“The University has allowed me to engage with like-minded and passionate professionals in their field, both in Australia and abroad. I feel that when I do graduate, I’m leaving with a well-rounded, global outlook and foundation that will support me in my chosen career.”

Jessica Lu (Australia)
Bachelor of Commerce (Economics and Finance)
(cover image)
WHY COMMERCE?

A commerce degree equips you with the skills to solve key business challenges and make a difference to society, policy and organisations.

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 modern business world and provides you with a global qualification. The skills you learn in commerce will be with you for life.

Commerce enables you to gain transferable skills which 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.

Imagine studying Commerce, majoring in Economics, and getting experience as a journalism intern for The Economist, all before starting your career as an econometrician – someone who builds, simulates and tweaks macroeconomic models – for the Australian Treasury and the Reserve Bank of Australia. You then move to San Francisco to start your own tech service company that uses data science and analytics to solve problems in industries like pharmaceuticals, financial services and energy – a company so successful it is eventually acquired by Google. This is the path of Anthony Goldbloom, CEO of Kaggle.com and Melbourne Commerce graduate.

“I started my entrepreneurial journey at Melbourne Uni and I’ll always be grateful for the time I spent there.”

Anthony Goldbloom (Australia)
Bachelor of Commerce (Economics)
Graduated 2006
Founder and Chief Executive Officer, Kaggle.com
The Melbourne Model is designed to help you maximise your strengths, discover new ones and stand out in the workplace.

You’ll start with an undergraduate degree, developing a deep understanding of your chosen area of interest and a breadth of knowledge across multiple disciplines. On graduation you can enter the workforce, or progress to one of over 400 specialised graduate programs.

The Melbourne Model is as unique as you. It lets you design your own study path while developing the knowledge, skills and interdisciplinary perspectives you need to thrive in every kind of future.
YOUR UNDERGRADUATE DEGREE

Your peers have worked hard for entry into one of the world’s best universities. You will be inspired, encouraged and driven to achieve by our academics. You’ll be part of the renowned intellectual community of Melbourne, cultural capital of Australia and one of the world’s most vibrant and diverse business hubs. You’ll have the opportunity to explore a wide range of business disciplines and specialise in one or two of the seven study areas on offer.

YOUR CONNECTIONS

The Melbourne Model connects students with each other, the University community and the wider world. You will be surrounded by other highly motivated students who will inspire you to take on new challenges and push yourself to a higher level.

We encourage every student to engage with organisations outside the University, through internships with business and community groups, applied research projects and overseas study programs.

Our graduates are in demand. We are ranked 7th in the world for graduate employability. More than 250 Australian and international organisations – consulting and technology firms, government and industry – actively recruit on campus each year.

YOUR MAJOR

Your major is your chosen specialisation that you’ll focus on throughout your degree. In your first year you’ll be able to try a few different study areas before deciding on your major. You can choose to study one or two majors. There are seven majors to choose from – delve into the following pages to explore your options!

YOUR BREADTH STUDIES

Breadth is a unique feature of the Melbourne Model. It gives you the chance to explore subjects outside your core area of study, developing new perspectives and learning to collaborate with others who have different strengths and interests – just as you will in your future career.

Some of our students use breadth to explore creative interests or topics they have always been curious about. Others use breadth to improve their career prospects by complementing their major with a language, communication skills or scientific expertise. Many discover new passions through breadth, and some even change their career plans!

‘Breadth tracks’ (a series of breadth subjects taken throughout your degree) might qualify you for graduate study in a field that’s very different to your major.

There are hundreds of breadth tracks to explore. See pages 8–14 for more examples of what you could do with breadth.

YOUR NEXT STEPS

After you finish your Commerce degree, you can choose to join the workforce, or go on to further study at graduate level.

Choose graduate study and you’ll get the full benefit of the Melbourne graduate school experience by studying intensively, in small classes led by experts and alongside others who share your deep interests and desire to succeed.

Your graduate degree will be internationally recognisable, setting you apart from those who study a traditional Australian single or double degree.

See page 26 to find out where your degree could lead.

MELBOURNE MODEL GRADUATES:

- ARE HIGHLY SATISFIED WITH THEIR TEACHERS
- DEVELOP ANALYTICAL PROBLEM-SOLVING SKILLS
- EARN MORE AND BELIEVE THEY ARE PAID AND RECOGNISED FAIRLY
- ENJOY THE WORK THEY DO
- BELIEVE THEIR JOBS MAKE A POSITIVE CONTRIBUTION
- ARE SATISFIED WITH THEIR LEVEL OF RESPONSIBILITY AT WORK
- VOLUNTEER AND GET INVOLVED

University of Melbourne Career Outcomes Survey 2017

QS Graduate Employability Rankings 2018.

$26,000 difference in annual salary between holders of a graduate vs bachelors degree. Graduate Careers Australia 2015.
The Bachelor of Commerce is an ideal pathway to a global career in a variety of industries in the business, government and not-for-profit sectors.

You’ll build expansive foundational knowledge through core program content before specialising in up to two major areas of study. Breadth study will allow you to explore diverse areas of interest, broaden your graduate abilities, and tailor your degree to your chosen career path.

The course consists of 24 subjects, usually taken over three years of full-time study. You will learn from academic experts and enjoy enrichment programs including career mentoring, student clubs, leadership programs, local and international case competitions and overseas study opportunities.

Commerce graduates are highly sought after by industry. Our alumni work in roles from graduate to senior manager level in companies ranging from startups to large multinationals and major finance consultancies.

Commerce offers you:
- A flexible course structure
- Strong career outcomes
- Professional accreditation options
- Unique student experiences
- Access to scholarships.

### COURSE STRUCTURE

<table>
<thead>
<tr>
<th>Bachelor of Commerce</th>
<th>24 SUBJECTS (8 PER YEAR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compulsory Subjects</td>
<td>7 Core Subjects to Cover Commerce Fundamentals</td>
</tr>
<tr>
<td>Major and Elective Subjects</td>
<td>11–13 Subjects to Deepen Your Commerce Knowledge</td>
</tr>
<tr>
<td>Breadth Subjects</td>
<td>4–6 Subjects from Non-Commerce Disciplines</td>
</tr>
</tbody>
</table>

### MAJORS

You’ll graduate with at least one major, which is a sequence of subjects you would complete across your degree. Completing a major indicates that you are a specialist in that particular discipline. The Bachelor of Commerce offers seven majors:

- Accounting
- Actuarial Studies
- Business
- Economics
- Finance
- Management
- Marketing.

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

It may be possible to combine Actuarial Studies (with limited accreditation) and a second major. However, there may be restrictions on the choice of your second major and you may not be able to meet entry requirements for honours. The Business major is taken as a single major due to the combination of subjects required for completion.

### CAPSTONE STUDIES

Capstone studies, taken in third year, give you a feel for working in industry and help you develop your practical business skills and networks. Examples include:

- **Management Consulting**
  As part of a multidisciplinary team, work with a Melbourne-based client on a real business project over the semester. Past students have worked with clients in a range of industries and organisations, from large Australian and multinational companies to niche agencies and not-for-profit organisations.

