

Seven years of competitive skydiving taught Nicole to be fearless. That served her well when she started Universal Village, a fair trade grocery enterprise. The AGSE then taught her to zoom out from the day-to-day detail and to think about her business strategically. Today, her brand, Qi Tea, turns over \$1.5 million a year.

# This happens when you find your edge.

Nicole Lamond, founder and managing director of Universal Village, AGSE Entrepreneurship and Innovation graduate, class of 2012.



# Edge out the rest

If you're keeping up with change, you're already too late.

Make change.

Disrupt the disrupters.

Surprise the forecasters.

Sway the sceptics.

Find believers, turn them into investors.

Learn not just to plot your own trajectory but to scale it.

The mindset of edge. It's what we teach.



Entrepreneurship is about questioning the status-quo, identifying opportunities, making decisions and implementing ideas swiftly and pragmatically. Concisely, it's about having impact. Entrepreneurship equals craftsmanship and passion, and it can exist as a start-up, small to mid-sized enterprise, in large corporations or in public service.

It's also in my blood.
In Switzerland, my family ran businesses of our own for over 150 years. From textiles to chocolate and department stores to office supplies, we've done (nearly) everything. So you can imagine our dinner table conversation. Product ideas, customer needs, how to engage employees. Summer holidays meant inventory checks and category management.

I continued this hands-on approach to business while at university – working as a merchant bank trainee and financial analyst between lectures. I cannot stress enough how this experience of both worlds benefited me when I graduated.

With the Australian Graduate School of Entrepreneurship, we have created a platform that allows industry and university to co-create courses embedded with vital, up to the minute, real world know-how.

It's a space where the talented and ambitious can work together, testing ideas as they are taught by industry leaders and guided by mentors, and making connections that could lead to new business ideas, job offers, contracts and more.

It is a win-win solution, where enterprises can position themselves closer to the knowledge pool of a university, and where students can immerse themselves in both their studies and the marketplace.

Alex Kaiser Director, Australian Graduate School of Entrepreneurship.





# Why we're qualified

We're Australia's first dedicated entrepreneurship school, founded in 2001, three years before Mark Zuckerberg even thought of his world-changing idea. We also know that entrepreneurs are not made from theory lessons.

Building on Swinburne's longstanding practice of engaging with industry, your degree is co-created with senior industry leadership, you are given regular networking opportunities beyond the classroom and you will call, as your mentor, a professional whose career embodies your goals.

What happens in the news today is something you'll have very likely discussed in class last week. And with industry involved at every point in your course, it goes without saying that what you know is what every other entrepreneur or future employer will want to know.

We are based in the Faculty of Business and Law, but are connected to expertise in the wider university. The Centre for Transformative Innovation, dedicated to improving Australia's innovation capacity, shares its teaching expertise with the AGSE. And the Centre for Social Impact, part of a nationwide network aiming to solve our biggest social challenges, co-created the Master of Social Impact with us.





Business Administration (Executive)

Corporate Governance

Digital Business Management

Entrepreneurship and Innovation

Financial Technologies

Marketing

Social Impact

Supply Chain Innovation

# Who do you want to be?

# Entrepreneur

You already have your own business, the seed of an idea or want to make the jump into the world of startups. We can accelerate your journey.

# Intrapreneur

You're a mid-career professional who knows there's a better way to do things at your company. We can equip you with the know-how to influence change, and grow your career in the process.

# What to expect

#### **Day Zero Workshop**

You won't start class cold. Meet your teachers and peers, along with industry partners and alumni, at a one-day orientation workshop. On this day, you'll network, take part in creativity skills training and have one-on-one planning sessions to create your personalised study program. When class begins, you can hit the ground running.

#### Industry, Industry, Industry

Our Course Advisory Committee is made up of Swinburne faculty and prominent professionals from our industry partners. We pick their brains on emerging trends, innovation, technology disruption, skills they would hire for and knowledge gaps they want to see filled. What you learn in the morning, you can apply at your job or startup in the afternoon.

