities to gain real-world and global experiences than ever before. Our degrees, developed in partnership with industry leaders, will enhance your critical thinking as you apply problem-solving skills to situations you will likely encounter once you graduate.

We offer a broad range of majors essential for tomorrow's leaders. You'll be exposed to relevant, cross-disciplinary projects to help prepare you for a dynamic and agile business career.

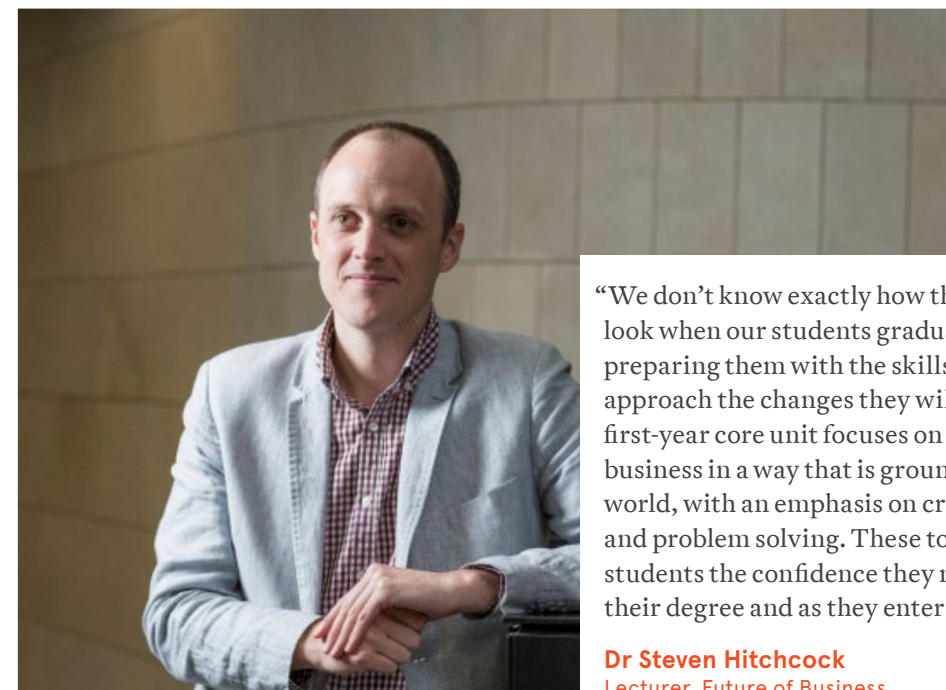
Outside the classroom you can gain first-hand insights into contemporary business practice by working for a leading firm, with placements in Australia and around the world.



"I find case studies and practical problem solving to be the most interesting part of my learning. It is really satisfying being able to apply knowledge to actual scenarios, which gives me an insight into what my future career might look like."

**Rebecca Findlay**  
Bachelor of Commerce  
Majors: Accounting and Finance

\* Stephanie Thomson, World Economic Forum, World Forum on Sport and Culture, Co-Growth for Tokyo 2020 and Beyond, 14 October 2016



"We don't know exactly how the world will look when our students graduate, so we are preparing them with the skills they need to approach the changes they will face. Our first-year core unit focuses on teaching business in a way that is grounded in the real world, with an emphasis on critical thinking and problem solving. These tools will give our students the confidence they need throughout their degree and as they enter the workforce."

**Dr Steven Hitchcock**  
Lecturer, Future of Business

## Foundations for success

Our units of study have been specifically designed to prepare you for the contemporary workforce, equipping you with leadership and entrepreneurial skills, as well as the tools to develop a global mindset.

## New core units

### Future of Business

Gain future-focused insights into the study and practice of business. Through the exploration of global megatrends, you will develop the knowledge to approach the challenges modern business leaders face.

We work with industry partners such as Unilever to give you the opportunity to design business strategies that solve real problems faced by organisations.

### Leading and Influencing in Business

You will be introduced to the knowledge and skills required to build your career and successfully lead and influence people in an increasingly complex world of work. Take the theory you have learned from our interactive online learning materials into the classroom and apply it to projects that will help you develop effective interpersonal skills and better understand yourself and others.

## Major capstone units

### Real-world projects in your area of specialisation

You will undertake capstone units in your final semester of study for each major to further bridge the gap between theory and practice. Our scholars work with our industry partners and alumni to bring practical experiences into the classroom. You will apply the skills and knowledge gained throughout your major to a semester-long project to ensure your career-readiness.

# A WORLD OF OPPORTUNITY

When you join the Business School, your student experience goes far beyond the classroom. With a range of opportunities to become involved in university life and gain career-relevant experience before you graduate, you'll be equipped to tackle the evolving landscape of business.

## Business School Careers and Employability Office

We offer our students a specialised service from a team of dedicated experts at our Careers and Employability Office.

We are committed to helping you achieve your career aspirations and equip you with the skills to manage and thrive in your career.

Our range of services, programs and events are available to Business School students throughout the year to assist you in your career decision making and forge important links with employers. We provide self-assessment resources to help you identify your skills and attributes to assist in matching with appropriate roles and employers.

### Career advice

Visit us at our Careers and Student Experience Lounge to have your resume reviewed or pick up employer booklets and industry information.

### Employers on campus

Network with top graduate recruiters at lunchtime events, careers workshops and guest lectures.

### Skills workshops

Attend workshops on all aspects of the career planning and job search process to launch your business career.

### Career consultations

You can book an appointment with one of our careers consultants to discuss your career path, choice of majors, interview techniques, application advice and much more.

– [sydney.edu.au/business/careers](https://sydney.edu.au/business/careers)

## Mentoring and support

Take advantage of mentoring and support opportunities that will enhance your experience inside and outside the classroom, such as our:

- Peer Mentoring Program
- Business Alumni Mentoring Program
- LUCY Mentoring Program
- Peer-Assisted Study Sessions (PASS)
- Maths in Business

To find out more, visit:

– [sydney.edu.au/business/study/services](https://sydney.edu.au/business/study/services)

## Scholarships

We offer a wide range of scholarships throughout the year, including equity, high achiever and overseas exchange scholarships. Check our website to see what you might be eligible for.

– [sydney.edu.au/business/scholarships](https://sydney.edu.au/business/scholarships)

## Clubs and societies

Student societies play an invaluable role in enriching your university experience. At the University of Sydney, there are more than 200 to choose from. By joining a club, you'll build friendships and begin establishing professional networks that can open doors for you after university. There are also subject-related societies that can assist you in your academic studies.

– [sydney.edu.au/student-clubs](https://sydney.edu.au/student-clubs)



“Employers are looking for graduates who can demonstrate leadership potential, resilience, creative problem solving, communication and teamwork skills. At the CEO we are passionate about providing students with innovative careers services and employability programs to not only develop such skills, but learn how to articulate them in their transition from university to their first career.”

**Grozdana Maric Manalo**  
Careers Services Manager (Education)







Experience work and study overseas while you complete your degree. We facilitate a wide variety of opportunities to deepen your understanding of how business impacts Australia and the world.

### Industry Placement Program

We offer you the chance to work for leading firms, small to medium enterprises, not-for-profit, government and non-government organisations, social enterprises and community organisations during your degree. Undertake a placement in Sydney, Canberra and regional Australia, and around the world across Europe, Asia, North America and South America.

You will receive credit towards your degree, while gaining the industry experience employers are looking for in graduates. Placement scholarships are available for many of these experiences.

– [sydney.edu.au/business/ipp](https://sydney.edu.au/business/ipp)



“The opportunity to immerse myself within the Tourism Australia team in Los Angeles allowed me to develop my marketing skills, while opening my eyes to many career avenues in marketing, communications and PR.”

