

What can I do with a Degree in Commerce?

Bachelor of Business (Finance) (BBF140)

- Bachelor of Commerce(Finance) (BCF1140) (*for students who commenced from 2010*)

2011

Please note: the information contained in this document was current as of January 2011. Refer to www.swinburne.edu.au/courses/ for the most current updates.

For entry and admission requirements for the Bachelor of Business (Finance) go to the Swinburne website: www.courses.swinburne.edu.au/courses

What can I do with this degree?

Finance is a fast-growing field with roots in accounting and economics, but with its own unique framework of knowledge. Financiers inform business decisions to do with the financial profit and security of the organisation. Working on a wider scale than accountants, they analyse and assess financial forecasts, the value of a company, the investment opportunities available and the value of shares and bonds. The finance courses listed above may lead to career opportunities in areas such as banking, broking, credit analysis, funds management, insurance, international finance, risk management, securities analysis or treasury management.

Graduates may be employed as:

- Junior Business Analyst
- Junior Paraplanner
- Business Banking Associate
- Investor Communications Associate
- Investment Analyst
- Junior Equities Advisor/Analyst
- Graduate Pricing Analyst
- Funds Accounting Officer
- Financial Advisor
- Mortgage Broker
- Junior Support Analyst
- Trainee Financial Planner
- Collections Officer
- Lending Officer
- Junior Loans Officer
- Finance Administrator
- Graduate Financial Analyst
- Junior Finance Consultant
- Funding & Treasury Administrator
- Junior Trader
- Graduate Development Advisor
- Junior Risk Analyst

Examples of where you may find employment:

- Private Enterprise
- Education
- Government Departments
- Non-profit organisations

The skills and attributes required by Finance graduates:

- Comprehensively knowledgeable about accounting and finance appropriate for entry-level positions in the accounting and finance fields

- Able to evaluate the financial position of an organisation through the examination of financial statements and non-financial data
- Able to demonstrate an understanding of the principles of accounting and apply these accurately and correctly
- Strong analytical problem solvers who are able to operate within an ethical framework
- Excellent communicators in both written and verbal contexts
- Adaptable and able to implement principles into a range of different contexts globally
- Able to satisfy the academic admission requirements for accounting professional bodies

Swinburne Graduate Attributes:

- Capable in their chosen professional, vocational or study areas
- Entrepreneurial in contributing to innovation and development within their business, workplace, or community
- Effective and ethical in work and community situations
- Adaptable and able to manage change
- Aware of the local and international environments in which they will be contributing (eg. socio-cultural, economic, natural)

What do Finance graduates do after finishing their courses?

Working	84.3%
Searching	15.7%
Studying	14.9%

Note: These figures include combinations of activities i.e. graduates who are searching for employment while also undertaking postgraduate studies.

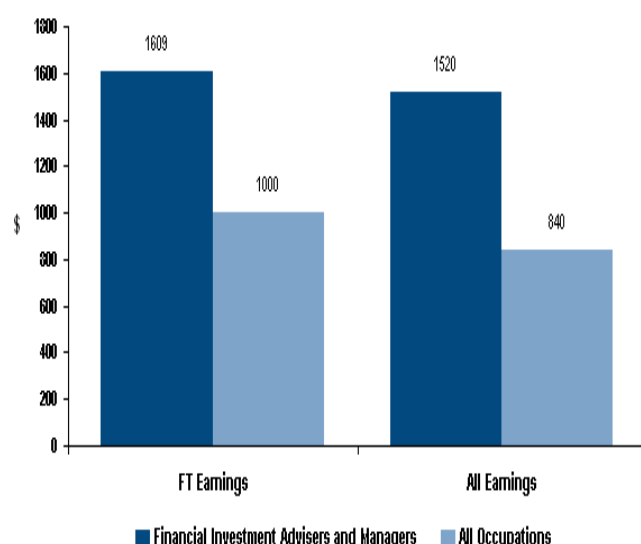
Source: Grads Online <http://svc095.wic026v.server-web.com/gradsonline/>

Job Prospects for Finance Graduates

- Job prospects for Financial Investment Advisers and Managers are good.
- Employment for Financial Investment Advisers and Managers to 2014-15 is expected to grow strongly. Employment in this large occupation (35 900 in November 2009) remained relatively steady in the past five years, and rose moderately in the long-term (ten years).