#### **Block Delivery**

Designed for those working full-time, block delivery means fewer but more intensive classes. Each block is usually a full day followed by a half day, with catered meals and drinks included. Think of your semester as a short series of workshops.

#### Meet Those Who've Made It

There will be numerous networking events where you'll have your chance to speak with senior professionals and successful entrepreneurs. You'll also be asked to consider group project briefs developed by professionals around important issues they are facing in their organisation.

These professionals also mentor you throughout the project. In addition, you'll attend guest lectures by those who have 'been there and done that' to hear about their key experiences and valuable lessons learned.

Past speakers include Lesley Gillespie, Founder and Director of Bakers Delight, Kate Cornick, CEO of LaunchVic and Phillip Butler, Director of Textor Technologies.

#### **Pracademics And Academics**

Either professionals with academic experience, or academics with a wealth of professional experience, your teachers will get granular with real business problems.

# Design your edge

# Online Foundation



Each module contains 2-3 hours of content and an evaluation. What you learn here will make sure you're ready to hit the ground running when classes start.

Assess your study skills and know-how in financial statement analysis, business management principles and decision-making with quantitative data. Identify areas to improve, and we'll help you personalise your study.

#### **Day Zero Workshop**

A networking and one-on-one session to personalise your program based on your strengths and weaknesses discovered in the Online Foundation stage.

# Block 01 - Essentials

# 4 UNITS

The DNA unit in Opportunity,
Discovery, Creativity and Design +
3 units of management instruments.

Opportunity, Discovery,
Creativity and Design teaches
you to think and act like an
entrepreneur and innovator in any
environment, from business to
non-profit to public service sectors.
The units of management instruments
get you up to speed for senior-level
conversations, say, if you find yourself
in line with the CEO at the coffee shop.

Completing this block earns you a **Graduate Certificate**. Continue with the program for your Master degree.

# Block 02 - Deep Dive

# 4 UNITS

Each unit is a thorough exploration of your chosen study area. You'll be gaining tremendous amounts of indepth industry knowledge and skills.



You will attend guest lectures by leading professionals in your study area.

Completing up to this block lets you exit with a **Graduate Diploma**.

# Block 03 - Applied Projects

# 4 UNITS

You're now ready for the final block that will see you awarded your Master degree. Here, you'll apply everything you've learnt. Every project is mentored by an industry professional. You will work in teams of between three and five people - each of you might be from a different AGSE program, encouraging cross-industry collaboration, an experience that will give you an edge over others. For each project, you can work on a preset topic or use your own business as the case study.

# Look at your options!

Every Master program has at least one optional unit. Choose to study a unit from any other AGSE course or a relevant study tour. These options are there so you can have your cake and eat it too. You may wish to add a unit from social impact to your entrepreneurship and innovation program, or a couple of digital business management units to your MBA. Whatever you are thinking, your Course Director is there to advise you.

Once you successfully complete this block, you'll receive your **Master** degree. Congratulations!

# Block 04 Master+

# 4 UNITS

Get an edge over other Master degree graduates with another semester of learning and independent projects that will deserve separate mentions on your CV.

# WHAT Pick for ELSE? Advar

# Pick from these two streams: Advanced Stream

2 units of research methodology + a thesis. Choose this if you're planning on pursuing a PhD.

If you complete this, you receive your **Master (Advanced)** degree.

#### **Professional Stream**

A double unit of professional industry project + 2 professional options.

Take on a real job brief and deliver an actionable solution to help your client solve a vexing or complicated industry problem.

If you complete this, you receive your **Master (Professional)** degree.