**Jessica Skinner**  
United States Industry Placement Program participant



“Working closely with the Business School is a priority for us in order to attract the best graduate talent that is out there. Placements are a fantastic opportunity for students to come into the industry and get a clear vision of what a graduate role and longer term career path looks like. They’re a great way to make a really informed career choice.”

**Dragi Risteovski**  
Managing Director, Investment Banking Team  
Head of Sponsors, Healthcare and Services, Citi

### Study tours and immersion programs

#### Shanghai Business Immersion Program

Spend six weeks working with one of our industry partners in a global centre of business and trade.

#### International Immersion in Singapore

In this short-term research program you will spend two weeks in Singapore working in teams to understand and analyse an important demographic trend that impacts businesses, societies and markets.

#### US Future of Business Study Tour

A unique program delivered in collaboration with Boston Consulting Group that includes a short study program at New York’s NYU Stern School of Business and Washington’s Georgetown University.

#### China Future of Business Study Tour

Explore Suzhou, Shanghai and Nanjing, experience daily language and Chinese culture classes, and have networking and mentoring opportunities with local business executives.

#### India Study Tour

Engage with diplomacy awareness and global perspective in New Delhi and other cities.

#### Philippines Study Tour

Immerse yourself in responsible business in one of Southeast Asia’s fastest emerging markets.

#### Remote and Rural Enterprise

Engage with social enterprises in remote and rural Australia and Southeast Asia to develop solutions for businesses within these communities.

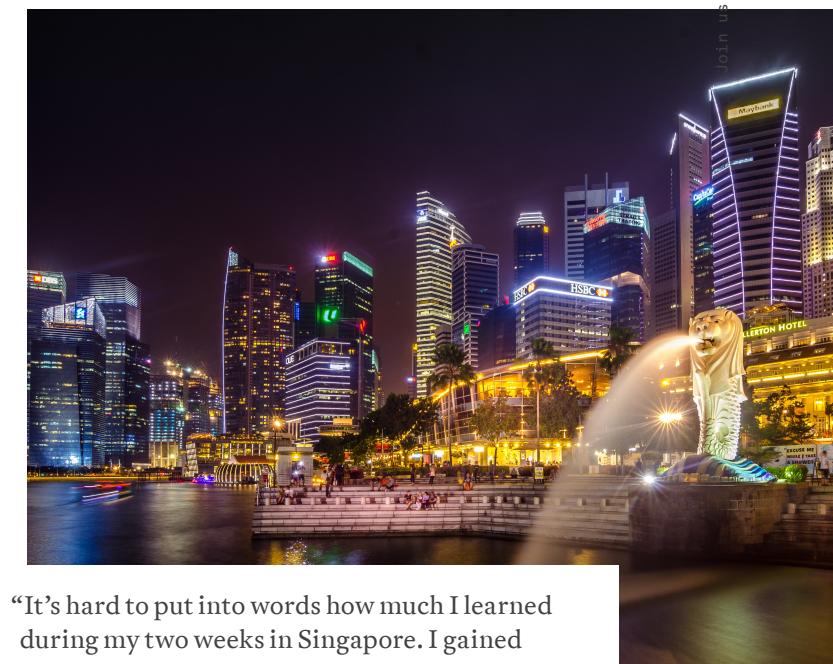
To find out more about our programs, visit:

– [sydney.edu.au/business/opportunities](https://sydney.edu.au/business/opportunities)

### Study abroad and exchange

Combine study and travel and make the world your campus. You can spend a few weeks, one semester or a full year overseas, experiencing new culture while earning credit towards your degree. Through our international exchange program, you can study at one of our 300 partner universities in 42 countries around the world.

– [sydney.edu.au/studyabroad](https://sydney.edu.au/studyabroad)



“It’s hard to put into words how much I learned during my two weeks in Singapore. I gained so much from observing my surroundings and talking with local residents, academics, social entrepreneurs and policymakers alike. The program developed my critical thinking skills to the next level and taught me to think in new ways.”

**Oliver Pang**  
International Immersion in Singapore participant



## MEET OUR STUDENTS



“When I left Norway to come to the University of Sydney, I didn’t know which career I wanted to pursue. I had an interest in business, and the opportunity to tailor my degree towards my passions in the Bachelor of Commerce was a big appeal. I also knew that the Business School had a great reputation for teaching excellence, so it was the ideal choice.

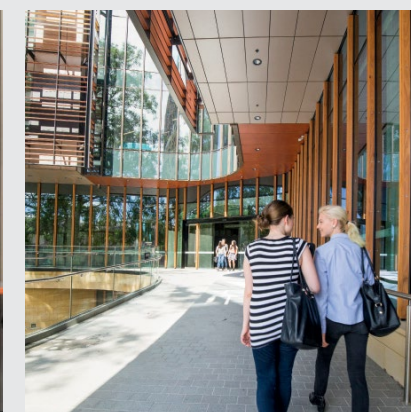
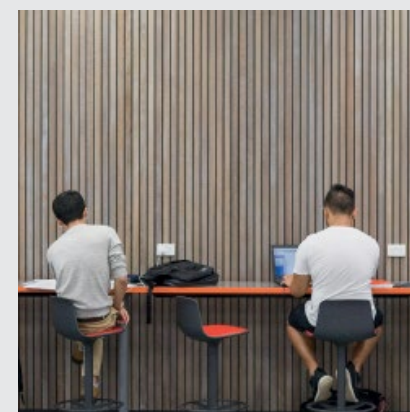
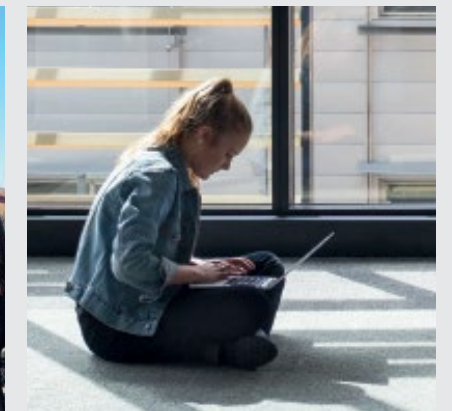
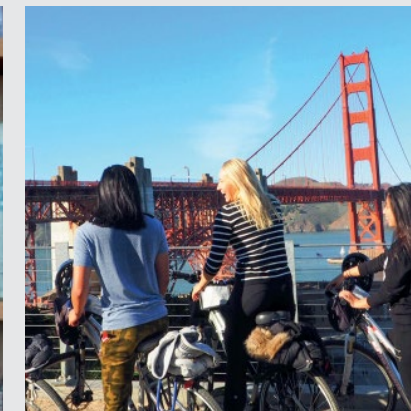
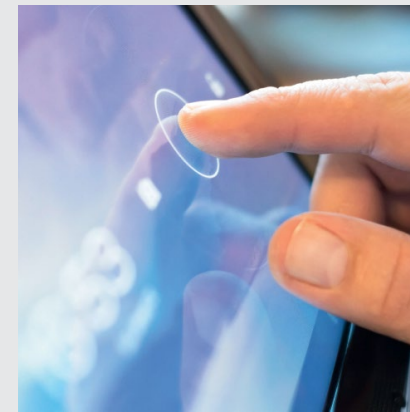
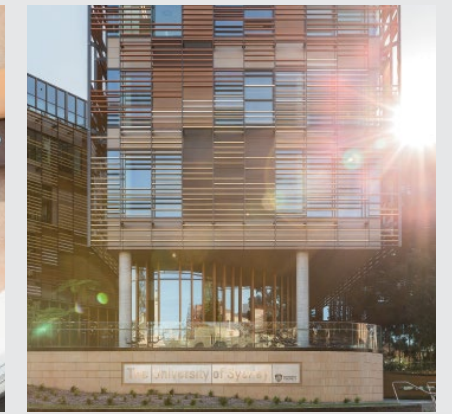
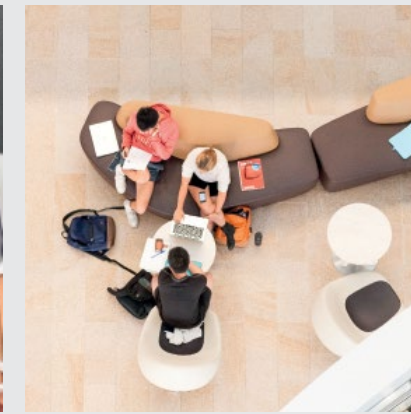
“I would love to work in marketing after I graduate, especially digital marketing. I am interested in a career that will give me the chance to be creative and provide opportunities to develop my skills and work overseas.”

