

executive

MBA



THE UNIVERSITY OF
MELBOURNE

MELBOURNE
BUSINESS
SCHOOL

GLOBAL. BUSINESS. LEADERS.

A MESSAGE FROM THE DEAN

The past 10 years have shown business leaders that the speed and scope of change are intensifying, and will keep doing so. It is a rewarding time to be a senior manager, but also a challenging and deeply uncertain one.

Our Executive MBA (EMBA) program enables you to examine and broaden the capabilities you draw on to lead your organisation and your management teams.

Designed exclusively for senior executives, it is a global program delivered via four residential modules, each lasting one month. This unique structure offers time out from your day-to-day responsibilities so you can draw maximum value from the experience: your cohort, our world-class faculty, and immersion in the business realities of different cultures.

Our global classroom is located in Melbourne, gateway to the Asia Pacific region; Chicago (USA), Koblenz (Germany) and China. In our EMBA classroom, participants and faculty

bring real experience to bear on live business problems. Our international faculty are committed to leading ideas, people and principles. It is a demanding and at times confronting program. An EMBA at Melbourne Business School will equip you to make effective decisions, quickly and confidently. It will arm you with a base of theory, knowledge, evidence and critical thinking skills.

The EMBA delivers on the MBS promise. We are:

- + Truly global in our outlook and orientation
- + Focused on business imperatives
- + Committed to creating and shaping leaders

Our participants, past and present, settle for nothing less. Talk to our alumni, current students, staff and faculty. Visit our website www.mbs.edu/emba. Come to an information session. Enter the world of Global.Business.Leaders.

Zeger Degraeve



Professor Zeger Degraeve
Dean and Director
Melbourne Business School

HAVING COMPLETED MY MBA AT MBS, I UNDERSTAND THE BENEFITS OF THIS WORLD CLASS PROGRAM AND SUPPORT OUR MOST TALENTED AND SUCCESSFUL SENIOR STAFF TO STUDY AT MBS AND DEVELOP THE SKILLS AND KNOWLEDGE WHICH ENABLE THEM TO TAKE THE NEXT STEPS IN THEIR CAREER.

Lindsay Kirsner
General Manager
Resource Development, Iron Ore
Rio Tinto



Raul Bitencourt
Manager Development & Technical Projects
Resource Development, Iron Ore
Rio Tinto
EMBA Class of 2008

THE EMBA HAS GIVEN ME A STRONGER UNDERSTANDING OF COMPETITIVE STRATEGY AND FINANCIAL MANAGEMENT, PRACTICAL SKILLS IN NEGOTIATING AND THE ABILITY TO DEVELOP INTERNATIONAL MARKET ENTRY PLANS FOR MY COMPANY.

QUICK FACTS

EXECUTIVE MBA

4 WEEKS

Program is delivered in four week residential modules

4 MONTHS

Program is completed in four modules over the course of 14 months

4 CONTINENTS

Program takes place in Australia, USA, Germany and China

4 LASTING IMPACT

The knowledge, experience and networks will last a lifetime

MELBOURNE BUSINESS SCHOOL

Internationally ranked

AACSB accredited and Equis accredited

First Business School in Australia

Global networks, faculty and student body

UNIVERSITY OF MELBOURNE

The University of Melbourne is one of the world's truly outstanding universities.

With a history dating back to 1853, it is a highly regarded institution of learning that makes significant distinctive contributions to global society.

This is a place where great scholars lead talented students to open their minds, share wisdom and face the great unknowns. It is a place where each new generation can define a future that it values.

The University has a rich tradition of success in countless fields of endeavour. It is universally respected for its research, teaching and knowledge transfer. Its strong links with a huge array of leading local and international institutions are testament to its status in the world.

It is international in character and focus. It is world class in the staff and students it attracts, the research and scholarship it produces and the academic standards to which it adheres. With an extraordinary faculty drawn from all corners of the globe, the University continually opens new paths to scientific understanding and supports critical and creative endeavour.

The University is an exceptional teaching institution, which attracts the brightest students from the widest range of backgrounds and offers an unparalleled educational experience.



MELBOURNE BUSINESS SCHOOL



Melbourne Business School (MBS) is one of the leading business schools in the Asia Pacific for management education and executive development.

Over the last 50 years, we have built an outstanding reputation for program excellence and a high quality learning experience. We have a proud legacy of advancing the careers of our graduates and transforming organisations through our programs.


Firmly grounded in Australia's leading tertiary institution, the University of Melbourne, MBS is jointly established, owned and led by corporate Australia and the University – with ongoing involvement and support from the business community across all programs.

We take pride in our legacy of providing amongst the world's finest management and leadership development programs. In 1963, we offered Australia's first MBA.

Melbourne Business School's EMBA program was ranked in the global top 50 EMBA programs by the *Financial Times* in 2007, 2008 and 2010.

Our programs have received formal international recognition with full EQUIS accreditation – an independent stamp of quality assurance by the European Foundation for Management Development. MBS was also recently awarded accreditation by AACSB – a highly regarded US-based international accrediting body.

EXECUTIVE LEVEL STUDY



Executives and senior managers work in demanding environments and with high expectations – for themselves and for their organisations. But it is increasingly difficult to take time out to gain the capabilities necessary to perform at a top executive level.

The bar is higher than ever for executive performance. Executives need a strong grasp of business and financial concepts and the confidence to draw on many different approaches to problem solving, together with well developed leadership and personal attributes. They need a practical understanding of doing business in a global environment, where there is less room for experimentation and error.

Few executives and senior managers can take 12 to 18 months out for full-time study. It is too much of a career interruption, can be difficult to sustain financially and few companies want to lose valued managers for that period. Part-time study can often prove problematic for busy executives who can find it difficult to juggle, work, personal and family life and evening and weekend study.

Melbourne Business School's EMBA is specifically designed to address the challenges of long-term study commitment. This program is ideal for executives and senior managers who are ready to position themselves for the next major step in an already successful career. These managers are capable of intensive and focused study, but are time-poor.

The EMBA is based on a revolutionary modular format which separates study requirements from business and personal commitments. Comprising four, one-month, fully-residential modules, the program is designed to broaden the leadership and management capabilities of experienced managers, all with minimal interference to your career and personal life.

With the EMBA, there is no need to leave your current employment and thus no loss of income.

For employers, there is minimal disruption to the workplace and immediate return on investment through improved productivity.



PROGRAM OVERVIEW

Intensive design

EMBA students complete four fully-residential modules of four weeks duration, over a 14-month period. Participants return home and to their workplaces and apply their learning during the three to four month intervals between modules. There are no formal study requirements during the intervals.

Students must be in-residence for the duration of each module.

The program is intensive. Faculty contact is up to 40 hours per week with at least a further 30 hours of private study, preparation and group work. The learning methods are diverse, ranging from interactive class discussions, case studies and group problem solving to experiential activities and formal presentations. Current management concepts and associated business thinking are covered in an applied context.

A significant proportion of the program is undertaken in small groups (syndicates), further enhancing the dynamic learning experience.

Syndicates

A syndicate is a group of participants from diverse backgrounds, who are assigned to work together during a module. Within the syndicates, participants undertake their assignments by drawing on the varied skills and expertise of people in their group. Syndicates work on tasks such as preparing cases for discussion in class, or completing assignments based on current issues in real organisations. During the EMBA, participants will experience four different syndicate groups – a different group of people for each module.