# **Master of Business Administration (Executive)**

If you're a manager with C-suite ambitions, the Master of Business Administration (Executive) will arm you with the edge you need to advance. We teach what's highly valued by the market – design thinking, strategy, leadership and governance, layered upon the essential mindset of entrepreneurship. After mastering business fundamentals, you will develop advanced knowledge and specialist skills by working on applied real-world projects, based on briefs originating in your own company or a classmates, or even one of the AGSE's industry partners.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design
Strategic and Entrepreneurial Marketing
Accounting Information and Managerial Decision Making
Leading

#### **Deep Dive**

Business Finance and Quantitative Analysis
Delivering Innovation and Other High Risk Strategies
Managerial Economics

Business Information Systems for a Rapidly Changing World

#### **Applied Projects**

Innovation Discovery and Technology Transfer

Governance and Corporate Leadership

Option 1 – choose any AGSE Applied Project or Study Tour

Option 2 - choose any AGSE Applied Project or Study Tour

# Other course options

#### **Make A Start**

Graduate Certificate of Business Administration (Executive)

#### **Double Master With**

Master of Entrepreneurship and Innovation Master of Digital Business Management

#### Take It Up A Level

Master of Business Administration (Executive) (Professional)

#### Who you are

You are a busy mid- or senior-level manager determined to leapfrog into a challenging role where your decisions directly steer the performance, culture and structure of your organisation. You want to make lateral thinking a habit, cultivate a network of peers and potentially take an overseas study tour to expand your experience.

# Where it can take you

You will be equipped with the business management knowledge to lead global, multidisciplinary teams in executive-level managerial roles. Far beyond that, you will be able to confidently create a culture of creativity and spearhead innovation within organisations to sustain a competitive edge. With design thinking inculcated as habit, developing an idea, commercialising it and sustaining growth will become second nature.

# Entry requirements

A recognised bachelor degree as well as three years of managerial work experience.

Alternatively, you have successfully completed the Graduate Certificate of Business Administration or Graduate Diploma of Business Administration. To be awarded the Master, you must complete the Deep Dive and Applied Projects blocks only.

# **Master of Corporate Governance**

With corporate governance scandals making global headlines alarmingly often, there is a clear need for senior managers, leaders and directors willing and able to make accountable and transparent decisions. Seize the opportunity to fill this gap. Equip yourself with knowledge of the legal, economic, social and moral implications of business choices. Develop a deep awareness of best practice. And learn how to design appropriate decision-making methodologies to navigate complex legal issues. These are the functions of directors who are ultimately responsible for the performance and strategic direction of the business. When you complete this course, you leave with the edge of being a board-ready governance professional.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design

Managerial Economics OR Leading OR Accounting Information and Managerial Decision Making

Corporations and Contract Law

Company Director and Officer Duties

#### **Deep Dive**

Governance and Corporate Leadership

Compliance and Risk

Option 1 – choose any AGSE unit

Corporate Responsibility and Accountability

#### **Applied Projects**

Enterprise Governance

Applied Industry Corporate Governance Project

Option 2 – must be an AGSE Applied Project

Option 3 - must be an AGSE Applied Project

# Other course options

#### **Make A Start**

Graduate Certificate of Corporate Governance

#### Take It Up A Level

Master of Corporate Governance (Advanced)
Master of Corporate Governance (Professional)

# Who you are

You are a mid-level manager preparing to move into senior management with the ambition of becoming a company director. You may work in a listed or unlisted public company, proprietary company, government, business or non-profit organisation.

#### Where it can take you

During the course, you will put into practice your legal and financial knowledge, and take on real-life social and ethical challenges within your course projects.

Most importantly, you will be able to confidently initiate and make decisions that are fair, transparent and accountable, and translate those qualities into a career as a board member, company director or other senior management role.

# Entry requirements

A recognised bachelor degree plus at least three years of work experience in a relevant role. Documents substantiating work experience need to be provided on company letterhead and clearly detail roles as well as duties and duration of posts held.

Applicants may be eligible to receive one direct credit towards the Master of Corporate Governance if they have completed the Company Directors course through the Australian Institute of Company Directors.

Applicants with a Graduate Certificate or Graduate Diploma from the Corporate Governance Institute of Australia may receive credit for prior learning.

# **Master of Digital Business Management**

There's no better way to live with disruption than to build your career around it. Emerging technologies and business models, big data, consumer technology, cybersecurity, enterprise IT architecture, digital asset management, systems development and user design – these are the areas through which you'll learn to transform and innovate business.

