"My lecturers and tutors are inspiring and engaging, finding unique content that stretches my learning and connects it to the real world."

Amy Hu (Australia), Management and Marketing majors, exchange to McGill University, Canada
The Bachelor of Commerce is an ideal pathway to a professional global career in a variety of industries in the business, government and not-for-profit sectors.

**Bachelor of Commerce**

<table>
<thead>
<tr>
<th>Duration</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>3 years full time</td>
<td></td>
</tr>
<tr>
<td>Part time available</td>
<td></td>
</tr>
<tr>
<td>(domestic students only)</td>
<td></td>
</tr>
<tr>
<td><strong>Campus</strong></td>
<td>Parkville</td>
</tr>
<tr>
<td><strong>Entry</strong></td>
<td>Semester 1 or 2</td>
</tr>
<tr>
<td><strong>Contact hours</strong> (first year, full time)</td>
<td>Approximately 12 hours per week, plus independent study time of approximately 24 hours per week</td>
</tr>
<tr>
<td><strong>Find out more</strong></td>
<td><a href="http://bcom.unimelb.edu.au">bcom.unimelb.edu.au</a></td>
</tr>
<tr>
<td></td>
<td><a href="http://facebook.com/BusEcoMelb">facebook.com/BusEcoMelb</a></td>
</tr>
<tr>
<td></td>
<td><a href="http://twitter.com/buseconews">twitter.com/buseconews</a></td>
</tr>
<tr>
<td></td>
<td><a href="http://youtube.com/MelbourneFBE">youtube.com/MelbourneFBE</a></td>
</tr>
</tbody>
</table>

**What do I study?**

The Bachelor of Commerce consists of 24 subjects, usually taken over three years of full-time study. You must complete at least one major, which is a sequence of subjects you would do across your degree. Completing a major indicates that you are a specialist in that particular discipline.

The Bachelor of Commerce offers seven majors:

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

**Bachelor of Commerce**

24 subjects (8 per year)

<table>
<thead>
<tr>
<th>Compulsory subjects</th>
<th>Major and elective subjects</th>
<th>Breadth subjects</th>
</tr>
</thead>
<tbody>
<tr>
<td>7 core subjects to cover Commerce fundamentals</td>
<td>11–13 subjects to deepen your Commerce knowledge</td>
<td>4–6 subjects from non-Commerce disciplines</td>
</tr>
</tbody>
</table>

You can wait until the beginning of second year to choose a major, or start to focus on a particular discipline from day one. If you plan your course carefully, you might also be able to complete a second major. The table below shows the options available for your second major, depending on the first major you choose.

**Creating your course plan**

You will receive advice and assistance with designing your course plan and selecting subjects tailored to your interests and aspirations. Your subjects will include:

- **Compulsory subjects**
- **Major subjects**
- **Elective subjects**: You can choose Commerce electives that complement your major, or you can choose subjects from a different Commerce discipline.

**Honours**

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

<table>
<thead>
<tr>
<th>First major</th>
<th>Second major (optional)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting (including accreditation)</td>
<td>Economics Finance</td>
</tr>
<tr>
<td>Actuarial Studies (including accreditation)</td>
<td>Not available</td>
</tr>
<tr>
<td>Business</td>
<td>Not available</td>
</tr>
<tr>
<td>Economics</td>
<td>Accounting Finance</td>
</tr>
<tr>
<td>Finance</td>
<td>Accounting Economics</td>
</tr>
<tr>
<td>Management</td>
<td>Accounting Finance</td>
</tr>
<tr>
<td>Marketing</td>
<td>Accounting Economics</td>
</tr>
</tbody>
</table>

It may be possible to combine Actuarial Studies (with limited accreditation) and a second major. However, there may be restrictions on the choice of your second major and you may not be able to meet entry requirements for honours. Please speak to a course adviser to discuss this option.
**Commerce student experience**

Going to university isn’t just about lectures and assignments. Outside of the classroom, there are many activities available that will help you make the most of your degree, build your networks and have fun.

---

**Enriching your degree**

Bachelor of Commerce students have access to a suite of exclusive programs designed specifically for them.

**Career Mentoring Program**

Our program has successfully matched hundreds of BCom students with business professionals in a mentoring partnership.

**Personal Effectiveness Program**

A professional development program for workplace readiness delivered as a series of workshops, which aim to develop your employability skills.

**Future Leaders Forum**

An annual event open to 100 of our highest-achieving undergraduate students, identified by their leadership skills and those who have been awarded a place on the Dean’s Honours List.

**International and local case competitions**

BCom students are invited to compete in teams to pitch their innovative solutions to real-world business challenges.

**BCom Insights**

Connect the learning content delivered in the classroom with interesting and compelling real-world issues.

Find out about all of our BCom enrichment options at:

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

---

**Why do the BCom?**

- Flexible course structure
- Strong career outcomes
- Professional accreditation options
- Unique student experience
- Access to scholarships

---

“**As part of the Career Mentoring Program, I was paired up with the CEO of a digital marketing company. He was so helpful in narrowing down my interests in my major, and it was exciting to expand my own professional network and to learn about his personal experiences.**”

*Jasmine Nguyen (Australia), Marketing and Management majors*
Student clubs

Our student clubs do amazing work in the student and wider community. They provide their members with valuable industry connections and fantastic development opportunities — from offering consulting experiences with local and international charities to empowering more women to excel in finance.

Clubs include:
- Accounting Students’ Association
- Actuarial Students’ Society
- AIESEC
- Banking on Women
- CAINZ
- Commerce Students’ Society
- Economics Student Society of Australia
- Enactus
- Financial Management Association of Australia
- Global Consulting Group
- Melbourne Microfinance Initiative
- Students’ Association of Management and Marketing.