Assessment

Each module and study area is assessed through a combination of individual and group assignments, open book examinations, contribution to class discussion and presentations. Each module is graded on a pass / fail basis to encourage maximum collaboration and learning between and amongst individuals and syndicates. All assessment takes place during each module. The final day of each module is the final day of study and assessment until the next module begins.

Case studies

The EMBA curriculum is current and relevant, drawing upon the experiences of organisations operating internationally and locally. To support this approach, our faculty have access to more than 350 case studies, developed at MBS, and often written by the faculty based on their industry experiences. These cases reflect private, public and not-for-profit sectors in a range of industries. The School's case study library also holds cases produced by other leading business schools, including a large collection of Harvard Business School cases and other teaching materials, for which it is the sole distributor in Australia.

SAMPLE TIMETABLE

Time	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
6:45 – 8:00	-- Breakfast --							
8:00 – 9:15	Orientation Program	Organisational Behaviour	Data & Decisions	Managing Processes	Managing Processes	Data & Decisions	Economics of Strategy	
9:15 – 9:30		-- Break --						
9:30 – 10:45		Organisational Behaviour	Data & Decisions	Managing Processes	Managing Processes	Data & Decisions	Economics of Strategy	
10:45 – 11:00		-- Break --						
11:00 – 12:30	Orientation commences at 11.00am	Faculty Consultation	Faculty Consultation	Faculty Consultation	Faculty Consultation	Faculty Consultation	Economics of Strategy	
12:30 – 1:15	-- Lunch --							
1:15 – 2:00	Orientation Program	Syndicate/ Private Study					Free time Until Sunday 5pm	
2:00 – 3:15		Managing Processes	Economics of Strategy	Health & Lifestyle	Organisational Behaviour	Managing Processes		
3:15 – 3:30		-- Break --						
3:30 – 4:45		Managing Processes	Economics of Strategy	Data & Decisions	Organisational Behaviour	Managing Processes		
4:45 – 7:00		Syndicate/ Private Study						
7:00 – 8:00	Welcome Dinner	-- Dinner --						



UNIQUE MODULAR STRUCTURE

1 THE VALUE CREATION PROCESS Melbourne

Focus:

- + Executive competencies and business processes
- + The creation of value in the market place
- + Organisational and executive behaviours
- + Self-discovery, strengths, aspirations and personal challenges
- + Strategies for achieving professional ambitions
- + Improving quantitative, financial and marketing literacy
- + The economics of business, 'co-opetition' and competition
- + Managing operations, quality and complexity
- + External environmental impacts, public policy issues

Subjects include:

- + Organisational Behaviour
- + Managing Processes
- + Financial Accounting and Analysis
- + Economics and Public Policy
- + Marketing
- + Data and Decisions
- + Financial Management
- + Economics of Strategy

2 DETERMINANTS OF VALUE Melbourne

Focus:

- + The economics of corporate strategies
- + Developing and managing channels of distribution
- + Corporate governance and compliance
- + Managing negotiations
- + Financial accounting – financial statement analysis
- + Financial management – cost of capital and capital allocation modules
- + Business-driven information and technology, strategy and execution

Subjects include:

- + Financial Management
- + Data and Decisions
- + Leadership and Change
- + Negotiations
- + Financial Analysis
- + Managing Market Access
- + Managerial Judgement

3 GLOBALISATION OF BUSINESS

USA, Germany and China

Focus:

- + Globalisation – economic, political and cultural contexts
- + The evolution of the European Union and its international business implications
- + International trade and trade policies
- + Foreign exchange and global capital markets
- + Strategy and organisation of international business
- + Marketing and operations in transitional economies

Subjects include:

- + Strategic Leadership
- + International Business
- + International Finance
- + International Strategy
- + International Marketing
- + Accounting
- + Economics

4 INTEGRATION & IMPLEMENTATION

Melbourne

Focus:

- + Business strategy and implementation as an integrative vehicle for value chains
- + Connecting up – marketing strategies, financial strategies and supply chain strategies
- + Understanding competition policy
- + The leadership challenge of change and innovation
- + The leadership challenge of personal and organisational transformation

Subjects include:

- + Implementation of Strategy
- + Financial Analysis Applications
- + Brand Management
- + Financial Management
- + Managing Human Capital
- + Marketing Strategy
- + Data and Decisions
- + Mergers and Acquisitions
- + Corporate Governance

INTERNATIONAL EXPERIENCE

EMBA participants visit the USA, Germany and China, where they are immersed in the business life of each country.

During this module participants spend a week at Kellogg School of Management in Chicago, USA. Building on the marketing, strategy and leadership material learnt in Modules 1 and 2, the time at Kellogg aims to help senior executives become more effective strategic leaders.

In Germany and China participants learn about the opportunities and challenges of international business first-hand.

While in Germany participants are hosted by WHU Otto Beisheim Graduate School of Management. Here the focus shifts to international business, with integrated study, business visits, and exposure to leading business executives and economists. In the past, participants have consolidated their study learnings with visits to organisations such as the European Central Bank, T-mobile, Volkswagen and Siemens.

The academic program in China is developed and delivered by Melbourne Business School faculty and includes speakers and company visits. Here participants are exposed to international business issues in the economic powerhouse that is modern China.

The study is integrated with visits to business leaders working within multinational companies operating in China across a range of industries. In recent years companies visited and issues discussed have included: marketing and brand management in China with senior executives from LVMH; financial market developments with executives from ANZ bank and retail opportunities with executives from Metro.

Kellogg School of Management – Chicago, USA

The Kellogg School of Management at Northwestern University, founded in 1908, is widely recognised as a global leader in graduate business education. Kellogg revolutionised graduate management education more than 50 years ago when it introduced executive education into its programming, being one of the first business schools to do so. In the 1970s Kellogg again changed the face of management education when it introduced the teamwork concept into its curriculum. Both the Kellogg executive education and teamwork models have been emulated by business schools worldwide.

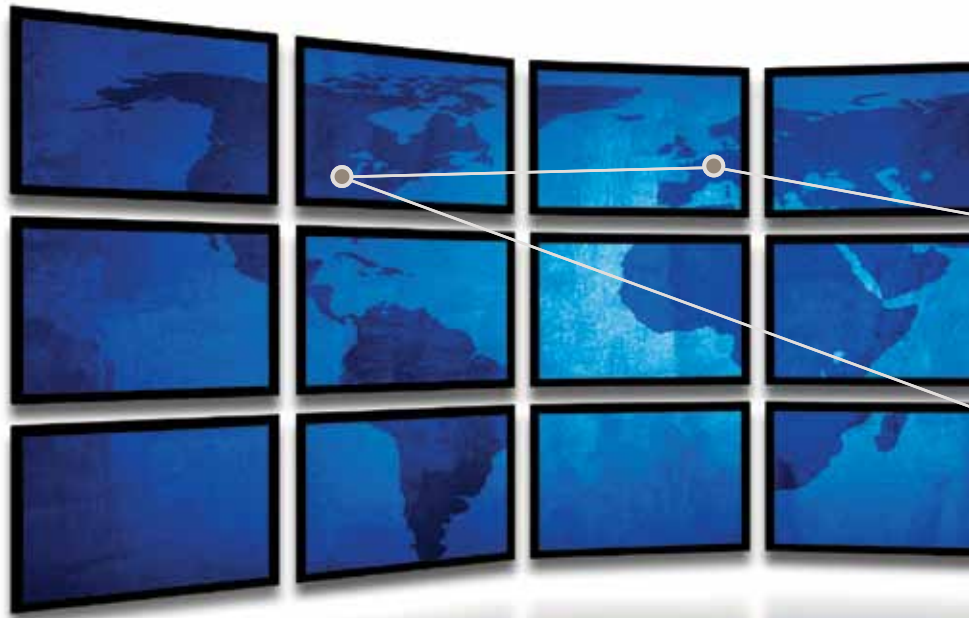
While at Kellogg, participants study at the James L. Allen Center located on the western shores of Lake Michigan, in the heart of Northwestern University's Evanston campus. Designed and managed exclusively to support the School's degree and non-degree executive offerings, the Allen Center hosts over 5000 executives annually in one or more of the School's 140 executive programs.