Combine understanding with technical skills to lead and implement change, assess the investment value of digital business initiatives, and cultivate a culture of innovation, in any environment. That's the edge you'll leave with.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design
Business Information Systems in a Rapidly Changing World
Business Analytics & Visualisation
Digital Business Risks

#### **Deep Dive**

#### Enterprise Architecture

Managing Information Technology Enabled Innovation and Transformation

Strategic Value of Business Technology

Option 1 - choose any AGSE unit

#### **Applied Projects**

Managing Digital

Digital Intensive

Option 2 – choose any AGSE Applied Project or Study Tour

Option 3 - choose any AGSE Applied Project or Study Tour

# Other course options

#### **Make A Start**

Graduate Certificate of Digital Business Management

#### **Double Master With**

Master of Business Administration (Executive)

#### Take It Up A Level

Master of Digital Business Management (Advanced) Master of Digital Business Management (Professional)

#### Who you are

You're a mid-level IT and management professional with one eye on a senior management role where you could be the catalyst and leader in facilitating, creating and commercialising digital innovations in your organisation.

# Where it can take you

You will be poised to take on senior manager, strategist and analyst roles in digital business, technology and entrepreneurship, including C-suite roles like Chief Information Officer and Chief Digital Officer. You will also be more than ready to get your own startup off the ground and thrive.

#### Entry requirements

A recognised bachelor degree in business, IT or computer science plus at least three years of work experience in a relevant role.

# Master of Entrepreneurship and Innovation

Learn to successfully launch and scale a business idea, navigate rapid change and capitalise on growth. Zero in on opportunities for market entry and develop exceptional project management skills to effectively address the full life cycle of a business, its products and services. At the end of this course, you will have the specialist edge you need to instigate, lead and manage innovation in any environment you find yourself in.

The Master of Entrepreneurship and Innovation is delivered in collaboration with the International Institute of Entrepreneurship at Pitcher Partners, known nationally for its strategic insight and advisory services focusing on mid-sized enterprises.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design Project Management in Entrepreneurial Ventures

Option 1 – choose any AGSE unit

Option 2 - choose any AGSE unit

#### **Deep Dive**

Entrepreneurial Intention, New Venture and Innovation

Venture Planning

Entrepreneurial Finance

**Growth Management** 

#### **Applied Projects**

Venture in Action

Innovation Discovery - Technology Transfer

New Entrepreneurial Markets

Creating and Delivering Value - Invention and Fieldwork

# Other course options

#### **Make A Start**

Graduate Certificate of Entrepreneurship and Innovation

#### **Double Master With**

Master of Business Administration

Master of Engineering

(Advanced Manufacturing Technology)

Master of Engineering (Civil)

Master of Engineering (Electrical and Electronic)

#### Take It Up A Level

Master of Entrepreneurship and Innovation (Advanced)
Master of Entrepreneurship and Innovation (Professional)

# Who you are

You may already have a business you're looking to grow, or the seed of an idea you're raring to launch. You could also be an intrapreneur who wants to lead innovation within the organisation you work for, whether that's in the public, private or non-profit sectors. Either way, you have a burning need to forge a path of your own.

# Where it can take you

You will be equipped with the actionable knowledge and skills required to develop new enterprises or take on senior managerial roles within businesses, government and non-profit organisations.

# Entry requirements

A recognised bachelor degree in business or a Bachelor of Engineering (Honours). If you have a recognised bachelor degree in another discipline, you may be admitted to the Graduate Certificate level.

Alternatively, you have successfully completed the Graduate Certificate of Entrepreneurship and Innovation. To be awarded the Master, you must complete the Deep Dive and Applied Projects blocks only.





# **Graduate Certificate in Financial Technologies**

From inexpensive cross-border money transfers to the now-entrenched idea of crowdfunding, disruption in finance is truly the new normal. Armed with an entrepreneurial mindset and technical knowledge, you could originate the next FinTech innovation.

