"The University has allowed me to engage with like-minded and passionate professionals in their fields, 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
Majors in Economics and Finance
WHY CHOOSE MELBOURNE?

Many people know that the University of Melbourne is ranked number one in Australia, but you may not know why.

We are one of the world’s finest universities. Employers worldwide seek out our graduates. Our students succeed at the highest levels, and in more than one domain.

Our degrees aren’t like most others you will find in Australia. They are aligned with those offered by many top institutions worldwide. We call it the Melbourne Model.

You’ll start with one of our undergraduate degrees. You can then choose to join the workforce, or specialise at graduate level – gaining a combination of undergraduate and graduate qualifications that will help you stand out from the crowd.

We want you to create your own unique Melbourne experience, with the power to choose your direction and keep exploring new options. This is important in a world where careers are changing fast and employers value independent thinking.

You’ll have opportunities to study at partner institutions around the world, and to take advantage of our partnerships and connect with brilliant minds who can offer you new perspectives. 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.

The University of Melbourne offers learning that stimulates, challenges and fulfils the potential of excellent students from around the globe, leading to personal development, meaningful careers and profound contributions to society.

That’s why some of the world’s most ambitious minds choose Melbourne.
A commerce degree equips you with the skills to solve key business challenges and make a difference to society, policy and organisations. If you enjoy working with numbers, thinking about what motivates people and understanding global trade, Commerce may be right for you.

**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 FROM THE BEST IN BUSINESS**

Your academic experts at 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**

While many Commerce graduates will choose to develop their expertise at honours or masters level, the degree also prepares graduates to go straight into the workforce after three years. Some students even secure a desired graduate position while they are still studying through in-company internships.

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**WHY CHOOSE COMMERCE?**

34% OF BCOM GRADUATES WORK AT EY, DELOITTE, KPMG, PWC OR NAB WITHIN FOUR MONTHS OF GRADUATING.

Graduate Outcomes Survey, 2018
MAKING IT IN SILICON VALLEY

A desire to ride the tech wave has taken Bachelor of Commerce alumnus David Bicknell from banking graduate to working for Facebook in San Francisco.

“I went from school straight into university. It was really enlightening for me – being surrounded by people from different backgrounds, doing different things. I loved being a part of university life,” he says.

After doing a summer internship at PwC while at university, he joined Macquarie Capital upon graduation, where he climbed the ranks for close to 10 years.

He was working for Macquarie in Canada when he decided to investigate the tech industry more seriously. “San Francisco seemed to be at the forefront, so I started reaching out to my network for advice and job referrals. It was possibly naïve to follow my passions, but that’s what I did,” he says.

For any professionals or young graduates interested in riding the tech wave or moving to Silicon Valley, he has a few words of advice:

“Diversity of experience is so valuable – working with different people, in different roles, in different locations, and learning how different companies operate. Over time this can yield many hard-won lessons and insights that can give you the confidence to take on hard questions and challenges and find logical paths through to informed decisions. I always look for this in candidates I speak with, as well as an understanding of what has guided them through their journey to this point.”

David Bicknell (Australia)
Bachelor of Commerce
Infrastructure Finance Director, Facebook, San Francisco
University of Melbourne Commerce graduates enjoy challenging and rewarding careers in a diverse range of industries, in Australia and overseas.

AN OUTSTANDING REPUTATION
Melbourne Commerce graduates are known for their strong 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
- 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:
- 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.
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

DINUKA JAYASURIYA
Bachelor of Commerce (2011)
Major in Actuarial Studies
Senior Associate, Infrastructure & Utilities at Westpac

“I embraced Melbourne’s culture and attributes, such as academic excellence, comprehensive knowledge across disciplines, community leadership and global citizenship. These enabled me to make the most of uni and prepared me for future successes, both within and outside my career choice.”

MARISSA SIVANANDAM
Bachelor of Commerce (2017)
Majors in Accounting and Management
Management Consultant, 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.”

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

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

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.”

FERNANDO TAMAYO
Bachelor of Commerce (2017)
Major in Economics
Founder, YAQUA

“Launching the Melbourne Microfinance Initiative (MMI) was one of the best experiences of my uni life. It was where I learned what I really wanted to do and what my capabilities are. Without MMI I wouldn’t have started YAQUA. The great thing about university is making the most of the time you have there and discovering yourself, because those three years go really fast. Personally, I hope to come back here and study more.”