“The Commerce Students’ Society gives our members a great insight into the commerce industry. We want to help them expand their professional network, and we organise some awesome social events too. I’m very excited for the year ahead.”

Jordan Karklins (Australia), Finance major, President, Commerce Students’ Society 2017

“Banking on Women is aimed at women who are interested in working in financial services. We aim to give our members the opportunity to gain professional skills, encourage the entry and advancement of women in the financial sector, and create awareness of the opportunities available.”

Amelia Ellis (Australia), Actuarial Studies major, Sponsorship Director, Banking on Women 2017
Your outstanding career

A degree from Australia’s number one university is your ticket to an extraordinary future.

You’ll be in demand
The University’s Commerce graduates are highly sought after. Many of our students secure their desired position soon after completing their course – or even while they are still studying. Some of our most recent graduates are now working at:

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

You could travel to one of these exciting destinations:

- Bangkok
- Berlin
- San Francisco
- Santiago
- Seoul
- Shanghai
- Singapore.

“Travelling to San Francisco through the Global Management Consulting subject has been an amazing experience. I worked as a real consultant on a business problem and interacted with the San Francisco start-up community.”

Andrew Pankevicius (Australia), Economics and Finance majors, Director of Research, CAINZ

Times Higher Education World University Rankings 2016–2017
Access Melbourne

What will you make possible?

If you are a domestic student, you can enhance your opportunity for selection by applying for Access Melbourne, the University’s special entry scheme.

Access Melbourne can help you gain a place in a course, even if your ATAR is below the Clearly-in Rank, by letting you explain the ongoing circumstances that have affected your education.

How to apply

Applications are made using the Special Entry Access Scheme (SEAS) application on the VTAC website.

vtac.edu.au/who/seas

Access categories include:

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

Bachelor of Commerce students eligible for Access Melbourne may also be able to apply for a range of scholarships.

See page 18.

Claim your guaranteed place

If you are eligible to apply as a rural or financially disadvantaged student, and meet course prerequisites, you could be eligible for guaranteed entry. Guaranteed entry scores will be published on the Access Melbourne website in June 2017.

access.unimelb.edu.au

“\If I went back to high school now, I’d definitely tell people to apply for Access Melbourne – it’s a really good safety net to have.\”

Peter Dupes (Australia), Economics and Finance majors, Access Melbourne recipient

Watch a video of Peter and his twin sister Cynthia talking about their Commerce experiences: fbe.unimelb.edu.au/seas

Over 25% of admitted domestic BCom students applied through Access Melbourne in Semester 1, 2017
Our alumni

The Bachelor of Commerce is your start to a global career.

#14 globally for Accounting and Finance

- QS World University Rankings by Subject 2017

Vanessa Sunggono
Graduated: 2014
Major: Accounting, Finance
Assurance Associate at PwC, Jakarta

Dinuka Jayasuriya
Graduated: 2011
Major: Actuarial Studies
Senior Associate, Institutional Banking and Advisory at National Australia Bank, Sydney

Maya Dagan
Graduated: 2010
Major: Marketing, Management
UK Brand Manager at American Express, London

Andrew Le
Graduated: 2015
Major: Marketing, Management
Marketing Graduate at IBM, Melbourne

Anthony Goldbloom
Graduated: 2006
Major: Economics
Co-founder and CEO of Kaggle.com, San Francisco

Kimberly Fraser
Graduated: 2010
Major: Actuarial Studies
Actuarial Manager at PwC, London

Nina Liew
Graduated: 2016
Major: Finance, Economics
Graduate Consultant at Nous Group, Melbourne

Jasmine Davie
Graduated: 2014
Major: Accounting, Finance
Senior Consultant, Risk Consulting at KPMG, Brisbane

Aakash Chugani
Graduated: 2009
Major: Management, Finance
Director at Emsons Co. Ltd, Guangzhou
Accounting

Accounting is the ‘language of business’, informing management decision-making and the allocation of resources. It provides the tools to measure and express firm performance and valuation.

Why choose Accounting?
- Melbourne is known for the quality of its accounting program and strong graduate employability outcomes
- Offers a direct path to becoming a qualified accountant
- 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.

Where do accounting graduates work?
- Accounting practices, including the ‘Big Four’ (Deloitte, EY, KPMG and PwC)
- Corporations
- Government
- Investment banking and finance industry
- Management consulting

Career progression in accounting

### 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

Accounting electives in the BCom:
fbe.unimelb.edu.au/students/subjects

Sample course plan – Bachelor of Commerce Major in Accounting

<table>
<thead>
<tr>
<th>Year</th>
<th>Semester</th>
<th>Subject</th>
<th><strong>Major in Accounting</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Introductory Microeconomics</td>
<td>Accounting major subjects</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>Introductory Macroeconomics</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>1</td>
<td>Organisational Behaviour</td>
<td>Breadth subjects</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>Quantitative Methods 2</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>Financial Accounting Theory</td>
<td>Commerce elective subjects</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>Auditing Assurance Services</td>
<td></td>
</tr>
</tbody>
</table>

### Core subjects
- Accounting major subjects
- Breadth subjects
- Commerce elective 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.

These subjects are required for accounting accreditation.

“I chose to apply to the University because I wanted to learn from some of the world’s best minds. I wanted the exposure to meet great people and indulge in the diversity the University had to offer.”

Akihiro Ratnayake (Japan), Accounting and Finance majors
Actuarial Studies

Actuaries evaluate and manage the financial risks faced by individuals, organisations and governments. The risks assessed by actuaries can include anything from disability and death to earthquakes and major economic or social change.

Why choose Actuarial Studies?

