Do you have the achievement edge for success?
At Monash University Malaysia, we provide a distinctive international experience, with excellence in teaching and research. We engage with Malaysian and regional societies to improve the human condition. Monash Malaysia, a SETARA tier 5 (Excellent) university, is a dynamic community of scholars, comprising staff and students, supported by collegial processes and comprehensive first-class infrastructure, and aspiring to intellectual achievement of the highest order.

Quality assurance
Degrees offered by Monash University are monitored by quality assurance agencies in Australia and Malaysia including:

- The Australian Universities Quality Agency (AUQA)
- Malaysian Qualifications Agency (MQA)
- CPA (Australia)
- Tertiary Education Quality and Standards Agency (TEQSA) Australia
- Public Services Department (JPA) of Malaysia
- The Malaysian Institute of Certified Public Accountants
- The Chartered Institute of Management Accountants
- The Association of Chartered Certified Accountants

Flexible Courses
Courses taught at Monash University Malaysia offers a degree of flexibility. Depending on their area of interest, undergraduates can pursue degrees that incorporate units from different Schools to tailor-make their qualifications. Postgraduate courses offer a flexible course delivery for working professionals, with classes conducted in the evenings and/or on weekends.

World Rankings
Monash is ranked:

- in the top one per cent of world universities – 91st in the world – according to the Times Higher Education World University Rankings (2013-2014)
- the 89th university in the world according to the 2013/2014 QS World University Rankings
- in the top 150 world universities according to the Academic Ranking of World Universities compiled by Shanghai Jiao Tong University.

Monash University is also:

- ranked one of the top five universities in Australia
- member – Group of Eight research-focused universities, Australia
- Monash University Malaysia has been accorded Self Accreditation Status by the Ministry of Higher Education through the Malaysia Qualifications Agency – a testament to the university campus’ first-rate quality in teaching and learning.

School of Business
The School of Business offers choice programs for those seeking a rewarding career in the business sector. It has developed a reputation for excellence in research across a diverse range of business interests. As a leading business school with strong links to industry and an alumni network of over 290,000 in 145 countries, our students graduate are job-ready for the global knowledge economy.

Facilities include:

- Specialised resource areas like the Islamic Banking and Finance resource centre, and online resources.
- The Monash University Sunway Simulated Trading Lab (MUSSTLab) - an innovative way to teach students how money markets really work by giving them an opportunity to trade in a simulated environment.
- The Neurobusiness Lab, whereby neuroscientific and behavioural methods are used to understand economic and consumer behaviour.
- The Focus Group Discussion Room, where focus group sessions are managed and data is collected in the process to solve business problems.
An MBA designed for High Achieving Professionals

The Monash MBA is one of the world’s top MBA programs, specifically designed for High Achieving Professionals with the drive and ambition to move into senior leadership roles, and those who want to provide leadership to overcome the moral, ethical, business longevity and sustainability issues confronting businesses and communities today and in the future. Originally developed in Melbourne, Australia, this International MBA program is offered by Monash University Malaysia from January 2015.

The Monash MBA in Malaysia aims to produce high quality graduates with the capacity to become global, transformational and socially responsible management and business leader practitioners, who are able to take on the challenges of the corporate and community worlds.

During the program, you can look forward to the following:

• being placed in a cohort of liked-minded and highly capable colleagues to work through some of the challenging problems of today and tomorrow.

• the opportunity to learn from the best: industry leaders, world-class academics and colleagues, and share your learning experiences with them.

• learning in dedicated teaching and social learning spaces.

• learning experiences that leverage from your own experiences and innate leadership capacities.

• numerous opportunities to build your operational capacity and enhance your professional networks.

• the opportunity to explore moral, ethical and sustainability issues facing contemporary leaders and how to consider the impact of value-based decisions in the business world.

The Monash MBA provides:

• flexibility in course delivery. Units are delivered at Monash University Malaysia in one year of condensed study combining intensive day and weekend modes, plus 3-6 months independent study.