ELIZABETH SMITH
Bachelor of Commerce (2016)
Majors in Marketing and Economics
Signature Line Inventory Coordinator, Mecca Brands

“I gained a lot from my time studying overseas. I did a summer semester in South Korea and a subject in Taiwan. I’m still friends with people I met there, and the things that I learned about sales, marketing and economics stuck with me. Looking at things on a bigger scale really opened my eyes to understanding people and how we all kind of fit together.”
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.

**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 10–18.

Commerce majors are:
- 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.

**CAPSTONE SUBJECTS**
Taken in the final year of your degree, capstone subjects give you a feel for working in industry and help you develop your practical business skills and networks. Options in the Bachelor of Commerce include:

- **Management Consulting**: As part of a multidisciplinary team, work with a Melbourne-based client on a real business project over the semester.
- **Global Management Consulting**: Travel overseas and work with a client on a two-week consulting project.
- **Business Judgement**: Simulation tasks and case analyses will challenge you to form and act upon judgements around strategic directions, marketing priorities and entrepreneurial opportunities.

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

Use breadth to explore creative interests or topics you have always been curious about, or use it to improve your career prospects by complementing your major with a language, communication skills or technological expertise. ‘Breadth tracks’ (groups of breadth subjects taken throughout your degree) may even qualify you for graduate study in a field that’s very different from your major.

**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 22–23 to find out where your degree could lead.
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 2020: ATAR 93.00, IB 36
Guaranteed entry 2020: ATAR 95.00

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

PREREQUISITE SUBJECT
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. A number of majors or specialisations within some majors 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 Spot (pictured) is home to the Faculty of Business and Economics.
MAJOR IN ACCOUNTING

Accounting enables evidence-based business and investment decisions. Combining tools of measurement and valuation with the art of communication, it exposes past performance and reveals future potential.

Accountants are highly valued professionals who operate in dynamic, technology-rich environments in every industry. They are strategic advisers and business partners working with business issues and processes. Their analytical reasoning and data skills equip them to make sound and savvy business decisions.

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

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 MAJORS IN ACCOUNTING AND FINANCE

<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>
</thead>
<tbody>
<tr>
<td></td>
<td>Introductory Microeconomics</td>
<td>Accounting Reports and Analysis</td>
<td>Principles of Finance</td>
<td>Principles of Business Law</td>
<td>Introductory Microeconomics</td>
<td>Quantitative Methods 1</td>
</tr>
<tr>
<td></td>
<td>Financial Accounting Theory</td>
<td>Enterprise Performance Management</td>
<td>Accounting Information: Risk and Controls</td>
<td>Business Forensics and Fraud</td>
<td>Auditing and Assurance Services</td>
<td>Derivative Securities</td>
</tr>
<tr>
<td></td>
<td>Auditing and Assurance Services</td>
<td>Enterprise Performance Management</td>
<td>Investments</td>
<td>Basic Econometrics</td>
<td>Asian Capital Markets</td>
<td>Taxation Law</td>
</tr>
</tbody>
</table>

These breadth subjects are required for accounting accreditation.

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
One of the highlights of my experience as a Bachelor of Commerce student so far is participating in the Global Management Consulting subject. As part of a diverse, student-led team, I worked alongside PwC’s global strategy consulting team on a research thesis focused on the impact of a cashless economy in Singapore.

“It was my first time working in a professional setting – an invaluable opportunity to learn from highly experienced consultants, understand the importance of advisers to clients, and experience working in a fast-paced environment. Utilising a data-driven approach, I performed detailed quantitative analysis and industry-specific research to deliver effectively and form decisions in the absence of perfect information. By immersing myself in a different culture I was also able to expand my awareness and introduce myself to greater diversity.

“Through this experience I have honed skills in analytical problem-solving and attention to detail, as well as a strong work ethic. Not only was this experience crucial for my professional development, it was also particularly important for my personal development.”