- Develop specialist knowledge
- Pathway to a high-earning career
- Gain expertise in our core study areas: financial mathematics, life insurance mathematics and actuarial statistics
- One of only six institutions in Australia that has full accreditation from the Actuaries Institute

Professional recognition

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

The Faculty is also designated a Center of Actuarial Excellence by the US Society of Actuaries.

Where do actuarial graduates work?

- Banking and finance
- Capital and risk management
- Insurance industry
- Investments and asset management

Career progression in Actuarial Studies

<table>
<thead>
<tr>
<th>Your first job</th>
<th>In 5–10 years</th>
<th>In 15–20 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Analyst</td>
<td>Manager</td>
<td>Chief Executive Officer</td>
</tr>
<tr>
<td>Associate</td>
<td>Actuary</td>
<td>Chief Financial Officer</td>
</tr>
<tr>
<td>Graduate</td>
<td>Consultant</td>
<td></td>
</tr>
</tbody>
</table>

“I enjoy learning mathematical concepts and the challenge of applying them to financial problems. Being part of the Actuarial Students’ Society and working with the other actuarial students has motivated me to do my best.”

Truman Tang (Australia), Actuarial Studies, President, Actuarial Students’ Society 2017

Sample course plan – Bachelor of Commerce Major in Actuarial Studies

<table>
<thead>
<tr>
<th>Year</th>
<th>Semester 1</th>
<th>Semester 2</th>
<th>Semester 3</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Introductory Microeconomics</td>
<td>Accounting Reports and Analysis</td>
<td>Principles of Finance</td>
</tr>
<tr>
<td></td>
<td>Introductory Macroeconomics</td>
<td>Introductory Financial Accounting</td>
<td>Introduction to Actuarial Studies</td>
</tr>
<tr>
<td></td>
<td>Financial Mathematics I</td>
<td>Probability</td>
<td>Organisational Behaviour</td>
</tr>
<tr>
<td></td>
<td>Financial Mathematics II</td>
<td>Statistics</td>
<td>Intermediate Macroeconomics</td>
</tr>
<tr>
<td></td>
<td>Actuarial Modelling I</td>
<td>Actuarial Modelling II</td>
<td>Financial Mathematics III</td>
</tr>
<tr>
<td></td>
<td>Contingencies (25 points)</td>
<td>Actuarial Statistics</td>
<td>Models for insurance and Finance</td>
</tr>
</tbody>
</table>

Core subjects | Actuarial major subjects | Breadth subjects | Commerce elective subjects

- You can gain waivers from some US Society of Actuaries exams by gaining Part I qualifications via the Bachelor of Commerce.
- This is a sample course plan only. Subjects offered may change from year to year. You will be advised of current subject offerings prior to subject selection and enrolment.
- 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 that 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.
- These subjects are required for accreditation as an actuary.
Business

To be successful in business, you have to understand how it works. The Business major combines subjects from several disciplines, and allows you to develop skills you can use in any industry.

Why choose Business?
You'll develop a versatile skill set that can be applied across diverse sectors:
- Oral and written communication skills
- Critical analysis and synthesis
- Problem-solving
- Operating in a team
- Multidisciplinary training
- Working independently and taking responsibility for your learning.

Where do business graduates work?
- Management consulting
- Finance industry
- Professional services firms
- Banking industry

Career progression in business

<table>
<thead>
<tr>
<th>Your first job</th>
<th>In 5–10 years</th>
<th>In 15–20 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coordinator</td>
<td>Director</td>
<td>General Manager</td>
</tr>
<tr>
<td>Analyst</td>
<td>Manager</td>
<td>Operations Manager</td>
</tr>
<tr>
<td>Adviser</td>
<td>Consultant</td>
<td>Chief Executive Officer</td>
</tr>
</tbody>
</table>

Sample course plan – Bachelor of Commerce

Major in Business

Business electives in the BCom:

Sample course plan – Bachelor of Commerce

<table>
<thead>
<tr>
<th>Year</th>
<th>Semester 1</th>
<th>Semester 2</th>
<th>Semester 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Introductory Microeconomics</td>
<td>Quantitative Methods 1</td>
<td>Accounting Reports and Analysis</td>
</tr>
<tr>
<td></td>
<td>Quantitative Methods 1</td>
<td>Principles of Finance</td>
<td>Principles of Management</td>
</tr>
<tr>
<td></td>
<td>Principles of Finance</td>
<td>Principles of Marketing</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Accounting Reports and Analysis</td>
<td>Principles of Management</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Principles of Marketing</td>
<td>Breadth</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Principles of Management</td>
<td>Breadth</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Breadth</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Organisational Behaviour</td>
<td>Quantitative Methods 2</td>
<td>Corporate Financial Decision Making</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Breadth or Commerce elective</td>
<td>Breadth</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Breadth</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Level 3 Management</td>
<td>Level 3 Finance</td>
<td>Level 3 Marketing</td>
</tr>
<tr>
<td></td>
<td>Level 3 Finance</td>
<td>Level 3 Marketing</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Level 3 Marketing</td>
<td>Breadth or Commerce elective</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Breadth or Commerce elective</td>
<td></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.
Economics

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

Why choose Economics?

- 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

Where do economics graduates work?