**Jenny Stokkevåg Berg**  
Bachelor of Commerce  
Major: Marketing

“I chose the University of Sydney because I was confident my degree would provide me with the skills I need to enter a successful career when I graduate. My classes have been truly engaging and intellectually stimulating. Business is at the core of our society and the depth of content in this field is extraordinary.

“Unlocking these considerable banks of knowledge has been the most enlightening part of my degree so far. Ascribing business and economic theory to things we experience in our everyday lives has taught me to think differently about the world.”

**Xavier Eales**  
Bachelor of Commerce/Bachelor of Laws  
Major: Finance





## OUR FACILITIES

With spacious, high-quality teaching and learning areas, the Abercrombie Building is home to facilities that will propel you in your studies and inspire you to realise your full potential.

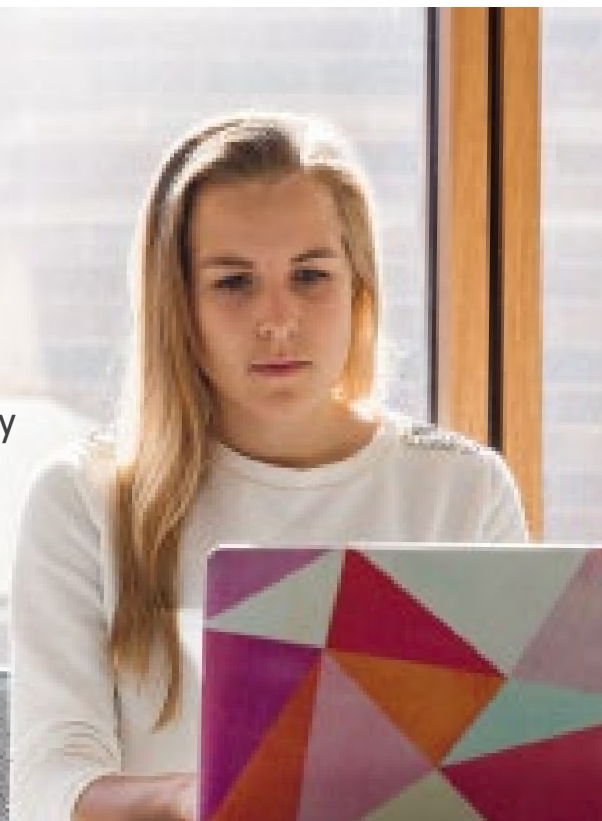
Located in a prime position on the University's Darlington Campus, the Abercrombie Building is the ideal place for our community to collaborate. Two-thirds of the floor space is devoted to rooms where you can tap into the latest technology.

Our purpose-built hub is a place for students who will innovate the next world-changing, digital application, academics who are contributing solutions to today's global business challenges, and alumni who are mentoring the company directors of tomorrow.

– [sydney.edu.au/business/abercrombie](https://sydney.edu.au/business/abercrombie)

**Welcome to the Abercrombie Building,  
our purpose-built home.**

177 offices, 203 bike racks,  
a 550-seat lecture theatre,  
3 x 300-seat lecture theatres,  
8 x 100-seat case study lecture  
theatres, 35 seminar rooms,  
118 steps on the spiral staircase,  
15 student lounges, 3 learning hubs,  
7 learning studios, 4032-seat capacity  
across all 54 teaching spaces, a  
dedicated careers counter and  
the Abercrombie Terrace Café.



“Believe  
you can and  
you’re halfway  
there.”

Theodore Roosevelt (1858–1919)  
Statesman, author and  
26th President of the United States (1901–09)

—  
**CHOOSE  
YOUR  
DEGREE**  
—



## YOUR STUDY OPTIONS

Whatever your interests and passions, our degrees will allow you to explore them. From finance to science, languages and marketing, you can create your own path with one of our flexible degrees.

### Our undergraduate degrees

#### Bachelor of Commerce

Our flagship degree offers you a wide variety of subjects and majors to prepare you for your future in business. See page 19.

#### Bachelor of Commerce/Bachelor of Advanced Studies

This new combined degree allows you to explore your interest in business alongside study in a range of other areas, and complete advanced coursework and projects in your final year. See page 22.

#### Bachelor of Commerce/Bachelor of Advanced Studies (Honours)

Undertake advanced coursework and complete a research thesis by completing honours in your fourth year of study of our Bachelor of Commerce and Bachelor of Advanced Studies.

– [sydney.edu.au/business/honours](https://sydney.edu.au/business/honours)

“Honours allows you to build your own research project focused on your strengths and preferred subject area, and carry out the project for the duration of the year. Honours gave me skills such as project and stakeholder management, which have already been invaluable in my graduate position with Westpac.”

**Georgia Wade**  
Bachelor of Commerce (Honours)  
Major: Work and Organisational Studies

### Our combined degrees

Pursue your interest in business alongside law, computing or engineering with one of our combined degrees.

#### Bachelor of Commerce/Bachelor of Laws

– [sydney.edu.au/courses/bachelor-of-commerce-and-bachelor-of-laws](https://sydney.edu.au/courses/bachelor-of-commerce-and-bachelor-of-laws)

#### Bachelor of Advanced Computing/Bachelor of Commerce

– [sydney.edu.au/courses/bachelor-of-advanced-computing-and-bachelor-of-commerce](https://sydney.edu.au/courses/bachelor-of-advanced-computing-and-bachelor-of-commerce)

#### Bachelor of Engineering Honours/Bachelor of Commerce

– [sydney.edu.au/courses/bachelor-of-engineering-honours-and-bachelor-of-commerce](https://sydney.edu.au/courses/bachelor-of-engineering-honours-and-bachelor-of-commerce)



## BACHELOR OF COMMERCE

Our Bachelor of Commerce is designed to give you what you need for a futureproof career in the business world.

The program combines theory and practice so you gain the necessary analytical, technical and practical skills to apply your knowledge effectively in your career.

Our degree will provide you with a solid education in areas such as accounting, management and business analytics, as well as effective interpersonal and leadership skills.

Building on this foundation, you can choose either a major and a minor or two majors.

You need to take one major from our wide range of business subject areas.

Your minor or second major may be selected from another business subject area or from the shared pool (see the shared pool of majors and minors list on page 26).

By tailoring your degree, you can focus your study on a specific professional qualification or explore different subjects and interests to gain a broad and versatile business education with skills in areas that will benefit your career.

Business majors

You will complete at least one of the following majors in the Bachelor of Commerce:

- Accounting
- Banking
- Business Analytics
- Business Information Systems
- Business Law
- Finance
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing
- Or a program in Professional Accounting



A minor or second major can be taken from these options, or from the shared pool (see the shared pool of majors and minors on page 26).