Vivien Low (Australia)
Bachelor of Commerce
Majors in 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

<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>Accelerated Mathematics 1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Introductory Financial Accounting</td>
<td>Introduction to Actuarial Studies</td>
<td>Accelerated Mathematics 2</td>
</tr>
<tr>
<td>Year 2</td>
<td>Semester 1</td>
<td>Probability</td>
<td>Organisational Behaviour</td>
<td>Financial Mathematics I</td>
<td>Intermediate Macroeconomics</td>
</tr>
<tr>
<td>Year 3</td>
<td>Semester 1</td>
<td>Actuarial Modelling I</td>
<td>Actuarial Modelling II</td>
<td>Financial Mathematics III</td>
<td>Sport, Education and the Media</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Contingencies</td>
<td>Actuarial Statistics</td>
<td>Models for Insurance and Finance</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. From 2020, new subjects will be taught to align with new professional syllabus.

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.

These elective subjects are required for accreditation as an actuary.

YOUR FIRST JOB

Actuarial Analyst
Pricing Associate
Portfolio Analyst

IN 5–10 YEARS

Actuarial Consultant
Data Engineer
Insurance Pricing Manager

IN 15–20 YEARS

Head of portfolio strategy
Head of Pricing and Profitability
Life Insurance Appointed Actuary
MAJOR IN BUSINESS

To be successful in business, you must 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 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
- Banking industry
- Finance
- Management consulting
- Professional services firms

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>

#1 IN AUSTRALIA,
#20 IN THE WORLD
FOR BUSINESS AND MANAGEMENT

QS World University Rankings by Subject 2019

YOUR FIRST JOB

Coordinator
Analyst
Adviser

IN 5–10 YEARS

Director
Manager
Consultant

IN 15–20 YEARS

General Manager
Operations Manager
Chief Executive Officer

Core subjects Business 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.
MAJOR IN ECONOMICS

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 16.

ECONOMICS AT MELBOURNE

- The University of 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

- 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>
</tr>
<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>
</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>

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.
“I chose the University of Melbourne because of the broad range of paths a Bachelor of Commerce provides. When coming into the degree I was unsure of where I wanted to go in my career. Melbourne’s enrichment programs paired with valuable mentorship and diverse subject offerings allowed me to discover the right path and tangible ways to achieve my goals.

“In particular, my experience at the 2018 OECD (Organisation for Economic Cooperation and Development) Forum in Paris as part of the Global Voices Scholarship has inspired me to pursue a career in public policy. My week in Paris included meetings with high-ranking officials such as the Deputy Secretary General of the OECD Masamichi Kono and hearing speeches from world leaders such as President Emmanuel Macron. These international experiences highlight how small the world becomes through the opportunities the BCom provides.”

Jack Darymple (Australia)
Bachelor of Commerce
Majors in Economics and Finance
MAJOR IN FINANCE

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

They are concerned with the operation of financial markets and the management of the wealth of individuals, institutions, firms and governments. The Finance major examines how 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

- 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

| Year 1 | Semester 1 | Introductory Microeconomics | Accounting Reports and Analysis | Quantitative Methods 1 | Principles of Management |
| Year 1 | Semester 2 | Introductory Macroeconomics | Principles of Finance | Principles of Marketing | Australia in the Wine World |
| Year 2 | Semester 1 | Organisational Behaviour | Corporate Financial Decision Making | Intermediate Microeconomics | Principles of Property |
| Year 2 | Semester 2 | Econometrics 1 | Intermediate Macroeconomics | Introduction to Real Estate Analysis | Principles of Property Valuation |
| Year 3 | Semester 1 | Investments | Street Finance | Microeconomics | Property Resource Analysis |
| Year 3 | Semester 2 | Derivative Securities | Econometrics 2 | Experimental Economics | Property Management |

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.

