"Commerce is a versatile field of expertise and can be utilised in many different contexts. The networking opportunities available to us through the BCom clubs and societies gave me insight into the working world and is helping to set me up for my future career."

Yujie Huang (Australia)
Bachelor of Commerce
Majors in Accounting and Finance
WHY CHOOSE MELBOURNE?

The world’s most ambitious minds choose the University of Melbourne, not just because we’re ranked number one.

Our degrees aren’t like most others you’ll find in Australia. They’re aligned with those offered by many top universities worldwide.

Our unique curriculum, with its embedded ‘breadth’ studies, empowers you to choose your direction and create a degree as unique as you are. This means your Melbourne experience is yours to shape. In a world where careers and industries are evolving at lightning speed, your independent and innovative thinking will set you apart from the rest.

Take the opportunity to study at our 200 partner institutions around the world. Our connections within government and the community as well corporate partnerships will bridge the gap between study and work with industry-based learning. At Melbourne you’ll network with a diverse, multicultural community of leading minds – your teachers and peers – who will enrich your perspective and broaden your horizons.

Complete an undergraduate degree and you’ll be career-ready. Or you can go on to specialised professional education at graduate level, or even undertake a research degree.

As a Melbourne commerce student, you might intern at a Big Four firm like EY (Ernst & Young); spend two weeks overseas working on a real life consulting project; or join the Career Mentoring Program, where you’ll be matched with a successful industry mentor who will help you plan your career direction and develop work skills.

A University of Melbourne degree will help you build the right skills and global networks to adapt to whatever lies ahead. A distinct and outstanding education experience will prepare you for success as leaders, change agents and global citizens. You’ll achieve all this while living in the heart of Melbourne – one of the world’s most liveable cities.

As a world-leading university, we produce graduates that are highly sought after by employers. Our graduates represent our greatest contribution to the world.

We want you to come as you are and leave who you want to be. How else are you going to make your mark on the world?

Times Higher Education World University Rankings 2020
A Melbourne Commerce degree will equip you with the skills to solve key business challenges, make a difference to society, policy and organisations. Prepare yourself for a successful global career, no matter your ambitions.

**TRAINING FOR THE MODERN BUSINESS WORLD**
Whether your aim is to work for a large financial consultancy, a tech startup or a social enterprise, studying commerce teaches you how to operate in the business world and provides you with a global qualification. The skills you learn in the Bachelor of Commerce will be with you for life.

**TRANSFERABLE SKILLS**
Commerce enables you to gain transferable skills that are in demand in every industry – including strategic planning, economic and accounting practice, customer relationship management, financial decision-making, operations management, entrepreneurship and marketing. This strong and diverse skills base sets you up for a range of careers.

**AN ENRICHING EXPERIENCE**
As a Commerce student you’ll have access to a suite of exclusive programs designed specifically for you, including the Career Mentoring Program, Skills Workshops and Future Leaders Forum. You could compete in a team to pitch an innovative solution to a real-world business challenge, or take an intensive subject taught abroad. Learn more on page 18.

**LEARN FROM THE BEST IN BUSINESS**
Your academics in the Faculty of Business and Economics are recognised as innovative, expert researchers. Possessing a diverse range of qualifications from some of the world’s leading universities, they have extensive teaching, research and consulting experience in the public and private sectors. They collaborate in international research projects and publish significant works that inform leaders across the globe.

**CAREER READY**
As a Bachelor of Commerce graduate you’ll be highly sought after – many of our students are in full-time employment within the first four months after graduating. Some students even secure a desired graduate position while they are still studying through in-company internships.
CLEAN WATER FOR CHANGE

Fernando graduated from the Bachelor of Commerce in 2010. It was the end of an eventful university career, that marked the beginning of something much larger, YAQUA, a social enterprise that is providing remote Peruvian communities with access to clean, drinkable water.

“In many places in Peru, if you drink water from the tap you end up in hospital. For that reason, the bottled water market makes sense, it’s a growing market and it’s very profitable. Those profits also allow us to install clean water systems in remote areas, which has a huge flow-on effect in these communities. Peru is a place where the location of your birth defines the success you can have in life. Water is a necessity, being able to wake up and drink a clean glass of water changes things.”

The idea for YAQUA was seeded during Fernando’s studies in the BCom, with the inspiration coming from local company, thankyou.

“I was invited to a Future Leaders event that was run by the Faculty, and young Australian humanitarian leader Hugh Evans came to speak with us. He worked with Kevin Rudd on the Global Poverty Project, and spoke about the millions of people who live in extreme poverty. I spoke with him afterwards, and he said something that stuck with me, ‘if there are eight million Peruvians who don’t have clean water, then you have eight million reasons to return to your country and do something about it’.”

Fernando Tamayo (Peru)
Bachelor of Commerce
Founder, YAQUA
Lima, Peru
BACHELOR OF COMMERCE

You’ll build a strong foundation in core commerce disciplines while discovering where your passions lie and what industries and sectors you’re interested in pursuing a career in.

Your majors and electives will deepen your specialist knowledge, while breadth subjects will complement your studies.

Our Commerce students often choose to do a double major, which allows you to specialise in two disciplines while taking less time to complete than a double degree.

Our Commerce students often choose to do a double major, which takes less time than a double degree.

COURSE STRUCTURE

The Bachelor of Commerce is a three-year degree in which you will complete 24 subjects (300 points of study in total). You will complete eight subjects (100 points of study) in each year of full-time study.

COMMERCE MAJORS

A major is a sequence of subjects you complete throughout your degree. Completing a major indicates that you are a specialist in that particular discipline. A major generally comprises six to eight subjects. Explore the Commerce majors in more detail on pages 8–15.

Majors available in the Bachelor of Commerce:
- Accounting
- Actuarial Studies
- Economics
- Finance
- Management
- Marketing.

If you wish to study a double major, you can combine any two of: Accounting, Economics, or Finance, Management or Marketing.

HONOURS

Honours is an optional fourth year of study that gives you the opportunity to draw together your previous studies and focus on an exciting piece of original research. Honours can prepare you for employment or graduate research. Honours is offered in Accounting, Actuarial Studies, Economics and Finance.

YOUR NEXT STEPS: WORK OR GRADUATE STUDY

After you finish your Commerce degree, you can choose to join the workforce or go on to study at graduate level. See pages 20-23 to find out where your degree could lead.

BACHELOR OF COMMERCE

24 SUBJECTS (8 PER YEAR)

COMPULSORY SUBJECTS

7 CORE SUBJECTS TO COVER COMMERCE FUNDAMENTALS

MAJOR AND ELECTIVE SUBJECTS

11–13 SUBJECTS TO DEEPEN YOUR COMMERCE KNOWLEDGE

BREADTH SUBJECTS

4–6 SUBJECTS FROM NON-COMMERCE DISCIPLINES

80% OF BCOM GRADUATES ARE EMPLOYED WITHIN THE FIRST FOUR MONTHS AFTER GRADUATING

Graduate Outcome Survey 2019
BACHELOR OF COMMERCE

DURATION
3 years full time
Part time available (Domestic students only)

CAMPUS
Parkville

ENTRY
February (Semester 1)
July (Semester 2)

DOMESTIC STUDENTS
Minimum entry:
ATAR 93, IB 36
Guaranteed entry 2021:
ATAR 95.00

INTERNATIONAL STUDENTS
International applicants will need to meet the academic admission and English language requirements. See study.unimelb.edu.au

PREREQUISITE SUBJECTS
English and mathematics

STUDY AREAS
For full details of entry requirements and information for other qualifications visit: study.unimelb.edu.au/find

CONTACT HOURS
(FIRST YEAR, FULL TIME)
Approximately 20 hours per week, plus independent study time of approximately 20 hours per week

CRICOS: 002143B

Your course plan will be different if you are commencing in Semester 2. Some majors or specialisations cannot be completed within three years from a mid-year start date due to subject availability. You should pay close attention to prerequisite subjects and when they are offered to avoid any unnecessary delays to your course. Be aware of current subject offerings prior to subject selection and enrolment.

The published minimums and guaranteed scores are those approved for 2020 and should be considered indicative for 2021. The 2021 minimums and guaranteed scores will be available on the University’s website once confirmed.

The Spot (pictured) is home to the Faculty of Business and Economics.
MAJOR IN ACCOUNTING

Accounting informs management decision-making and the allocation of resources through measuring data and improving company performance.

Professional accountants are highly valued in today’s dynamic, technology-rich industries. Their strategic advice based on analytical reasoning and data analysis equip businesses and organisations to make evidence-based decisions.

Accounting is a pathway to a range of careers for aspiring leaders who play an important role in driving organisational success in a rapidly changing world.