Course details

2019 Domestic and international ATAR/IB (guaranteed\*): 95/36

UAC code: 513300

CRICOS: 012849G

Duration: 3 years, full time (or equivalent part time)

Prerequisite: Mathematics (Band 4) or Mathematics Extension 1 or 2 (Band E3), or equivalent.\*\*

- [sydney.edu.au/courses/bachelor-of-commerce](https://sydney.edu.au/courses/bachelor-of-commerce)

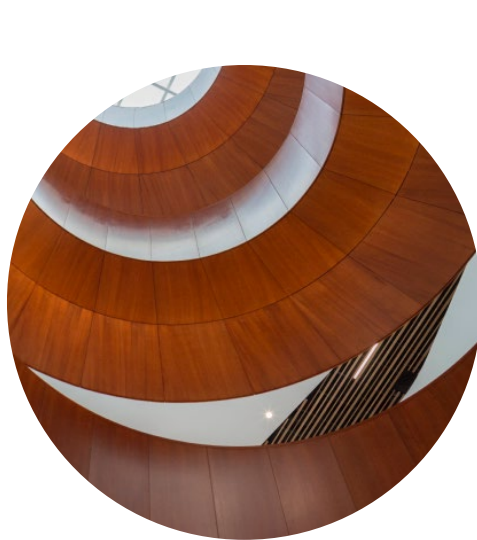
\* Find out more about the guaranteed ATAR at [sydney.edu.au/sydney-atar](https://sydney.edu.au/sydney-atar)

\*\* Find out more about the mathematics prerequisite at [sydney.edu.au/study/maths](https://sydney.edu.au/study/maths)

“We encourage our students to see the first day in our classroom as the very first day of their careers.

“We offer many exciting opportunities to engage with private, public and not-for-profit organisations, and grapple with the challenges faced by business leaders. These opportunities are part of developing the leadership skills that are signatures of the University of Sydney Business School.”

Professor Rae Cooper  
Associate Dean (Programs)



Sample course structure: Bachelor of Commerce, majors in Finance and Business Analytics

Year	Semester	Unit of study			
1	1	Future of Business	Quantitative Business Analysis	Accounting, Business and Society	Principles of Design
	2	Open Learning Environment units	Foundation of Business Analytics	Foundations of Management	Economics for Business Decision Making
2	1	Leading and Influencing in Business	Statistical Modelling for Business	International Business Strategy	Corporate Finance I
	2	Open Learning Environment units	Management Science	Predictive Analytics	Corporate Finance II
3	1	3000-level elective: Operations Management	Popular Culture and Politics	Investments and Portfolio Management	3000-level elective: International Financial Management
	2	Business Analytics in Practice	3000-level elective: Machine Learning and Data Mining in Business	3000-level elective: Derivative Securities	Finance in Practice

Degree core

Elective

Major (Finance)

Open Learning Environment unit

Minor (Business Analytics)

Sample course structure: Bachelor of Commerce, major in Industrial Relations and Human Resource Management, minor in Management

Year	Semester	Unit of study			
1	1	Future of Business	Quantitative Business Analysis	Foundations of Work and Employment	Foundations of Business Law
	2	Open Learning Environment units	Accounting, Business and Society	Foundations of Management	Marketing Principles
2	1	Leading and Influencing in Business	HR Strategies and Processes	Earth, Environment and Society	Strategic Management
	2	Open Learning Environment units	IR Policy and Processes	Design Theory and Culture	Managing Organisational Behaviour
3	1	3000-level elective: International Human Resource Management	3000-level elective: Future of Work	Global Business	3000-level elective: Leadership
	2	3000-level elective: Regulation at Work	IR and HRM in Practice	Marketing Communications	3000-level elective: Managing Organisational Sustainability

Degree core

Elective

Major (Industrial Relations and Human Resource Management)

Open Learning Environment unit

Minor (Management)

Note: course structure is indicative only. For more information visit [sydney.edu.au/courses/business](https://sydney.edu.au/courses/business)  
Electives can be chosen from Table A or Table S. The electives featured above are indicative only.



# BACHELOR OF COMMERCE/ BACHELOR OF ADVANCED STUDIES

The combined Bachelor of Advanced Studies gives you the flexibility to design your own degree and can be taken in combination with our Bachelor of Commerce.

Make the most of your study by combining a Bachelor of Commerce with a Bachelor of Advanced Studies.

Over four years, you will:

- design your own degree by combining majors from a range of disciplines
- complete a second major from your primary study area or the shared pool of majors and minors
- complete advanced coursework or complete an honours project
- work on real-world industry, community and research challenges.

### Course details

2019 Domestic and international ATAR/IB (guaranteed\*): 95/36

UAC code: 513300

CRICOS: 093743B

Duration: 4 years, full time (or equivalent part time)

Prerequisite: Mathematics (Band 4)

or Mathematics Extension 1 or 2

(Band E3), or equivalent.\*\*

- [sydney.edu.au/courses/bachelor-of-commerce-and-bachelor-of-advanced-studies](https://sydney.edu.au/courses/bachelor-of-commerce-and-bachelor-of-advanced-studies)

\* Find out more about the guaranteed ATAR at [sydney.edu.au/sydney-atar](https://sydney.edu.au/sydney-atar)

\*\* Find out more about the mathematics prerequisite at [sydney.edu.au/study/maths](https://sydney.edu.au/study/maths)

Bachelor's degree	Degree	Combined Bachelor of Advanced Studies
3 years	Duration	4 years
Components		
●	Major	● Double major
●	Minor (for second major)	
●	Open Learning Environment	●
●	Business major capstone units	●
●	Four business degree core units	●
●	Electives	●
●	Exchange (available)	●
	Advanced coursework	●
	Substantial project	●
	Honours (available)	●
For studies in Arts, Commerce, Design Computing, Economics, Science and Visual Arts		

Not sure which degree is right for you? Visit [sydney.edu.au/business/ug](https://sydney.edu.au/business/ug) to find out more.



“The ability to align my interests with my studies really drew me towards the combined Bachelor of Commerce and Bachelor of Advanced Studies. I am not limited to studying business but able to explore other areas I’m passionate about. Being able to study design alongside marketing provides a platform for me to fuse my creativity and design thinking and apply these skills in a variety of business situations.”

**Vince Lam**  
Bachelor of Commerce/Bachelor of Advanced Studies  
Majors: Marketing and Design

Sample course structure: Bachelor of Commerce/Bachelor of Advanced Studies, Professional Accounting program, major in finance

Year	Semester	Units of study			
1	1	Future of Business	Quantitative Business Analysis	Accounting, Business and Society	Introductory Macroeconomics
	2	Writing for the Digital World	Accounting and Financial Management	Psychology 1001	Economics for Business Decision Making
2	1	Leading and Influencing in Business	Financial Accounting A	Business Law for Accountants	Corporate Finance I
	2	Digital Influence through Social Media	Management Accounting	Marketing Principles	Corporate Finance II
3	1	Financial Accounting B	Australian Taxation System	Investments and Portfolio Management	3000-level elective: Alternative Investments
	2	Accounting and Auditing in Practice	Information Systems for Accountants	3000-level elective: Derivative Securities	Finance in Practice
4	1	4000-level elective: advanced coursework unit	4000-level elective: advanced coursework unit	Project unit (12 credit points), such as Research Project, Community Project, Industry Project or Entrepreneurship Project	
	2	Project unit (12 credit points), such as Research Project, Community Project, Industry Project or Entrepreneurship Project		Entrepreneurship and Innovation	Hollywood: Art, Industry, Entertainment

■ Degree core ■ Major (Finance) ■ Professional Accounting program units ■ Elective  
■ Open Learning Environment unit ■ Advanced coursework (4000-level and above)

Note: course structure is indicative only. For more information visit [sydney.edu.au/courses/business](https://sydney.edu.au/courses/business)  
Electives can be chosen from Table A or Table S. The electives featured above are indicative only.

# BECOME A DALYELL SCHOLAR

For high-achieving students with an ATAR (or equivalent) of 98+, the Dalyell Scholars program provides access to a range of enrichment opportunities that will challenge you in the company of your most promising and talented peers.

As a Dalyell Scholar, you can tap into the rich interdisciplinary depth and breadth on offer at the University, drawing on peer and academic leadership and professional expertise to become part of our global network of leaders.