- **Global Management Consulting**
  Travel overseas and work with a client on a two-week consulting project. Past students have completed projects in industries such as banking, advertising, entertainment, construction, professional and consumer services, and insurance.

- **Business Judgement**
  This subject will integrate your knowledge of core business functions and analytical tools, which you’ll apply to the issues faced by modern organisations and decision-makers. You’ll be challenged to form and act upon judgements around strategic directions, marketing priorities and entrepreneurial opportunities, through simulation tasks and case analyses.

70% of BCom graduates are employed full time within the first four months after graduating.

– Graduate Outcome Survey 2017
BACHELOR OF COMMERCE

Duration
3 years full time
Part time available (domestic students only)

Campus
Parkville

Entry requirements
February (Semester 1) or
July (Semester 2)

Domestic students
Minimum entry 2019: ATAR 93.00, IB 36
Alternative entry:
Guaranteed entry:
If you’re a domestic student, satisfy course
prerequisites and achieve an ATAR of 95.00
or above, you will be guaranteed a place in
the Bachelor of Commerce in 2019.

International students
International applicants will need to
meet the academic admission and
English language requirements. Visit:
futurestudents.unimelb.edu.au

Prerequisite subject study areas
English and mathematics
For full details of entry requirements and
information for other qualifications visit:
coursesearch.unimelb.edu.au

Contact hours (first year, full time)
Approximately 20 hours per week, plus
independent study time of approximately
20 hours per week
CRICOS: 002143B

― By surrounding myself with such passionate,
intelligent and ambitious peers, I was able to cultivate
a belief that no challenge was beyond me. As I heard
of all the impressive achievements my friends were
accomplishing, I too felt inspired to take control of my
University experience and challenge myself.‖

James Clements (Australia)
Bachelor of Commerce
(Economics and Finance)
Accounting is the ‘language of business’, informing management decision-making and the allocation of resources. It provides the tools to measure and express firm performance and valuation.

Professional accountants operate in an increasingly complex and sophisticated field and are valued in every industry. Because they act as strategic advisers and business partners, they must understand business issues and processes and have the skills necessary for sound decision-making.

Accounting leads to a career path with countless possibilities – you can work in a variety of roles, in any sector, in countries across the globe.

**ACCOUNTING AT MELBOURNE**
- Melbourne is known for the quality of its accounting program and strong graduate employability outcomes
- The Accounting major offers a direct path to becoming a qualified accountant
- You’ll learn how to produce and interpret financial information and improve resource allocation

**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

**SAMPLE COURSE PLAN – BACHELOR OF COMMERCE**

| Year 1  | Semester 1 | Introductory Microeconomics | Accounting Reports and Analysis | Principles of Finance | Principles of Business Law
<table>
<thead>
<tr>
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</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>
</tbody>
</table>
| Year 2  | Semester 1 | Organisational Behaviour   | Cost Management            | Corporate Financial Decision Making | Corporate Law
|         | Semester 2 | Quantitative Methods 2     | Intermediate Financial Accounting | Accounting Information: Risk and Controls | Business Forensics and Fraud |
| Year 3  | Semester 1 | Financial Accounting Theory | Enterprise Performance Management | Investments | Basic Econometrics
|         | Semester 2 | Auditing and Assurance Services | Derivative Securities | Asian Capital Markets | Taxation Law 1 |

**ACCOUNTING CAREERS**

**YOUR FIRST JOB**
- BUSINESS ANALYST
- COMPANY AUDITOR
- FINANCIAL ACCOUNTANT
- FORENSIC ACCOUNTANT
- MARKET ANALYST

**IN 5–10 YEARS**
- SENIOR CONSULTANT
- MANAGER
- SENIOR ACCOUNTANT
- SENIOR AUDITOR

**IN 15–20 YEARS**
- CHIEF EXECUTIVE OFFICER
- CHIEF FINANCIAL OFFICER
- PARTNER
- DIRECTOR

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- SENIOR AUDITOR

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- CHIEF FINANCIAL OFFICER
- PARTNER
- DIRECTOR

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.

These subjects are required for accounting accreditation.
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 six 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. Parts I and II can be undertaken as part of your Bachelor of Commerce (Honours) degree. 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**

<table>
<thead>
<tr>
<th>Major in Actuarial Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
</tr>
<tr>
<td>Semester 1</td>
</tr>
<tr>
<td>Introductory Microeconomics</td>
</tr>
<tr>
<td>Semester 2</td>
</tr>
<tr>
<td>Introductory Macroeconomics</td>
</tr>
<tr>
<td>Year 2</td>
</tr>
<tr>
<td>Semester 1</td>
</tr>
<tr>
<td>Probability</td>
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<tr>
<td>Semester 2</td>
</tr>
<tr>
<td>Year 3</td>
</tr>
<tr>
<td>Semester 1</td>
</tr>
<tr>
<td>Actuarial Modelling I</td>
</tr>
<tr>
<td>Semester 2</td>
</tr>
<tr>
<td>Contingencies</td>
</tr>
</tbody>
</table>

---

1. You can gain waivers from some US Society of Actuaries exams by gaining Part I qualifications via the Bachelor of Commerce.
2. 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.
3. 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.
4. These subjects are required for accreditation as an actuary.
To be successful in business, you have to understand how each component works. The Business major combines subjects from several disciplines, and allows you to develop skills you can use in any industry.

This major is flexible and ensures you can design a course plan that suits your career goals and interests.

It allows you to combine three or more disciplines (or study areas) from within the Commerce degree. For example, you could choose Accounting, Economics and Finance to have a holistic understanding of money and finances.

During second and third year you will continue to explore the broader concepts of business and will have the opportunity to undertake studies from multiple disciplines within the faculty.

Business skills are essential in all industries, and a multidisciplinary approach to problem-solving is desirable to most employers.

**BUSINESS AT MELBOURNE**

You’ll develop skills that can be applied across diverse sectors, including:

- Oral and written communication skills
- Critical analysis and synthesis
- Problem-solving
- Teamwork
- Multidisciplinary training
- Working independently and taking responsibility for your learning.

**BUSINESS SECTORS**

- Management consulting
- Finance
- Professional services firms
- Banking industry

**SAMPLE COURSE PLAN – BACHELOR OF COMMERCE MAJOR IN BUSINESS**

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Introductory Microeconomics</th>
<th>Principles of Finance</th>
<th>Accounting Reports and Analysis</th>
<th>Principles of Management</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>Understanding Planet Earth</td>
</tr>
<tr>
<td>Year 2</td>
<td>Semester 1</td>
<td>Organisational Behaviour</td>
<td>Intermediate Microeconomics</td>
<td>Corporate Financial Decision Making</td>
<td>Hollywood and Entertainment</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Quantitative Methods 2</td>
<td>Intermediate Macroeconomics</td>
<td>Management of Financial Institutions</td>
<td>Rebels and Revolutionaries</td>
</tr>
<tr>
<td>Year 3</td>
<td>Semester 1</td>
<td>Managing Work and Your Career</td>
<td>Computational Economics and Business</td>
<td>Entrepreneurial Finance</td>
<td>Media Psychology</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Managing Strategic Change</td>
<td>Experimental Economics</td>
<td>International Finance</td>
<td>Gothic Fictions</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.
ECONOMICS

#1 in Australia and #23 in the world for Economics and Econometrics
– QS World University Rankings by Subject 2018

Economists study how people choose to allocate resources. They look at the behaviour of individuals, organisations and governments to understand how markets function.