Source: Australian Government job search <http://jobsearch.gov.au/Careers>

Finance Advisers Weekly Earnings (full time and before tax)



This graph shows weekly earnings both total and full-time - tax - for workers of all ages for this occupation, compared with other occupations and the broad occupational group.

Source: Australian Government job search <http://jobsearch.gov.au/Careers>

Job Prospects for Commerce Graduates will depend on the majors that they have completed. For specific information regarding employment prospects for alternate occupations please see

<http://jobsearch.gov.au/Careers>

Some employers who have employed Swinburne Commerce graduates:

AAMI www.aami.com.au	Colonial First State Property Management www.cfspm.com.au	GM Holden Ltd www.holden.com.au
Acumentum Pty Ltd www.acumentum.com	Commonwealth Bank www.commbank.com.au	Goldman Sachs www.gsjbw.com
Amcor Australia www.amcor.com	Compumedics Ltd www.compumedics.com	Grant Thornton www.grantthornton.com.au
AMP Capital Investors www.ampcapital.com.au	CPM Asia Pacific www.cpm-aus.com.au	HBA www.hba.com.au
AMTIL www.amtil.com.au	Australian Customs www.customs.gov.au	Hickory Developments www.hickory.com.au
ANL Container Line www.anl.com.au	Deloitte Touche Tohmatsu www.deloitte.com.au	Hoban Recruitment www.hoban.com.au
ANZ www.anz.com	Dept of Education, Employment & Workplace www.deewr.gov.au	Horizon Resourcing www.horizonresourcing.com.au
Australia Post www.auspost.com.au	Department of Planning & Community Development www.dpdc.vic.gov.au	IBM Australia www.ibm.com/au
Australian Red Cross www.redcross.org.au	Dixon Appointments www.dixonappointments.com.au	ICOM (Australia) www.icom.net.au
Australian Taxation Office www.ato.gov.au	Draeger Safety Pacific www.draeger.com.au	IOOF www.ioof.com.au
AXA www.axa.com.au	Dunn and Bradstreet http://dnb.com.au	Industry Fund Services http://ifs.net.au
Blackburn Lazer www.blackburnlazer.com.au	Epworth Health Care www.epworth.org.au	IP Systems Pty Ltd www.ipsystems.com.au
Bosch Australia www.bosch.com.au	Ernst and Young www.ey.com.au	ISIS www.isis.com.au
Brands United www.brandsunited.com.au Carter Holt Harvey www.chhwoodproducts.com.au	Fairfax Business Media www.fairfax.com.au	Jetstar www.jetstar.com
Chemetall (Australasia) www.chemetall.com.au	Federal Court www.fedcourt.gov.au	Kid Spot www.kidspot.com.au
Chrysler Australia www.chrysler.com.au	Gallagher Bassett www.gallagherbassett.com.au	KPMG www.kpmg.com.au
City of Boroondara www.boroondara.vic.gov.au	Genesys Wealth www.genesyswealth.com.au	Linfox www.linfox.com
City of Whittlesea www.whittlesea.vic.gov.au	George Weston Foods www.gwf.com.au	Manpower Services www.manpower.com.au
		Masterfoods Australia www.masterfoods.com.au