Australian Government Job Outlook 2019
MAJOR IN MANAGEMENT

Managers bring process and people together to make organisations work. Effective managers lead businesses 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 is an ideal starting point if you are seeking a career in a consulting firm, advising social enterprises, innovating within an existing organisation, setting up your own business, or working in areas such as human resource management, international business, operations management and 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, employment relations management, strategic planning, persuasive communication and effective negotiation

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

SAMPLE COURSE PLAN – BACHELOR OF COMMERCE

| Year 1 | Semester 1 | Introductory Microeconomics | Accounting Reports and Analysis | Principles of Finance | Chinese 1 |
| Year 1 | Semester 2 | Introductory Macroeconomics | Quantitative Methods 1 | Principles of Marketing | Chinese 2 |
| Year 2 | Semester 1 | Organisational Behaviour | Project Management | Business in Asia | Chinese in Context 1 |
| Year 2 | Semester 2 | Business Decision Analysis | Brand Management | Entrepreneurial Marketing | Chinese in Context 2 |
| Year 3 | Semester 1 | Management Consulting | Business Ethics | Retail Management | Media Psychology |
| Year 3 | Semester 2 | Business Judgement | Neuromarketing | Digital Marketing | Chinese Business and Economy |

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 specialists bring the voice of the customer into organisational decision-making. They understand that for a sustainable and profitable business model, firms need to co-create value with customers.

This involves understanding which problems customers are trying to solve or what experiences they are looking for, and what resources they bring to the exchange with the firm. Firms use marketing intelligence to monitor and anticipate buyer trends, allowing them to capitalise by creating new offerings or modifying existing ones.

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**

- 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

**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

**MARKET 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</th>
<th>Semester 1</th>
<th>Semester 2</th>
<th>Semester 1</th>
<th>Semester 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Introductory Microeconomics</td>
<td>Accounting Reports and Analysis</td>
<td>Principles of Finance</td>
<td>Mind, Brain and Behaviour 1</td>
</tr>
<tr>
<td></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>2</td>
<td>Organisational Behaviour</td>
<td>Consumer Behaviour</td>
<td>Global Marketing</td>
<td>Personality and Social Psychology</td>
</tr>
<tr>
<td></td>
<td>Market and Business Research</td>
<td>Strategic Marketing</td>
<td>Corporate Financial Decision Making</td>
<td>Cognitive Psychology</td>
</tr>
<tr>
<td>3</td>
<td>Product Management</td>
<td>Service and Relationship Marketing</td>
<td>Business Ethics</td>
<td>The Unconscious Mind</td>
</tr>
<tr>
<td></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 Judgement Capstone.*
CONCURRENT DIPLOMAS

Concurrent diplomas allow you to study an extra qualification alongside your degree. This can enhance your employability and enable you to develop detailed knowledge in an area outside your main area of study.

FLEXIBLE STUDY OPTIONS
Diplomas give you 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. Concurrent diplomas are taken at the same time as your undergraduate degree. They usually add a year on to your study, but with approval can be completed with cross-crediting of up to 50 points and/or overloading in one, two or all three years of your course.

DIPLOMA IN COMPUTING
Gain an understanding of the IT technologies and tools that employers are seeking. Develop skills in programming, designing online solutions and developing web applications – whether you have programmed before or not.

AVAILABLE TO:
Students enrolled in Arts, Biomedicine, Commerce, Design, 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
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.

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.

DIPLOMA IN MATHEMATICAL SCIENCES
Develop high-level numerical and modelling skills that can be applied across diverse areas of employment.

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.

DIPLOMA IN MUSIC
Further your musical training or explore areas of academic and practical interest in music. You can tailor the program depending on your interests and access 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.

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

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.
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, including practical experiences and workshops, overseas study and student clubs and societies.

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 gain 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 2018 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 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
- Cairnz
- Commerce Students’ Society
- Economics Student Society of Australia
- Enactus
- Financial Management Association of Australia
- Global Consulting Group
- Global Management Consulting
- Melbourne Microfinance Initiative
- 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, anytime with multiple professionals from around the world to expand your knowledge of career options and plan for life after study.
I chose Commerce at Melbourne because of its great actuarial program and because I heard about many opportunities to give back to society, such as volunteer work or participating in student societies.

“I picked actuarial studies because I’m good at mathematics and I love economics, particularly how the market works and what goes on behind the business news we see in the headlines. It’s all about cause and effect, and actuarial studies is the same – there is always a cause for the risk. By calculating it, you can see how profound an effect just a little change can make.”

Madellin Anhensen (Indonesia)
Bachelor of Commerce
Major in Actuarial Studies
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, if you wish. Or, when you’re informed and ready, 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, 37 per cent, or more than $22 000 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 COURSES
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.