Economics is essential to modern life. It seeks to understand, assess and explain the mechanisms of markets and national economies.

A major in Economics builds problem-solving skills that are applicable to careers in business and government. It will teach you how to analyse and interpret data and will equip you with the tools to find smart solutions for the numerous problems confronting governments and the commercial world.

Three broad areas of study available within the main discipline are:

- Microeconomics
- Macroeconomics
- Econometrics.

Students must complete quantitative studies as part of their degree. Students who are strong in mathematics, or who simply enjoy mathematics, are encouraged to follow the sample course plan below. This is the recommended path for students considering further studies in economics.

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

- Melbourne has trained economists since 1855
- Understand how economic welfare, financial markets and government impact income and wealth creation
- Varied employment opportunities in both the public and private sectors

ECONOMICS SECTORS

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

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>
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</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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<td></td>
<td>Semester 2</td>
<td>Intermediate Macroeconomics</td>
<td>Competition and Strategy</td>
<td>Political Economy</td>
<td>Statistics</td>
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<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>
</tr>
<tr>
<td></td>
<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 major subjects
Elective subjects
Breadth subjects

1. 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.
2. 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.
Finance professionals manage assets to create and grow wealth for investors.

Finance professionals are concerned with the operation of financial markets and the management of the wealth of individuals, institutions, firms and governments. The finance discipline examines how these organisations raise funds to implement investment strategies, and how they allocate these funds to a variety of investment opportunities. 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**
- Study capital markets and financial institutions, investments and financial planning, as well as corporate, personal and real estate finance
- Financial investment advisers and managers earn, on average, over $88 000 per annum, so you’ll be investing in your future career.

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

**FINANCE CAREERS**

<table>
<thead>
<tr>
<th>Your First Job</th>
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<tbody>
<tr>
<td>Adviser</td>
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<tr>
<td>Banker</td>
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<tr>
<td>Planner</td>
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<tr>
<td>Analyst</td>
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<table>
<thead>
<tr>
<th>In 5–10 Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broker</td>
</tr>
<tr>
<td>Consultant</td>
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<tr>
<td>Senior Planner</td>
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<tr>
<td>Trader</td>
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<table>
<thead>
<tr>
<th>In 15–20 Years</th>
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</thead>
<tbody>
<tr>
<td>Partner</td>
</tr>
<tr>
<td>Treasurer</td>
</tr>
<tr>
<td>Chief Financial Officer</td>
</tr>
<tr>
<td>Financial Controller</td>
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</table>

**SAMPLE COURSE PLAN – BACHELOR OF COMMERCE**

<table>
<thead>
<tr>
<th>MAJORS IN FINANCE AND ECONOMICS</th>
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<tbody>
<tr>
<td><strong>Year 1</strong></td>
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<tr>
<td>Semester 1</td>
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<tr>
<td>Semester 2</td>
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<tr>
<td>Semester 1</td>
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<td>Semester 2</td>
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<tr>
<td>Semester 1</td>
</tr>
<tr>
<td>Semester 2</td>
</tr>
<tr>
<td>Principles of Management</td>
</tr>
<tr>
<td>Principles of Property Valuation</td>
</tr>
</tbody>
</table>
Managers bring process and people together to make small or large organisations work. Effective managers lead businesses and organisations in achieving their goals. Studying management equips you with the leadership, analysis, planning and decision-making skills you need to succeed from day one.

You will learn about your own personal effectiveness, how to work in teams, and how to solve real organisational problems. You will understand the principles of making good business decisions, managing business operations, dealing with change, thinking globally, and acting ethically.

Management studies are an ideal starting point if you are seeking a career in a consulting firm, want to advise social enterprises, innovate within an existing organisation, set up your own business, or work in human resource management, international business, operations management or organisational development. A strong understanding of management concepts will also complement studies in other areas such as accounting or finance.

Key management responsibilities include:
- Providing direction through leadership, strategic planning and decision-making
- Recruiting, training and managing staff, and developing the capabilities of the organisation
- Developing efficiency, quality and innovation in operations in a global context.

MANAGEMENT AT MELBOURNE
- Enjoy real-world industry experience through capstone subject opportunities in Melbourne and abroad
- Graduate with career-ready skills, including designing and implementing organisational policies, expertise in employment relations management, strategic planning, persuasive communication and effective negotiation

MANAGEMENT SECTORS
- Management consulting
- Government and not-for-profit organisations
- Human resources
- Operations and supply chain management
- Business process improvement and quality assurance
- Project management
- Organisational development and change

MANAGEMENT CAREERS

YOUR FIRST JOB
BUSINESS PARTNER
CONSULTANT
COORDINATOR

IN 5–10 YEARS
ADVISER
BUSINESS DEVELOPMENT MANAGER
OPERATIONS MANAGER

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>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Quantitative Methods 1</td>
<td>Principles of Marketing</td>
<td>Chinese 2</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2</th>
<th>Semester 1</th>
<th>Organisational Behaviour</th>
<th>Project Management</th>
<th>Business in Asia</th>
<th>Chinese in Context 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>Business Decision Analysis</td>
<td>Brand Management</td>
<td>Entrepreneurial Marketing</td>
<td>Chinese in Context 2</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 3</th>
<th>Semester 1</th>
<th>Management Consulting</th>
<th>Business Ethics</th>
<th>Retail Management</th>
<th>Media Psychology</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>Business Judgement</td>
<td>Neuromarketing</td>
<td>Digital Marketing</td>
<td>Chinese Business and Economy</td>
<td></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 Management major, students must take at least three level 3 management subjects across the discipline.
Marketing is essential to the health of any profitable enterprise, whether in the public or private sector. All organisations engage in marketing activities and must decide on a marketing mix that suits them best. Marketing allows you to manage a brand and contribute to an organisation’s business strategy. This is relevant within large organisations as well as startups or new businesses.

MARKETING AT MELBOURNE

The Marketing major will provide you with the tools and skills you need to build relationships with your audience. It offers strategies that help you understand your customers and successfully target their needs. Marketing studies offer vital skills and knowledge to underpin your career growth, whatever path you choose to take.

Learn the fundamentals of advertising, product and brand management, strategic marketing, market research, relationship marketing, global marketing, electronic marketing and buyer behaviour.

You will have a solid understanding of key marketing tools and goals such as segmentation, positioning, service excellence, sustainable leadership, and customer value, satisfaction and loyalty. You will be strong in planning, managing deadlines, multi-tasking and leading functional teams.