• a holistic learning approach, which is guided by a professional and ethical framework that enhances innovative and entrepreneurial thinking.

• integrating (i.e., context setting) and business discipline units building upon your current knowledge and previous experiences to develop new insights and capacities.

• a tailored personal development program which underpins many of the academic units.

• a Study Tour that expands and challenges your current thinking.

• an Experiential Learning Project that challenges you to solve an existing business problem.

The Monash MBA has been producing high achieving and sought after graduates throughout South East Asia for over forty years. This program is offered at Monash University Malaysia from 2015 to empower more individuals.
How does the Monash MBA go beyond traditional business led educational programs?

The Monash MBA goes beyond focusing only on your intellectual development by using tailored programs to build your career skills and insights. Numerous seminars and workshops are used to further develop your capacity to understand the Why, What, How and Where required for achievement and after completing them, you will have a greater capacity for understanding:

**Why change needs to occur** by enhancing your research knowledge and skills that are essential in the information age.

**What you need to accomplish** through mapping your skills, knowledge and experiences against potential career opportunities; along with exploring how to maximise your MBA in the local and global job markets.

**How you need to lead**, which is developed through reflections and exercises designed to build your repertoire of practical and effective leadership skills.

**Where you need to gain and create support** by understanding how to build your own unique personal reputation or brand and how to more effectively network with people of influence.

These seminars and workshops will enable you to take full advantage of the extensive range of cutting edge ideas that you can gain from our integrating business discipline units, which will help you to prepare for greater success in your chosen career.

Excellence in Leadership today and in the future requires achieving results through the careful reflection of your own experiences and understandings; continuous learning; challenging and the effective use of new knowledge; and finally, the crafting of your behaviours to solve confronting problems and generate motivation for genuine lasting changes.

**Professor Iain L. Densten,**
B.Bus(Hons), PhD(Monash), GradDip (HigherEd)
Director, MBA International
Empowering Course Content

The Monash MBA goes beyond traditional business educational programs by:
• developing individual leadership and personal capabilities,
• providing holistic and integrative approaches to more effectively understand and solve confronting problems, and
• linking discipline-based academic subjects with contemporary business challenges and issues.

Individualised Tailored Leaders and Personal Development Programs underpin the educational experience, which enables knowledge and expertise to be further developed, recognised, and used effectively. The program has context setting, business discipline and experiential learning units.

The four integrating course units are:
• Critical Thinking
• The Business Environment
• Business Strategy
• Negotiation

The eight key business discipline fundamental units are:
• Financial & Management Accounting for Decision Making
• Evidence-based Decision Making
• Managing People for Competitive Advantage in Asia
• Sustainability Strategy in Contemporary Organisations
• The Entrepreneurial & Innovative Organisation
• Business Finance
• Entrepreneurial Marketing
• Economics for Managers

The two unique experiential learning opportunities, equivalent to four units, are:
• The Study Tour
• The Experiential Learning Project

During the final quarter of your Monash MBA program, you will undertake capstone-learning experiences that challenge you to integrate your learning from the four integrating and eight business discipline units, together with your tailored developmental program through a Study Tour and the Experiential Learning Project.

These experiences will require you to practically apply your leadership, project management, critical analysis, decision making and problem solving skills to challenging problems and issues.
**Integrating Units (i.e., Context Setting)**

**The Business Environment (MBA5709)**

This case-based unit is designed to provide an overview of the business environment at a global, market, and organisational level and the role of individuals in such an environment. The focus of this unit will be to investigate important socio-political/legal dimensions and the contemporary context of managerial decision making. To this end, students will examine the myriad of issues challenging the pursuit of sustainable business practice as a precursor to the more detailed consideration of functional methods that help inform these decisions that will follow in the subsequent module.