RESEARCH
More than 200 academic staff members supervise research students across a broad range of specialisations. These specialisations advance understanding of issues including globalisation, cultural diversity and social values while helping to enrich Australian society.

There are seven doctoral programs available in business and economics disciplines ranging from Marketing to Decision, Risk and Financial Sciences each offering a generous tuition scholarship and living stipend for up to 5 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
- Health
- Information technology and computer science
- Law
- Science.

unimelb.edu.au/study/grad-degrees

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 2019.

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.

From Year 12 you can now apply for a Graduate Degree Package combining the Bachelor of Commerce with one of two select University of Melbourne professional entry graduate degrees through VTAC.

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.

Quality Indicators for Learning and Teaching, 2018 Graduate Outcomes Survey.
The Doctoral Program in Actuarial Studies is 3-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 2019. Eligible students must enrol in a University of Melbourne undergraduate degree immediately following Year 12, or be granted a deferral by the University.
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.

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) 1.5 years</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 2 years</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 3 years</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 2 years</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 3 years</td>
</tr>
<tr>
<td><strong>MANAGEMENT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Any major</td>
<td>3 years</td>
<td></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 2 years</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 at the University of Melbourne. Here are some ways you can get a head start.

MELBOURNE EXTENSION PROGRAM
If you’re a domestic student studying at a secondary school in Victoria, consider applying for the University of Melbourne Extension Program. It’ll give you a head start on your Melbourne degree while you complete Year 12.

There are 21 subject areas to choose from, including Economics and Mathematics. You’ll study alongside first-year students who share your academic interests, and have a chance to experience uni life for yourself. Depending on your results, you could receive a valuable contribution of three to five points to your ATAR aggregate (the score used to calculate your final ATAR).

If you come to Melbourne for your undergraduate degree, you may receive credit for your Extension Program studies. This could mean that you finish your degree faster or take a lighter study load in first year.

unimelb.edu.au/extension-program

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.

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 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 2020 program will take place at the University of Melbourne’s Parkville campus.

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.

OPEN DAY
Open Day is the highlight of our year – the day that our campus comes alive and our staff and students share what they love about uni with you. Bring your friends or a parent. If you’re not a Melbourne local, why not make a weekend of it, and explore the city, too?

Parkville and Southbank Open Day will be held on 18 August 2019; other campuses have different dates.

A quota applies to the Bachelor of Biomedicine
The Melbourne Scholarships Program is one of the most comprehensive and generous in Australia.

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

With over 1200 different types of scholarships available for new and current students, it’s more than likely there is one that you’re eligible for.

We have scholarships awarded on merit only and some that take other factors into account; some 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.

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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.

**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 at Melbourne. Domestic students also receive a living allowance for up to three years.

In addition, you will receive a Melbourne Global Scholars Award to help you on your way to studying overseas as an exchange or study abroad student.

[chancellorscholars.unimelb.edu.au](chancellorscholars.unimelb.edu.au)

**THE 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.

[Scholarships.unimelb.edu.au](Scholarships.unimelb.edu.au)

**THE HANSEN SCHOLARSHIP**
From 2020, the Hansen Scholarship Program will support 20 exceptional students 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](Scholarships.unimelb.edu.au/hansen)