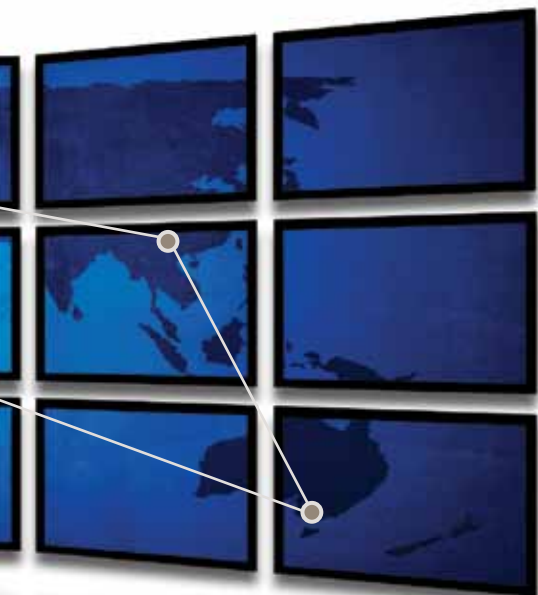
WHU – Koblenz, Germany

The WHU Otto Beisheim School of Management is located in Vallendar, a village nestled on the river Rhine, 5km from Koblenz, Germany. Koblenz, where the Rhine and Moselle rivers meet, is approximately one hour from Frankfurt.

WHU is the leading private business school in Germany. It has an enviable reputation for its innovative and international curriculum, and also offers a joint Executive MBA program with the Kellogg School of Management.

Students reside in hotel accommodation in Koblenz, a city with charm and a long and very rich history. The city offers attractive leisure activities and cultural entertainment, ranging from cafés, taverns and beer gardens to theatres, fortress plays, concerts, galleries and museums.





USA



GERMANY



CHINA

Melbourne Business School – China

Melbourne Business School is renowned throughout the Asia Pacific for providing quality international experiences. Each of our campuses in Carlton, Mt. Eliza, Sydney and Beijing are dedicated providers of dynamic learning environments.

When you walk into Melbourne Business School you enter an international environment where lives are transformed.

The School's impact is felt around the globe. Our MBA is conferred by the University of Melbourne. Our longstanding partnership with the University and the ongoing strong links with business, combine to make Melbourne Business School an invigorating environment generating ideas and knowledge to transform the lives and careers of our students.

Faculty members, with a visible passion for teaching, are globally recognised as leaders in their fields. They are actively engaged with business. Management education at Melbourne Business School is unmatched in its depth and scope within Australasia. It reflects a capacity to prepare managers, leaders and organisations for the challenges of a global future.



Wayne Davy
Chief Executive Officer
Quadrant
EMBA Class of 2009



“THE MELBOURNE BUSINESS SCHOOL EXECUTIVE MBA IS THE MOST STIMULATING
COURSE I HAVE EVER DONE. ALL CEOS SHOULD DO IT.”

“THE EMBA NOT ONLY HELPED ME DEVELOP A BREADTH OF BUSINESS KNOWLEDGE, BUT IT STRENGTHENED MY LEADERSHIP SKILLS AND PROVIDED A STRONG PROFESSIONAL AND PERSONAL NETWORK IN AUSTRALIA AND BEYOND. THE LEARNING FROM MY PEERS WAS EQUALLY AS VALUABLE AS THE FORMAL CLASSROOM TEACHING.”



Michelle Terry
Global Brand Director Wolf Blass & Group
Marketing Manager Lindemans
Treasury Wine Estates, Fosters Group Ltd
EMBA Class of 2010