ACCOUNTING AT MELBOURNE
• Melbourne is known for the quality of its accounting program and strong graduate employability outcomes.
• This major offers a direct path to becoming a qualified accountant and receiving professional body accreditation.
• You’ll learn how to produce and interpret financial information and improve resource allocation.
• Develop a critical understanding of financial accounting and its functions in modern economies.
• Learn how to combine tools of measurement and valuation with the art of communication.

PROFESSIONAL RECOGNITION
Commerce graduates with a major in Accounting are eligible to apply for associate membership of:
• CPA Australia
• Chartered Accountants Australia and New Zealand
• Institute of Public Accountants.
Each body has individual requirements that must be met to obtain full membership.

ACCOUNTING SECTORS
• Accounting practices, including the ‘Big Four’ (Deloitte, EY, KPMG and PwC) Corporations
• Government
• Investment banking and finance
• Management consulting

#16 IN THE WORLD FOR ACCOUNTING AND FINANCE
QS World University Rankings by Subject 2020

SAMPLE COURSE PLAN – BACHELOR OF COMMERCE®
MAJORS IN ACCOUNTING AND FINANCE

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Introductory Microeconomics</th>
<th>Accounting Reports and Analysis</th>
<th>Principles of Finance</th>
<th>Principles of Business Law</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Quantitative Methods 1</td>
<td>Introductory Financial Accounting</td>
<td>Foundations of Computing</td>
</tr>
<tr>
<td>Year 2</td>
<td>Semester 1</td>
<td>Organisational Behaviour</td>
<td>Cost Management</td>
<td>Corporate Financial Decision Making</td>
<td>Corporate Law</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Quantitative Methods 2</td>
<td>Intermediate Financial Accounting</td>
<td>Accounting Information: Risks &amp; Controls</td>
<td>Business Forensics and Fraud</td>
</tr>
<tr>
<td>Year 3</td>
<td>Semester 1</td>
<td>Financial Accounting Theory</td>
<td>Enterprise Performance Management</td>
<td>Investments</td>
<td>Basic Econometrics</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Auditing and Assurance Services</td>
<td>Derivative Securities</td>
<td>International Finance</td>
<td>Taxation Law</td>
</tr>
</tbody>
</table>

- Core subjects
- Accounting subjects
- Finance subjects
- Elective subjects
- Breadth subjects

This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

Those breadth subjects are required for accounting accreditation.
“The diverse subject offerings within my degree have allowed me to experience all different areas of commerce, making it easier for me to determine what I like and want to pursue as a career. From my high school days, I wanted to economics and work in industry, but after doing a variety of different subjects at university, I have developed a passion for finance and want to hopefully work more in the professional services industry. The ability to experience so many different disciplines in the first year before selecting my majors has allowed to me get a clear idea of what I like and want to pursue in the future.”

Hassan Siddiqui
Bachelor of Commerce
Accounting and Finance
MAJOR IN ACTUARIAL STUDIES

Actuaries assess, evaluate and manage the financial risks faced by individuals, organisations and governments to plan effectively for the future.

The risks assessed by actuaries can include illness, disability and death, the effects of natural disasters, and major economic or social change.

A major in Actuarial Studies will give you a firm grounding in the traditional actuarial skill set of mathematics, statistics, demography, finance and economics. This background, coupled with strong analytical skills, sees actuaries serving as financial advisers to a range of organisations including insurance companies, banks and other financial institutions, superannuation funds and governments. Actuaries tackle many types of problems, most of which involve uncertainty about the future.

ACTUARIAL STUDIES AT MELBOURNE

- Develop specialist expertise and knowledge in an area that will fast track your high-earning career in the financial sector.
- Gain expertise in core study areas: financial mathematics, life insurance mathematics and actuarial statistics.

PROFESSIONAL RECOGNITION

Melbourne is one of only seven institutions in Australia that has full accreditation from the Actuaries Institute.

To qualify as an actuary in Australia, you must pass (or be exempt from) all three parts of the professional accreditation process prescribed by the Actuaries Institute. Part I and half of Part II can be undertaken as part of your Bachelor of Commerce (Honours) degree. The other half can be taken through the Actuaries Institute. The Actuaries Institute administers Part III.

The Faculty of Business and Economics is designated as a Center of Actuarial Excellence by the US Society of Actuaries.

ACTUARIAL SECTORS

- Banking and finance
- Capital and risk management
- Data science
- Insurance and superannuation
- Investments and asset management

SAMPLE COURSE PLAN – BACHELOR OF COMMERCE® MAJOR IN ACTUARIAL STUDIES

| Year 1 | Semester 1 | Introductory Microeconomics | Accounting Reports and Analysis | Principles of Finance | Accelerated Mathematics 1
|        | Semester 2 | Introductory Macroeconomics | Introductory Financial Accounting | Introduction to Actuarial Studies | Accelerated Mathematics 2
| Year 2 | Semester 1 | Introductory Financial Mathematics | Organisational Behaviour | Human Behaviour and Environment | Probability
|        | Semester 2 | Stochastic Techniques in Insurance | Topics in Actuarial Studies | Intermediate Macroeconomics | Statistics
| Year 3 | Semester 1 | Actuarial Modelling I | Actuarial Modelling II | Actuarial Modelling III | Actuarial Analytics and Data 1
|        | Semester 2 | Contingencies | Actuarial Statistics | Intermediate Financial Mathematics | Cybercrime and Digital Criminology

International applicants intending to commence a major in Actuarial Studies from mid-year (July) must, at a minimum, meet the requirements to enter Calculus 2 that requires a study score of at least 29 in VCE Specialist Mathematics Units 3 and 4, or IB Higher Level Mathematics with a score of at least 4 or equivalent, or if attending Trinity College, successful completion of Mathematics 2.

You can gain waivers from some US Society of Actuaries exams by gaining Part I qualifications via the Bachelor of Commerce.

This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

A study score of at least 38 in VCE Specialist Mathematics 3/4 is required for entry into this subject.

These elective subjects are required for accreditation as an actuary.
Economics is the study of society behaviours related to the production, distribution and consumption of good and services through statistical data, modelling and economic theories. From this, economists seek to understand, assess and explain the mechanisms of markets and economies to increase efficiency and productivity.

Economists have varied employment opportunities in public and private sectors. For example, they can look at how economic welfare and government impact wealth creation; release economic performance indicators such as the Gross Domestic Product (GDP); or forecast to determine bank interest rate levels.

This field of study is suited for students who are strong in and enjoy mathematics, as it involves quantitative studies and analysing and interpreting data to find solutions for the commercial world.

Within this major you will focus on three key areas within economics:

- **Microeconomics**: the behaviour of individual consumers and producers
- **Macroeconomics**: economies on a regional, national or international level
- **Econometrics**: using historical data and models to test hypotheses and forecast future performance and indicators.

The standard selection of quantitative subjects for Economics students is Quantitative Methods 1 and Econometrics 1, as in the sample course plan for the Finance major on page 12.

### ECONOMICS AT MELBOURNE
We have been training economists since 1855. This major will help you understand how economic welfare, financial markets and government impact income and wealth creation.

### ECONOMICS SECTORS
- Consulting and political analysis
- Government
- Industry associations and trade unions
- Merchant and trading banks, investment firms and stockbroking and insurance companies
- Transport, communications, mining, retail and manufacturing

### SAMPLE COURSE PLAN – BACHELOR OF COMMERCE® MAJOR IN ECONOMICS

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Introductory Microeconomics</th>
<th>Accounting Reports and Analysis</th>
<th>Principles of Management</th>
<th>Calculus 1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Principles of Finance</td>
<td>Linear Algebra</td>
<td>Calculus 2</td>
</tr>
<tr>
<td>Year 2</td>
<td>Semester 1</td>
<td>Organisational Behaviour</td>
<td>Intermediate Microeconomics</td>
<td>Globalisation and the World Economy</td>
<td>Probability for Statistics</td>
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<tr>
<td></td>
<td>Semester 2</td>
<td>Intermediate Macroeconomics</td>
<td>Competition and Strategy</td>
<td>Political Economy</td>
<td>Statistics</td>
</tr>
<tr>
<td>Year 3</td>
<td>Semester 1</td>
<td>Microeconomics</td>
<td>Econometrics 2</td>
<td>International Trade Policy</td>
<td>Mathematical Economics</td>
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<td>Semester 2</td>
<td>Macroeconomics</td>
<td>Behavioural Economics</td>
<td>Environmental Economics</td>
<td>Time Series Analysis and Forecasting</td>
</tr>
</tbody>
</table>

### Core subjects | Economics subjects | Elective subjects | Breadth subjects

- This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.
- A combination of Economics and Econometrics subjects is required to be awarded the Economics major. For full details, please see the University Handbook. The selected major subjects at level 3 are required for entry into honours in Economics.