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

Career progression in economics

<table>
<thead>
<tr>
<th>Your first job</th>
<th>In 5–10 years</th>
<th>In 15–20 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Analyst</td>
<td>Economist</td>
<td>Chief Economist</td>
</tr>
<tr>
<td>Associate</td>
<td>Manager</td>
<td>Director</td>
</tr>
<tr>
<td>Researcher</td>
<td>Senior Analyst</td>
<td>Partner</td>
</tr>
</tbody>
</table>

Sample course plan – Bachelor of Commerce

Major in Economics

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Semester 2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Introductory Microeconomics</td>
<td>Quantitative Methods 1</td>
</tr>
<tr>
<td></td>
<td>Accounting Reports and Analysis</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Principles of Finance</td>
<td>Intermediate Microeconomics</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2</th>
<th>Semester 1</th>
<th>Semester 2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Organisational Behaviour</td>
<td>Quantitative Methods 2 or Introductory Econometrics</td>
</tr>
<tr>
<td></td>
<td>Intermediate Microeconomics</td>
<td>Intermediate Macroeconomics</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 3</th>
<th>Semester 1</th>
<th>Semester 2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Level 3 Econometrics elective</td>
<td>Level 3 Econometrics elective</td>
</tr>
<tr>
<td></td>
<td>Breadth or Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
</tbody>
</table>

Core subjects
Economics major subjects
Breadth subjects
Commerce elective subjects
Breadth or Commerce elective 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.

Students with strong mathematical skills should consider mathematics and statistics subjects as an alternative quantitative path.

“The Economics Student Society of Australia (ESSA) is one of the largest student-run economics clubs in the country. We run regular articles, our podcast ‘Nominal Interest’, and events like the Public Policy Case Competition and the Economics Debate. We also host a Careers Panel to develop the skills of our members.”

Rebecca Satkunam (Australia), Economics and Marketing majors, President, ESSA 2017, study abroad to London School of Economics

#1 in Australia and #25 globally for Economics and Econometrics - QS World University Rankings by Subject 2017
Finance

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

Why choose Finance?
- Study capital markets and financial institutions, investments and financial planning, and corporate, personal and real estate finance
- Enjoy the high rates of employment and earnings linked to Melbourne graduates in the sector

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.

Where do finance graduates work?
- Financial planning and advising
- Funds management
- Banking
- Financial analysis
- Corporate finance
- Trading and dealing
- Management consulting

Career progression in finance

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

“My experience in the Bachelor of Commerce has been one of no regrets. There are countless opportunities to discover the world around you through subjects like Street Finance and Management Consulting.”

Omar Hassoun (Australia), Finance and Economics majors, President, Financial Management Association of Australia 2017

Sample course plan – Bachelor of Commerce

Major in Finance

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Introductory Microeconomics</th>
<th>Quantitative Methods 1</th>
<th>Accounting Reports and Analysis</th>
<th>Breadth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Principles of Finance</td>
<td>Commerce elective</td>
<td>Breadth</td>
</tr>
<tr>
<td>Year 2</td>
<td>Semester 1</td>
<td>Organisational Behaviour</td>
<td>Corporate Financial Decision Making</td>
<td>Commerce elective</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Introductory Econometrics</td>
<td>Commerce elective</td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
<tr>
<td>Year 3</td>
<td>Semester 1</td>
<td>Investments</td>
<td>Commerce elective</td>
<td>Commerce elective</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Derivative Securities</td>
<td>Level 3 Finance elective</td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
</tbody>
</table>

Core subjects  Finance major subjects  Breadth subjects  Commerce elective subjects  Breadth or Commerce elective subjects

Job Outlook 2015.

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.
Management

Effective managers lead businesses and organisations in achieving their goals. Studying management equips you with the leadership, analysis, planning and decision-making skills you need to succeed from day one.

Why choose Management?
- Develop expertise in a variety of fields including business management, human resources management, international business and operations management
- 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

Where do management graduates work?
- Management consulting
- Government and not-for-profit organisations
- Human resources
- Operations and supply chain management
- Business process improvement and quality assurance
- Project management
- Organisational development and change

Career progression in management

<table>
<thead>
<tr>
<th>Your first job</th>
<th>In 5–10 years</th>
<th>In 15–20 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business partner</td>
<td>Adviser</td>
<td>Managing Director</td>
</tr>
<tr>
<td>Consultant</td>
<td>Business Development Manager</td>
<td>Managing Partner</td>
</tr>
<tr>
<td>Coordinator</td>
<td>Operations Manager</td>
<td>Principal</td>
</tr>
</tbody>
</table>

“My favourite thing about being on campus is the atmosphere. Whether I’m sitting in the library or on University Square, knowing that I’m surrounded by some of the smartest, most hard-working young people in the country makes me feel inspired and motivated.”

Ruby Taylor (Australia), Management and Accounting majors, Career Mentoring Program

Sample course plan – Bachelor of Commerce Major in Management

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Quantitative Methods 1</th>
<th>Principles of Finance</th>
<th>Breadth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Introductory Microeconomics</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 2</td>
<td>Semester 1</td>
<td>Accounting Reports and Analysis</td>
<td>Principles of Management</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Introductory Macroeconomics</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 3</td>
<td>Semester 1</td>
<td>Business Decision Analysis</td>
<td>Commerce elective</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Commerce elective</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Semester 1</td>
<td>Commerce elective</td>
<td>Commerce elective</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Level 3 Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>Commerce elective</td>
<td>Commerce elective</td>
<td>Breadth</td>
</tr>
<tr>
<td></td>
<td>Level 3 Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Core subjects | Management major subjects | Breadth subjects | Commerce elective 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.
Organisations use marketing intelligence to respond to needs, growth and trends in the marketplace, and to maximise profitability.

Why choose Marketing?

- Marketing is one of the most popular professions for business graduates
- Knowledge of marketing is important for both marketing specialists and generalist managers who are involved in developing marketing strategies for their organisation
- You’ll learn the fundamentals of advertising, product and brand management, strategic marketing, market research, relationship marketing, global marketing, electronic marketing and buyer behaviour
- Enjoy free student membership of the Australian Marketing Institute, the largest professional body for Australian marketing practitioners

Where do marketing graduates work?