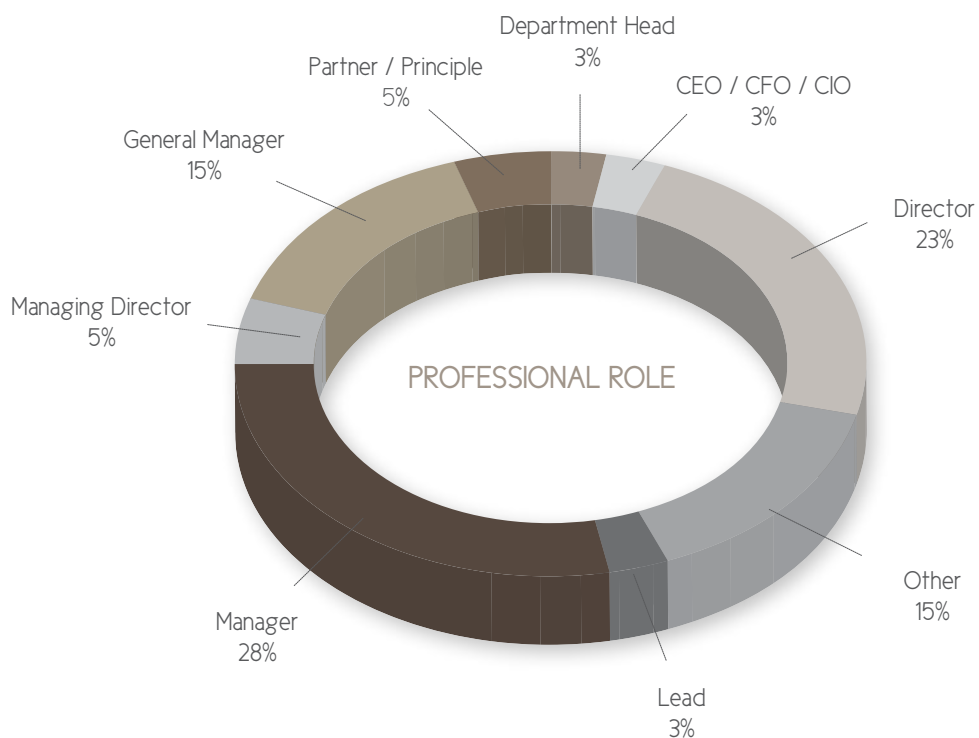
CLASS PROFILE

CHARACTERISTICS OF A TYPICAL EMBA CLASS

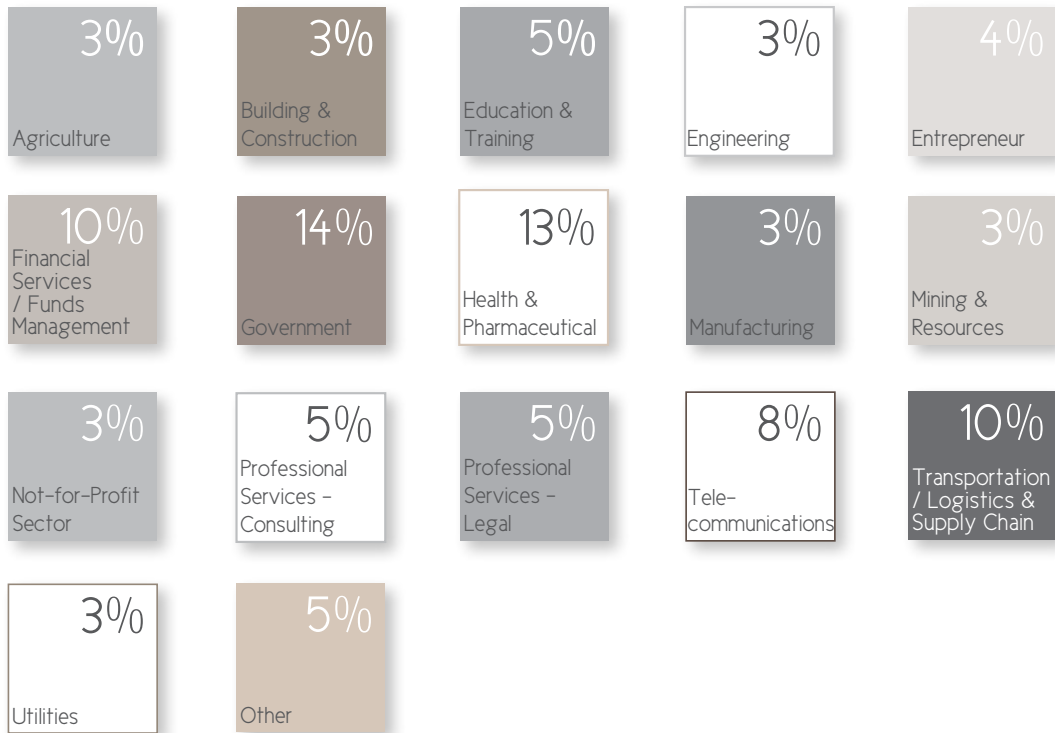
AVERAGE AGE | 40

AVERAGE YEARS OF WORK EXPERIENCE | 18

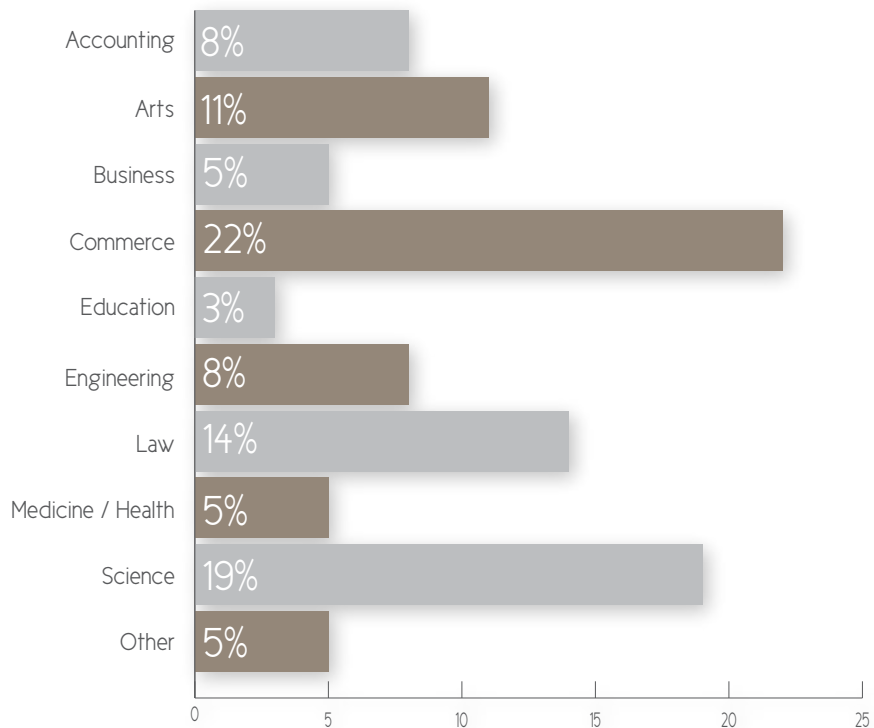
PERCENTAGE FEMALE | 25



PROFESSIONAL SECTOR



PREVIOUS STUDY





FACULTY

Melbourne Business School attracts world-class faculty, recruited from the best business schools around the world. They excel at both teaching and research.

Our faculty include leading experts in management education, specialists at the cutting edge of their fields. Academic journals and media seek their perspective and comments on current business issues and students enjoy ready access to these business leaders.

The School's faculty aims for a rewarding balance between research, teaching, consulting and spending time with students. The permanent faculty are supplemented by visiting professors and business professionals who provide unique insights into the problems and challenges of global management.

Our faculty members' worldwide networks keep them at the leading-edge of management thought. Their consulting and boardroom experience keeps them in touch with current business issues. They create a vibrant atmosphere for challenging intellectual and practical business education. EMBA participants have extensive opportunities to interact with faculty.



EMBA STUDENTS DEPLOY CONCEPTS AND FRAMEWORKS BASED ON SOUND THEORIES OF BUSINESS, AND THAT DRAW MEANINGFULLY ON THEIR MANAGEMENT EXPERIENCE. THE INTELLECTUAL RIGOUR OF THE PROGRAM HAS A DEMONSTRABLE, LASTING IMPACT ON THEIR DECISIONS, THEIR PERFORMANCE AND THEIR CAREERS.

Associate Professor Patrick Butler
Academic Director – Executive MBA

Faculty members:

Pat Auger PhD (Syracuse) MBA (McMaster)
BSc (Carleton)
*Associate Professor – Information Systems
& eCommerce*

Patrick Butler DPhil (Ulster) MA (Dublin) MBS
BComm (NUI)
*Associate Professor – Marketing
Academic Director – EMBA*

Mark Crosby PhD MA (Queens) BEc Honours
(Adel) *Associate Professor – Economics
Associate Dean – International*

Clarence Da Gama Pinto BSc Hons (LSE)
Senior Fellow – Leadership

Paul Dainty PhD MBA (Cranfield) MSc BA
(London)
Professor – Management Development

Catherine de Fontenay PhD (Stanford)
BA Hons (McGill)
Associate Professor – Economics

Douglas J. Dow PhD (Melb) MBA (West Ontario)
BSc (Qns)
Associate Professor – Strategy

Jody Evans PhD BA BBus (Marketing) Hons
(Monash)
Senior Lecturer – Marketing

Sven Feldman PhD (Harvard)
Associate Professor – Economics

Jim Fredrickson PhD (Washington)
BBA Hons (Notre Dame)
Professor – Accounting

Jennifer George PhD (Stanford)
BSc Hons (Canterbury)
Associate Professor – Decision Analysis