Examine blockchain, cybersecurity, artificial intelligence and the impact of emerging technologies on financial services. Learn to critically evaluate big data and apply appropriate data analytics tools to implement business strategies. Develop the skills to effectively take a digitally-led approach to managing a financial services institution. Then emerge primed for whatever the world has to throw at you.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design

**Emerging Issues in Financial Services** 

#### Data Analytics & Visualisation

Business Finance and Quantitative Analysis OR Project Management in Entrepreneurial Ventures

#### **Deep Dive**

Units to advance your qualification from a Graduate Certificate are currently in the works.

#### **Applied Projects**

Units to advance your qualification from a Graduate Certificate are currently in the works.

#### Who you are

You currently work in financial services or a related area. You could also be looking to move into the industry. We'll give you the edge over others by advancing your knowledge and skills in financial technologies.

# Where it can take you

With your expertise in financial technology, you will be ready for manager roles in operations, data analytics and consulting in banks, credit unions or building societies, insurance companies, superannuation funds and the broader financial services sector.

#### Entry requirements

A recognised bachelor degree or five years of relevant work experience.

# **Master of Marketing**

Hone your strategy skills to accelerate business growth. Find audiences where others wouldn't think to look. Learn to use data and the tools of digital marketing to guide or validate lateral thinking. Then test your strategies with real-world projects. You will count as one of your teachers Chris Riquier, who held several CEO positions within TNS, the market research behemoth. Whether you are onsite for a seminar at an agency or hearing from the creative director in class, the program will have you face-to-face with the people and industries shaping the marketing landscape. When you complete the course, you will confidently navigate and lead change in any environment you find yourself in. That's the edge you owe yourself.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design

Marketing Management

**Data-Empowered Marketing** 

Consumer Behaviour

#### **Deep Dive**

Branding and Creative Innovation

Services Marketing and Customer Management

Global Digital Marketing

Option 1 – choose any AGSE OR Global Leadership Program unit (with Option 3)

#### **Applied Projects**

Marketing Communications Agency

Marketing Strategy and Planning

Option 2 - choose any AGSE Applied Project

Option 3 – choose any AGSE Applied Project, Global Leadership Program unit or Study Tour.

# Other course options

#### **Make A Start**

**Graduate Certificate of Marketing** 

**Double Master With** 

Master of Marketing Advanced or Professional

#### Take It Up A Level

Master of Marketing (Advanced)

Master of Marketing (Professional)

#### Who you are

You are a mid-level professional in marketing, branding or communications, with ambitions of becoming a CMO or starting your own consultancy.

# Where it can take you

You will be equipped to take on senior roles in digital marketing, advertising, branding, consulting, market research, corporate communications and customer experience.

# Entry requirements

A recognised bachelor degree in business as well as three years of managerial work experience.

Alternatively, you have successfully completed the Graduate Certificate of Marketing. To be awarded the Master, you must complete the Deep Dive and Applied Projects blocks only.

# **Master of Social Impact**

If you want to personally influence an ethically responsible future, the Master of Social Impact arms you with the skills you need to become an agent of sustainable change, through a social enterprise of your own or from inside the organisation you work for. Dig deep into the complex social, environmental and economic challenges facing business and society. Learn about using philanthropy to spur social innovation. And lead the way in a rapidly changing social economy and business environment.

Our social impact programs are taught through the Centre for Social Impact at Swinburne, part of an Australia-wide network devoted to improving the delivery of beneficial social impact through research, teaching and public debate.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design Social Impact: Social Entrepreneurs & Social Innovation

Corporate Responsibility & Accountability

Social Investment and Philanthropy

#### **Deep Dive**

Leadership for Social Impact

**Evaluation and Impact Measurement** 

Option 1 – choose any AGSE unit

Option 2 - choose any AGSE unit

#### **Applied Projects**

Strategic Philanthropy and Grant Making

Social Venture Development

Option 3 – choose any AGSE Applied Project or Study Tour

Option 4 - choose any AGSE Applied Project or Study Tour

# Other course options

#### **Make A Start**

Graduate Certificate of Social Impact

#### Take It Up A Level

Master of Social Impact (Advanced)

#### Who you are

You could be a manager in a non-profit organisation, or are seeking to be one. You might be a professional in a for-profit company wanting to engage with future trends in social innovation and corporate responsibility. Or, you are part of a consultancy growing your social impact capabilities. You could also be a policy maker or public manager interested in the social economy.