### ECONOMICS CAREERS

#### YOUR FIRST JOB
- Analyst
- Associate Researcher

#### IN 5–10 YEARS
- Economist
- Senior analyst
- Manager

#### IN 15–20 YEARS
- Director
- Partner
- Chief economist
Finance is the management of money and assets. This includes the activities involved in banking, investments, financial systems and markets.

In the Finance major, you'll learn to manage assets to facilitate the growth of wealth of individuals, institutions, firms and governments. This involves the application of economic analysis, accounting concepts and quantitative methods to solve financial problems, assess risks and make financial decisions.

**FINANCE AT MELBOURNE**

- The Finance major examines how organisations raise funds to implement investment strategies, and how funds can be allocated to a variety of investment opportunities.
- You'll study capital markets and financial institutions, investments and financial planning, as well as corporate and personal finance.
- This Finance major is focused on professional practice and will help you prepare for Chartered Financial Analyst® exams to secure professional accreditation.

**PROFESSIONAL RECOGNITION**

The University of Melbourne is a Program Partner of the CFA Institute, which awards the Chartered Financial Analyst® (CFA) designation. Recognition as a CFA Program Partner means the Commerce Finance major is tied to professional practice and helps prepare you for the CFA exams.

**FINANCE SECTORS**

- Banking
- Corporate finance
- Financial analysis
- Financial planning
- Funds management
- Management consulting
- Trading and dealing

**SAMPLE COURSE PLAN – BACHELOR OF COMMERCE® MAJORS IN FINANCE AND ECONOMICS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Semester 1</th>
<th>Semester 2</th>
<th>Semester 1</th>
<th>Semester 2</th>
<th>Semester 1</th>
<th>Semester 2</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Introductory Microeconomics</td>
<td>Accounting Reports and Analysis</td>
<td>Quantitative Methods 1</td>
<td>Foundations of Computing</td>
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<td></td>
</tr>
<tr>
<td></td>
<td>Introductory Macroeconomics</td>
<td>Principles of Finance</td>
<td>Principles of Marketing</td>
<td>Foundations of Algorithms</td>
<td></td>
<td></td>
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<tr>
<td>2</td>
<td>Organisational Behaviour</td>
<td>Corporate Financial Decision Making</td>
<td>Intermediate Microeconomics</td>
<td>Design of Algorithms</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Econometrics 1</td>
<td>Intermediate Macroeconomics</td>
<td>Introductory Personal Finance</td>
<td>Elements of Data Processing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Investments</td>
<td>Street Finance</td>
<td>Microeconomics</td>
<td>Machine Learning</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Derivative Securities</td>
<td>Econometrics 2</td>
<td>Experimental Economics</td>
<td>Algorithms and Data Structures</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Core subjects
- Finance subjects
- Economics subjects
- Elective subjects
- Breadth subjects

*This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.*
“My degree has given me a competitive edge in applying for internships around Melbourne and thus securing graduate positions. Many firms give an edge towards those applying from the University of Melbourne.

I participated in four internships over the course of my studies. These experiences helped me to learn how to apply my learned skills within a workplace setting and the university’s teaching provided me with an edge over other students.”

Jack Greenslade
Bachelor of Commerce
Majors in Finance and Management
MANAGEMENT CAREERS

YOUR FIRST JOB

Business partner
Consultant
Coordinator

IN 5–10 YEARS

Adviser
Business development manager
Operations manager
Managing director
Managing partner
Principal

IN 15–20 YEARS

Managing director
Managing partner
Principal

SAMPLE COURSE PLAN – BACHELOR OF COMMERCE

MAJORS IN MANAGEMENT AND MARKETING

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Introductory Microeconomics</th>
<th>Accounting Reports and Analysis</th>
<th>Principles of Finance</th>
<th>Chinese 1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Quantitative Methods 1</td>
<td>Principles of Marketing</td>
<td>Chinese 2</td>
</tr>
<tr>
<td>Year 2</td>
<td>Semester 1</td>
<td>Organisational Behaviour</td>
<td>Global Marketing</td>
<td>Gender and Desires in Asia</td>
<td>Chinese in Context 1</td>
</tr>
<tr>
<td>Year 3</td>
<td>Semester 1</td>
<td>Management Consulting</td>
<td>Business and Marketing Ethics</td>
<td>Retailing</td>
<td>Media Psychology</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Business Judgement</td>
<td>Advertising and Promotions</td>
<td>Digital Marketing</td>
<td>Managing Globally</td>
</tr>
</tbody>
</table>

Core subjects
Management subjects
Marketing subjects
Elective subjects
Breadth subjects

This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

To be awarded the Management or Marketing major, you must take at least three level 3 management subjects across the discipline, including the Business Judgement capstone.
Marketing is integral in selling products or services in an effective and profitable way, no matter the size of the business. It influences the brand and corporate strategy. Using research and customer insight, marketing champions the wants and needs of the customer to shape the product, service or delivery to best suit their needs.

Marketing specialists understand that for a sustainable and profitable business model, organisations need to create value for their customers. All organisations engage in marketing activities, using a marketing mix that best suits them.

**MARKETING SECTORS**
- Events and public relations
- Fast-moving consumer goods industries
- Financial services
- Government and not-for-profit organisations
- Marketing analytics
- Market research
- Marketing services

**MARKETING AT MELBOURNE**
- Understand how to research market opportunities and design and advertise effective product and service offerings to excite your customers and build your brand equity.
- Learn strategies that help you understand your customers and successfully target their needs.
- Learn the fundamentals of advertising; product; service and brand management; strategic marketing; market research; relationship marketing; global marketing; digital marketing; and buyer behaviour.
- Gain an understanding of key marketing tools and goals such as segmentation, positioning, service excellence, sustainable leadership, and customer value, satisfaction and loyalty.

**CAPSTONE SUBJECT**
In the final year of your degree, you can choose to do the Business Judgment capstone subject to develop your practical business skills. You’ll participate in simulation tasks and case analyses. These will challenge you to form and act upon your judgments around strategic directions, marketing priorities and entrepreneurial opportunities.

**MARKETING CAREERS**

**YOUR FIRST JOB**
- Account executive
- Customer insights analyst
- Marketing coordinator
- Media planner

**IN 5–10 YEARS**
- Digital communications manager
- Marketing research consultant
- Brand manager
- Social media specialist

**IN 15–20 YEARS**
- Chief marketing officer
- Communications director
- Creative director
- Account director

**SAMPLE COURSE PLAN – BACHELOR OF COMMERCE**

**MAJOR IN MARKETING**

<table>
<thead>
<tr>
<th>Year 1 Semester 1</th>
<th>Introductory Microeconomics</th>
<th>Accounting Reports and Analysis</th>
<th>Principles of Finance</th>
<th>Mind, Brain and Behaviour 1</th>
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</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Quantitative Methods 1</td>
<td>Principles of Marketing</td>
<td>Mind, Brain and Behaviour 2</td>
</tr>
<tr>
<td>Year 2 Semester 1</td>
<td>Organisational Behaviour</td>
<td>Consumer Behaviour</td>
<td>Global Marketing</td>
<td>Personality and Social Psychology</td>
</tr>
<tr>
<td>Semester 2</td>
<td>Market and Business Research</td>
<td>Strategic Marketing</td>
<td>Corporate Financial Decision Making</td>
<td>Cognitive Psychology</td>
</tr>
<tr>
<td>Year 3 Semester 1</td>
<td>Retailing</td>
<td>Service and Relationship Marketing</td>
<td>Business and Marketing Ethics</td>
<td>The Unconscious Mind</td>
</tr>
<tr>
<td>Semester 2</td>
<td>Advertising and Promotions</td>
<td>Business Judgement</td>
<td>Managing Strategic Change</td>
<td>Personality and Social Psychology</td>
</tr>
</tbody>
</table>

*This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.

To be awarded the Marketing major, you must take at least three level 3 marketing subjects across the discipline, including the Business Judgment capstone.
Concurrent diplomas offer another way to develop your interests and discover new opportunities outside of your commerce degree.

**FLEXIBLE STUDY OPTIONS**
Our diplomas give you many flexible options to enrich and broaden your studies. You can study a diploma alongside your undergraduate degree (adding a further year of study), or cross-credit up to 50 points (four subjects) of study, enabling you to complete the degree and diploma within 3.5 years. If you’re an undergraduate domestic student, you may be eligible to receive the final half of your diploma HECS free.

High-achieving students may be able to complete their degree and diploma within three years. Conditions apply, and you should discuss your options with a course adviser once you enrol in your undergraduate degree.

**DIPLOMA IN COMPUTING**
You’ll learn data manipulation and presentation techniques, opening up career opportunities in finance, economics, biology, geology, chemistry, engineering, health, communications and social media. The Diploma in Computing could lead to further study in the Master of Information Systems and the Master of Information Technology.