Brian Gibbs PhD (Chic) MA BSc (British Columbia)
Associate Professor – Marketing

Carol Gill PhD (RMIT) MBA GDipSocSc
BA Hons (Monash)
Senior Fellow – Organisations

Jack Goodwin PhD (Sth Carolina) MBA
(Nth Carolina) BSc (Sth Western Louisiana)
Principal Fellow – Strategy

Karen Jehn PhD, MSc (Kellogg)
*Professor of Management – Organisational
Behaviour*

Andrew John PhD Economics (Yale) MPhil
Economics (Yale) BA Economics (Trinity
College, Dublin)
Associate Professor – Economics

Lester Johnson PhD MA (Connecticut) BA (N.
Hampshire) FAMS FANZMAC QPMR
Professor – Marketing

Paul Kerin PhD AM (Harv) MEc BEc Hons (Adel)
Professorial Fellow – Business Strategy

Jill Klein PhD (University of Michigan)
Professor of Management – Marketing

Geoffrey Lewis PhD (London) MBA (Melb)
BAppSc (Adel)
Professorial Fellow – Strategy

Kwanghui Lim PhD (MIT) BEng (NUS)
Associate Professor – Strategic Management

Chris Lloyd PhD BSc Hons (Melb)
Professor – Statistics

Isabel Metz PhD (Monash) MBA (Melb) BSc (Uni of
Witwatersand South Africa)
Associate Professor – Organisational Behaviour

Debi Mishra PhD (Case Western) MBA (IIM)
BS (Rourkela)

Professorial Fellow – Marketing

Mara Olekalns PhD BA Hons (Adel)

Professor – Negotiations

John Onto PhD (Ariz) MBA, BCom (Melb)

Professorial Fellow – Negotiations

Don O’Sullivan PhD, BCom (NUI)

Associate Professor – Marketing

Mark Ritson PhD BSc (Lancaster)

Associate Professor – Marketing

Gary P. Sampson PhD (Monash)

Com Hons (Melb)

*John Gough Professor in the Practice of
International Trade*

Nora Scheinkestel PhD LLB (Melb)

Principal Fellow – Law

Kannan Sethuraman PhD AM (Wharton)

PGDM (IIM) B Tech Hons (Banaras)

Associate Professor – Operations Management

Amanda Sinclair PhD BA Hons (Melb)

*Foundation Professor of Management (Diversity
& Change)*

Michael Smith PhD (AGSM) BA (UWA)

Professor of Management – Econometrics

Richard Speed PhD (Loughborough)

BA Hons (Oxon)

ANZ Professor of Strategic Marketing

Associate Dean for Faculty Resources

David Trende MAdmin BEc (Monash)

Principal Fellow – Accounting

Denice Welch PhD (Monash) MPhil (Brunel)

BBus (Sth Qld)

Professorial Fellow – International Management

Lawrence Welch PhD (Qld) MCom (UNSW)

DipEd (Newcastle) BCom (UNSW)

*Professorial Fellow – International Marketing and
International Business*

Ian Williamson PhD (Nth Carolina) BSc (Miami)

Professor – Human Resource Management

Robert Wood PhD (University of Washington)

*Professor of Management – Organisational
Behaviour*

Sally Wood BChemE (USyd) MBA (UWA) PhD

(AGSM, UNSW)

Associate Professor – Statistics

Samuel V. Wylie PhD (LBS) MEc (ANU)

Associate Professor – Finance

Leon Zolotoy PhD (Tilburg University) MPhil

(Tilburg University) BA (Ben-Gurion University)

Senior Lecturer – Finance



Sibylle Krieger

Non-executive Director Allconnex Water,
Trustee of the Royal Botanic Gardens & Domain Trust, Tribunal
Member of the NSW Independent Pricing and Regulatory Tribunal,
Member of the Dispute Resolution Pool of Experts for the National
Electricity Market and the National Gas Market,
Former partner Clayton Utz (1990–2008),
Non-executive Director Sydney Ports Corporation (2002–2005),
Former partner Baker & McKenzie (1986–1990)
EMBA Class of 2009

“ULTIMATELY IT WAS A COMBINATION OF THE REPUTATION OF THE SCHOOL, THE MODULAR FORMAT AND THE VERY HIGH WORK EXPERIENCE REQUIREMENT WHICH MADE ME DECIDE ON MBS. PEOPLE WHO APPLY FOR THE MELBOURNE BUSINESS SCHOOL EMBA ARE NOT 26 YEAR-OLD ACCOUNTANTS, THEY ARE PEOPLE WITH A LOT MORE ACCUMULATED WORK EXPERIENCE.”

“THE MOST OUTSTANDING FEATURE OF THE COURSE WAS THE QUALITY OF THE LECTURING. THE LECTURERS COME FROM A VARIETY OF BACKGROUNDS AND BRING REAL-WORLD EXPERIENCE TO THE CLASSROOM. AND THEY ARE ALL GREAT TEACHERS, UNLIKE SOME OF THE ACADEMICS I CAN RECALL FROM MY UNDERGRADUATE DAYS.”



Dean Yates
Deputy Secretary, Financial Reform
Department of Treasury & Finance
EMBA Class of 2006