**Critical thinking (MBA5730)**

This foundational unit focuses on the practice and development of key critical thinking skills required by a business leader to achieve superior performance. Through interactive group work, role play, case studies and a variety of situational exercises, this unit will introduce students to methods of analytical reasoning to: (a) successfully manage business problems; and (b) interpret and produce clear and sound arguments in relation to business issues of general interest. In addition, students will develop questioning strategies to support a critical inquiry approach to their learning and research activities throughout the program.

**Negotiation (MBA5701)**

The aim of this unit is to equip students with the knowledge and skills to develop and utilise effective strategies for negotiation. Drawing on cross-disciplinary perspectives and recent advances in the field of negotiation, this unit will equip students to recognise and overcome flaws in their negotiation and decision making processes and develop frameworks for analysing situations and making sound decisions.

**Business Strategy (MBA5706)**

This unit integrates material from earlier units in the MBA degree and provides the context for business and corporate strategic decision making. On completion of the unit students should be able to: (a) understand the key influences on the development of an organisation’s strategy, (b) analyse those influences, (c) propose appropriate strategic behaviours for an organisation, and (d) demonstrate an understanding of how strategic change can occur within an organisation.

**Business Discipline Units**

**Managing people for competitive advantage in Asia (MBA5608)**

Effective management of people can benefit organisational performance. This unit examines how organisations can effectively lead and manage people for competitive advantage in diverse organisational settings. The unit considers the human resource function, managing individual motivation, behaviour and engagement and high performance human resource systems. The unit covers a wide range of real-world cases and practical challenges.

**Sustainability Strategy in Contemporary Organisations (MBA5620)**

Environmental, social and ethical issues are increasingly influencing business decisions. The ability to create value from and mitigate risks associated with environmental, social and ethical issues increasingly impacts markets, access to capital, company reputation and shareholder value. Through the use of case studies, lectures and guest speakers, this unit will critically examine corporate sustainability across a range of industry settings.

**Financial and Management Accounting for Decision Making (MBA5604)**

This unit examines the structures, processes, content and interface between financial and management accounting, which assists organisations in planning, decision making and control to create sustainable economic, social and environmental value. The financial accounting component is concerned with the information requirements of external users such as owners, lenders, regulatory authorities and potential investors. Herein the focus concerning the measurement of performance, valuation of assets and liabilities, and determination of the financial strength and ‘health’ of the organisation.

The management accounting component is concerned with the information needs of internal users at various levels of responsibility and with varying functional responsibilities. Herein, the focus concerns issues such as the nature and behaviour of costs, budgets and budgetary control, and measuring and managing performance so as to enhance organisational competitiveness.

**Entrepreneurial Marketing (MBA5615)**

This is an introductory managerial course in marketing. It will provide participants with a basic understanding of the key strategic concepts in marketing and their application within an organisation. The key question it will seek to answer is: “how should managers strategically manage their market offerings to enable value for their firms, their customers, and business partners?” The course will address a variety of diverse situations including marketing to consumers and business customers, product and service-oriented businesses, domestic and global firms, and business and social organisations.

The predominant pedagogy is case-based and thus classroom discussion will emphasise strategic decision-making situations. The decision orientation will be supplemented with contemporary scholarly thought on effective marketing strategies.

**Economics for Managers (MBA5603)**

This unit exposes students to the ‘economics lens’ for reasoning in business. Topics to be considered include demand, supply and market analysis, cost concepts, price determination and pricing practices. The course aims to develop an understanding of the competitive environment facing firms through analysis of varying market structures (oligopoly, monopolistic competition etc).

**Business Finance (MBA5605)**

This unit introduces finance theories and practices that can assist financial decisions in for-profit firms. Herein, investigation concerns exploration of the interrelated aspects of making decisions from an investing, financing and operating perspective. Using the body of knowledge that comes from finance theories and practices, students will learn the analytical skills required to solve
these problems. Further, the unit will examine key aspects of financial decisions (capital budgeting, financing, dividend policy and hedging) that managers in non-financial firms are required to make.