MARKETING SECTORS

- Marketing services
- Market research
- Events and public relations
- Fast-moving consumer goods industries
- Financial services
- Government

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>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Quantitative Methods 1</td>
<td>Principles of Marketing</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2 Semester 1</th>
<th>Organisational Behaviour</th>
<th>Consumer Behaviour</th>
<th>Global Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>Market and Business Research</td>
<td>Strategic Marketing</td>
<td>Corporate Financial Decision Making</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 3 Semester 1</th>
<th>Product Management</th>
<th>Service and Relationship Marketing</th>
<th>Business Ethics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>Advertising and Promotions</td>
<td>Business Judgement</td>
<td>Managing Strategic Change</td>
</tr>
</tbody>
</table>

Core subjects | Marketing major 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 Marketing major, students must take at least three level 3 marketing subjects across the discipline.
CONCURRENT DIPLOMAS

Concurrent diplomas offer another way to develop your interests and discover new opportunities outside of your chosen degree.

FLEXIBLE STUDY OPTIONS

Our diplomas give you many flexible options to enrich and broaden your studies – and if you’re an undergraduate domestic student, you may be eligible to receive the final half of the diploma HECS free. 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 in your undergraduate degree and your diploma, enabling you to complete the degree and the diploma within 3.5 years.

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 LANGUAGES

Languages available: Ancient Greek, Arabic, Chinese, French, German, Hebrew, Indonesian, Italian, Japanese, Latin, Russian and Spanish.

Available to:
Students enrolled in Arts, Biomedicine, Commerce, Design, Music and Science.
Available in some graduate programs (pending permission from graduate program coordinator).

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 the University, you are required to take a Language Placement Test.

ba.unimelb.edu.au/enrich/diploma-languages

DIPLOMA IN MATHEMATICAL SCIENCES

The Diploma in Mathematical Sciences enables you to gain a mathematics qualification while completing an undergraduate degree.

Available to:
Students enrolled in Arts, Biomedicine, Commerce, Design, Music and Science.

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

courses.science.unimelb.edu.au/study/degrees/diploma-in-mathematical-sciences

DIPLOMA IN MUSIC

The Diploma in Music provides the opportunity to further your musical training or explore areas of academic and practical interest in music, while gaining a music qualification alongside your undergraduate studies in another field. The program can be tailored depending on your interests, and provides access to the full range of Conservatorium options.

Available to:
Students enrolled in Arts, Biomedicine, Commerce, Design and Science.

Prerequisites
There are no additional prerequisites once you are enrolled in your undergraduate degree. Some ensemble subjects require an audition, and entry to the music performance stream – involving individual instrumental or vocal lessons – is by recorded audition, submitted in early February.

mcm.unimelb.edu.au/study/degrees/diploma-in-music

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Bachelor of Biomedicine students cannot complete the diploma and the degree within the standard structure and time frame. Consult your course adviser.

Bachelor of Design students majoring in Computing are not permitted to complete the Diploma in Informatics.

Bachelor of Science students who select a major in Computing and Software Systems or Data Science are not permitted to complete a Diploma in Informatics.

Bachelor of Science students who select a major in Mathematics and Statistics or Mathematical Physics or Data Science are not permitted to complete a Diploma in Mathematical Sciences.
YOUR NETWORK

With strong connections to national and international business communities, the Faculty of Business and Economics is a leading provider of business education and research, empowering graduates to become global business leaders.

YOUR EXPERTS
Your academics at the Faculty of Business and Economics are recognised as innovative, expert researchers. They collaborate in international research projects and publish significant works that inform leaders across the globe. Possessing a diverse range of qualifications from some of the world’s leading universities, they also have extensive teaching, research and consulting experience with a variety of institutions.

YOUR PEERS
The Bachelor of Commerce is known for attracting high-achieving students from all over the world who enjoy what the degree offers both within and outside the lecture theatre. With 12 faculty-affiliated clubs and societies for Commerce students, you’ll form lasting friendships, learn new skills and have the opportunity to work on projects which make a real difference to the wider community.

YOUR ALUMNI
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 join a valuable network of peers from all professions the day you start.

YOUR CAMPUS
You’ll study at the Parkville campus, which is located in the heart of Melbourne. Co-location with industry and business fosters engagement with future employers and means you won’t have to look far for inspiration for the next stage of your professional journey.

YOUR CITY
Melbourne has been named the world’s most liveable city seven years in a row, boasting diverse communities, one of the world’s best healthcare systems and a unique, vibrant urban culture. The Parkville campus is only a short stroll away from Melbourne’s famed cobblestone lanes, culinary delights, arts, world-class shopping and dynamic business district.

YOUR FACILITIES
The home of Commerce is ‘The Spot’ - a green-star, purpose-built facility for the University’s Business and Economics students (see page 2). With new student lounges, cafes and our always popular Giblin Eunson Library, you’ll never want to leave.

1 The Economist Intelligence Unit’s annual global liveability survey.
OUR ALUMNI

DINUKA JAYASURIYA
Bachelor of Commerce (Actuarial Studies)
Graduated 2011
Senior Associate, Education and Infrastructure at NAB

“I was able to embrace the University culture and attributes such as academic excellence, comprehensive knowledge across disciplines, leadership in communities and being active global citizens. These skills enabled me to better manage my university life, but also prepared me for my future successes both within and outside my career choice.”

MARISSA SIVANANDAM
Bachelor of Commerce (Accounting and Management)
Graduated 2017
Management Consultant, PwC

“I chose Accounting because of the strong attention to detail and deductive skills that it helps you to develop. Management, on the other hand, 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.”

EWE JIN TAN
Bachelor of Commerce (Economics and Finance)
Graduated 2016
Equities Analyst, Churchill Capital

“One of the highlights of my uni experiences was participating and placing second in the UNIT-Saxo Capital Markets Trading Challenge. This was a two-week national trading competition, allowing me to analyse the macro-economy and implement my own trading strategy in the currency market. The success in this trading challenge motivated me to refine my trading strategy and ultimately trade a live portfolio.”

CYNTHIA DUPES
Bachelor of Commerce (Management and Marketing)
Graduated 2017
Current Melbourne JD student

“For me, studying a Bachelor of Commerce at the University of Melbourne means I’ve achieved things I never thought were possible.”

TIM HOLT
Bachelor of Commerce (Finance and Management), graduated 2014
Master of Finance, graduated 2016
Consultant in Corporate Value Advisory, Deals, PwC

“What I enjoyed most about my course was the fantastic networks I’ve developed and friends I’ve made as a result of being part of the wider community. University is about much more than just going to class.”

HELEN MITCHELL
Bachelor of Commerce (Economics) (Honours)
Graduated 2010
Australian Diplomat, Mexico City

“Studying economics at the University of Melbourne was challenging, engaging, eye-opening and inspiring. I was taught by the highest-quality lecturers and enjoyed the organised yet flexible structure of the Commerce degree.”
University life is not just about going to class and studying for exams. The best way to make the most of your time on campus is by taking advantage of all that the University of Melbourne has to offer, through complementary studies, exchange and study abroad opportunities, or student clubs and societies.