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

**THE 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.

**THE 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.
## COMMERCE SCHOLARSHIPS (DOMESTIC)

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Abernethy Scholars Program</strong></td>
<td>• Mentoring by a senior business leader</td>
<td></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</td>
</tr>
<tr>
<td><strong>Scholarships included in this program are denoted by a (*)</strong></td>
<td>• Membership in a student peer network, including cross-cohort activities</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Invitations to 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><strong>Commerce Achievement Scholarship</strong></td>
<td>• Annual payment of $8000 for three years, totalling $24 000</td>
<td>40</td>
<td>• Australian citizen or permanent resident, or a New Zealand citizen • Completed an Australian Year 12 or the International Baccalaureate (IB) • 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 • Not previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program) • ATAR or notional ATAR of 88.00+</td>
</tr>
<tr>
<td></td>
<td>• Travel grant valued at $2500</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Commerce at International House Scholarship</strong></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 • Eligible for Access Melbourne, and lodged a SEAS application via VTAC • Have applied for the Bachelor of Commerce via VTAC • Have applied online for residency at International House • Selection is based on academic merit, location of secondary school attended and documented disadvantage • Apply online: <a href="fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
<tr>
<td><strong>Scholarship</strong></td>
<td>• Residency at International House for the maximum value of $28 000 per year</td>
<td></td>
<td>• Australian citizen who completed secondary school in a rural or isolated area • Eligible for Access Melbourne, and lodged a SEAS application via VTAC • Have applied for the Bachelor of Commerce via VTAC • Have applied online for residency at International House • Selection is based on academic merit and documented financial need or other disadvantage • Apply online: <a href="fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
<tr>
<td><strong>First in the Family Scholarship</strong></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 • Not previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program) • Eligible for Access Melbourne, and lodged a SEAS application via VTAC • Have applied for the Bachelor of Commerce via VTAC • Students that submit an application for a First in the Family Scholarship (see above) will be automatically considered</td>
</tr>
<tr>
<td><strong>The Duncan and Jan Andrews Scholarship</strong></td>
<td>• Annual payment of $10 000 for three years, up to $30 000</td>
<td>1</td>
<td>• Australian citizen or permanent resident who is first in their family to attend university • Not previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program) • Eligible for Access Melbourne, and lodged a SEAS application via VTAC • Have applied for the Bachelor of Commerce via VTAC • Students that submit an application for a First in the Family Scholarship (see above) will be automatically considered</td>
</tr>
<tr>
<td><strong>Faculty Opportunity Bursary</strong></td>
<td>• Annual payment of $15 000 for three years, totalling $45 000</td>
<td>1</td>
<td>• Australian citizen or permanent resident • Eligible for Access Melbourne, and lodged a SEAS application via VTAC • Have applied for the Bachelor of Commerce via VTAC • Selection is based on academic merit and documented financial need or other disadvantage • Apply online: <a href="fbe.unimelb.edu.au/scholarships">fbe.unimelb.edu.au/scholarships</a></td>
</tr>
<tr>
<td><strong>Melbourne Chancellor’s Scholarship — Copland Program</strong></td>
<td>• Mentoring by a senior business leader</td>
<td></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>
# COMMERCE SCHOLARSHIPS (INTERNATIONAL)

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>A G Whitlam International Undergraduate Merit Scholarship</td>
<td>• 50% fee remission for the duration of the course (up to three years)</td>
<td>5</td>
<td>• A citizen from one of the designated countries (for Semester 1: Sri Lanka and Bangladesh; for Semester 2: India, Vietnam and Bangladesh)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Completed an approved Year 12 program or equivalent in a country other than Australia that meets the eligibility requirements for the Bachelor of Commerce</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>• Students who meet the eligibility criteria are automatically considered</td>
</tr>
<tr>
<td>Bachelor of Commerce Global Scholarship</td>
<td>• 20% fee remission for the duration of the course (up to three years)</td>
<td>50</td>
<td>• 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)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Citizen of a country deemed under-represented by the Academic Board (eligible countries may change from year to year)</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>• Selection is based on academic merit and citizenship</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• All international Bachelor of Commerce applicants from under-represented countries are automatically considered</td>
</tr>
<tr>
<td>Commerce Undergraduate International Merit Scholarships</td>
<td>• 50% fee remission for the duration of the course (up to three years)</td>
<td>10</td>
<td>• Awarded on the basis of academic merit</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• All international Bachelor of Commerce applicants are automatically considered</td>
</tr>
<tr>
<td>International Undergraduate Partner Scholarship</td>
<td>• 50% fee remission for the duration of the course (up to three years)</td>
<td>8</td>
<td>Attended one of the following partner institutions:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Trinity College Foundation Studies, Australia</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>• Universitas Gadjah Mada, Indonesia</td>
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<td></td>
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<td></td>
<td>• Universitas Indonesia, Indonesia</td>
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<td></td>
<td></td>
<td></td>
<td>• HELP University, Malaysia</td>
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<td></td>
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<td>• Taylor’s College, Malaysia</td>
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<td></td>
<td>• Sunway College, Malaysia</td>
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<td></td>
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<td></td>
<td>• Markham College, Peru</td>
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<td></td>
<td></td>
<td></td>
<td>• Nanyang Polytechnic, Singapore</td>
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<td></td>
<td></td>
<td></td>
<td>• Ngee Ann Polytechnic, Singapore</td>
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<td></td>
<td></td>
<td></td>
<td>• Singapore Polytechnic, Singapore</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>• Temasek Polytechnic, Singapore</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>All partner institution Bachelor of Commerce applicants are automatically considered</td>
</tr>
<tr>
<td>Melbourne Chancellor’s Scholarship — Copland Program</td>
<td>• Mentoring by a senior business leader</td>
<td></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>
<tr>
<td></td>
<td>• Membership of a cohort of high-achieving students</td>
<td></td>
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<tr>
<td></td>
<td>• Access to a student peer network, including cross-cohort activities</td>
<td></td>
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<tr>
<td></td>
<td>• Invitations to the faculty’s key experiential programs</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>• Group mentoring by Professor Paul Jensen, Deputy Dean of the Faculty</td>
<td></td>
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<tr>
<td></td>
<td>• Exclusive professional development opportunities</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Awarded to all Bachelor of Commerce Chancellor’s Scholarship recipients</td>
</tr>
</tbody>
</table>