Evidence-based Decision Making (MBA5607)

The first objective of this unit is for students to understand which data analysis technique is appropriate to address a business problem and then, with the support of the relevant software, to apply that technique. The second objective is for students to learn how to interpret the results and extract useful business insights. An applied approach will be taken. Topics covered include data description and summation, data mining, confidence intervals and hypothesis testing, regression analysis, time series and forecasting and decision making under uncertainty. Software used will be Microsoft Excel, with Palisade add-ins.

The Entrepreneurial and Innovative Organisation (MBA5640)

Innovation drives sustainable competitive advantage in organisations. The aim of this unit is to equip students with the knowledge to understand and manage innovation. The unit requires integration of multiple organisational functions but particularly those that impact on product and process development. The objective of this unit is to examine the foundations of innovation in product and process for the organisation and its supply chain. It explores innovation at the design, process and system level that is both user- and technology-led.

Unique Experiential Learning Opportunity Units

Study Tour (MBA5722)

This MBA study tour integrates in a practical manner the materials covered in the MBA program. Depending upon the destination(s) chosen (which may vary from year to year), MBA students will partake in a combination of site visits to local organisations, companies and institutions in order to better understand the impact of that location’s environment on business and its implications for management. At the end of the Study Tour, students are expected to not only have gained an insight into the business environment of the location visited, but that they are also able to draw upon ideas from that environment in order to develop capabilities that may be able to be applied in other situations.

Experiential Learning Project (MBA5721)

Students will work closely with an academic staff assisted by a company staff member. They will be guided through the processes of proposal writing, data collection and analysis, project implementation, business planning - project reporting. Upon completion of this project you will be able to:

(a) demonstrate an ability to apply a broad range of knowledge and understanding of key business theories, concepts, tools and techniques in a practical context;

(b) demonstrate an ability to analyse, synthesise and evaluate a business situation and to develop appropriate recommendations in the form of a consulting report; and

(c) further enhance communication, interpersonal, problem solving and critical thinking capabilities.

2015 (12 Months Coursework plus 3-6 months independent study)

MBA Program Induction

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(Note: Sequence of units may vary per year)
Our education strategy places you in the centre of the learning experience by building on your current abilities and developing your Achievement Intelligence.

Our MBA can develop your achievement intelligence to give you the edge for success.
Financing your Monash MBA in Malaysia Program

The Monash MBA in Malaysia program is an investment in your future and can provide you with professional and personal benefits that last a lifetime.

You are not required to pay for the full program up front. Instead, we have designed the fee structure so you can spread the cost of tuition.

Apart from financing your studies yourself, there are other funding options that you could consider. Some of these options include:

Organisational Sponsorship
Employers value education, particularly the skills and knowledge that you gain in an International MBA program. Many of our students studying in Australia have been successful in obtaining their financial support from their employer to undertake further studies, and their organisation has been willing to support their development by contributing some, if not all, of the cost and allowing them to take time off work to attend classes or exams. It is important to share your motivation to undertake further studies with your employer and outline how this will contribute to organisational success by identifying specific short and long-term benefits. It is also important to show your loyalty and commitment to the organisation and assure its management that the return on their investment is secure. Many organisations also offer professional development and training programs for their staff and you may be eligible to take advantage of such schemes when undertaking your MBA program at Monash University Malaysia. The Monash MBA team in Malaysia is available to assist you with additional information on how to present your business case to your employer.

Monash MBA Bursary
The Monash MBA in Malaysia program may provide study support in the form of a bursary to both domestic and international students. A number of bursaries could be available each year. There is no need to apply for this study support, as the study support will be determined at the point of your application by the MBA in Malaysia Program Management Team. All applications will be considered for this funding and the successful applicants will be notified before the start of the program.