- Marketing services, including advertising and media buying
- Market research
- Marketing communications
- Events and public relations
- Fast-moving consumer goods industries
- Financial services
- Tourism and hospitality
- Government

Career progression in marketing

<table>
<thead>
<tr>
<th>Your first job</th>
<th>In 5–10 years</th>
<th>In 15–20 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Account Executive</td>
<td>Brand Manager</td>
<td>Account Director</td>
</tr>
<tr>
<td>Customer Insights Analyst</td>
<td>Digital Communications Manager</td>
<td>Chief Marketing Officer</td>
</tr>
<tr>
<td>Marketing Coordinator</td>
<td>Marketing Research Consultant</td>
<td>Communications Director</td>
</tr>
<tr>
<td>Media Planner</td>
<td>Social Media Specialist</td>
<td>Creative Director</td>
</tr>
</tbody>
</table>

“After graduation, I plan to pursue a creative path in advertising or design.”

Ayonti Huq (Bangladesh), Marketing and Management majors, International Undergraduate Scholarship recipient

Sample course plan – Bachelor of Commerce Major in Marketing

Marketing electives in the BCom: [fbe.unimelb.edu.au/students/subjects](fbe.unimelb.edu.au/students/subjects)

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Semester 1</th>
<th>Introductory Microeconomics</th>
<th>Quantitative Methods 1</th>
<th>Principles of Finance</th>
<th>Breadth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Introductory Macroeconomics</td>
<td>Accounting Reports and Analysis</td>
<td>Principles of Marketing</td>
<td>Breadth</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2</th>
<th>Semester 1</th>
<th>Organisational Behaviour</th>
<th>Commerce elective</th>
<th>Commerce elective</th>
<th>Breadth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Market and Business Research</td>
<td>Commerce elective</td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 3</th>
<th>Semester 1</th>
<th>Level 3 Marketing</th>
<th>Commerce elective</th>
<th>Commerce elective</th>
<th>Breadth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>Level 3 Marketing</td>
<td>Level 3 Marketing</td>
<td>Commerce elective</td>
<td>Breadth or Commerce elective</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.
Studies in engineering

Australia’s number one school for engineering and technology.

Be in demand
Qualified engineers are in high demand. As an engineering graduate you’re assured of a vast range of interesting and well-paid employment opportunities around the world.

Professional recognition
The Master of Engineering is the first degree in Australia to be accredited by both Engineers Australia and EUR-ACE® in Europe.

Engineering through the Bachelor of Commerce
To become a professionally accredited engineer you’ll need to complete the Master of Engineering.

How to study property through Commerce – school leavers

Step 1: Bachelor of Commerce with Property breadth sequence (3 years)
Commercial students who wish to undertake graduate engineering at the Melbourne School of Engineering will need to successfully complete four breadth subjects to meet the entry requirements for the three-year Master of Engineering. These subjects are:

- MAST10006 – Calculus 2, 12.5 points
- MAST10007 – Linear Algebra, 12.5 points
- 2 x first year science (relevant to engineering stream e.g. Electrical, Mechanical, etc.), 12.5 points each

These subjects are all level 1 subjects.

As the University’s breadth rules do not allow completion of more than 37.5 points of level 1 subjects, the Melbourne School of Engineering will cover the cost of one subject to be undertaken via the Community Access Program (CAP). To qualify, Commerce students must have completed Calculus 2 and their two relevant science subjects, and have a minimum course weighted average of 65 per cent.

Find out more
- eng.unimelb.edu.au/study
- facebook.com/engunimelb
- twitter.com/engunimelb

Further study in property
The Property breadth track offers you an approved pathway through the professionally accredited two-year Master of Property.

You must enrol in the required breadth subjects from second year to satisfy the prerequisites for the Master of Property. You must also meet any additional admission requirements for successful entry.

Studies in property

Property specialists work closely on real-world issues, including those related to commercial and financial interests.

How to study property

Step 1: Bachelor of Commerce with Property breadth sequence (3 years)

Step 2: Further study (2 years)
Master of Property

Employment

Employment

How to study property through Commerce – school leavers

Step 1: Bachelor of Commerce with Property breadth sequence (3 years)

Step 2: Further study (2 years)
Master of Property

Employment

Employment

Property specialists work closely on real-world issues, including those related to commercial and financial interests.

As a Commerce student, you can take a breadth track in Property and learn specialist skills for a career in the built environment.

Further study in property
The Property breadth track offers you an approved pathway through the professionally accredited two-year Master of Property.

You must enrol in the required breadth subjects from second year to satisfy the prerequisites for the Master of Property. You must also meet any additional admission requirements for successful entry.

Students pursuing professional accreditation in Accounting or Actuarial Studies cannot complete the required breadth sequence due to the subject requirements of their chosen major.
Concurrent diplomas

Concurrent diplomas offer another way to follow your passion and earn an additional qualification.

Flexible study options
Our diplomas give you many options to enrich your degree. You can choose to study a diploma alongside your undergraduate degree (adding a further year of study), or cross-credit some of the study in your undergraduate degree to your diploma and take a ‘fast track’ to completion (potentially completing the diploma in the same time it takes to complete your undergraduate degree). Conditions apply and you should discuss your options with a student adviser once you enrol in your undergraduate degree.

Diploma in Informatics
The Diploma in Informatics will provide you with the IT tools and technological understanding employers are looking for. It is designed to complement your core studies with fundamental programming and data management skills.

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

Prerequisites
There are no additional prerequisites once you are enrolled in your undergraduate degree.

cis.unimelb.edu.au/study/undergraduate

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

Undergraduate domestic students may be eligible to receive the final 50 points of the diploma HECS free.