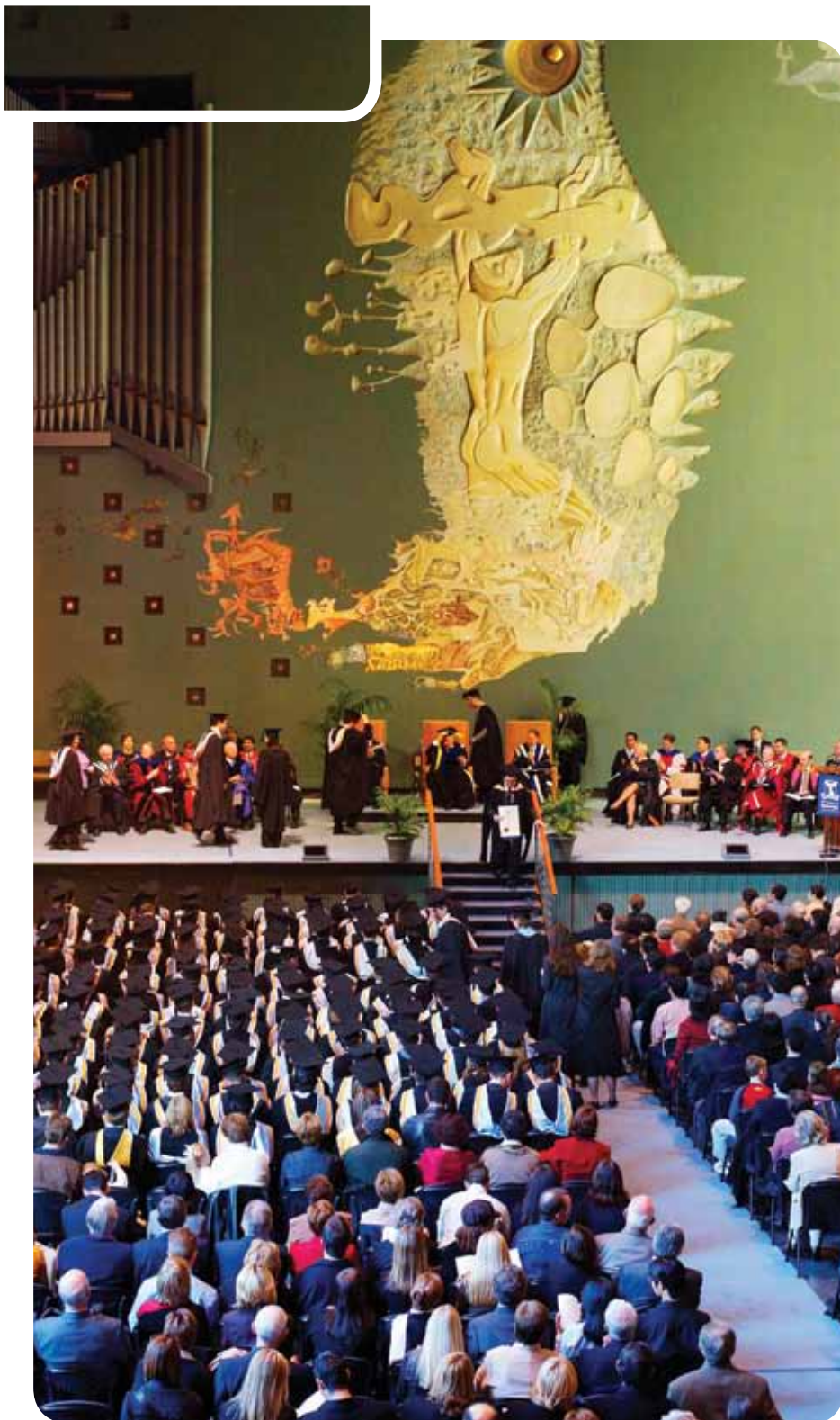
ALUMNI

All MBS graduates gain admission to the School's prestigious international alumni network comprising more than 15,000 members throughout 70 countries.

Our alumni program serves to cultivate professional networks, support continuous learning and enhance the reputation of the School for the benefit of all MBS alumni.

Some of the key benefits of being an MBS alumnus include:

- + Access to the School's professional and social network enabler – the Alumni Directory Online (ADO). This connects each participating alumnus with their fellow MBS alumni
- + An international network of alumni chapters
- + A regular series of Thought Leadership Forums held around the world
- + Knowledge Enhancement Programs and activities aimed at assisting alumni to keep their degree current. For example, master classes in specialised subject areas and access to elective subjects on offer to current students
- + Professional networking events and activities attended by alumni and corporate guests. For example: opportunities to meet EMBA alumni at informal alumni dinners conducted during Melbourne-based modules; EMBA Alumni lunches for students and alumni in most major capital cities throughout Australia.





PEER NETWORKING

The EMBA program offers participants unparalleled peer learning. Working in talented teams and debating issues with others from a range of professional, business and industry backgrounds is a key dynamic.

EMBA participants come from many industries, professional and academic backgrounds, and have experience living and working in many countries. The residential and work locations of past EMBA participants include London, Rome, Kuala Lumpur, Singapore, Bangkok, Madrid, Moscow, Jakarta and a number of cities in the USA, New Zealand and Australia.

We bring together a class with diverse experiences in order to understand different contexts and to see other perspectives. Executives need this type of broad perspective. However, all participants have common attributes – they are highly motivated and successful individuals. Each one has been chosen because of his or her ability to contribute actively to the learning experience of the group. For this reason, we look for curious, versatile and stimulating team players who will 'add value' to the group.



INVESTMENT

Fees

The financial commitment for the Melbourne Executive MBA is A\$105,000. The program fee includes tuition, text books and study notes, accommodation and most meals on class days for the four modules, along with Melbourne University, Kellogg School of Management and WHU fees.

The fee does not include travel costs associated with the international module, such as airfares to USA, Germany and China, airport transfers, visa(s) charges and travel insurance. Students are responsible for the cost of their meals during free time throughout the program and some meals on class days during the international module. Other incidental expenses incurred during the modules such as telephone, laundry, car parking, and other personal charges must be covered by the student. Students located outside Melbourne are also responsible for their travel costs to and from Melbourne for the three MBS based modules.

Fees are paid in two installments: one month prior to commencing the program, and one month prior to commencing Module 3. A non-refundable deposit of A\$2,000 is payable upon acceptance of our offer and this amount is deducted from the first installment payment.

FEE-HELP

The Australian Government's FEE-HELP Scheme is an initiative designed to assist Australian citizens undertaking postgraduate coursework degrees, including the Executive MBA.

If eligible, you can borrow up to a limit of A\$86,000 to cover the tuition component of the fee. Repayments are then deducted from your taxable income. Discounted upfront and lump sum repayments are also permitted. Before deciding how to finance the program, students are advised to consult an independent financial advisor. Further information on FEE-HELP is available on the government website: www.goingtouni.gov.au

Self-financing

Students who pay their own fees are often able to claim tuition expenses as a self-study tax deduction, provided the degree is relevant to their job. Students should check with their financial advisor whether this is possible in their situation. The intensive EMBA format makes this program particularly attractive to those seeking minimal disruption to their earning capacity.

Company sponsorship

Many of the EMBA students are completely or partially company sponsored and funded. Employers consider the EMBA an excellent option to accelerate the value of their high potential managers and executives who already have considerable responsibilities. We would be happy to talk to employers about the benefits of the EMBA for their staff and to facilitate the company sponsorship process.

We can also provide prospective students with a business case to share with their employer outlining the benefits of supporting participation in the EMBA.

Scholarships

A small number of partial scholarships are available for the EMBA, particularly for those groups under-represented in the program, who can demonstrate the value they would bring to the group.

Michael Phelan
Chief Police Officer
Australian Federal Police
EMBA Class of 2009



I CHOSE MBS FOR ITS REPUTATION AND ALSO BECAUSE OF ITS ASSOCIATION WITH MELBOURNE UNIVERSITY. I CHOSE THE EMBA COURSE BECAUSE OF ITS FORMAT. IT'S STRUCTURED INTO COMPLETELY SELF-CONTAINED MODULES, WHICH MEANS I CAN CONCENTRATE MORE EFFECTIVELY ON LEARNING THE CONTENT. IT'S NOT AN EASY WAY TO DO IT, BUT IT'S MORE EFFICIENT. BEING IMMERSSED IN THE LEARNING PROCESS BETTER SOLIDIFIES WHAT I'M LEARNING, RATHER THAN DOING IT PART-TIME.

“THE MODULAR STRUCTURE OF THE PROGRAM ALLOWS YOU TO TAKE A DEEP DIVE INTO THE COURSE. MBS HAS FOUND A GREAT WAY TO GET AN INTENSIVE FOCUS ON STUDY. FOR ME THIS IS A UNIQUE OPPORTUNITY TO TAKE AN MBA IN EXECUTIVE FORMAT THAT HAS THE ADVANTAGES OF A FULL TIME PROGRAM.”