#### Where it can take you

You will be equipped with the skills and knowledge to effectively take on leadership roles in non-profit and philanthropic organisations, government and social enterprises - as a manager, trustee, adviser, investor, fundraiser or social entrepreneur.

# Entry requirements

A recognised bachelor degree in business as well as three years of relevant work experience.

Alternatively, you have successfully completed the Graduate Certificate of Social Impact. To be awarded the Master, you must complete the Deep Dive and Applied Projects blocks only.







# **Master of Supply Chain Innovation**

With the Internet of Things and Amazon delivery drones on the cusp of becoming an everyday part of life, organisations are under pressure to change the way they make, move, store and pay for future products and services, while still aligning with suppliers and manufacturers to deliver seamless experiences to customers globally.

This is your opportunity to grow and sustain business by innovating next-generation supply chains. Learn to strategically maximise efficiency by including emerging technologies in your toolkit, along with design thinking, lean management and a strong grasp of business analytics.

This course is also embedded with industry credentials. If you complete the Supply Chain Management unit, you are eligible for the GS1 Academic Certificate. On top of that, the Lean Six Sigma Green Belt certification is part of your Essentials block of modules. That's an edge you'll have over others with similar ambitions.

#### Course structure

Earn your Graduate Certificate by completing the Essentials block. Or finish all three blocks for your Master.

#### **Essentials**

DNA: Opportunity, Discovery, Creativity and Design

Supply Chain Management

Logistics Management

Lean Six Sigma Green Belt

#### **Deep Dive**

**Business Analytics & Visualisation** 

Business Information Systems for a Rapidly Changing World

Option 1 - choose any AGSE unit

Option 2 - choose any AGSE unit

#### **Applied Projects**

Innovative Supply Chain Technologies (Applied Project)

Innovation in Transport & Logistics (Applied Project)

Option 3 – must be an AGSE Applied Project

Option 4 – must be an AGSE Applied Project, Global Leadership Program or Study Tour

# Other course options

#### Make A Start

Graduate Certificate of Supply Chain Innovation

#### Take It Up A Level

Master of Supply Chain Innovation (Advanced)
Master of Supply Chain Innovation (Professional)

# Who you are

You are an early career professional or mid-level executive wanting to advance into a senior role where you will be driving change and designing the supply chains others haven't imagined yet.

# Where it can take you

With your advanced knowledge and skills, you could lead your organisation in optimising or innovating supply chain performance in manufacturing, transport, retail, energy, agriculture, defence and the list goes on.

#### Entry requirements

A recognised bachelor degree in business, engineering, science or other relevant area. Or, at least three years of work experience in the supply chain and/or logistics industry.

Alternatively, you have successfully completed the Graduate Certificate of Supply Chain Innovation. To be awarded the Master, you must complete the Deep Dive and Applied Projects blocks only.





Not one to shy from risk, Simon quit his corporate job with a wish to start his own business. He signed up at the AGSE to learn how. Two months into the program, he created RefLIVE, a smartwatch app for soccer referees. In 2016, it debuted at a FIFA international match. Today, it is used in over 80 countries. And with over 3.2 billion soccer fans worldwide, there's nowhere to go but up.

This happens when you find your edge.

Simon Murphy, founder and CEO of RefLIVE, AGSE Entrepreneurship and Innovation graduate, class of 2015.



#### **COME AND MEET US**

#### **Throughout 2017**

One-on-one course adviser appointments

#### **Advice Night**

Wednesday 13 September Hawthorn Campus

#### **Info Evening**

Tuesday 21 November Hawthorn Campus

#### **FURTHER INFORMATION**

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The information contained in this course guide was correct at the time of publication, August 2017. The university reserves the right to alter or amend the material contained in this guide. Course information may change, for the most up-to-date information please visit our website.