MPR-Group
www.mpr-group.com

Myer
www.myer.com.au

National Australia Bank
www.nab.com.au

Nestle
www.nestle.com.au

Netwealth
www.netwealth.com.au

Optus
www.optus.com.au

Origin Energy
www.originenergy.com.au

Outlook Financial Services
www.outlookfs.com.au

Pageup Pty Ltd
www.pageup.com.au

Powercor Australia Ltd
www.powercor.com.au

Prahran Mission
www.prahranmission.org.au

Real Estate
www.realestate.com.au

Repco
www.repco.com.au

Rouge Living
www.rougeliving.com

Schiavello
www.schiavello.com.au

Seek
www.seek.com.au

Sensis
www.sensis.com.au

Siemens
www.siemens.com

Silcar Communications
www.silcar.com.au

Slater & Gordon
www.slatergordon.com.au

Stamford Plaza Hotels
www.stamford.com.au

State Trustees
www.statetrustees.com.au

Stratco
www.stratco.com.au

Swinburne (University)
www.swinburne.edu.au

Telstra
www.telstra.com.au

Tempo Holidays
www.tempoholidays.com

Tempur
www.tempur.com.au

The Bailey Group
www.thebaileygroup.com.au

The Brooklyn Group
www.brooklyngroup.com.au

The Smith Family
www.thesmithfamily.com.au

University of Melbourne
www.unimelb.edu.au

Victoria Police
www.police.vic.gov.au

Western Health
www.wh.org.au

Westpac
www.westpac.com.au

William Adams
williamadams.cat.com

WHK Smith Read Prescott
www.whksrp.com.au

YMCA
www.ymca.org.au

Zurich Financial Services
www.zurich.com.au

Potential Employers:

Careers and Employment have put together a list of potential employers:

www.swinburne.edu.au/careers/employers_by_occupation.html

You can also refer to Graduate Careers Australia's publication Graduate Opportunities:

<http://graduateopportunities.com/>

General Recruitment Agencies:

Swinburne Careers and Employment Recruitment Service

www.swinburne.edu.au/careers
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Accel Group
www.accelgroup.com.au

Chandler Macleod Grp
www.chandlermacleod.com

Enterprise Architects
www.enterprisearchitects.com.au

Australia Wide
www.australiawide.com.au

EDT Global
www.edtglobal.com.au

Greythorn
www.greythorn.com

Hays
www.hays.com.au

Hoban Recruitment
www.hoban.com.au

Hudson Global
http://au.hudson.com

Icon Recruitment
www.iconrec.com.au

Jobwire
www.jobwire.com.au
LINK Recruitment
www.linkrecruitment.com.au

Manpower
www.manpower.com.au

Michael Page Int.
www.michaelpage.com.au

Northeast Quadrant
www.northeastquadrant.com.au

Odyssey Recruitment
www.odysseyrecruit.com.au

Professional Futures
www.professionalfutures.com.au

Tuckwell Recruitment
www.tuckwell.com.au

Additional general employment sites:

- www.graduateopportunities.com
- www.unigrad.com.au
- www.careerone.com.au
- www.jobsearch.com.au
- www.mycareer.com.au
- www.seek.com.au
- www.alljobs.com.au
- www.myfuture.edu.au
- www.jobsearch.gov.au/joboutlook

Professional Associations

Professional associations may conduct conferences, seminars, presentations and social functions to help members keep abreast of current practices and for networking purposes. For students, these events can be an excellent source of contacts and relevant information. Membership is usually open to students at a reduced rate.

- The Financial Services Institute of Australasia
www.finsia.edu.au
- Accounting and Finance Association of Australia & New Zealand
www.aaanz.org
- Australian Financial Markets Association
www.afma.com.au
- Australian Institute of Management
www.aim.com.au
- CPA Australia (VIC Division)
www.cpaaustralia.com.au
- Institute of Chartered Accountants in Australia
www.flyhigher.com
- National Institute of Accountants (VIC Division)
www.nia.org.au
- National Tax and Accountants' Association Ltd
www.ntaa.com.au
- Taxation Institute of Australia
www.taxinstitute.com.au

For further information on professional associations please refer to:
www.graduateopportunities.com/header/professional_associations

Postgraduate Study Options

Postgraduate studies can enhance knowledge of and training in a particular field of study which has the added benefit of helping to enhance career and employment prospects. Below are some postgraduate programs offered through Swinburne University that may be of interest to Finance students.

Business Administration

- Graduate Certificate of Business Administration (BMBA480)
- Graduate Diploma of Business Administration (BMBA580)
- Master of Business Administration (BMBA680)

Career Opportunities: Prepares students to manage enterprises in a complex, global and competitive environment. The focus is on building capability in management leadership, entrepreneurship, finance and strategic thinking, building a life-long learning capacity, ethical practices and social responsibility.