**STUDY AREAS**
Computer science, information systems, software modelling and design, web information technologies

**AVAILABLE TO**
Students enrolled in arts, biomedicine, commerce, design (unless majoring in computing), music and science.

**PREREQUISITES**
Successful completion of 50 points of university study, including the core subject COMP10001 Foundations of Computing, with a weighted average of 65%.

**DIPLOMA IN LANGUAGES**
Learn a language while completing your degree, opening doors to a global career.

**STUDY AREAS**
Ancient Greek, Arabic, Chinese, French, German, Hebrew, Indonesian, Italian, Japanese, Latin, Russian, Spanish and Latin American Studies.

**AVAILABLE TO**
Students enrolled in arts, biomedicine, commerce, design, music, or science.

**PREREQUISITES**
If you are applying for a Diploma in Languages other than in Ancient Greek, Hebrew or Latin and have not studied your chosen language at university, you are required to take a Language Placement Test.

While it is possible to commence the diploma at various points within your undergraduate degree, you are strongly recommended to commence your chosen language in your first semester.

**SAMPLE COURSE PLAN – BACHELOR OF COMMERCE® ACCOUNTING AND FINANCE MAJOR WITH DIPLOMA IN COMPUTING**

<table>
<thead>
<tr>
<th>Year</th>
<th>Semester 1</th>
<th>Semester 2</th>
<th>Semester 3</th>
<th>Semester 4</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Introductory Microeconomics</td>
<td>Introductory Macroeconomics</td>
<td>Organisational Behaviour</td>
<td>Quantitative Methods 2</td>
</tr>
<tr>
<td></td>
<td>Accounting Reports and Analysis</td>
<td>Quantitative Methods 1</td>
<td>Cost Management</td>
<td>Intermediate Financial Accounting</td>
</tr>
<tr>
<td></td>
<td>Principles of Business Law</td>
<td>Foundations of Computing</td>
<td>Foundations of Algorithm</td>
<td>Object Oriented Software Development</td>
</tr>
<tr>
<td></td>
<td>Financial Accounting Theory</td>
<td>Enterprise Performance Management</td>
<td>Investments</td>
<td>Design of Algorithms</td>
</tr>
<tr>
<td></td>
<td>Auditing and Assurance Services</td>
<td>Derivatives</td>
<td>Asian Capital Markets</td>
<td>Database Systems</td>
</tr>
<tr>
<td></td>
<td>Corporate Law</td>
<td>Web Information Technology</td>
<td>Computer Systems</td>
<td>Artificial Intelligence</td>
</tr>
</tbody>
</table>

**Core subjects**
**Accounting subjects**
**Finance subjects**
**Breadth subjects**
**Diploma subjects**

* Fee exemption for domestic students only applies to the Diploma in Languages and Diploma Mathematical Sciences.
* This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.
* This plan will not allow a student to meet all accounting accreditation requirements. Each accreditation body has individual requirements and students are encouraged to check these.
DIPLOMA IN MATHEMATICAL SCIENCES
Develop mathematical skills that can be applied across almost every area of employment and are always in demand.

You’ll study first-year calculus and linear algebra, followed by a choice of later-year subjects from applied mathematics, pure mathematics, probability, statistics, discrete mathematics and operations research. Upon completion of the diploma, you’ll be eligible for graduate programs in mathematics and statistics.

STUDY AREAS
Applied mathematics, discrete mathematics and operations research, pure mathematics and statistics and stochastic processes.

AVAILABLE TO
Students enrolled in arts, biomedicine, commerce, design, music and science.

PREREQUISITES
A study score of 30 in VCE Specialist Mathematics 3/4 or equivalent, or successful completion of university-level studies equivalent to VCE Specialist Mathematics 3/4.

Selection is subject to a competitive process based on previous studies in mathematics and statistics.

DIPLOMA IN MUSIC
Tailor a program of academic, theoretical or practical music study based on your interests and gain a music qualification while completing an undergraduate degree in another field.

Your studies may include advanced practical musical training (not currently available in Jazz and Improvisation), including individual instrumental or vocal performance tuition and ensemble music performance electives.

STUDY AREAS
Composition, interactive composition, jazz and improvisation, music history, music performance, music psychology, non-western music.

AVAILABLE TO
Students enrolled in arts, biomedicine, commerce, design and science.

PREREQUISITES
No additional prerequisites once you are enrolled in your degree. Entry to Practical Music 1 or music ensembles require an audition (recorded or live). Entering late in your degree may require prior completion of music breadth subjects and will extend your enrolment beyond the usual three years.

“Being a part of student clubs was definitely a highlight for me during my first year. I got to express my creativity when I was part of the Marketing team at AIESEC, and met so many new friends with the Melbourne University Engineering Student Club (MUESC). In fact, hanging around students studying in a different discipline eventually led me to discover my interests in computing, motivating me to enrol in a computing subject to explore a different discipline. After doing quite well in the subject, I decided to enrol in the concurrent diploma of informatics to further broaden my horizons.”

Jia Jie Law (Malaysia)
Bachelor of Commerce (Accounting and Finance), Concurrent Diploma in Informatics
YOUR STUDENT EXPERIENCE

Take advantage of what we have to offer for a rewarding University experience.

You will:

• Be assisted and guided through your transition to university, especially in your first semester
• Develop a connection and sense of belonging with your peers and the wider University community
• Have access to a network of advisors and mentors for personalised advice to ensure you make the most of your study and engagement opportunities
• Have a transformative experience intellectually as well as personally, through excellent and challenging teaching and learning
• Become active in responding to the needs of the local and global community through volunteering, service and social entrepreneurship
• Be recognised for your individual and group achievements over the course of your degree.

New initiatives are already underway, which we will continue to develop and implement throughout 2020-21 to support these commitments.

STUDY ABROAD AND EXCHANGE

We encourage all Commerce students to experience overseas study. By doing so, you can immerse yourself in a different social, cultural and intellectual environment and add an international perspective to your studies. Our students have studied at Berkeley (USA), Bocconi (Italy), Cornell (USA) and Lund (Sweden), just to name a few.

CAREER MENTORING PROGRAM

This program connects you with an industry mentor, based on your shared interests, your course of study and their area of specialty. Your mentor will provide you with information on industries, professions and general work skills. You’ll also get advice and support with career direction, networking, skills assessment, job hunting and applications.

Partners of accounting firms, directors of management consultancies, bankers, senior public servants and many other professionals have been offering valuable insights into the world of commerce to our students.

SKILLS WORKSHOPS

The Skills Workshops series aims to develop the employability skills you’ll need to participate effectively in the workplace. Delivered by industry experts, these workshops will enable you to build and refine the skills and knowledge that employers want.

FUTURE LEADERS FORUM

This program is open to around 120 of our highest-achieving students. It gives you practical perspectives on leadership, drawing on the experiences of leaders from a variety of fields. The event provides a range of rich opportunities for meeting and networking with business and community leaders as well as other high-achieving students.

CASE COMPETITIONS

Test your business case-solving skills, receive training from and network with corporate sponsors, and get hands-on experience as a management consultant with our case competitions. These programs are held in Australia and across the globe, with flights and accommodation funded by the faculty.

UNIMELB STARTUP

The annual UniMelb Startup competition aims to activate and facilitate student entrepreneurship. You could pitch your startup idea to a panel of Australia’s most prominent angel investors and industry experts for feedback and prizes.

GLOBAL MANAGEMENT CONSULTING

Global Management Consulting is a third-year capstone subject that gives you the opportunity to gain industry experience in an international setting. You could spend two weeks in an overseas city, working on a genuine business challenge with your peers.

In 2019 our students travelled to Singapore, Seoul, Shanghai, Berlin, Santiago, Kuala Lumpur, Bangkok and San Francisco.

MANAGEMENT CONSULTING

Spend a semester working as a management consultant for a Melbourne-based firm and gain an understanding of industry consulting practice. In Management Consulting you will learn how consultants work by undertaking a real consulting project for a real organisation. You will draw upon your studies and professional consulting frameworks as you seek to provide high-value solutions for your client.

STUDENT CLUBS AND SOCIETIES

Our Commerce student clubs and societies provide valuable industry connections and fantastic development opportunities – from offering consulting experiences with local and international charities to empowering more women to excel in finance. Clubs include:

• 180 Degrees Consulting
• Accounting Students’ Association
• Actuarial Students’ Society
• AIESEC
• Banking on Women
• Cainz
• Commerce Students’ Society
• Economics Student Society of Australia
• Enactus
• Financial Management Association of Australia
• Global Consulting Group
• Melbourne Microfinance Initiative
• Students’ Association of Management and Marketing
• University Network for Investing and Trading

ASK ALUMNI

Ask Alumni is an online mentoring program providing you with the opportunity to connect with volunteer alumni mentors for one-off career conversations. You can connect anywhere, any time with multiple professionals from around the world to expand your knowledge of career options and plan for life after study.
“Through studying the Bachelor of Commerce I have been able to discover what I am passionate about and gain the skills and experience that prepare me for the working world. I have gained a broad range of business skills that help me understand not only the areas I am interested in but the environment they exist in.