ENHANCE YOUR STUDY

fbe.unimelb.edu.au/students/bcom/enrich

STUDY ABROAD AND EXCHANGE
We encourage all Bachelor of Commerce students to undertake part of your degree overseas. By doing so, you can immerse yourself in a different social, cultural and intellectual scene and add an international perspective to your studies. Our students who have participated in this program have studied at Berkeley (USA), Bocconi (Italy), Cornell (USA) and Lund (Sweden), just to name a few.

mobility.unimelb.edu.au

CAREER MENTORING PROGRAM
The 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 the faculty’s students.

SKILLS WORKSHOPS
The Faculty of Business and Economics Skills Workshops series is a professional development program that aims to develop the non-technical employability skills that you need to participate effectively in the workplace. Delivered by industry experts and based around the Australian Government’s Core Skills for Work Developmental Framework, these workshops will enable you to build and refine the skills and knowledge that employers want.

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 be spending two weeks in an overseas city, working on a genuine business challenge with your peers. In 2017 our students travelled to Singapore, Seoul, Shanghai, Berlin, Santiago and San Francisco, among other places. See page 6 for more details.

FUTURE LEADERS FORUM
This program is open to approximately 120 of our highest-achieving undergraduate students. It aims to provide you with 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
Our case competitions offer opportunities for you to test your business case solving skills, receive training from and network with corporate sponsors, and get hands-on experience as a management consultant. These programs are held in Australia and across the globe, and the faculty offers funding for accommodation and student bursaries to help with additional costs.

UNIMELB STARTUP
The annual UniMelb Startup Competition aims to activate and facilitate student entrepreneurship at the University of Melbourne. It gives you the opportunity to pitch your startup idea to a panel of Australia’s most prominent angel investors and industry experts for feedback and prizes.

STUDENT CLUBS AND SOCIETIES
Our student clubs and societies do amazing work in the student and wider community. They provide members with 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:
- 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.

400+ students travelled overseas as part of their Bachelor of Commerce studies in 2017.

400+ students travelled overseas as part of their Bachelor of Commerce studies in 2017.
“I recently completed my Leaders in the Community Award. I did volunteering work with the Student Union and attended different workshops in topics like personal effectiveness and networking. I also went to the careers and consulting fairs. I think I’ve learned a lot and really enriched my skills and knowledge.”

Jiajun (JJ) Zhang (China)
Bachelor of Commerce
(Finance and Management)
SCHOLARSHIPS

The Melbourne Scholarships Program is one of the most comprehensive and generous in Australia. With over 1200 scholarships available for new and current students – including domestic and international students – there’s likely to be at least one that you are eligible for.

For many of our undergraduate scholarships we’ll assess your eligibility when you apply for your course, so you don’t need to put in a separate application.

As well as starting out with a University scholarship behind you, there are several prizes for academic achievement on offer for Commerce students through the Faculty of Business and Economics. See pages 22–23.

Below, we’ve highlighted one of our most prestigious scholarships for school leavers, but you can check out what we have to offer and find the right scholarship for you at:
scholarships.unimelb.edu.au

MELBOURNE CHANCELLOR’S SCHOLARSHIP

The Melbourne Chancellor’s Scholarship is awarded to talented undergraduate students in recognition of their outstanding academic achievement during their Australian Year 12 or International Baccalaureate (IB).

You deserve the rewards

Would you like to begin your Bachelor of Commerce degree at the University with the security of knowing a graduate place is reserved for you when you finish?

If you’re studying Year 12 in Australia or you’re an Australian citizen studying an Australian Year 12 or IB overseas, you could be eligible for our Melbourne Chancellor’s Scholarship.

Benefits

For domestic students:

- Living allowance for the standard full-time duration of the undergraduate degree and concurrent diploma with a value of:
  - $5000 per year if you completed high school in Victoria
  - $10 000 per year if you completed high school outside Victoria.
- Melbourne Global Scholars Award for an approved period of overseas study as an exchange or study abroad student
- Guaranteed Commonwealth Supported Place in a professional masters degree if you meet the prerequisite and entry requirements for the masters.

For international students:

- A 50 per cent tuition fee remission for the standard full-time duration of an undergraduate degree
- Melbourne Global Scholars Award for an approved period of overseas study as an exchange or study abroad student
- Guaranteed international full-fee place in a professional masters degree if you meet the prerequisite and entry requirements for the masters.

Eligibility

To be considered for this scholarship, you must:

- Be one of the following:
  - A domestic or international student who completed an Australian Year 12 or the IB in Australia, or
  - An Australian citizen who completed an Australian Year 12 or the IB outside Australia

- Have applied for a University of Melbourne undergraduate course via VTAC for commencement in the year following completion of an Australian Year 12 or IB
- Not have previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program).

Selection

The Melbourne Chancellor’s Scholarship is awarded on the basis of merit and guaranteed to all students who satisfy the undergraduate course prerequisites and:

- Achieve an ATAR of at least 99.90, or
- Intend to undertake the Bachelor of Music and achieve an ATAR of at least 99.85 and achieve an audition score of A+, or
- Are of Indigenous Australian descent and achieve an ATAR of at least 90.00.

Application

Eligible students who have applied for admission to the University via VTAC will be automatically considered.

Outcome

The first offers are made a few days after the Victorian Year 12 ATAR results are released in December. Further offers are made in January and February to students who have completed the IB or Year 12 outside Victoria.

Scholarship offers do not represent an offer for admission to a University of Melbourne undergraduate degree. Course offers are made separately through VTAC.

chancellorscholars.unimelb.edu.au

Some exclusions apply. For a list of applicable courses, go to: chancellorscholars.unimelb.edu.au
Access Melbourne can help you gain a place in the Bachelor of Commerce, or one of our other undergraduate degrees, even if your ATAR is below the selection rank normally required for an offer (subject to meeting course prerequisites). You may also be eligible for guaranteed entry or an Access Scholarship.

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 2018, 30 per cent of our domestic undergraduate students were eligible for Access Melbourne, and demonstrated that, because of personal circumstances, their ATAR was not fully reflective of their real potential.

GET A GUARANTEED PLACE

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

For 2018, the guaranteed ATAR for Commerce via Access Melbourne was 88.00 (83.00 for Indigenous students). Guaranteed ATARs for entry in 2019 will be published in June 2018 at:

access.unimelb.edu.au

HOW TO APPLY

Lodge a Special Entry Access Scheme (SEAS) application via VTAC at vtac.edu.au for one or more of the following Access Melbourne categories:

- Disadvantaged financial background
- Applicants from rural or isolated areas
- Under-represented school
- Difficult circumstances
- Disability or medical condition
- Non-English speaking background
- Recognition as an Indigenous Australian
- Mature-age consideration (non-school leaver entry pathway).

PATHWAY TO COMMERCE

If you’re a domestic student, you 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 DiGS subjects and meet the maths prerequisites. The program, based at Dookie campus, gives you the opportunity to study commerce, agriculture, design or science. To be eligible for the guarantee, you must also be eligible for Access Melbourne at the time you apply for the diploma.

fvas.unimelb.edu.au/digs

ACCESS SCHOLARSHIPS

Approximately 200 Access Melbourne students every year also receive an allowance of $5000 per year (paid in half-yearly instalments) for the normal, full-time duration of the course. Every Indigenous student who enrolls in Semester 1 2019 is guaranteed 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 Access scholarships for students that apply through the Special Entry Access Scheme (SEAS). See page 22 for further details.