Financial Services

- **Graduate Certificate of Business Management (Financial Services) (L5801FS)**

Career Opportunities: Recent and rapid changes in global financial markets are affecting businesses around the world. For most, this is a period of economic uncertainty and concern. For some, this period will present once in a lifetime investment opportunities. In the past few years the financial services industry has undergone considerable change due to financial deregulation, globalisation, new technologies and the emergence of new markets and new products. As a result, the Graduate Certificate of Business Management (Financial Services) has been designed as a dedicated financial services postgraduate course to enable participants to progress their career, or strengthen their position in the financial sector.

Business Management

- **Graduate Certificate of Business Management (L5801)**
- **Graduate Diploma of Business Management (L6801)**
- **Master of Business Management (L7801)**

Career Opportunities: This program addresses the needs of graduates from a range of disciplines who are seeking to increase their professional value through acquiring both an understanding of global, national and local pressures on business and a capability to respond professionally and effectively to those pressures. It provides students with concepts, frameworks, analytical, problem solving and research skills to enable them to operate confidently and effectively in a global environment characterised by constant change and requiring flexible and innovative responses at a professional level.

Accounting

- **Graduate Certificate of Professional Accounting (CMPA440)**
- **Graduate Diploma of Professional Accounting (CMPA540)**
- **Master of Professional Accounting (CMPA640)**

Career Opportunities: This suite of accounting programs provides an avenue for graduates to achieve professional recognition and help fill the shortage of professionally recognised accountants. As many graduates may already be established in a business career, the key vocational outcomes will arise from better current job performance together with new opportunities opening in the accounting and finance areas.

International Business

- **Graduate Certificate of Commerce (International Business) (CMIB440)**
- **Graduate Diploma of Commerce (International Business) (CMIB540)**
- **Master of Commerce (International Business) (CMIB640)**

Career Opportunities: International Business develops the technical, practical, analytical and creative skills to support a successful career in international business. At the completion of any of the courses above, graduates can expect to: have developed a strategic approach and further honed analytical skills to effect change in an international business environment and to be equipped to make a suitable contribution to the theory of international business or application in an international business environment.

Commerce

- **Graduate Certificate of Commerce (L5201)**
- **Graduate Diploma of Commerce (L6201)**
- **Master of Commerce (L7201)**

Career Opportunities: This program aims to provide students from a wide range of disciplines and business experiences with concepts, frameworks, research and analytical skills to enable them to operate confidently and effectively in a global environment, characterised by constant environmental change and requiring flexible and innovative responses. In the design and development of this program we canvassed industry perspectives on program design and its relevance to contemporary organisational challenges. A common theme linking units in the degree is that of business sustainability in a globalised environment.

A full listing of all postgraduate courses offered by Swinburne is available at:

<http://www.swinburne.edu.au/postgrad/courses/>

What help does Swinburne Careers & Employment offer?

Career Services

- Daily Resume and Cover Letter Checks
- Daily Interview Practice
- Career Seminars / Workshops for Students
- Careers in the Curriculum (CIC) – Higher Education Students
- Student Recruitment Service (Final Year Students)
- Career Counselling

Additional Career Resources

- Career Resource Library
- Job Search Handouts
- Interactive Career Planning

SwinEmploy Employment Service

- All job advertisements for graduate placements, casual, vacation, part-time and full-time employment
- Links to employer websites
- Enables students to book online for events such as workshops, employer information sessions and interviews
- Access to Going Global (over 10,000 job vacancies listed across Europe, Asia-Pacific, UK and US. Global key employer directories, work permits & visa regulations, country specific cultural & interviewing advice & more)

Download Careers and Employment job search handouts from SwinEmploy, including:

- | | |
|---|--|
| ➤ Addressing Selection Criteria | ➤ Job Hunting |
| ➤ Assessment Centres | ➤ Networking: What Is It and How Do You Do It? |
| ➤ Cover Letters or Letters of Application | ➤ Online Applications |
| ➤ Curriculum Vitae or Resume | ➤ Psychometric Tests |
| ➤ Employer Expectations of Graduates | ➤ Skills and Attributes |
| ➤ Interviews - How to Plan, Prepare and Perform | ➤ Thinking About Changing Your Course? |
| ➤ Informational Interviewing | ➤ Tips for facing the work environment and your first professional job |

This material in this document has been produced from the Graduate Destinations Survey, Swinburne University and Graduate Careers Council of Australia material, Graduate Opportunities, Australian Job Search, Myfuture, The Job Guide, Professional Associations and Careers and Employment own research.