Named after Elsie Jean Dalyell OBE (1881-1948), a distinguished medical graduate of the University, Dalyell Scholars will have the opportunity to collaborate and network with like-minded peers.

In addition to completing distinctive Dalyell units of study, you will have access to opportunities including:

- accelerated learning options, such as early access to advanced units of study
- tailored mentoring and professional skills development workshops to enhance your study and career opportunities
- international experiences to develop your global perspective, including a \$2000 global mobility scholarship.

To study as a Dalyell Scholar in our Bachelor of Commerce/Bachelor of Advanced Studies entry is by UAC preference or invitation. Within our Bachelor of Commerce or one of our combined degrees, entry to the program is by invitation only.

- [sydney.edu.au/dalyell-scholars](https://sydney.edu.au/dalyell-scholars)

## Creating the next generation of business leaders

We will connect you with other Dalyell Scholars within the Business School and across the University, through events, workshops, mentoring and masterclasses, specifically designed for the program.

### Dalyell insights

Deepen your understanding and gain new perspectives on areas that relate to your studies and future career. Our interactive Dalyell Scholars’ masterclasses cover topics like innovation and communicating with influence, and have been presented by leading experts such as:

- James O’Loughlin, corporate speaker, longstanding media commentator, comedian, TV and radio presenter and the author of Innovation is a State of Mind
- Dr Tim Soutphommasane, Race Discrimination Commissioner for the Australian Human Rights Commission.

### Mentoring program

Start to build your professional network while at university with our extensive Dalyell Scholars mentoring program. Gain lessons, insights and advice from senior high-achieving students, academics, and alumni from the Business School. This structured program will give you insights into the student experience, scholarship and intellectual endeavour, transitioning to your career, and community and civic engagement.

### Professional skills workshops

Learn from thought leaders and industry experts on how to leverage your intellectual and personal strengths for maximum impact and career success. Be ready for workplaces of the future by developing the key competencies and techniques you will need to be agile in dynamic business contexts.

Sample course structure: Bachelor of Commerce (Dalyell stream), major in Marketing, minor in Management

Year	Semester	Units of study			
1	1	Future of Business	Accounting, Business and Society	Marketing Principles	Foundations of Work and Employment
	2	Quantitative Business Analysis	Marketing Research	Foundations of Management	Global Business
2	1	Leading and Influencing in Business	Open Learning Environment units	Consumer Behaviour	Strategic Management
	2	Open Learning Environment units	Marketing Insights	Managing Organisational Behaviour	Design Thinking
3	1	3000-level elective: Digital and Social Media	3000-level elective: Building and Managing Brands	3000-level elective: Leadership	Leading creative solutions: Practices
	2	3000-level elective: Marketing Communications	Marketing in Practice	Business School Dalyell Unit: Leading creative solutions: Ideas	3000-level elective: Project Planning and Management

■ Degree core   ■ Major (Marketing)   ■ Minor (Management)  
■ Elective   ■ Dalyell Stream project   ■ Open Learning Environment unit

Note: course structure is indicative only. For more information visit [sydney.edu.au/courses/business](https://sydney.edu.au/courses/business)  
Electives can be chosen from Table A or Table S. The electives featured above are indicative only.



“The accelerated coursework and unique Dalyell units provide the sort of challenges I am looking for, while giving me the opportunity to interact with other inspiring students in the program. I’ve always liked extending the limits I set myself and the Dalyell Scholars program offers the perfect path for me to do this.”

**Charlotte Trent**  
Bachelor of Commerce/Bachelor of Advanced Studies (Dalyell Scholar)  
Majors: Business Law and Finance



# FOLLOW YOUR INTERESTS. ALL OF THEM.

Combine your interests from more than 100 study areas through our shared pool of majors and minors.

The shared pool allows you explore a wide range of study areas with your degree as you acquire multidisciplinary knowledge and critical analytical skills that complement your business major.

Choose your second major from any of the listed options to combine your passion for business with another area of interest. Most of the majors listed in the shared pool can also be taken as minors.

– [sydney.edu.au/ug-experience](https://sydney.edu.au/ug-experience)

“Commerce gave me the opportunity to combine my passions for economics and mathematics. The breadth of subjects is equipping me with a wide knowledge of several industries and specialisations, which has helped forge my understanding of what I want to do.”

**Kartikeya Shastri**  
Majors: Finance and Econometrics



Combine your primary major with a major or minor in one of the areas below

## Architecture, design and planning

- Biological Design
- Design

## Arts and social sciences

- American studies
- Ancient Greek
- Ancient history
- Anthropology
- Arabic language and cultures
- Archaeology
- Art history
- Asian studies
- Biblical studies and classical Hebrew
- Celtic studies\*
- Chinese studies
- Criminology\*
- Cultural studies
- Digital cultures
- Diversity studies\*
- Economic policy (not available for Bachelor of Economics students)
- Economics
- Econometrics
- English
- Environmental, agricultural and resource economics
- European studies
- Film studies
- Financial economics
- French and Francophone studies
- Gender studies
- Germanic studies
- Hebrew (modern)
- History

- Indigenous studies
- Indonesian studies
- International and comparative literary studies
- International relations
- Italian studies
- Japanese studies
- Jewish civilisation, thought and culture
- Korean studies
- Latin
- Linguistics
- Modern Greek studies
- Philosophy
- Political economy
- Politics
- Sanskrit\*
- Social policy\*
- Socio-legal studies
- Sociology
- Spanish and Latin American studies
- Studies in religion
- Theatre and performance studies
- Visual arts
- Writing studies\*

## Business

- Accounting
- Banking\*\*
- Business analytics
- Business information Systems
- Business law
- Finance\*\*
- Industrial relations and human resource management
- International business
- Management
- Marketing

## Education and social work

- Education

## Engineering and computer science

- Computer science
- Information systems
- Project management
- Software development

## Medicine and health

- Anatomy and histology
- Applied medical science
- Disability and participation
- Health
- Hearing and speech
- Immunology\*
- Immunology and pathology\*\*
- Infectious diseases
- Neuroscience
- Pathology\*
- Pharmacology
- Physical health and activity
- Physiology

## Music

- Music

## Science

- Animal health, disease and welfare
- Animal production

- Biochemistry and molecular biology
- Biology
- Cell and developmental biology
- Chemistry
- Data science
- Ecology and evolutionary biology\*\*
- Environmental studies
- Financial mathematics and statistics
- Food science
- Genetics and genomics
- Geography
- Geology and geophysics
- History and philosophy of science
- Marine science
- Mathematics
- Medicinal chemistry
- Microbiology
- Nutrition science
- Physics
- Plant production
- Plant science\*
- Psychological science
- Quantitative life sciences
- Soil science and hydrology
- Statistics
- Virology\*
- Wildlife conservation\*

\* Available as a minor only  
\*\* Available as a major only

# CHOOSE YOUR PATH

With one of the largest ranges of majors of any business school in Australia and a professional accounting program, our curriculum allows you to study what you want and get where you want to be.

## PROFESSIONAL ACCOUNTING

Our Professional Accounting program offers you the opportunity to develop the knowledge and expertise you need for a rewarding career.

The program meets the requirements for professional accounting accreditation with the Chartered Accountants Australia and New Zealand (CAANZ) and CPA Australia.

You can complete the CPA, CAANZ or Association of Chartered Certified Accountants (ACCA) program while working, after graduating from university to gain an internationally recognised accounting qualification.



### Professional Accounting program

To complete the Professional Accounting program and gain associate membership into CPA Australia and CAANZ, you need to undertake 12 units from accounting and other essential business disciplines.