Alex Tyurin
Training and Knowledge Manager,
MARS, Russia
EMBA Class of 2010



SELECTION CRITERIA

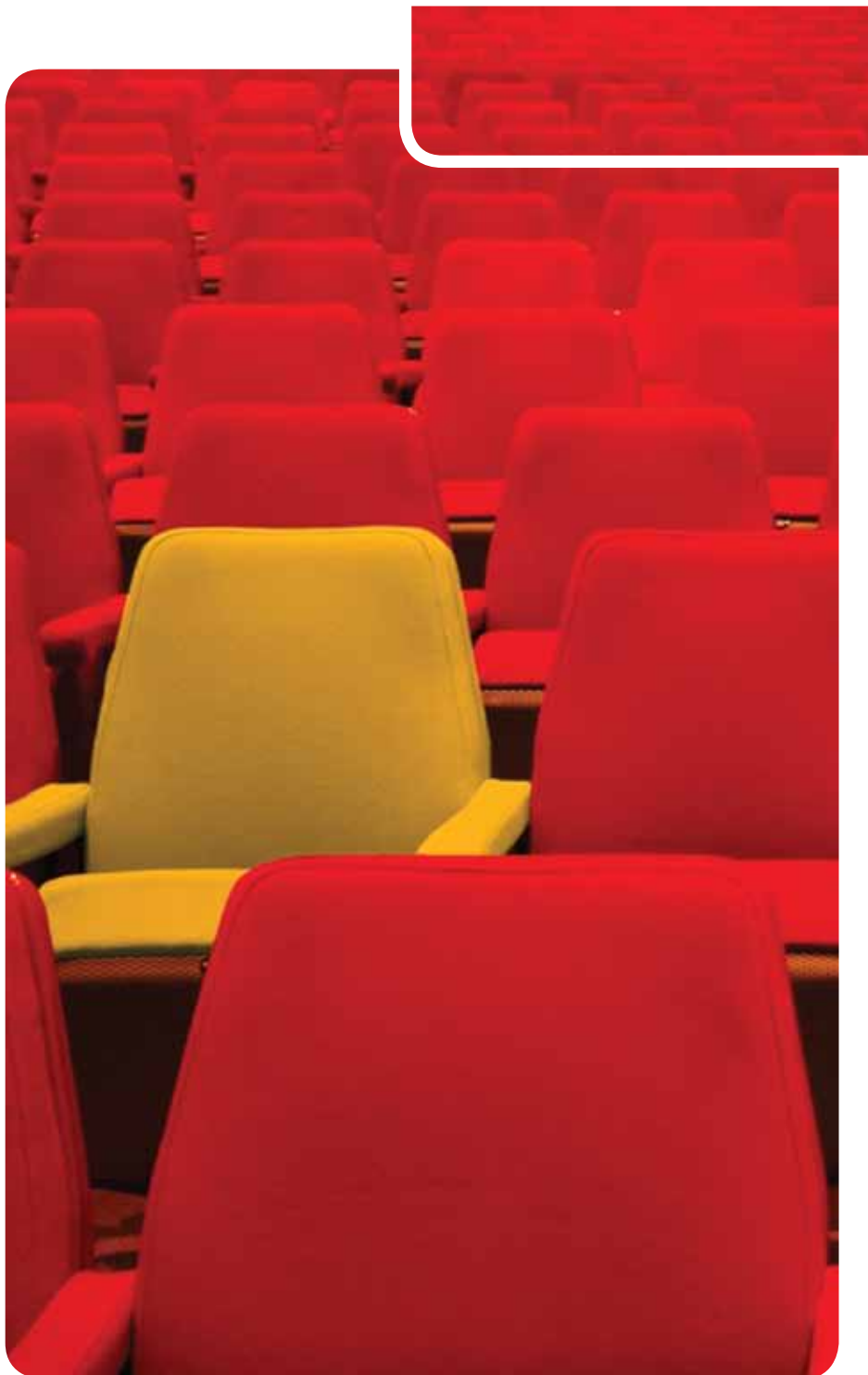
Approximately 40 people are selected for each EMBA intake. There is one intake per year which usually commences in March.

The program is for experienced business executives who already have the qualifications, skills and experience commensurate with the challenges of the course. Successful applicants are likely to possess:

- + An undergraduate degree
- + A minimum of 10 years full-time work experience gained after graduating from an undergraduate degree, including significant experience at a managerial level
- + A demonstrable record of professional achievement
- + A Graduate Management Admissions Test may be required (GMAT is the worldwide standard in aptitude assessment for admission to postgraduate management programs. For further information visit the GMAT Educational Testing Services website www.mba.com).

Careful consideration is given to all the information provided in the application. Applicants are also interviewed by a member of the MBS selection committee. The selection committee bases its choice on a range of criteria, including managerial progression, leadership potential, academic aptitude, interpersonal skills, maturity, motivation and the ability to work in groups and contribute to syndicate activities.

If you are uncertain of your eligibility for the program, or wish to discuss any aspect of the program prior to application, please contact the Melbourne EMBA office.



“THE EMBA PROVIDED ME WITH THREE DISTINCT BENEFITS - POSITIVE AFFIRMATION THAT I'M DOING THE RIGHT THING IN MY BUSINESS, INSIGHTS INTO AREAS I CAN IMPROVE AND TOOLS TO DRIVE THAT IMPROVEMENT, AND PERSONAL DEVELOPMENT.”



Michael Stillwell
Director
Stillwell Motor Group
EMBA Class of 2009

APPLICATION PROCESS

To apply for a place in the program applicants will need to complete the application form on-line which can be accessed at www.mbs.edu/apply

Applications should include evidence indicating:

- + An undergraduate degree (in any discipline). Applicants should provide evidence of this degree in the form of fully certified academic transcripts. A copy of a degree certificate is not sufficient. Prospective students without formal tertiary qualifications should contact the EMBA office to discuss their options.
- + Your resume or curriculum vitae indicating a minimum of ten years full-time work experience gained after graduating from an undergraduate degree. This experience can be in any organisation or industry, but your track record should show continuous professional progression or development.
- + The names and contact details (phone and email) of two referees. (Do not include open references).
- + Considered responses to questions about yourself and your goals in support of your application.
- + Proof of citizenship (certified copy of passport or birth certificate).

Applications will be processed as soon as the electronic application and all supporting materials are received. The Selection Committee reserves the right to request further information from candidates before making a final decision. The selection process includes an interview which is usually conducted on a face-to-face basis. For applicants outside Australia, these interviews are usually done as part of regular faculty travel or via telephone.