Careers & Employment,
Swinburne University
Level 2, George Swinburne Building,
Wakefield Street, Hawthorn VIC
Tel: 9214 5360
Email: careers@swin.edu.au
www.swinburne.edu.au/careers

ADVERTISEMENT EXAMPLES

Taken from www.alljobs.com.au (Jan 2011)

Assistant Financial Advisor Program

What do we do?

WPS Financial Group is one of Australia's fastest growing financial groups owned by two of the globe's most successful international businessmen, providing a comprehensive range of financial services to families across Australia. Our young dynamic team are trained and educated within this program to the highest industry standards, by some of the most respected professionals in Australia.

The Program

The ACM program provides you with an opportunity to fast track your career into the financial services field. This 6 month program provides you with on-site training where you will learn what is required to become a WPS Financial Advisor. Additionally we pay for you to receive your Diploma of Financial Planning making you RG146 compliant.

From day one we work with you to train and develop your theoretical, practical and communication skills so you can transition to become a Certified Financial Advisor. WPS strongly encourages internal promotions therefore endless opportunities are available to those who have the ambition and drive.

Are you suitable?

Ideally you will be tertiary educated, you will have the drive to succeed and possess the ability to interact with people at all levels. Exceptional communication skills both verbally and written is imperative for this role. Impeccable corporate presentation and a positive attitude is a must! You will be rewarded with a great team environment, superb offices and on-going career development.

If you want to start your career or move into the financial services industry this role is ideal for you.

If this sounds like you, please forward your expression of interest and brief resume by clicking the 'Apply Now' button below. Fax 02 9252 6630 or PO Box R447, Royal Exchange NSW 1225.



Financial Analyst roles at Dixon Advisory

Extensive exposure to HNW Clients
Young and vibrant culture
\$50,000-\$80,000 + quarterly bonus!!!

Fantastic career opportunities exist at Dixon Advisory's Sydney, Melbourne and Canberra offices for *Full time Financial Analysts/Associate Advisors*. We are looking for high achieving and ambitious applicants to take the lead as the next generation of financial services professionals.

Beginning a career with Dixon Advisory provides you with the opportunity to work closely with a team of high achieving industry specialists in the fields of investment and strategic advice. Many of our team are rising stars and, working side by side with our exciting leaders, have used their cutting edge thinking to reinvigorate the financial services industry.

Dixon Advisory is Australia's leading independently owned financial services group. Operating under a fee for service philosophy we focus on providing the best solutions for clients and a progressive career for our staff. As a recent graduate, you will receive a very attractive base salary plus bonuses based on your overall performance, drive and initiative.

To be Successful for this role you will have:

- Academic results of a high calibre
- Ambition to achieve and succeed at the highest level
- Confident and skilled communication capabilities
- A common sense approach to problem solving
- Ability to take on responsibility
- Ability to apply acquired skills and knowledge in real life situations.

Upon joining the Dixon Advisory team you will enjoy:

- Professional accreditation through graduate study supported both financially and with approved study leave
- Continuous internal training structured by industry leading professionals
- One-one mentoring with senior staff to develop your personal skill set
- Dixon Advisory sponsored social, sporting and community activities
- Healthy breakfast bar
- Subsidised gym membership and many other lifestyle benefits.

Join us! At Dixon Advisory we'll help you be your best and achieve more than you thought possible.

To apply for this opportunity please email applications or further enquiries to recruitment@dixon.com.au (please include academic results, CV and cover letter as these are essential for us to proceed with your application) or hit APPLY.