Year 1	Accounting, Business and Society	Accounting and Financial Management	Economics for Business Decision Making	Quantitative Business Analysis
Year 2	Corporate Finance 1	Business Law for Accountants	Financial Accounting A	Management Accounting
Year 3	Information Systems for Accountants	Australian Tax System	Financial Accounting B	Accounting and Auditing in Practice

■ Accounting units



# ACCOUNTING

Accounting is the ‘language of business’, providing organisations with information they need to make key business decisions relating to financial performance.

Your learning will extend beyond balance sheets and budget preparation as you develop the practical and analytical skills that will allow you to understand and interpret important financial information.

Wherever there is a need for sharp accounting knowledge and business skills, our accounting graduates are in demand.

## What will you learn?

- Analyse and record business financial transactions
- Allocate costs and prepare budgets and other reports to inform operational and strategic decisions
- Prepare and audit financial statements in line with international accounting and auditing standards
- Apply analytical skills to understand and appraise the value of financial information

## Completing the audit

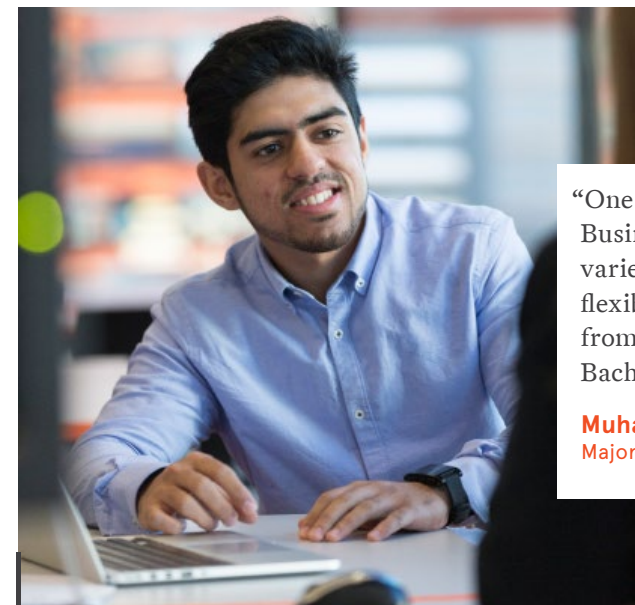
Take an in-depth look at the process of auditing by applying the theory you’ve learned to an audit of real corporate financial reports. Our capstone unit, Accounting and Auditing in Practice, will give you an overview of the audit process within the context of Australian Auditing Standards, and equip you with practical skills you will take with you into the field of accounting.

## Careers

- Auditing and assurance
- Financial analyst
- Internal audit and risk
- Management accountant/analyst
- Financial accounting

### Learn more:

- [sydney.edu.au/courses/pathways/major-accounting](https://sydney.edu.au/courses/pathways/major-accounting)



“One of the reasons I decided to study at the Business School is the flexibility. I have a wide variety of majors to choose from and the course flexibility means I can also combine subjects from other faculties and schools with the Bachelor of Commerce.”

**Muhammad Rehan Rana**  
Majors: Accounting and Business Information Systems

# BANKING

Banks play a critical role in our globalised economy, providing financial services to business and individuals, and facilitating sustainable economic growth.

Develop a deep understanding of how banks function in domestic and international financial systems, including an analysis of the activities, roles, and regulation of commercial and investment banks.

As technological and financial innovation rapidly evolves, graduates with specialised knowledge in this area are highly sought after in the banking industry.

## What will you learn?

- Understand the role of banks
- Expertise in bank management and risk management
- How to measure and manage financial risk
- Analysis of monetary policy
- Communication of financial information

## Careers

- Commercial and investment banking
- Financial services
- Consulting
- Risk management
- Financial industry regulation
- Central banking

### Learn more:

- [sydney.edu.au/courses/pathways/major-banking](https://sydney.edu.au/courses/pathways/major-banking)



“Studying banking helped me to gain strong data management and financial analysis skills. I’ve had the chance to dive into the banking world and enrich my view of financial operations, which has also really complemented my marketing major. I feel empowered with a competitive and comprehensive skill set for my future career.”

**Alexander Zeyu Shu**  
Majors: Banking and Marketing

## BUSINESS ANALYTICS

Use data to discover new insights and gain a deeper understanding of business performance to drive future planning.



“With an influx of data and rapid technological advancement, I saw the field of business analytics as an exciting area in which to specialise. Coursework in the business analytics major often presents us with real business problems and involves using datasets from actual businesses to solve issues.”

**Cindy Ngo**

Majors: Business Analytics and Marketing

Through this course, you will learn to scientifically analyse real data to deliver meaningful business models that enhance operations and inform business decisions.

With a vast amount of data available in today’s business environment, people skilled to realise its potential are in high demand around the world.

### What will you learn?

- Use of statistical software to analyse real datasets
- How to mathematically develop problem solving models
- Methods for tasks including credit scoring, market segmentation, consumer behaviour modelling and product positioning
- Communication of business intelligence
- Machine-learning methods

### Become an in-demand data expert

Businesses are inundated with data and information – this is why they need analytics experts to analyse and model this data to help them make better decisions.

With a global shortage of quantitative analysts, our business analytics major will give you a head start over other graduates in the fast-growing areas of online analytics, data mining, customer analytics and business intelligence.

### Careers

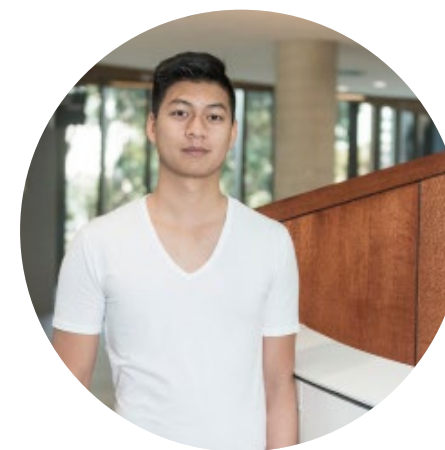
- Consulting
- Data analyst
- Logistics and supply chain management
- Data scientist
- Market research
- Retail analytics

#### Learn more:

- [sydney.edu.au/courses/pathways/major-business-analytics](https://sydney.edu.au/courses/pathways/major-business-analytics)

## BUSINESS INFORMATION SYSTEMS

Business information systems (BIS) is the key enabler of innovation and operational efficiency, ensuring the right information is available to the right people at the right time.



“I’ve had a lot of freedom to try out a variety of electives and majors. The soft skills and technical knowledge I’ve developed at university have been really useful during my industry placement at Macquarie Group. It’s been extremely rewarding to apply the skills I’ve been taught in the classroom to the real world.”

**Minh Tri Nguyen**

Majors: Business Information Systems and Finance

Learn how to improve processes and develop innovative and practical solutions to business problems by gaining expertise in the strategic use of business information and data.

In an information age, workers who understand business and technology issues are vital to shaping organisational strategy and planning across a wide range of industries.

### What will you learn?

- Expertise on BIS strategy and e-commerce, business intelligence and business process management
- Business analysis techniques
- Data modelling and process mapping
- Agile project management methodologies
- Software including Tableau, SAS Visual Analytics, SAP
- Technology assurance and data management frameworks

### Build project management skills

Projects are a common way of managing organisational transformation and change, the development of new products and the implementation of technology in business. Our Project Management Foundations unit will teach you to successfully manage projects. Through hands-on project management techniques and experience with the actual online platforms used by industry, you will build important skills to take into the workplace.

### Careers

- Business analyst
- Consultant
- Systems analyst
- IT auditor
- Project manager

#### Learn more:

- [sydney.edu.au/courses/pathways/major-business-information-systems](https://sydney.edu.au/courses/pathways/major-business-information-systems)



# BUSINESS LAW

Businesses of all shapes and sizes are impacted by the legal and regulatory frameworks in which they operate.

As the common foundation for all business operations, the legal perspective of business is a skill that will prepare you for a successful corporate, not-for-profit or government career.