*Based on the number of each of these scholarships awarded for 2019.*
Access Melbourne is the University of Melbourne’s special entry and equity program for domestic students.

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 2019, 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 2019, the guaranteed ATAR for Commerce via Access Melbourne was 88.00 (83.00 for Indigenous students). Guaranteed ATARs for entry in 2020 will be published in June 2019 at:

access.unimelb.edu.au

HOW TO APPLY
Lodge a Special Entry Access Scheme (SEAS) application via VTAC 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).

vtac.edu.au

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 enrols in Semester 1 2020 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 26 for further details.

Percentage is based on start-year intake.

Students without a 25 in VCE Mathematical Methods Units 3 and 4 must meet the maths prerequisite in some other way, UoM Calculus and Probability online or Unilearn Senior Mathematics.

The offer does not include the cost of accommodation. Places are limited, so apply early to avoid disappointment.
“The diversity that’s present here at the University of Melbourne is just amazing. The chance to make lifelong friends from all over the world is brilliant.”

Ratnayake Akihiro (Japan)
Bachelor of Commerce
Majors in Accounting and Finance
ADMISSIONS

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 2020 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: 2019 selection lowest rank</td>
<td>93.00</td>
<td>99.90</td>
</tr>
<tr>
<td>Domestic students: 2020 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>
<tr>
<td>International Baccalaureate (IB) Diploma</td>
<td></td>
<td></td>
</tr>
<tr>
<td>International students: 2020 guaranteed IB score</td>
<td>36</td>
<td>99.90 (notional ATAR)</td>
</tr>
<tr>
<td>IB prerequisite subjects</td>
<td>English and Mathematics (or Further Mathematics)</td>
<td></td>
</tr>
<tr>
<td>GCE A Levels/Singapore A Levels</td>
<td></td>
<td></td>
</tr>
<tr>
<td>International students: 2020 guaranteed score</td>
<td>4ABB</td>
<td>Not available to A Levels students</td>
</tr>
<tr>
<td>A Level prerequisite subjects</td>
<td>Mathematics or Further Mathematics and an accepted AS Level English subject</td>
<td></td>
</tr>
<tr>
<td>Trinity College Foundation Studies</td>
<td></td>
<td></td>
</tr>
<tr>
<td>International students: 2020 guaranteed score</td>
<td>86</td>
<td>Not available to TCFS students</td>
</tr>
<tr>
<td>TCFS prerequisite subjects</td>
<td>EAP, English, Mathematics 1 and History of Ideas. For specialisation in Actuarial Studies, Mathematics 2 is also required for Semester 2 entry</td>
<td></td>
</tr>
</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 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).

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.

5. **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.

6. **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, 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.

7. **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.**

8. **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 (H2) is also accepted. A minimum grade of C is required in prerequisite AS and A Level subjects.**
OPEN DAY

Sunday 18 August 2019
10am–4pm
Parkville and Southbank campuses
study.unimelb.edu.au/openday

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