1 Percentage is based on start-year intake.
2 Students without a 25 in VCE Mathematical Methods Units 3 and 4 must meet the maths prerequisite in some other way. For example, UoM Calculus and Probability online or Unilearn Senior Mathematics.
3 The offer does not include the cost of the accommodation. Places are limited, so apply early to avoid disappointment.
# 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>• Membership in a student peer network, including cross-cohort activities</td>
<td>All first-year</td>
<td>• Students selected into the Bachelor of Commerce who are awarded a faculty scholarship on the basis of their SEAS-based faculty scholarship will automatically be awarded a place in the Abernethy Scholars Program</td>
</tr>
<tr>
<td></td>
<td>• Exclusive access to some of the faculty’s key experiential programs</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Group mentoring by Professor Margaret A Abernethy, Sir Douglas Copland Chair of Commerce and former Dean of the Faculty of Business and Economics</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Exclusive professional development opportunities</td>
<td></td>
<td></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</td>
</tr>
<tr>
<td></td>
<td>• Eligible for Access Melbourne</td>
<td></td>
<td>• Submit a SEAS application via VTAC</td>
</tr>
<tr>
<td></td>
<td>• Have applied to International House online</td>
<td></td>
<td>• Selection is based on academic merit, location of secondary school attended and documented disadvantage</td>
</tr>
<tr>
<td></td>
<td>• Automatically considered for SEAS applications via VTAC</td>
<td></td>
<td>• Apply online: <a href="https://fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
<tr>
<td>Commerce Opportunity Bursaries*</td>
<td>• Annual payment of $15 000 for three years, totalling $45 000</td>
<td>3</td>
<td>• Australian citizen residing in Victoria</td>
</tr>
<tr>
<td></td>
<td>• Eligible for Access Melbourne</td>
<td></td>
<td>• Selection is based on academic merit and documented financial or other disadvantage</td>
</tr>
<tr>
<td></td>
<td>• Automatically considered for SEAS applications via VTAC</td>
<td></td>
<td>• Apply online: <a href="https://fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
<tr>
<td>Dawn Wade Scholarship*</td>
<td>• Residency at International House for three years, to the maximum value of $28 000 per year</td>
<td>1</td>
<td>• Australian citizen who completed secondary school in a rural or isolated area</td>
</tr>
<tr>
<td></td>
<td>• Eligible for Access Melbourne</td>
<td></td>
<td>• Submit a SEAS application via VTAC</td>
</tr>
<tr>
<td></td>
<td>• Have applied to International House online</td>
<td></td>
<td>• Selection is based on academic merit and documented residence in a rural or isolated area</td>
</tr>
<tr>
<td></td>
<td>• Automatically considered for SEAS applications via VTAC</td>
<td></td>
<td>• Apply online: <a href="https://fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></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</td>
</tr>
<tr>
<td></td>
<td>• Eligible for Access Melbourne</td>
<td></td>
<td>• Selection is based on academic merit and documented financial or other disadvantage</td>
</tr>
<tr>
<td></td>
<td>• Automatically considered for SEAS applications via VTAC</td>
<td></td>
<td>• Apply online: <a href="https://fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
<tr>
<td>First in the Family Scholarships*</td>
<td>• Annual payment of $10 000 for three years, totalling $30 000</td>
<td>6</td>
<td>• Australian citizen or permanent resident</td>
</tr>
<tr>
<td></td>
<td>• Be the first in their family to attend university</td>
<td></td>
<td>• Submit a SEAS application via VTAC</td>
</tr>
<tr>
<td></td>
<td>• Automatically considered for SEAS applications via VTAC</td>
<td></td>
<td>• Apply online: <a href="https://fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
<tr>
<td>Melbourne Chancellor’s Scholarship — Copland Program</td>
<td>• Mentoring by a senior business leader</td>
<td>All Bachelor of Commerce Chancellor’s Scholarship recipients</td>
<td>• Entry into the Melbourne Chancellor’s Scholarship (see page 20).</td>
</tr>
<tr>
<td></td>
<td>• Invitations to special faculty events</td>
<td></td>
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<tr>
<td></td>
<td>• Membership of a cohort of high-achieving students</td>
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<tr>
<td></td>
<td>• Access to a student peer network, including cross-cohort activities and a series of alumni events</td>
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<tr>
<td></td>
<td>• Invitations to the faculty’s key experiential programs</td>
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<tr>
<td></td>
<td>• Group mentoring by Professor Paul Jensen, Deputy Dean of the Faculty of Business and Economics</td>
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</tr>
<tr>
<td></td>
<td>• Exclusive professional development opportunities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Andrew J Nash First in Family Scholarship</td>
<td>• Annual payment of $10 000 for three years, totalling $30 000</td>
<td>1</td>
<td>• Australian citizen or permanent resident</td>
</tr>
<tr>
<td></td>
<td>• Be the first in their family to attend university</td>
<td></td>
<td>• Submit a SEAS application via VTAC</td>
</tr>
<tr>
<td></td>
<td>• Automatically considered for eligible students</td>
<td></td>
<td>• Apply online: <a href="https://fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
</tbody>
</table>

Based on the number of each of these scholarships awarded for 2018.
COMMERCE SCHOLARSHIPS (INTERNATIONAL)

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
</table>
| A G Whitlam International Undergraduate Merit Scholarship | • 50% fee remission for the duration of the course (up to three years)   | 5                | • Be a citizen from one of the designated countries (for Semester 1: Sri Lanka and Bangladesh; for Semester 2: India, Vietnam and Bangladesh)  
  • Have 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 will be automatically considered, with no separate application process |
| Bachelor of Commerce Global Scholarships              | • 20% fee remission for the duration of the course (up to three years)   | 50               | • Have 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 Scholarships      | • 50% fee remission for the duration of the course (up to three years)   | 8                | • You must have attended one of these 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  
  • Singapore Polytechnic, Singapore  
  • Temasek Polytechnic, Singapore  
  All partner institution Bachelor of Commerce applicants are automatically considered |

Based on the number of each of these scholarships awarded for 2018.
Melbourne Commerce graduates are known for their solid understanding of business issues and processes, their resourcefulness, and their problem-solving and leadership skills. They are 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
- 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?**

Many of our students secure their desired position soon after completing their course – or even while they are still studying. Some of our recent graduates are now working at:

- Accenture
- AMP Limited
- ANZ, Commonwealth Bank, NAB and Westpac
- BHP Billiton
- Citigroup
- Country Road
- Deloitte
- EY
- Goldman Sachs
- IBM
- KPMG
- Kraft Foods
- Lazard
- Lion
- Macquarie Group
- Moore Stephens
- Morgan Stanley
- Parliament of Victoria
- Pitcher Partners
- PwC
- Singapore Airlines
- Telstra
- Unilever.