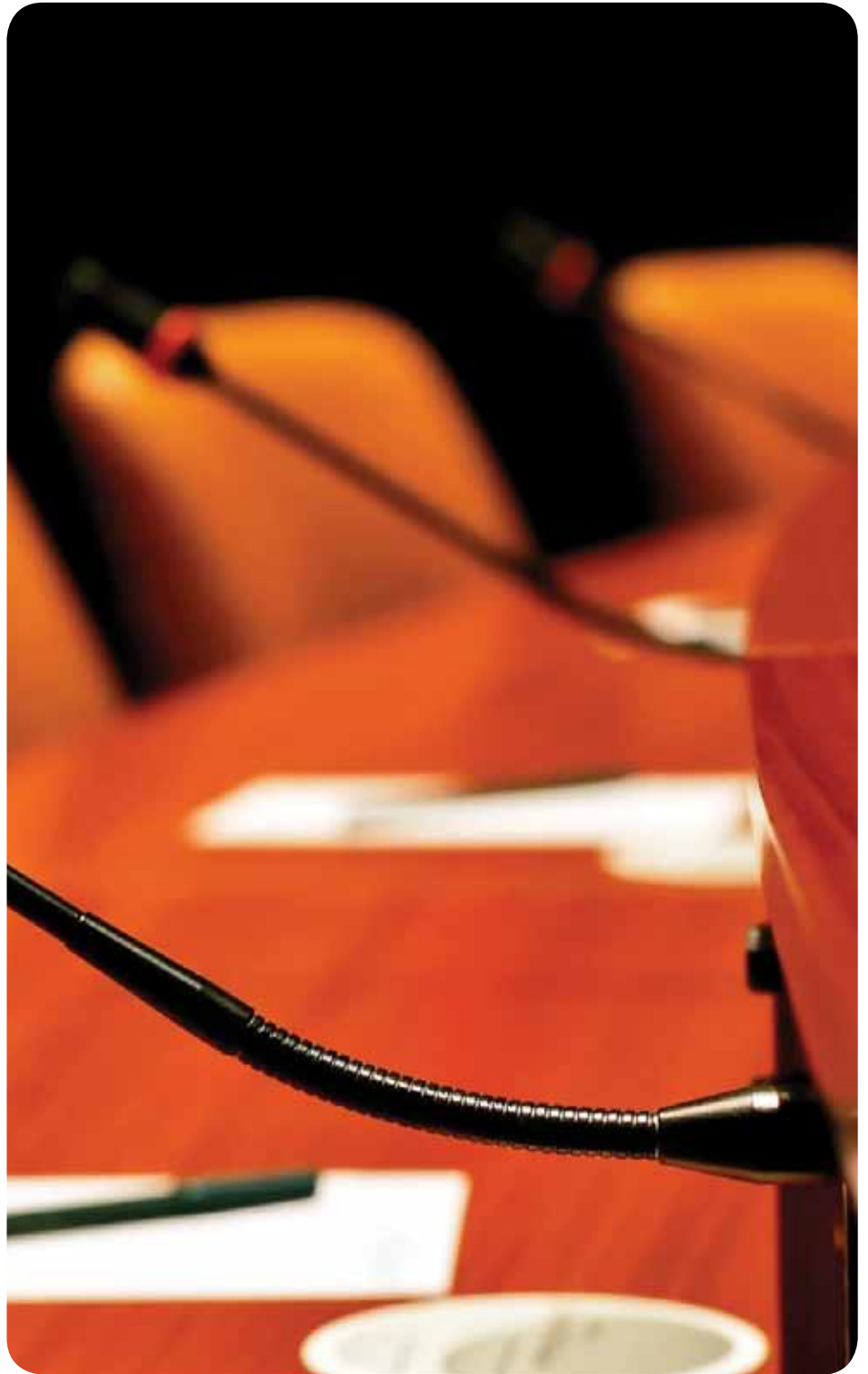
Successful applicants

Melbourne Business School understands that waiting for the Selection Committee's decision can be stressful. We therefore respond to applicants as quickly as possible, normally within two weeks of receiving a complete application. A formal letter of offer is sent to successful applicants detailing the terms and conditions of the offer and setting a deadline by which it must be accepted. The deadline is normally about four weeks from the date of the letter of offer.

Unsuccessful applications

Unsuccessful applicants are notified in writing. The School appreciates that considerable time and effort are required to apply for a place in the program and that it is disappointing to submit an unsuccessful application. However, the School regrets that it is unable to comment on specific factors that may have led to the Selection Committee's final decision.





APPLICATION DEADLINE

Application dates

The School makes continuous offers. Applications may be submitted at any time during the year and may close prior to the application deadline if all available places are filled.

APPLICATIONS FOR THE ANNUAL INTAKE (commencing March) close on 30 November

Information sessions

We encourage prospective students to visit the School and meet with EMBA staff and faculty. A program of information sessions is run throughout the year in Melbourne and other locations by appointment.

Please contact the EMBA office:

Tel +61 3 9349 8413

Or visit our website at www.mbs.edu/infosessions for details of the next available session and to register your attendance.



“FOR ME THE GREATEST OUTCOME OF THE EMBA WAS HELPING TO IDENTIFY AND ADDRESS THE BLIND SPOTS I HAD IN MY EXECUTIVE MANAGEMENT REPERTOIRE. I REALLY VALUED BEING EXPOSED TO THE DIVERGENT PERSPECTIVES OF MY CLASSMATES.”



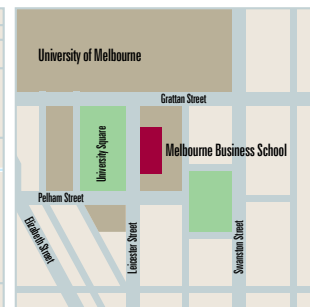
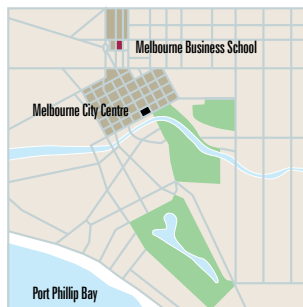
Dr Craig Rayner
Global Clinical Pharmacology Lead (Tamiflu)
Roche Pty Ltd
EMBA Class of 2010

Professor Christine Kilpatrick
Chief Executive Officer
Royal Children's Hospital Melbourne
EMBA Class of 2007



I FOUND THE STANDARD OF THE MELBOURNE BUSINESS SCHOOL
EMBA FACULTY, CURRICULUM AND STUDENTS EXCEPTIONAL. I WOULD
ABSOLUTELY RECOMMEND THIS PROGRAM TO ANYONE LOOKING TO
GET AHEAD IN THEIR CAREER.

CONTACT DETAILS



For further information on Melbourne Business School's Executive MBA program please contact:

The EMBA Program Office

Telephone +61 3 9349 8413

Facsimile +61 3 9349 8271

Email emba@mbs.edu

Visit: www.mbs.edu/emba

CRICOS provider no: 00116K



Administered by AACSB International, AACSB Accreditation Standards are used as the basis to evaluate a business school's mission, operations, faculty qualifications and contributions, programs, and other critical areas.

Being AACSB-accredited means a business school is able to continuously pass a strict set of standards that ensure quality, continuous improvement and market relevance.



EQUIS is an international system for accrediting business schools by the European Foundation for Management Development. Our full EQUIS accreditation or global quality assurance means that our EMBA program reflects the highest quality standards in teaching, research and curriculum.

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Mt Eliza

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Mt Eliza Victoria 3930 Australia

Telephone +61 3 9215 1100

Facsimile +61 3 9787 5139

www.mbs.edu

Other programs

Melbourne Business School offers a range of postgraduate management education and executive development programs to accommodate the various needs of individuals and businesses.

Award Courses

- + MBA
- + MBA (Professional)
- + JD / MBA
- + MBA / Master of Marketing
- + Master of Marketing
- + Postgraduate Diploma in Management
- + Postgraduate Diploma in Management (Marketing)
- + Research degrees

Executive Development Programs

- + Customised programs for organisations
- + Tailored programs
- + Open programs
- + Coaching programs

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