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

Prerequisites
There are no additional prerequisites once you are enrolled in your undergraduate degree. Please note: This program is taken concurrently. Students must have a minimum of 50 points remaining in their degree on application.

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

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

Domestic students may be eligible to receive the final 50 points of the diploma HECS free.

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

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

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

Diploma in Music
The Diploma in Music allows students to undertake a tailored sequence of music study and gain a music qualification while completing an undergraduate degree in another field at the University of Melbourne. Students can tailor a program of academic, theoretical or practical music study based on their interests, in areas across Music Performance, Composition, Musicology, Ethnomusicology, Jazz & Improvisation, or Interactive Composition.

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

Prerequisites
Entry is by audition in early February.

mcm.unimelb.edu.au

Bachelor of Biomedicine students cannot complete the diploma and the degree within the standard structure and timeframe. Consult your student adviser.

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

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

Thanks to the generosity of alumni and industry partners, and through the excellent work of the Melbourne Foundation for Business and Economics, the Faculty of Business and Economics is able to offer many generous scholarships to domestic and international students commencing the Bachelor of Commerce.

### Domestic students

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
</table>
| Abernethy Scholars Program                  | ■ Membership in a student peer network, including cross-cohort and alumni activities  
 ■ Exclusive access to some of the faculty’s key experiential programs  
 ■ Group mentoring by Professor Margaret A Abernethy, Sir Douglas Copland Chair of Commerce and former Dean of the Faculty of Business and Economics  
 ■ Exclusive professional development opportunities | All first year students who receive a SEAS-based faculty scholarship | ■ 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  
 ■ Scholarships included in this program are denoted by a (*) in the list below |
| Bertalli Family Foundation Scholarships *   | ■ Annual payment of $5000 for three years, totalling $15 000 | 2                | ■ Australian citizen  
 ■ Eligible for Access Melbourne – rural category  
 ■ Submit a SEAS application via VTAC |
| Burnet Family Access Scholarship*           | ■ Annual payment of $5000 for three years, totalling $15 000 | 1                | ■ Australian citizen or permanent resident  
 ■ Eligible for Access Melbourne  
 ■ Submit a SEAS application via VTAC |
| Commerce at International House Scholarship * | ■ Residency at International House for the first year of the Bachelor of Commerce, valued at approximately $20 000 | 1                | ■ Australian citizen residing in rural or regional Victoria  
 ■ Eligible for Access Melbourne  
 ■ Submit a SEAS application via VTAC  
 ■ Have applied to International House online  
 ■ Selection is based on academic merit and documented financial or other disadvantage  
 ■ Apply online: fbe.unimelb.edu.au/scholarships |
| Commerce Opportunity Bursaries *            | ■ Annual payment of $15 000 for three years, totalling $45 000 | 3                | ■ Australian citizen residing in Victoria  
 ■ Eligible for Access Melbourne  
 ■ Selection is based on academic merit and documented financial or other disadvantage  
 ■ Automatic consideration for SEAS applications via VTAC |
| Dawn Wade Scholarship *                     | ■ Residency at International House for three years, to the maximum value of $22 000 per year | 1                | ■ Australian citizen residing in rural or regional area  
 ■ Eligible for Access Melbourne  
 ■ Submit a SEAS application via VTAC  
 ■ Selection is based on academic merit and documented financial or other disadvantage  
 ■ Have applied to International House online  
 ■ Apply online: fbe.unimelb.edu.au/scholarships |
| Douglas Family Scholarship*                 | ■ Annual award of the net annual income of the trust ($5100 in 2016) for three years | 1                | ■ Australian citizen residing in rural or regional Victoria  
 ■ Eligible for Access Melbourne, Financially Disadvantaged category  
 ■ Submit a SEAS application via VTAC |
| Faculty Opportunity Bursary *               | ■ Annual payment of $15 000 for three years, totalling $45 000 | 1                | ■ Eligible for Access Melbourne  
 ■ Selection is based on academic merit and documented financial or other disadvantage  
 ■ Automatic consideration for SEAS applications via VTAC |
| First in the Family Scholarships *          | ■ Annual payment of $10 000 for three years, totalling $30 000 | 6                | ■ Australian citizen or permanent resident  
 ■ Eligible for Access Melbourne  
 ■ Be the first in their family to attend university  
 ■ Submit a SEAS application via VTAC  
 ■ Apply online: fbe.unimelb.edu.au/scholarships |

* Refers to scholarships included in the Abernethy Scholars Program
Based on the number of each of these scholarships awarded for 2016.

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
</table>
| Melbourne Chancellor’s Scholarship — Copland Program | ▪ Mentoring by a senior Australian business leader  
▪ Invitations to special faculty events  
▪ Membership of a cohort of high-achieving students  
▪ Access to a student peer network, including cross-cohort activities and a series of alumni events  
▪ Invitations to the faculty’s key experiential programs  
▪ Group mentoring by Professor Paul Jensen, Deputy Dean of the Faculty of Business and Economics  
▪ Exclusive professional development opportunities | All BCom Chancellor’s Scholarship recipients | ▪ Entry into the Melbourne Chancellor’s Scholarship (see page 20) |
| Wade Family Commerce Scholarships at Ormond College | ▪ Residency at Ormond College for the first year of the Bachelor of Commerce, valued at approximately $13 000 | 2                | ▪ Australian citizen and resident of Australia  
▪ Apply for a place and financial assistance at Ormond College |