A degree from Australia’s number one university is your ticket to an extraordinary future.
20% of BCom graduates work at EY, Deloitte, KPMG, PwC or NAB within four months of graduating.
– Graduate Outcomes Survey

“Some of my most beloved memories of my time at Melbourne include spending 30 hours at a time in the FBE building preparing for case competitions, with wonderfully wacky friends, and basking in the sunshine on South Lawn during society BBQs.”

Jordanna Solomon (Australia)
Bachelor of Commerce (Finance and Marketing) 2013–2016
Associate, Macquarie Group
YOUR NEXT STEPS

Graduate study is an investment in your future. Choose Melbourne and join the best and brightest students as you pursue your passion and develop your career.

HONOURS
Honours is an additional (fourth) year of specialised study in one commerce area. Honours will help you develop research and professional skills and gain in-depth knowledge of your discipline. Honours is only offered in the Accounting, Finance, Economics and Actuarial Studies majors.

GRADUATE STUDY
We believe that personal satisfaction and career success are inextricably linked. That’s why we encourage you to pursue your passion and become a master of your chosen field through specialist graduate study following your undergraduate degree.

In the competitive global employment market, a graduate qualification sets you apart as someone who is looking to advance and lead, with the skills and knowledge to succeed. Through graduate study you will learn how to be a leader in your field and open up a wide range of career opportunities and earning potential.

Other graduate study areas in business and economics include:
- Accounting
- Actuarial studies
- Applied econometrics
- Business administration (including the Master of Business Administration)
- Business analytics
- Business management
- Entrepreneurship
- Economics
- Finance
- Human resource management
- International business
- Marketing.

mbs.unimelb.edu.au

GUARANTEED ENTRY
Pathways based on your secondary school and university performance
In addition to making you an undergraduate course offer, the University can also guarantee you a place in the graduate course of your choice, so you’ll have the added security of knowing a place is reserved for you. If you complete secondary school in Australia, guaranteed entry is available for most graduate degrees, depending on the ATAR/notional ATAR you achieve.

Guaranteed pathways to graduate study are only available to students who complete their undergraduate degree at the University of Melbourne. Eligibility is based on your performance in your undergraduate degree, and completion of prerequisite subjects (if any).

MORE GRADUATE OPTIONS
The University also offers a range of other graduate degrees outside the business and economics fields, including:
- Executive Master of Arts
- Juris Doctor (Law)
- Master of Architecture
- Master of Journalism
- Master of Nursing Science
- Master of Psychology
- Master of Public Health
- Master of Social Work
- Master of Teaching.

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 2018. Eligible students must enrol in a University of Melbourne undergraduate degree immediately following Year 12, or be granted a deferral by the University.

Domestic students applying for the Master of Engineering, Information Systems or Information Technology who complete a University bachelor’s degree and meet course entry requirements with a weighted average mark of at least 65% are guaranteed a CSP regardless of their ATAR.

Some exclusions apply. For the list of applicable courses, see: futurestudents.unimelb.edu.au/guaranteed-entry

ATAR OF 99.90+
A guaranteed place in the graduate degree of your choice, subject to meeting the prerequisites. The guarantee applies to our professional entry masters degrees, including the University’s flagship graduate degrees such as the Juris Doctor (Law), Doctor of Medicine, Master of Engineering and Master of Architecture.
No minimum grade is required in your undergraduate degree.
You may also be eligible for the Melbourne Chancellor’s Scholarship for your undergraduate degree – see page 20.

ATAR OF 94.00–99.85
You may be eligible for a range of other guarantees, including for the Master of Teaching, Master of International Relations and Master of Food Science.
To see all your options, go to:
futurestudents.unimelb.edu.au/guaranteed-entry

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 2018. Eligible students must enrol in a University of Melbourne undergraduate degree immediately following Year 12, or be granted a deferral by the University.

Domestic students applying for the Master of Engineering, Information Systems or Information Technology who complete a University bachelor’s degree and meet course entry requirements with a weighted average mark of at least 65% are guaranteed a CSP regardless of their ATAR.

Some exclusions apply. For the list of applicable courses, see: futurestudents.unimelb.edu.au/guaranteed-entry
Did you know that, on average, Australians with a graduate degree earn $26,000 more than those with an undergraduate degree? And many employers prefer to promote those with a graduate qualification.

The Melbourne Model offers a true graduate school experience, with over 400 courses to choose from including law, engineering, medicine, architecture, psychology and teaching – just to name a few!

A professional graduate degree can be a life-changing option, equipping you with specialised cognitive and technical skills – and an internationally recognised qualification.

Flexibility and choice are at the heart of the Melbourne Model. We’ve provided you with some examples of popular pathways here, but these are just a small sample of the hundreds of undergraduate and graduate study combinations you can follow. Which means you can ensure your pathway will set you up to be the specialist that employers need.

To view our full suite of graduate courses, visit: coursesearch.unimelb.edu.au/grad

### LAW

**UNDERGRADUATE DEGREE**

- Any undergraduate degree except Law

**GRADUATE DEGREE**

- The Melbourne JD (Juris Doctor)

**YOUR CAREER**

- Lawyer

#### Entry requirements

- An undergraduate degree in a discipline other than law, or a law degree from a different legal system.
- Melbourne Law School considers each application individually and in its entirety. Selection is based on performance in two areas:
  - Academic performance from all previous tertiary studies
  - Law School Admission Test (LSAT) score and essay.

[law.unimelb.edu.au/study/jd](law.unimelb.edu.au/study/jd)

### ENGINEERING

**UNDERGRADUATE DEGREE**

- Commerce

**GRADUATE DEGREE**

- Master of Engineering or Master of Engineering (with Business)

**YOUR CAREER**

- Engineer

#### Entry requirements

To become an accredited engineer, you can start with the Bachelor of Commerce and progress to the three-year Master of Engineering.

To enter the Master of Engineering, you’ll need:

- 2 x maths subjects, Calculus 2 and Linear Algebra (or equivalent)
- 2 x first-year science subjects, related to the engineering stream you want to study (for example, if you’re interested in chemical engineering, take chemistry. For electrical engineering, study physics)
- A weighted average mark of 65%.

You can take these four required subjects as breadth during your Commerce degree. First, you’ll take one maths and two science subjects as breadth. Then, you can study the second maths subject as an extra subject via the Community Access Program (CAP), free of charge.

[eng.unimelb.edu.au/study/degrees](eng.unimelb.edu.au/study/degrees)

### PROPERTY

**UNDERGRADUATE DEGREE**

- Commerce

**GRADUATE DEGREE**

- Master of Property

**YOUR CAREER**

- Property analyst

#### Entry requirements

An undergraduate degree in a relevant area with a weighted average mark of at least 65%, or equivalent to the University of Melbourne grading scheme, and

- A personal statement of up to 500 words outlining relevant prior study and work experience, and motivation to undertake the program
- The Selection Committee may conduct interviews or tests and may call for referee reports and employer references to clarify any of the points above.

Meeting the minimum entry requirements is not a guarantee of entry.