With an emphasis on tackling real-world legal hurdles, our course will equip you to understand how law impacts business practice, minimise legal risk and recognisesituations that requirespecialist legal advice.

## What will you learn?

- How to conduct case-based analysis of the law
- Identifying the legal implications, opportunities and risks of business activities
- Constructing written and oral arguments relevant to commercial legal issues
- Project management
- Specialist knowledge in legal areas such as securities and derivatives law, finance and banking, taxation, employment, corporate crime, trade practices and consumer law

## Learn from industry leading experts

Business law influences key aspects of business practice and opportunity in Australia and overseas. You will learn from researchers within our Discipline of Business Law who make an impact on business law practices and have strong links within some of Australia's top professional firms.

## Careers

- Compliance and regulatory specialist
- Business manager
- Tax adviser
- Financial planner
- Investment adviser
- Policy adviser

### Learn more:

- [sydney.edu.au/courses/pathways/major-business-law](https://sydney.edu.au/courses/pathways/major-business-law)

# FINANCE

Finance affects every area of business, as organisations use financial information to make strategic decisions that improve profitability.

Taking a hands-on approach, you will learn how to use financial data to create value and manage risk by developing business models that are backed by the strong technical knowledge you'll gain.

You will graduate with a deep understanding essential for pursuing a career in the financial services industry and beyond.

## What will you learn?

- Measurement and management of financial risk
- Building financial models
- Asset pricing
- Portfolio management
- How to present financial information

## Join a leader in financial education

Our Discipline of Finance is a leading research group currently ranked among the top five finance groups in the Asia-Pacific region. We work in partnership with the Australian Securities Exchange, the CFA Institute, the Australian Financial Markets Association and several of the largest banking, broking, accounting and funds management businesses in the region.

## Careers

- Financial analyst
- Financial advisor
- Economist
- Managing companies
- Financial Planning
- Wealth management
- Fundsmanagement
- Investment banker
- Financial consultant
- Markets analyst
- Trader

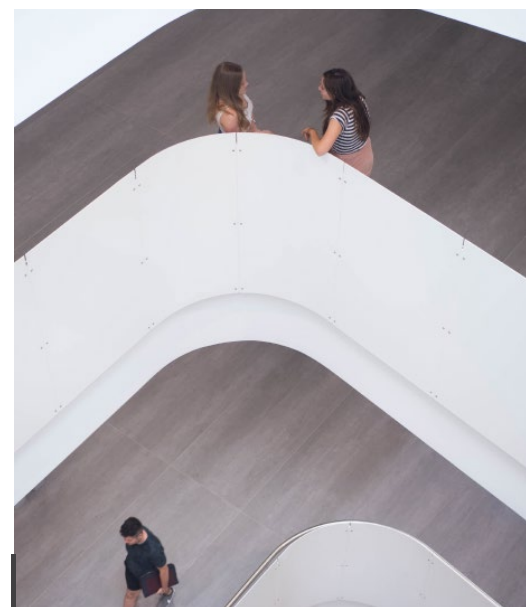
### Learn more:

- [sydney.edu.au/courses/pathways/major-finance](https://sydney.edu.au/courses/pathways/major-finance)



"Studying at the Business School gave me the best possible foundation to secure a competitive graduate position in the investment banking industry after graduating. I wouldn't be where I am today without the experience and education I received at the University of Sydney."

**Elicia McDonald**  
Investment Associate, AirTree Ventures  
Bachelor of Commerce (Honours) '10  
Major: Finance



# INDUSTRIAL RELATIONS AND HUMAN RESOURCE MANAGEMENT

Industrial Relations and Human Resource Management (IR and HRM) explores current and future challenges around employment, the forces shaping workplaces and organisational performance.

Build your human resource management skill set and deepen your understanding of the employment relationship to develop strategies that will grow and develop a valuable workforce.

As the nature of work is rapidly changing, it has never been more advantageous to graduate with the essential skills to build a career in the 'people' function in organisations.

## What will you learn?

- Expertise in labour law and industrial relations policy
- How to analyse current issues in work and employment
- Assessment of existing theory and practice in the field of HRM
- Managing diversity
- Problem solving in the area of HRM
- Influence and negotiation skills

## Put your HR knowledge into practice

We're working with industry partners, such as the Fair Work Commission, to give you the opportunity to work on real-life case studies in the IR and HR in Practice capstone unit. You will cement your learning by using your foundational HR knowledge to develop and communicate effective solutions to IR and HR problems that our partner organisations face.

## Careers

- Human resources coordinator
- People and change consultant
- Diversity consultant
- Industrial officer
- Employer branding consultant
- Policy analyst

## Learn more:

- [sydney.edu.au/courses/pathways/major-industrial-relations-and-human-resource-management](https://sydney.edu.au/courses/pathways/major-industrial-relations-and-human-resource-management)



"I've been shaped by a range of incredible opportunities during my studies. The University is transforming students like me into truly employable graduates, with leadership attributes and a legitimate passion to make a difference."

**Jasmin Jade Hamade**

Major: Human Resource Management and Industrial Relations

# INTERNATIONAL BUSINESS

In a globalised world, international business supports the development, strategy and management of organisations at a global level.

Deepen your understanding of how organisations operate internationally, while developing tools in cross-cultural communication and business strategy that are essential to working in our interconnected business environment.

You will graduate with highly portable knowledge and skills in strategic decision making and global expansion, that will be of value to organisations around the world.

## What will you learn?

- Multinational and transnational business strategies
- Risk analysis and management
- Strategy formulation and design thinking
- Managing employees and organisations in cross-cultural contexts
- Project management
- Interpersonal skills necessary to work with people across cultures and borders
- Entrepreneurship skills in an international business context

## Scale social enterprises in Vietnam

Explore your interest in social entrepreneurship by undertaking our Scaling Social Enterprise in Vietnam project unit as part of your major. You will spend 12 days working in a cross-discipline team to develop insights into how a Vietnam-based social enterprise can scale their operations and enhance their social impact.

## Careers

- International business consulting
- Import and export management
- International human resource management
- Global management
- Consultant in government and non-government organisations, such as the World Bank, Austrade or the United Nations

## Learn more:

- [sydney.edu.au/courses/pathways/major-international-business](https://sydney.edu.au/courses/pathways/major-international-business)



"Studying at the Business School has given me some incredible opportunities, including working and studying in Paris and Los Angeles. These invaluable experiences have developed me professionally and personally, and helped me clarify what I want to do after graduation."

**Anna Bezuglova**

Majors: International Business and Marketing



# MANAGEMENT

Critical to achieving business objectives, management involves planning, leading and directing people and organisations.

Learn to translate organisational values into effective internal processes and relationships by using the skills you will gain in communication, problem solving, business strategy and ethics.

We prepare you for an accelerated career in the private, public or not-for-profit sector, where your strong technical knowledge and practical skills in management will give you an edge.