### International students

<table>
<thead>
<tr>
<th>Scholarships</th>
<th>Benefits</th>
<th>Number available</th>
<th>Eligibility</th>
</tr>
</thead>
</table>
| A.G. Whitlam International Undergraduate Merit Scholarship | ▪ 50% fee remission for the duration of the course (up to three years)                           | 5                | ▪ Be a citizen from one of the designated countries (for Semester 1: Sri Lanka and Bangladesh; for Semester 2: India, Vietnam and Bangladesh)  
▪ Have completed an approved Year 12 program or equivalent in a country other than Australia that meets the eligibility requirements for the Bachelor of Commerce  
▪ Students who meet the eligibility criteria will be automatically considered, with no separate application process |
| Bachelor of Commerce Global Scholarships          | ▪ 20% fee remission for the duration of the course (up to three years)                             | 50               | ▪ Have completed an approved Year 12 program or equivalent that meets the eligibility requirements for the Bachelor of Commerce (only students with a minimum ATAR of 90, or equivalent, will be considered)  
▪ Citizen of a country deemed under-represented by the Academic Board (eligible countries may change from year to year)  
▪ Selection is based on academic merit and citizenship  
▪ All international Bachelor of Commerce applicants from under-represented countries are automatically considered |
| Commerce Undergraduate International Merit Scholarships | ▪ 50% fee remission for the duration of the course (up to three years)                           | 10               | ▪ Awarded on the basis of academic merit  
▪ All international Bachelor of Commerce applicants are automatically considered |
| International Undergraduate Partner Scholarships  | ▪ 50% fee remission for the duration of the course (up to three years)                             | 8                | ▪ You must have attended one of these partner institutions:  
▪ Trinity College Foundation Studies, Australia  
▪ Universitas Gadjah Mada, Indonesia  
▪ Universitas Indonesia, Indonesia  
▪ HELP University, Malaysia  
▪ Taylor’s College, Malaysia  
▪ Sunway College, Malaysia  
▪ Markham College, Peru  
▪ Nanyang Polytechnic, Singapore  
▪ Ngee Ann Polytechnic, Singapore  
▪ Singapore Polytechnic, Singapore  
▪ Temasek Polytechnic, Singapore  
▪ All partner institution Bachelor of Commerce applicants are automatically considered |

The Faculty of Business and Economics annually awards more than 75 prizes to high-achieving students, and offers a range of scholarships to assist local and international undergraduate students.

These awards are funded through the generosity of government and industry sponsors, individual bequests and donations, the faculty and departments. Find out more at [fbe.unimelb.edu.au/scholarships](http://fbe.unimelb.edu.au/scholarships)
Melbourne Chancellor’s Scholarship

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

You deserve the rewards

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

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

Benefits

For domestic students:

- HECS student contribution exemption for the full duration of a Commonwealth Supported Place in a bachelors degree and a concurrent diploma
- Living allowance for the standard full-time duration of the bachelors degree and concurrent diploma with a value of:
  - $5000 per year if you completed high school in Victoria
  - $10,000 per year if you completed high school outside Victoria
- Melbourne Global Scholars Award of up to $2500 for an approved period of overseas study as an exchange or study abroad student
- Guaranteed international full fee place in a professional masters degree if you meet the prerequisite and entry requirements for the masters degree
- An accommodation place reserved for you close to the Parkville campus in a quality residence for the first year of study. The offer does not include the cost of accommodation.

For international students:

- A 50 per cent tuition fee remission for the standard full-time duration of a bachelors degree
- Melbourne Global Scholars Award of up to $2500 for an approved period of overseas study as an exchange or study abroad student
- Guaranteed international full fee place in a professional masters degree if you meet the prerequisite and entry requirements for the masters degree
- An accommodation place reserved for you close to the Parkville campus in a quality residence for the first year of study. The offer does not include the cost of accommodation.

Eligibility

To be considered for this scholarship, you must:

- Be one of the following:
  - a domestic or international student who completed an Australian Year 12 or the IB in Australia, or
  - an Australian citizen who completed an Australian Year 12 or the IB outside Australia
- Have applied for a University of Melbourne undergraduate course via VTAC for commencement in the year following completion of an Australian Year 12 or IB. Eligible courses are Arts, Biomedicine, Commerce, Design, Music and Science
- Not have previously undertaken any tertiary studies (excluding extension studies completed as part of a Year 12 program).

Selection

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

- Achieve an ATAR of at least 99.90, or
- Intend to undertake the Bachelor of Music and achieve an ATAR of at least 99.85 and achieve an audition score of A+, or
- Are of Indigenous Australian descent and achieve an ATAR of at least 90.

Application

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

Outcome

The first offers are made a few days after the Victorian Year 12 ATAR results are released in December. Further offers are made in January and February to students who have completed the IB or Year 12 outside Victoria. Scholarship offers do not represent an offer for admission to a University of Melbourne bachelors degree. Course offers are made separately through VTAC.

chancellorscholars.unimelb.edu.au

Some exclusions apply. For a list of applicable courses, go to chancellorscholars.unimelb.edu.au
Graduate study is an investment in your future. Choose Melbourne and join the best and brightest students as you pursue your passion and develop your career.

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

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

Graduate study at Melbourne
The University of Melbourne offers a range of programs that provide career entry opportunities for recent graduates and specialist education for professionals.

Further your business education

mbs.unimelb.edu.au

Expand your horizons
Graduate degrees in other disciplines include:
- Executive Master of Arts
- Juris Doctor (Law)
- Master of Architecture
- Master of Engineering
- Master of Entrepreneurship
- Master of Journalism
- Master of Nursing Science
- Master of Psychology
- Master of Social Work
- Master of Teaching.
coursesearch.unimelb.edu.au

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

Guaranteed entry into graduate degrees
Would you like to begin your undergraduate degree at Melbourne with the security of knowing a graduate place is reserved for you?