The University also offers to better yourself outside the classroom; whether that be by volunteering, being involved in a sport, competing in case competitions and attending networking events, forums and information sessions.”

Hope Barry
Bachelor of Commerce
Majors in Management and Marketing
Our graduates enjoy challenging and rewarding careers in a diverse range of industries, in Australia and overseas.

AN OUTSTANDING REPUTATION
You’ll be known for your strong understanding of business issues and processes, your resourcefulness and your problem-solving and leadership skills. As a result, you’ll be highly sought after in a wide variety of professions in the public and private sectors, ranging from investment banking and accounting through to management consultancy and marketing.

HAVE YOU CONSIDERED THESE CAREERS?
- Account executive
- Accountant
- Actuary
- Banker
- Brand manager
- Business adviser
- Business analyst
- Business development manager
- Chief executive officer
- Chief financial officer
- Chief marketing officer
- Consultant
- Creative director
- Customer experience expert
- Customer insights analyst
- Economist
- Entrepreneur
- Financial controller
- Financial planner
- Market analyst
- Market research consultant
- Manager
- Operations manager
- Researcher
- Social media manager
- Supply chain manager
- Trader
- Treasurer

WHERE CAN A BACHELOR OF COMMERCE TAKE YOU?
Some of our recent graduates are now working at:
- AMP Limited
- ANZ, Commonwealth Bank, NAB and Westpac
- Australian Super
- BHP Billiton
- Citigroup
- Country Road
- Deloitte
- EY
- Goldman Sachs
- Grant Thornton
- IBM
- KPMG
- Kraft Heinz
- Lazard
- Lion
- Macquarie Group
- Mercy Health
- Moore Stephens
- Morgan Stanley
- Parliament of Victoria
- Pitcher Partners
- PwC
- RSM Australia
- Singapore Airlines
- Telstra
- Unilever.

#7 IN THE WORLD FOR EMPLOYABILITY
QS Graduate Employability Rankings 2020
The Faculty of Business and Economics, along with Melbourne Business School, has over 60,000 alumni in over 100 countries. With more than 40,000 Bachelor of Commerce alumni alone, you will join a valuable network of peers from all professions the day you start.

YOUR ALUMNI NETWORK

AMELIA ELLIS
Bachelor of Commerce (2018)
Major in Actuarial Studies
Analyst at Goldman Sachs

“The Bachelor of Commerce surrounded me with extraordinary people who are all committed to excelling themselves. I’ve made lifelong friends, and been taught by lecturers that are so passionate about their area of study it makes every day exciting!”

MARISSA SIVANANDAM
Bachelor of Commerce (2017)
Majors in Accounting and Management
Senior Associate, Management Consulting, PwC

“I chose the Accounting major because of the strong attention to detail and the deductive skills that it helps you develop. Management complemented my Accounting major by challenging me to analyse all aspects of a company and to be a little creative with solutions to a variety of unique organisational problems.”

OMAR HASSOUN
Bachelor of Commerce (2017)
Majors in Finance and Economics
Financial Analyst, Department of Treasury and Finance, Victoria

“Studying a Bachelor of Commerce gives you a degree that offers you diverse career pathways and become a global citizen. The Bachelor of Commerce provides you with the core theory needed in Commerce but also the opportunity to apply yourself and follow your passions wherever they lie.”

PRIYANKA BANERJEE
Extension Program (2013)
Bachelor of Commerce (2016)
Majors in Economics and Marketing
Honours in Economics (2017)
Current Melbourne JD student

“The BCom gave me a chance to explore things that I’d never studied in school, like computing and philosophy. My economics background has been really valuable as it’s given me a real insight into how everything comes together in society and why governments do the things they do. It’s been a very multifaceted experience.”

DHANUKA NANAYAKKARA
Dhanuka Nanayakkara
Bachelor of Commerce (2014)
Major in Actuarial Science
Master of Engineering (2018)
Consultant, KPMG Australia

“There are common threads between business and engineering, like technical problem solving, working in fast-paced, dynamic environments, and learning to adapt to new challenges. The underlying core process is similar. I was also really passionate about the field, so all of those things came together and made it a fit.”

ELIZABETH SMITH
Bachelor of Commerce (2016)
Majors in Marketing and Economics
Signature Line Supply Planner
Mecca Brands

“The BCom gave me the chance to learn about areas outside of my specialisation like finance and economics, which was really interesting. You also get to be around some incredible minds at the University of Melbourne, they don’t exist everywhere. It’s about giving things a go and figuring out what works for you, and university is the perfect environment for that.”
YOUR NEXT STEPS

Studying at the University of Melbourne is a journey with many possible destinations. Your undergraduate degree will give you the breadth, depth and experience you need to join the workforce directly. Or, you can choose to progress to one of 400 graduate courses at our 18 graduate schools.

GET A COMPETITIVE EDGE

A graduate degree can be a life-changing option. You’ll be equipped with specialised cognitive and technical skills and an internationally recognised graduate qualification, setting you apart from those who study a traditional Australian single or double degree. In Australia, students with a graduate degree earn more too – on average, 36 per cent, or $22,700 extra per year.

THE GRADUATE SCHOOL EXPERIENCE

At Melbourne, you’ll get the full benefit of the graduate school experience by studying intensively, in small classes led by experts and alongside others who share your deep interests and desire to succeed. Work towards a professional qualification (for example through the Juris Doctor), or join our world-changing researchers with a research higher degree.

GRADUATE STUDY IN BUSINESS AND ECONOMICS

Graduate study areas in business and economics include:

- Accounting
- Actuarial studies
- Business administration (including the Master of Business Administration)
- Business analytics
- Entrepreneurship
- Economics
- Finance
- Human resources
- International business
- Management
- Marketing.

RESEARCH

More than 200 academic staff members supervise research students across a broad range of specialisations and will prepare you for a research career in business and economics. The program has a strong culture of collaboration and interdisciplinarity. Students work closely with other members of the faculty to produce scholarly contributions for top journals in their discipline.

There are eight doctoral programs available in business and economics ranging from Marketing to Decision, Risk and Financial Sciences each offering a generous tuition scholarship and living stipend for up to five years.

OTHER GRADUATE OPTIONS

Bachelor of Commerce graduates may also pursue further study in other areas including:

- Architecture, building, planning and design
- Arts and humanities
- Education
- Engineering
- Health
- Information technology and computer science
- Law
- Science.

GUARANTEED ENTRY

Depending on your ATAR/notional ATAR, you could be eligible for a guaranteed place in a graduate course, subject to meeting prerequisites. Guaranteed entry is available to domestic and international students who complete an Australian Year 12 or the International Baccalaureate (IB) Diploma in Australia in 2020.

If you don’t meet the ATAR/notional ATAR required for a guaranteed place in the course of your choice, there are still options. We have a range of guarantees available to all students who complete their undergraduate degree at the University of Melbourne to the required standard, regardless of the ATAR/notional ATAR you achieved. Eligibility is based on your performance in your undergraduate degree, and subject to meeting prerequisites.

GRADUATE DEGREE PACKAGES

If you are a high achieving secondary school student and are confident about the study pathway you want to follow, you can secure your pathway straight from secondary school.

- LAW
  Passionate about pursuing a career in law? If you attain an ATAR of 99.80 you’ll be guaranteed a Bachelor of Commerce / Juris Doctor Graduate Degree Package.

- ENGINEERING
  Is your heart set on engineering? If you attain an ATAR of 96.00 you’ll be guaranteed a Bachelor of Commerce / Master of Engineering Graduate Degree Package.

unimelb.edu.au/study/grad-degrees

Quality Indicators for Learning and Teaching, 2019 Graduate Outcomes Survey.
The Doctoral Program in Actuarial Studies is three years only.
The guaranteed entry pathways outlined on this page are available to domestic and international students who complete an Australian Year 12 or the International Baccalaureate (IB) in Australia in 2020. Eligible students must enrol in a University of Melbourne undergraduate degree immediately following Year 12 or be granted a defer by the University.
Prerequisite subjects in Bachelor of Commerce must be satisfied in order to qualify for three-year Master of Engineering.
Flexibility and choice are at the heart of our curriculum. These are just a small sample of the hundreds of undergraduate and graduate study combinations you can follow.