## What will you learn?

- Project management
- Leadership, team-working and networking
- Negotiation skills
- Change management
- Management communication skills

## Careers

- Management consulting
- Organisational development consulting
- Change management
- Sustainability management
- Executive management

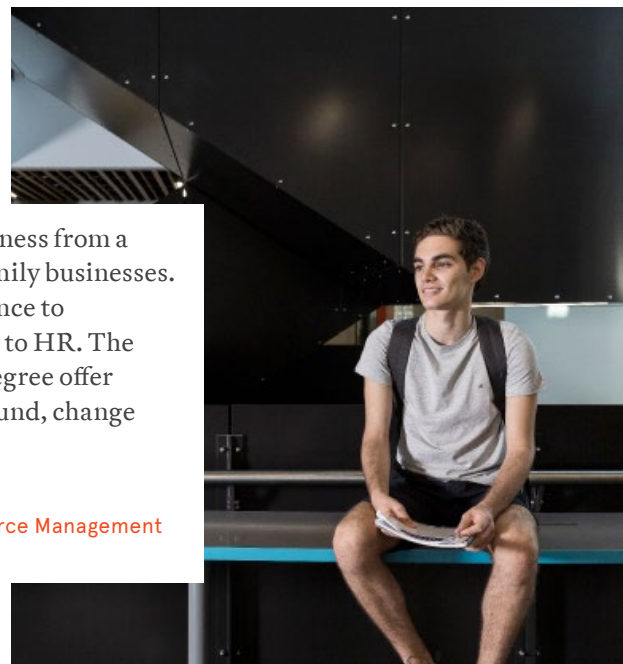
### Learn more:

- [sydney.edu.au/courses/pathways/major-management](https://sydney.edu.au/courses/pathways/major-management)

“I’ve had a genuine passion for business from a young age through exposure to family businesses. It is such a broad field with the chance to study everything from accounting to HR. The transferable skills taught in this degree offer plenty of opportunity to move around, change careers and follow your passion.”

### Brandon Morgan

Majors: Management and Human Resource Management and Industrial Relations



# MARKETING

Marketing creates value for customers, organisations and society by understanding market needs and aligning what companies offer based on market insights.

Grounded in the real world and engaged with industry, this course enables you to develop the team-building, problem-solving and business-pitching abilities that are essential in marketing practice.

Central to any organisation’s success, highly-skilled marketers has never been in higher demand, with access to an array of exciting career opportunities.

## What will you learn?

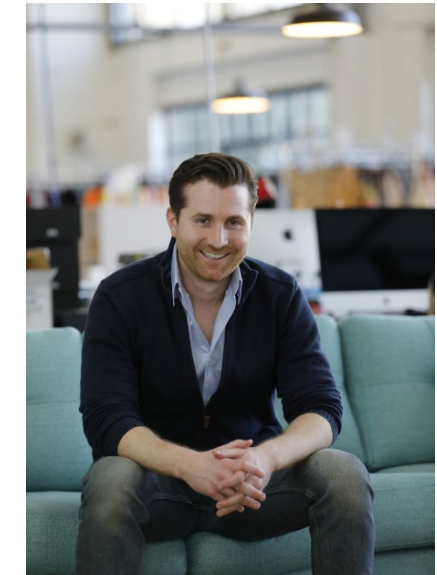
- How to design business proposals and marketing strategies
- Creating, positioning and developing brands
- Formulating research questions and developing consumer insights
- Advertising and producing creative material
- Persuasive communication and pitching ideas

## Solve real-world marketing challenges

Dedicated to an experiential approach to learning, our Marketing in Practice capstone unit will consolidate key skills developed throughout your major. You will use your agile marketing skills to generate ideas and present solutions in response to real-life marketing problems from industry partners such as Publicis and Kantar Millward Brown.

## Careers

- Marketing director
- Business strategist
- Advertising executive
- Marketing communication specialist
- Brand manager
- Product manager
- Market researcher and analyst
- Digital marketing specialist



“My commerce degree helped me develop the skills needed for a successful career across a range of industries. After graduating, I spent four years as an investment banker with Deutsche Bank in Sydney, London and New York. I am now the Co-Founder and CEO of GlamCorner, Australia’s largest online designer fashion rental business.”

### Dean Jones

Co-Founder and CEO, GlamCorner  
Bachelor of Commerce (Honours) '10  
Majors: Marketing and Finance

### Learn more:

- [sydney.edu.au/courses/pathways/major-marketing](https://sydney.edu.au/courses/pathways/major-marketing)

## HOW TO APPLY DOMESTIC STUDENTS

1

### Choose your course

Visit [sydney.edu.au/courses](https://sydney.edu.au/courses)

2

### Check the admission criteria

Admission to the University of Sydney is highly competitive. You need to meet specific academic criteria before we can make an unconditional offer of admission.

For most undergraduate courses, admission is based on your Australian Tertiary Admission Rank (ATAR) or equivalent.

– [sydney.edu.au/study/admission-criteria](https://sydney.edu.au/study/admission-criteria)

#### Prerequisites

Some courses have prerequisites. From 2019, students need to complete the NSW Higher School Certificate (HSC) Mathematics (not General Mathematics) or equivalent interstate or IB subjects in order to meet the criteria for admission into a number of our courses, including commerce.

– [sydney.edu.au/study/maths](https://sydney.edu.au/study/maths)

### Key dates

**Open Day**  
August 2020

– [sydney.edu.au/open-day](https://sydney.edu.au/open-day)

**On-time application to UAC due**  
September 2020

– [www.uac.edu.au](https://www.uac.edu.au)

**Info Day**  
December 2020

– [sydney.edu.au/info-day](https://sydney.edu.au/info-day)

**Finalise UAC preferences**  
December 2020  
Check the UAC website for important offer round dates

3

### Explore your admission pathways

If you're not sure you'll reach the ATAR for your preferred course, check our website to see if you're eligible to apply through another one of our admission pathways.

– [sydney.edu.au/study/admission-pathways](https://sydney.edu.au/study/admission-pathways)

4

### Submit your application

Through the Universities Admissions Centre (UAC) with relevant documents

– [www.uac.edu.au](https://www.uac.edu.au)

## HOW TO APPLY INTERNATIONAL STUDENTS

1

### Choose your course

Visit [sydney.edu.au/courses](https://sydney.edu.au/courses)

2

### Check the admission criteria

Admission to the University of Sydney is highly competitive. You need to meet specific academic criteria before we can make an unconditional offer of admission.

For most undergraduate courses, admission is based on your Australian Tertiary Admission Rank (ATAR), International Baccalaureate (IB) or the equivalent qualifications the University accepts from your country.

For more information, visit:

– [sydney.edu.au/study/admission-criteria](https://sydney.edu.au/study/admission-criteria)

#### English language requirements

If English is not your first language, you need to demonstrate that your English language skills meet the level required for your chosen course. For undergraduate study, you can do this by fulfilling one of the following:

- complete a recognised senior secondary (high school) qualification conducted in English such as an Australian Year 12 qualification, English subjects in secondary qualifications specified by the University or tertiary studies (at least one year of full-time university study) in English at a recognised institution
- complete an accepted English proficiency test with results that meet the criteria for your course. English language test scores are valid for two years.

For more information please visit:

– [sydney.edu.au/study/english-reqs](https://sydney.edu.au/study/english-reqs)

#### Prerequisites

Some courses have prerequisites. Mathematics prerequisites will apply for some courses to help students thrive in commerce degrees. These prerequisites apply if you are undertaking a Year 12 qualification such as the HSC or IB in Australia.

For more information visit:

– [sydney.edu.au/study/maths](https://sydney.edu.au/study/maths)

3

### Submit your applications

If you are completing:

- a current Australian Year 12 secondary school examination in or outside Australia; or
- a current International Baccalaureate (IB) diploma in Australia you will need to submit your application online through the Universities Admissions Centre (UAC) international website: [www.uac.edu.au/international](https://www.uac.edu.au/international)

Everyone else needs to apply directly to the University of Sydney. Search for your course at [sydney.edu.au/courses](https://sydney.edu.au/courses) then click on the 'Apply' button on the course page to apply online.

For important information for international students visit:

– [sydney.edu.au/student-visas](https://sydney.edu.au/student-visas)



If you read only one thing, read this.

Your journey to university is as  
unique as you are.

At the University of Sydney, you have  
the opportunity to forge your own path.  
You can customise your course and get  
involved in extracurricular activities to  
personalise your uni experience.

To learn more, come and see us on Open  
Day, call our helpline or visit our website.

Stay connected with the University  
of Sydney Business School



sydney.edu.au  
**1800 SYD UNI (1800 793 864)**  
**+61 2 8627 1444 (outside Australia)**



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