---

1. Postgraduate Destinations 2015, Graduate Careers Australia.
2. The University’s breadth rules allow students to complete a maximum of 37.5 points (equivalent to three subjects) of first-year (level 1) breadth subjects. This allows Commerce students to take Calculus 2 and two science subjects as breadth.
3. For students who have completed Calculus 2 and two relevant science subjects and have a weighted average mark of 65%, Melbourne School of Engineering will cover the cost of the fourth subject, Linear Algebra, to be taken as CAP.
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. Full details about the VTAC application process can be found at:
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 the VCE, an Australian Year 12 or IB in Australia must apply through VTAC for Semester 1 entry.

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

For a step-by-step guide on how to apply, visit:
futurestudents.unimelb.edu.au/admissions/applications

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. For full details about tuition fees, visit:
futurestudents.unimelb.edu.au/admissions/fees
ENTRY REQUIREMENTS

<table>
<thead>
<tr>
<th>Qualification</th>
<th>Bachelor of Commerce</th>
<th>Commerce (Melbourne Chancellor’s Scholarship)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australian Year 12</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Domestic students: 2019 minimum ATAR</td>
<td>93.00</td>
<td>99.90</td>
</tr>
<tr>
<td>Domestic students: 2018 lowest selection rank to</td>
<td>93.05</td>
<td>99.90</td>
</tr>
<tr>
<td>which an offer was made</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Domestic students: 2019 guaranteed ATAR</td>
<td>95.00</td>
<td>99.90</td>
</tr>
<tr>
<td>International students: 2019 guaranteed ATAR</td>
<td>94.00</td>
<td>99.90</td>
</tr>
<tr>
<td>VCE (Units 3 and 4) prerequisite subjects</td>
<td></td>
<td></td>
</tr>
<tr>
<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>
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<tr>
<td>International Baccalaureate (IB) Diploma</td>
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<td></td>
</tr>
<tr>
<td>International students: 2019 guaranteed IB score</td>
<td>36</td>
<td>99.90 (notional ATAR)</td>
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<tr>
<td>IB prerequisite subjects</td>
<td></td>
<td></td>
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<tr>
<td>English and Mathematics (or Further Mathematics)</td>
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<tr>
<td>GCE A Levels/Singapore A Levels</td>
<td></td>
<td></td>
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<tr>
<td>International students: 2019 guaranteed score</td>
<td>ABB</td>
<td></td>
</tr>
<tr>
<td>A Level prerequisite subjects</td>
<td></td>
<td>Not available to A Levels students</td>
</tr>
<tr>
<td>Mathematics or Further Mathematics and an accepted AS Level English subject.</td>
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<td></td>
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<tr>
<td>Trinity College Foundation Studies</td>
<td></td>
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<tr>
<td>International students: 2019 guaranteed score</td>
<td>36</td>
<td></td>
</tr>
<tr>
<td>TCFS prerequisite subjects</td>
<td></td>
<td>Not available to TCFS students</td>
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<tr>
<td>EAP, English, Mathematics 1 and History of Ideas.</td>
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<tr>
<td>The actual standard required may be higher depending on the demand for the course and the number of Commonwealth Supported Places (CSP) available.</td>
<td></td>
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<tr>
<td>Applicants 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, applicants will incur the cost of undertaking an additional Mathematics subject through the University’s Community Access Program (CAP).</td>
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<tr>
<td>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.</td>
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</tr>
<tr>
<td>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 (K2) is also accepted. A minimum grade of C is required in prerequisite AS and A Level subjects.</td>
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</tbody>
</table>

1. 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.
2. Students who achieve an ATAR or notional ATAR of 99.90 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).
3. 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.
4. International students: The University guarantees admission to a course when an international student achieves the required score, meets prerequisite studies, satisfies the English language requirements and there are still places available in the course at the time of acceptance. If you do not meet the guaranteed score your application will not be considered for entry, except for recipients of the Bachelor of Commerce Global Scholarship who may be admitted with a lower entry score. Guaranteed scores apply only if no further study has been undertaken after completion of one of these programs. 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.
5. Applicants 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, applicants will incur the cost of undertaking an additional Mathematics subject through the University's Community Access Program (CAP).
6. 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.
7. 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 (K2) is also accepted. A minimum grade of C is required in prerequisite AS and A Level subjects.
There's a lot you can do in high school to get a feel for studying Commerce at the University of Melbourne.

UNIVERSITY OF MELBOURNE EXTENSION PROGRAM

The University of Melbourne Extension Program (UMEP) allows you to study a university subject (such as Economics) during Year 12. Most classes are held at our Parkville campus, where you will study alongside first-year university students. You will have access to the library network and receive a University of Melbourne student card and email account.

If you enrol in a University of Melbourne undergraduate degree after finishing Year 12, you could receive credit for the subjects you completed as part of your Extension Program studies (without any university tuition fees).

Plus, your Extension Program studies can contribute to your ATAR as a fifth or sixth VCE subject. Depending on your mark, three to five points will be added to your ATAR aggregate (the score used to calculate your final ATAR).

futurestudents.unimelb.edu.au/umep

KWONG LEE DOW YOUNG SCHOLARS PROGRAM

The Kwong Lee Dow Young Scholars Program is an academic enrichment program designed to support high-achieving Victorian Year 11 and Year 12 students, and select secondary students living close to the New South Wales and South Australian borders.

If you’re an eligible domestic Kwong Lee Dow Young Scholar, you’ll be guaranteed an undergraduate place in Commerce, Arts, Biomedicine, Design or Science at the University of Melbourne in the year following Year 12 if you:

• Achieve an ATAR or notional ATAR of 95.00 (90.00 if your school is considered an under-represented school in the year of application)
• Meet all course prerequisites.

Plus, you’ll be eligible for relocation allowances and study abroad scholarships, as well as access to the University library and a range of networking events while still at school.

futurestudents.unimelb.edu.au/kld

VCE SUMMER SCHOOL

The VCE Summer School (VCESS) is a two-week tutoring program that takes place in January and aims to help high school students from disadvantaged backgrounds gain a head start on their final years of education. It’s run by students for students, with a particular 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 2019 program will take place at the University of Melbourne’s Parkville campus.

umsu.unimelb.edu.au/getinvolved/summerschool/

ON-CAMPUS EVENTS

If you want to explore our campus and meet staff and students from the Bachelor of Commerce, we have plenty of events throughout the year you can attend. My Melbourne Future, Open Day and Course Information Day are just a few. You can see all upcoming events here:

futurestudents.unimelb.edu.au/explore/events
“After attending a UniMelb VCE revision lecture in Year 11, I became fascinated with the University of Melbourne. Since starting uni, I have been volunteering with the Student Welfare Outreach Team (SWOT), an initiative run by current University of Melbourne students. SWOT is a volunteer tutoring program for disadvantaged and under-represented high school students in Melbourne.”

Mazen Elsabroty (Australia)
Bachelor of Commerce (Economics and Finance) (Honours)
Concurrent Diploma in Mathematical Sciences
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 at:
futurestudents.unimelb.edu.au/connect

OPEN DAY

Sunday 19 August 2018
10am–4pm
Parkville and Southbank campuses
openday.unimelb.edu.au