For more information on pathways, visit: unimelb.edu.au/study/pathways

<table>
<thead>
<tr>
<th>Bachelor of Commerce</th>
<th>Graduate Degree</th>
<th>Your Career</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACTUARIAL SCIENCE (Accredited by the Actuaries Institute)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Major in Actuarial Studies</td>
<td>3 years</td>
<td>Master of Commerce (Actuarial Science)</td>
</tr>
<tr>
<td><strong>ECONOMICS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Major in Economics</td>
<td>3 years</td>
<td>Master of Economics</td>
</tr>
<tr>
<td><strong>ENGINEERING (Graduate Degree Package available)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Any major</td>
<td>3 years</td>
<td>Master of Engineering</td>
</tr>
<tr>
<td><strong>FINANCE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Major in Finance</td>
<td>3 years</td>
<td>Master of Finance</td>
</tr>
<tr>
<td><strong>LAW (Graduate Degree Package available)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Any major</td>
<td>3 years</td>
<td>Juris Doctor</td>
</tr>
<tr>
<td><strong>MANAGEMENT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Any major</td>
<td>3 years</td>
<td>Management consultant</td>
</tr>
<tr>
<td><strong>PROPERTY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Any major</td>
<td>3 years</td>
<td>Master of Property</td>
</tr>
</tbody>
</table>
EXPERIENCE UNI WHILE YOU’RE STILL AT SCHOOL

You don’t have to wait until after secondary school to get a taste of studying commerce. Here are some ways you can get a head start.

**MELBOURNE EXTENSION PROGRAM**
Are you a high achieving Year 11 student in Victoria? You can study a university subject alongside your final year of high school. It’s free to join.

You’ll not only experience uni life and make new connections and friends, you could receive a valuable contribution to your ATAR aggregate (depending on your results) and earn credit towards a Melbourne degree - this could mean that you finish your degree faster or have a lighter study load in your first year. Applications are open late September to December.

[unimelb.edu.au/extension-program](http://unimelb.edu.au/extension-program)

**YOUNG LEADERS PROGRAM**
For students aged 14 to 17, this program is an exciting week of lectures and workshops, and experiencing student life in Melbourne. Hosted at both Trinity College and the University of Melbourne, you’ll meet like-minded young leaders from Australia and across the globe.

This life-changing program is designed to inspire you, increase your confidence and leadership skills while broadening your global outlook. You can choose an academic stream that suits you best, including commerce. You have the opportunity to join the program for one or two weeks in July and December each year.

[trinity.unimelb.edu.au/young_leaders](http://trinity.unimelb.edu.au/young_leaders)

**KWONG LEE DOW YOUNG SCHOLARS PROGRAM**
If you’re a Year 10 student studying in Victoria, apply for the Kwong Lee Dow Young Scholars Program and you could have an exciting uni experience that will push you to achieve your best. Applications are open from September to October each year.

Benefits include:

- A guaranteed place at Melbourne in Arts, Biomedicine, Commerce, Design or Science, subject to meeting course prerequisites, if you achieve an ATAR/notional ATAR of 95.00
- Exclusive events and activities to expand your academic and personal horizons
- If you go on to study at Melbourne, you could be awarded a Melbourne Global Scholars Award to study at one of more than 200 partner institutions in over 45 countries on exchange, or anywhere in the world on study abroad
- $2500 allowance to help with the costs of moving to Melbourne from a rural area.

[kld](http://kld)

**SHORT COURSES**
Almost every faculty runs short courses throughout the year. Most run through the summer (January) and winter (July) breaks.

**CALCULUS AND PROBABILITY ONLINE**
If you’re concerned about meeting the maths prerequisite for any of our undergraduate degrees, consider the subject Calculus and Probability Online. This subject covers similar material to the Victorian Certificate of Education (VCE) subject Mathematical Methods 3/4, and provides a firm foundation for tertiary mathematics study. Successful completion of this subject (50% mark) meets the maths prerequisite for entry into agriculture, biomedicine, commerce and science degrees.

**VCE SUMMER SCHOOL**
The VCE Summer School (VCSS) is a two-week tutoring program that takes place in January and aims to help high school students who have experienced disadvantage gain a head start on their final years of education. It’s run by students for students, with a focus on creating a healthy study-life balance, helping to correct the disadvantage in the Victorian education system and providing tutoring on a wider range of subjects than any other academic service provider. The 2021 program will take place at the University of Melbourne’s Parkville campus.

[umsu.unimelb.edu.au/getinvolved/summerschool](http://umsu.unimelb.edu.au/getinvolved/summerschool)

**EVENTS ON CAMPUS**
There are plenty of things going on all year at the University of Melbourne, from future student events where you can meet Commerce staff and students, to free public lectures and Wednesday farmers’ markets. Most are free, and you are welcome to come along. If you want to see the campus, we have public tours delivered by our student ambassadors that run from February to mid-December.

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*A quota applies to the Bachelor of Biomedicine*
Our scholarships program is one of the most comprehensive and generous in Australia. The depth and range of support at the University of Melbourne continues to expand with the commencement of the Hansen Scholarship program in 2020.

We encourage you to challenge yourself and try out different ways of thinking. Our scholarships are just one way in which we inspire you to follow your curiosity and study what you love, because that’s how you thrive.

We’re all different; we come from different places with different passions and ambitions. That’s why we offer a huge variety of scholarships from those awarded on merit and some taking other factors into account; others to help with your expenses in Melbourne and some to help you travel the globe. There are scholarships that support your whole course or help you explore a specific interest. Wherever you are, and whatever your passion, with a Melbourne scholarship you can turn ambition into achievement.

In addition to our scholarships, we offer many prizes, grants and bursaries that can help you get the most out of your time at university. Most of these are awarded to continuing students at different points in their studies, so it’s quite likely that you’ll pick up a scholarship, bursary, prize or travel grant during your time here.

Grants are available to undertake volunteering or leadership activities. Excel in your studies and you could pick up a coveted prize for academic achievement. Bursaries are available for a variety of needs and can ease the financial pressures of uni so you can focus on your studies.

scholarships.unimelb.edu.au

MELBOURNE CHANCELLOR’S SCHOLARSHIP
If you’re in your final year of high school and expecting a high ATAR, make the most of it with a Melbourne Chancellor’s Scholarship: the flagship award in our broad program of scholarships for high achievers.

As a Chancellor’s Scholar, you will enjoy generous fee exemptions and be guaranteed a place in the graduate program of your choice. Domestic students also receive a living allowance for up to three years.

You’ll also receive a Melbourne Global Scholars Award to help you on your way to study overseas for part of your degree.

chancellorscholars.unimelb.edu.au

HUMANITARIAN ACCESS SCHOLARSHIP
The Humanitarian Access Scholarship offers full fee remission and $15 000 in living allowances to for talented students who have applied for asylum in Australia.

ELITE ATHLETE PROGRAM
If you excel in sport, our Elite Athlete Program offers generous scholarships to help you pursue your sporting dreams as well as your academic aspirations.

RESIDENTIAL COLLEGE SCHOLARSHIPS
More than one third of college students receive financial assistance, with a combined $7.5M in college scholarships and bursaries available.

A scholarship may reduce the fees by between $100-$500 per week. A further $1.6M is for students who are employed part time by their college.

colleges.unimelb.edu.au/fees-and-scholarships.html

HANSEN SCHOLARSHIP
The Hansen Scholarship Program supports 20 exceptional students each year from all around Australia with a unique financial and personal support program including cash benefits, mentoring and accommodation, as well as full-fee remission for Australian temporary protection visa holders.

scholarships.unimelb.edu.au/hansen

MELBOURNE INTERNATIONAL UNDERGRADUATE SCHOLARSHIP
For high-achieving international students, fee remissions worth up to $56 000 are available through the Melbourne International Undergraduate Scholarship.

NATIONAL MERIT SCHOLARSHIP
The National Merit Scholarship takes the stress out of relocating from Australian states and territories outside Victoria with an $8000 allowance paid in the first semester of your studies.

MELBOURNE PRINCIPALS’ SCHOLARSHIP
The Melbourne Principals’ Scholarship awards $5000 to Victorian Year 12 or International Baccalaureate students, in recognition of their academic achievement and contribution to their school or wider community.