Guaranteed entry is available for most graduate degrees, depending on the ATAR/notional ATAR you achieve:

| ATAR of 99.90+ | A guaranteed place in the graduate degree of your choice, subject to meeting the prerequisites. The guarantee applies to our professional entry masters degrees, including the University’s flagship graduate degrees such as the Juris Doctor (Law), Master of Engineering, Master of Construction Management, Master of Property and Master of International Relations. No minimum Grade Point Average (GPA) is required in your undergraduate degree. You may also be eligible for the Melbourne Chancellor’s Scholarship for your undergraduate degree – see page 20. |
| ATAR of 96.00–99.85 | A guaranteed place in your choice of a range of graduate degrees, subject to meeting the prerequisites and achieving a Grade Point Average (GPA) of 65% in your undergraduate degree. |
| ATAR below 96.00 | You may be eligible for a range of other guarantees. To see all your options, go to: futurestudents.unimelb.edu.au/guaranteed-entry |

The guaranteed entry pathways above are available to domestic and international students who complete an Australian Year 12 or the International Baccalaureate (IB) in Australia in 2017. Eligible students must enrol in a University of Melbourne undergraduate degree immediately following Year 12, or be granted a deferral by the University.

Some exclusions apply. See futurestudents.unimelb.edu.au/guaranteed-entry for the list of applicable courses.
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.

futurestudents.unimelb.edu.au/admissions

International students
International students studying Year 12 or IB in Australia must apply through VTAC for Semester 1 entry.

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

futurestudents.unimelb.edu.au/admissions/applications

Pathway to Commerce: the Diploma in General Studies
You could be eligible for a guaranteed place in the Bachelor of Commerce and other University of Melbourne degrees after completing the one-year Diploma in General Studies. The program combines subjects from the University’s bachelors degrees, and provides you with the opportunity to study science, commerce, design or agriculture.

This course is available to domestic students only.

fvas.unimelb.edu.au/study/courses/diploma-in-general-studies

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.

futurestudents.unimelb.edu.au/admissions/fees

Scholarships

Faculty of Business and Economics Scholarships
Bachelor of Commerce students have exclusive access to a range of generous scholarships. See pages 18–19 or visit the faculty scholarship website:

fbe.unimelb.edu.au/scholarships/opportunities

Melbourne Scholarships
Melbourne Scholarships recognise outstanding academic achievement and provide access to higher education to students who might otherwise be excluded by socio-economic, cultural, geographic and other disadvantages.

Visit our website for the most up-to-date information on scholarships, including closing dates:

scholarships.unimelb.edu.au

Melbourne Chancellor’s Scholarship
The Melbourne Chancellor’s Scholarship gives very high-achieving students a guaranteed place in the graduate program of their choice and a range of other exciting benefits. See page 20 for more information.

Access Melbourne
If you’re a domestic student, Access Melbourne can help you gain a place in a course, even if your ATAR is below the Clearly-in Rank. You may even be eligible for guaranteed entry. See page 7.

access.unimelb.edu.au

To be eligible for the guarantee you must be eligible for Access Melbourne at the time you apply for the Diploma in General Studies, and achieve certain grades in the diploma. See the website for more information.

Some exclusions apply. You must meet the course prerequisites and other requirements. Visit chancellorscholars.unimelb.edu.au for details and a list of applicable courses.
# Entry requirements

<table>
<thead>
<tr>
<th>Qualification</th>
<th>Bachelor of Commerce</th>
<th>Commerce (Melbourne Chancellor’s Scholarship)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Australian Year 12</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Domestic students: 2018 Minimum ATAR</td>
<td>93.00</td>
<td>99.90</td>
</tr>
<tr>
<td>Domestic students: 2017 Clearly-in Rank</td>
<td>95.00</td>
<td>99.90</td>
</tr>
<tr>
<td>International students: 2018 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><strong>International Baccalaureate (IB)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International students: 2018 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><strong>GCE A Levels/Singapore A Levels</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International students: 2018 Guaranteed score</td>
<td>ABB</td>
<td>Not available to A Level 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><strong>Trinity College Foundation Studies</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International students: 2018 Guaranteed score</td>
<td>36</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 Clearly-in Rank may be higher, depending on demand for the course and the number of places available. Only applicants eligible for special entry schemes will be admitted below the minimum ATAR.

2. Students who achieve an ATAR or notional ATAR of 99.90 or above and satisfy course prerequisites will be guaranteed a place in the Melbourne Chancellor’s Scholarship. Students must have completed an Australian Year 12 qualification or the International Baccalaureate (IB) in Australia, or be an Australian citizen who has completed an Australian Year 12 or IB overseas in the year prior to entry (students must either enrol immediately or be granted a deferral in the year following Year 12).

3. Eligible domestic students who satisfy course prerequisites and achieve an ATAR of 95.00 or above are guaranteed a place in the Bachelor of Commerce.

4. International students: The University guarantees admission to a course when an international student achieves the required score, meets prerequisite studies, satisfies the English language requirements and there are still places available in the course at the time of acceptance. If you do not meet the guaranteed score your application will not be considered for entry, except for recipients of the Bachelor of Commerce Global Scholarship who may be admitted with a lower entry score. Guaranteed scores apply only if no further study has been undertaken after completion of one of these programs.

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 & 4 or equivalent. If VCE Specialist Mathematics has not been completed, applicants will incur the cost of undertaking an additional Mathematics subject through the University’s Community Access Program (CAP).

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 (K2) is also accepted. A minimum grade of C is required in prerequisite AS and A Level subjects.

---

**Guaranteed entry**

If you’re a domestic student, satisfy course prerequisites and achieve an ATAR of 95.00 or above, you will be guaranteed a place in the Bachelor of Commerce in 2018.