25
## COMMERCe SCHOLARSHIPS (DOMESTIC)

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abernethy Scholars Program</td>
<td>• Mentoring by a senior business leader&lt;br&gt; • Membership in a student peer network, including cross-cohort activities&lt;br&gt; • Invitations to the faculty’s key experiential programs&lt;br&gt; • Group mentoring by Professor Margaret A Abernethy, Sir Douglas Copland Chair of Commerce and former Dean of the Faculty of Business and Economics&lt;br&gt; • Exclusive professional development opportunities</td>
<td>Awarded to all first-year students who receive a SEAS-based faculty scholarship</td>
<td>Students selected into the Bachelor of Commerce who are awarded a faculty scholarship on the basis of their SEAS application will automatically be awarded a place in the Abernethy Scholars Program. See page 25</td>
</tr>
<tr>
<td>Burnet Family Access Scholarship</td>
<td>Valued at the Net Annual Income of the Trust (approx. $5000 per annum)</td>
<td>1</td>
<td>• Australian citizen or permanent resident residing in a rural or isolated area&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented disadvantage via SEAS</td>
</tr>
<tr>
<td>Commerce Achievement Scholarship</td>
<td>• Annual payment of $8000 for three years, totalling $24 000&lt;br&gt; • Travel grant valued at $2500</td>
<td>Up to 40</td>
<td>• Australian citizen or permanent resident, or a New Zealand citizen&lt;br&gt; • Completed an Australian Year 12 or the International Baccalaureate (IB)&lt;br&gt; • Applied for the Bachelor of Commerce or Commerce Graduate Degree Package via VTAC, for commencement in the year following completion of Australian Year 12 or IB&lt;br&gt; • Not previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program)&lt;br&gt; • ATAR or notional ATAR of 98.00+&lt;br&gt; • Invitations to the faculty's key experiential programs&lt;br&gt; • Selection is based on academic merit and location of secondary school&lt;br&gt; • Residency at International House for the first year of the Bachelor of Commerce, valued at approximately $28 000&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented financial need or other disadvantage&lt;br&gt; • Apply online: fbe.unimelb.edu.au/scholarships</td>
</tr>
<tr>
<td>Commerce at International House Scholarship*</td>
<td>Residency at International House for the first year of the Bachelor of Commerce, valued at approximately $28 000</td>
<td>1</td>
<td>• Australian citizen residing in rural or regional Victoria&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented financial need or other disadvantage&lt;br&gt; • Apply online: fbe.unimelb.edu.au/scholarships</td>
</tr>
<tr>
<td>Commerce Opportunity Bursaries*</td>
<td>Annual payment of $15 000 for three years, totalling $45 000</td>
<td>1</td>
<td>• Australian citizen residing in Victoria&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented financial need or other disadvantage&lt;br&gt; • Apply online: fbe.unimelb.edu.au/scholarships</td>
</tr>
<tr>
<td>The Douglas Family Scholarship</td>
<td>Valued at approx. $2 500 per annum for the duration of the course (up to three years)</td>
<td></td>
<td>• Australian citizen or permanent resident residing in rural or regional Victoria&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented disadvantage via SEAS&lt;br&gt; • Applied for the Bachelor of Commerce or Commerce Graduate Degree Package via VTAC, for commencement in the year following completion of Australian Year 12 or IB&lt;br&gt; • Not previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program)&lt;br&gt; • ATAR or notional ATAR of 98.00+&lt;br&gt; • Invitations to the faculty's key experiential programs&lt;br&gt; • Selection is based on academic merit and location of secondary school&lt;br&gt; • Residency at International House for the first year of the Bachelor of Commerce, valued at approximately $28 000&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented financial need or other disadvantage&lt;br&gt; • Apply online: fbe.unimelb.edu.au/scholarships</td>
</tr>
<tr>
<td>First in the Family Scholarship</td>
<td>Annual payment of $10 000 for three years, totalling $30 000</td>
<td>6</td>
<td>• Australian citizen or permanent resident who is first in their family to attend university&lt;br&gt; • Not previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program)&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented financial need or other disadvantage&lt;br&gt; • Apply online: fbe.unimelb.edu.au/scholarships</td>
</tr>
<tr>
<td>Faculty Opportunity Bursary*</td>
<td>Annual payment of $15 000 for three years, totalling $45 000</td>
<td>1</td>
<td>• Australian citizen or permanent resident&lt;br&gt; • Eligible for Access Melbourne, and lodged a SEAS application via VTAC&lt;br&gt; • Have applied for the Bachelor of Commerce via VTAC&lt;br&gt; • Selection is based on academic merit and documented financial need or other disadvantage&lt;br&gt; • Apply online: fbe.unimelb.edu.au/scholarships</td>
</tr>
<tr>
<td>Melbourne Chancellor’s Scholarship — Copland Program</td>
<td>• Mentoring by a senior business leader&lt;br&gt; • Membership of a cohort of high-achieving students&lt;br&gt; • Access to a student peer network, including cross-cohort activities and a series of alumni events&lt;br&gt; • Invitations to the faculty’s key experiential programs&lt;br&gt; • Group mentoring by Professor Paul Jensen, Deputy Dean of the Faculty of Business and Economics&lt;br&gt; • Exclusive professional development opportunities</td>
<td>Awarded to all Bachelor of Commerce Chancellor’s Scholarship recipients</td>
<td>Students selected into the Bachelor of Commerce (Melbourne Chancellor’s Scholarship) will automatically be awarded a place in the Copland Program. See page 25</td>
</tr>
</tbody>
</table>

* Based on the number of each of these scholarships awarded for 2020.
## COMMERCE SCHOLARSHIPS (INTERNATIONAL)

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
</table>
| AG Whitlam International Undergraduate Merit Scholarship  | 50% fee remission for the duration of the course (up to three years)     | 5                | • A citizen from one of the designated countries (for Semester 1: Sri Lanka and Bangladesh; for Semester 2: India, Vietnam and Bangladesh)  
• Completed an approved Year 12 program or equivalent in a country other than Australia that meets the eligibility requirements for the Bachelor of Commerce  
• Students who meet the eligibility criteria are automatically considered  

| Bachelor of Commerce Global Scholarship                    | 20% fee remission for the duration of the course (up to three years)     | 50               | • Completed an approved Year 12 program or equivalent that meets the eligibility requirements for the Bachelor of Commerce (only students with a minimum ATAR of 90.00, or equivalent, will be considered)  
• Citizen of a country deemed under-represented by the Academic Board (eligible countries may change from year to year)  
• Selection is based on academic merit and citizenship  
• All international Bachelor of Commerce applicants from under-represented countries are automatically considered  

| Commerce Undergraduate International Merit Scholarships   | 50% fee remission for the duration of the course (up to three years)     | 10               | • Awarded on the basis of academic merit  
• All international Bachelor of Commerce applicants are automatically considered  

| International Undergraduate Partner Scholarship           | 50% fee remission for the duration of the course (up to three years)     | 8                | Attended one of the following partner institutions:  
• Trinity College Foundation Studies, Australia  
• Universitas Gadjah Mada, Indonesia  
• Universitas Indonesia, Indonesia  
• HELP University, Malaysia  
• Taylor’s College, Malaysia  
• Sunway College, Malaysia  
• Markham College, Peru  
• Nanyang Polytechnic, Singapore  
• Ngee Ann Polytechnic, Singapore  
• Temasek Polytechnic, Singapore  
All partner institution Bachelor of Commerce applicants are automatically considered  

| Melbourne Chancellor’s Scholarship – Copland Program      | • Mentoring by a senior business leader  
• Membership of a cohort of high-achieving students  
• Access to a student peer network, including cross-cohort activities and a series of alumni events  
• Invitations to the faculty’s key experiential programs  
• Group mentoring by Professor Paul Jensen, Deputy Dean of the Faculty of Business and Economics  
• Exclusive professional development opportunities | Awarded to all Bachelor of Commerce Chancellor’s Scholarship recipients | • Students selected into the Bachelor of Commerce (Melbourne Chancellor’s Scholarship) will automatically be awarded a place in the Copland Program. See page 25.  

* Based on the number of each of these scholarships awarded for 2020.
Access Melbourne is our Special Entry Access Scheme (SEAS) for domestic undergraduate students.

Access Melbourne can help you gain a place in our degrees even if your academic results are below the selection rank normally required for an offer. The scheme takes into consideration the unique and personal circumstances that may have impacted your final secondary school results as part of your Bachelor of Commerce application.

We also have scholarships and grants that can ease the financial load, and a housing program to get you securely settled close to campus. In 2020, 33 per cent of our domestic undergraduate students were eligible for Access Melbourne, and demonstrating their ATAR was not fully reflective of their real potential.

**GET A GUARANTEED PLACE**

If you’re from a rural or isolated area or have a disadvantaged financial background, you could be eligible for a guaranteed place.

For 2020 entry, the guaranteed ATAR for Commerce via Access Melbourne was 88.00. Guaranteed ATARs for entry in 2021 will be published in June 2020 at:

access.unimelb.edu.au

Year 12 Indigenous students who meet commerce prerequisites and achieve an ATAR or notional ATAR of 83.00 will be considered for a place.

Year 12 Indigenous applicants will still be considered for entry below this ATAR, on a case by case basis.

**AM I ELIGIBLE?**

To apply for Access Melbourne you must:

- Be an Australian or New Zealand citizen, Australian permanent resident or holder of a permanent humanitarian visa
- Have not been awarded results in a degree course at a tertiary institution (this does not apply to applicants for the mature-age consideration category and does not include single subjects, bridging schemes or higher education studies undertaken as part of Year 12)
- Have demonstrated the capacity to successfully undertake the course of your choice
- Apply for a University of Melbourne undergraduate course through the Victorian Tertiary Admissions Centre (VTAC).

**PATHWAY TO COMMERCE**

Domestic students could be eligible for a guaranteed place in the Bachelor of Commerce if you complete the one-year Diploma in General Studies with an average score of 85 in all subjects and meet the maths prerequisites. The program, based at Dookie campus, gives you the opportunity to study commerce, agriculture, design or science while you build the skills to achieve at university, living in a close-knit and supportive community. To be eligible for the guarantee, you must also be eligible for Access Melbourne at the time you apply for the diploma.

vtac.edu.au

**ACCESS SCHOLARSHIPS**

Approximately 200 Access Melbourne students every year also receive an allowance of $5000 per year for the normal, full-time duration of the course, and every Year 12 Indigenous student who enrolls in Semester 1 2021 will be considered for one of these scholarships.

We also offer a tuition waiver of up to $30,500 for 10 high-achieving Access Melbourne students per year. Plus, if you live in regional Victoria or interstate, the University will reserve a place in a residential facility close to our Parkville campus for the first year of your studies.

The Faculty of Business and Economics also offers a range of scholarships for students that apply through the Special Entry Access Scheme (SEAS). See page 26 for further details.
“In the past year alone I’ve had the fantastic opportunity to represent Melbourne Uni at a global competition in Silicon Valley (USA), work full-time with a global advisory firm and evaluate and launch social enterprises with like-minded students. The Bachelor of Commerce provided me with all of these opportunities that I never thought were available to uni students.

If you’re looking for a course that challenges you academically, provides valuable life skills and practical experience, the BCom is the course for you!”

Aidan D’Souza
Bachelor of Commerce
Majors in Accounting and Finance
HOW TO APPLY

DOMESTIC STUDENTS
Domestic students applying for an undergraduate course must submit an application through the Victorian Tertiary Admissions Centre (VTAC). Domestic students studying overseas must also apply through VTAC.

vtac.edu.au

NON-SCHOOL LEAVER ENTRY PATHWAY
All applicants to the University must demonstrate academic merit and meet other requirements as part of the application process. As a non-school leaver, you may not have a recent study history and therefore may not meet the standard entry requirements for the course of your choice.

The non-school leaver entry pathway provides mature-age applicants and those who are not entering direct from Year 12 an alternative way to demonstrate their eligibility for entry and their likelihood to succeed in their chosen course.

access.unimelb.edu.au/nsl

INTERNATIONAL STUDENTS
International students studying an Australian secondary school qualification worldwide, including VCE, must apply through VTAC for semester 1 entry.

Students undertaking IB in Australia must apply through VTAC.

Students undertaking IB offshore must apply directly to the University or through one of our overseas representatives.

All other international students, including those undertaking foundation studies in Australia, must apply directly to the University or through one of our overseas representatives.

study.unimelb.edu.au/how-to-apply

FEES

DOMESTIC STUDENTS
All domestic undergraduate students are enrolled in a Commonwealth Supported Place (CSP), subsidised by the Australian Government. Payment of the student contribution amount can be deferred through HECS-HELP for eligible students.

INTERNATIONAL STUDENTS
Tuition fees are charged for each year that you are enrolled. You will pay tuition fees according to your specific enrolment in any given semester. Detailed fee information, including the fee policy covering your enrolment, will be provided when you are offered a place at the University.

study.unimelb.edu.au/how-to-apply/fees
ENTRY REQUIREMENTS

A guide to lowest selection rank ATARs and subject prerequisites.

The 2021 minimums are subject to Academic Board approval and will be available on the University’s website once confirmed.

<table>
<thead>
<tr>
<th>Qualification</th>
<th>Bachelor of Commerce</th>
<th>Bachelor of Commerce (Chancellor’s Scholars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australian Year 12</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Domestic students: 2020 minimum ATAR</td>
<td>93.00</td>
<td>99.90</td>
</tr>
<tr>
<td>Domestic students: 2020 selection lowest rank</td>
<td>93.00</td>
<td>99.90</td>
</tr>
<tr>
<td>Domestic students: 2021 guaranteed ATAR</td>
<td>95.00</td>
<td>99.90</td>
</tr>
<tr>
<td>International students: 2020 guaranteed ATAR</td>
<td>94.00</td>
<td>99.90</td>
</tr>
<tr>
<td>VCE (Units 3 and 4) prerequisite subjects</td>
<td>A study score of at least 25 in English/English Language/Literature or at least 30 in EAL, and at least 25 in Mathematical Methods or Specialist Mathematics</td>
<td></td>
</tr>
</tbody>
</table>

International Baccalaureate (IB) Diploma

| International students: 2020 guaranteed IB score | 36 | 99.90 (notional ATAR) |
| IB prerequisite subjects | English and Mathematics (or Further Mathematics) A minimum grade of 4 in either Applications and interpretations HL, Analysis and approaches SL, or Analysis and approaches HL |

GCE A Levels/Singapore A Levels

| International students: 2020 guaranteed score | ABB |                                              |
| A Level prerequisite subjects | Mathematics or Further Mathematics and an accepted AS Level English subject | Not available to A Levels students |

Trinity College Foundation Studies

| International students: 2020 guaranteed score | 86 |                                              |
| TCFS prerequisite subjects | EAP, English, Mathematics 1 and History of Ideas. For specialisation in Actuarial Studies, Mathematics 2 is also required for Semester 2 entry | Not available to TCFS students |

- Domestic students: Applicants who achieve the minimum ATAR for a course will be eligible for a place, provided prerequisite studies and any other specific course requirements are met. The lowest selection rank to which an offer was made may be higher, depending on demand for the course and the number of places available. Only applicants eligible for special entry schemes will be admitted below the minimum ATAR.
- Eligible domestic students who satisfy course prerequisites and achieve an ATAR of 95.00 or above are guaranteed a place in the Bachelor of Commerce.
- Eligible domestic students who satisfy course prerequisites and achieve an ATAR of 99.90 (or 90.00 or above if Indigenous) or above and satisfy course prerequisites will be guaranteed a place in the Melbourne Chancellor’s Scholarship. Students must have completed an Australian Year 12 qualification or the International Baccalaureate (IB) in Australia, or be an Australian citizen who has completed an Australian Year 12 or IB overseas in the year prior to entry (students must either enrol immediately or be granted a deferral in the year following Year 12).
- Eligible domestic students who satisfy course prerequisites and achieve an ATAR of 95.00 or above are guaranteed a place in the Bachelor of Commerce.

For students with English as their second language, a pass in English B at the required level will be accepted as satisfying the English prerequisite. Except where specified, IB subjects must be passed to at least Grade 4 Standard or Higher Level.

Accepted GCE AS and A Level English subjects are: General Paper, General Studies, English Language and Literature, English Literature, English Language. Singapore A Level subject Knowledge and Enquiry (KSE) is also accepted. A minimum grade of C is required in prerequisite AS and A Level subjects.

Domestic students completing an international qualification: The score listed should be considered a minimum score to be eligible for a place in that course. The actual standard required may be higher depending on the demand for the course and the number of Commonwealth Supported Places (CSP) available.

Applications intending to major in Actuarial Studies or who intend to complete the Master of Engineering following the Bachelor of Commerce are strongly encouraged to complete VCE Specialist Mathematics Units 3 and 4 or equivalent. If VCE Specialist Mathematics has not been completed, students wanting to undertake the Master of Engineering will incur the cost of undertaking an additional Mathematics subject through the University’s Community Access Program (CAP). International applicants intending to commence a major in Actuarial Studies from mid-year (July) must, at a minimum, meet the requirements to enter MAST10006 Calculus 2 which requires a study score of at least 29 in VCE Specialist Mathematics 3/4, or IB Higher Level Mathematics with a score of at least 4 or equivalent, or if attending Trinity College, successful completion of Mathematics 2. If these requirements are not met students are advised to begin at start-year intake (February) the following year.

For students with English as their second language, a pass in English B at the required level will be accepted as satisfying the English prerequisite. Except where specified, IB subjects must be passed to at least Grade 4 Standard or Higher Level.

Accepted GCE AS and A Level English subjects are: General Paper, General Studies, English Language and Literature, English Literature, English Language. Singapore A Level subject Knowledge and Enquiry (KSE) is also accepted. A minimum grade of C is required in prerequisite AS and A Level subjects.
CONTACT US

If you’re considering studies at the University of Melbourne, we’d love to hear from you online or meet you on campus.

Sign up and submit enquiries online at: study.unimelb.edu.au/connect-with-us

For information on our courses and entry requirements contact Stop 1

Call 13 MELB (13 6352)
+ 61 3 9035 5511

Visit us at Stop 1 (Parkville):
757 Swanston Street
The University of Melbourne
Victoria 3010 Australia