Externally Funded
There are external funding opportunities that you may wish to investigate. For example:

Employees Provident Fund
(for Malaysians and professionals working in Malaysia)

MyBrain15 (MyMaster)
(for Malaysians only)
https://biasiswa.moe.gov.my/MyBrain15/index_mymaster.php

Discuss your desire to do an MBA with your organisation
Minimum entry requirements

• A recognised Bachelor degree or an equivalent qualification
• A minimum of three years’ work experience with at least one year of professional/managerial experience.

Applicants will be ranked according to consideration of the following:

a) employment experience
b) the entire academic record - weighted average mark (WAM) of 60% or equivalent GPA preferred

Minimum English language requirements

You should meet one of the following criteria:

• You have achieved a satisfactory level of performance in an English subject at Year 12 or equivalent level. This means a study score of at least 25 in units 3 and 4 in any VCE English subject. All other students should visit www.monash.edu.au/international/ for entry requirements details.
• You have studied in an institution where English is the language of instruction and assessment for the entire institution and have satisfactorily completed the equivalent of one and a half years full-time (three standard full-time semesters) of either:
  • a university undergraduate award program, or
  • a program that has been assessed as being taught at an equivalent level to Monash University undergraduate study
• Alternatively, you will have studied in an institution where English is the language of instruction and assessment for the entire institution and have satisfactorily completed the equivalent of one full-time year (two standard full-time semesters) of postgraduate study.

• Documentary evidence in the form of a letter or transcript is required from the institution at which the study was undertaken.
• You have undertaken an English language proficiency test within two years prior to your study commencement date and have achieved the following results:
  • IELTS – minimum test score of 6.5 with no individual band score less than 6.
  • TOEFL – minimum test score of 550 with a Test of Written English score of at least 4.5. Internet based TOEFL overall 79, Writing 21, Listening 12, Reading 13, and Speaking 18.
  • Cambridge English Certificate in Advanced English (CAE)
  • Minimum test score required: A grade of ‘A’
  • Cambridge Certificate of Proficiency in English
  • Minimum test score required: A grade of ‘C’
  • You have successfully completed the Monash English Bridging program, or equivalent programs, at the appropriate level.

For further information about English language requirements at Monash University please visit:
www.monash.edu.my/study/entry-requirements/english

Credit and preclusion

If you intend to apply for credit into the MBA program for previous postgraduate study, please email to mum.mba@monash.edu or call +603 551 46394

International students

For more information concerning international students, visit http://www.monash.edu.my/study/entry-requirements/international-students
Making the Monash MBA in Malaysia a reality

How to apply
Your Monash MBA in Malaysia application must demonstrate that you have completed the minimum required work experience and include
1. A detailed resume
2. Certified copies of academic transcripts (including English language test results if required)
3. Statement of purpose
   A key characteristic of the Monash MBA in Malaysia program is the experience that students bring to the classroom. Therefore, as part of your application, you are required to include a one page statement of purpose outlining your reasons for applying to the Monash MBA, and what you think you can contribute to the program. In addition, your statement of purpose should include whether you will be sponsored by your employer.
4. Employment references
   The Monash MBA managerial or professional work requirement ensures that you will be sharing your experience with other proven performers and people already positioned to advance their careers.
   Your two original employment references, which should be presented on the letterhead of your organisation, should contain all of the following:
   • Precise duties performed
   • Duration (including dates) of employment
   • Full name, title and signature of the writer
   • Date of letter issued
   You will also be invited to a telephone interview.

Student applications
For more information on student applications, visit http://www.monash.edu.my/study/apply
GMAT (a measure of general analytical, writing, quantitative, verbal and reading skills) is not required as part of the selection criteria for entry to the Monash MBA in Malaysia.
Our selection criteria are based on a holistic review of each applicant’s demonstrated strengths and capabilities. In assessing your application we look for indicators of your capabilities, including managerial and leadership strengths, range of work experience and life skills, and employer references, in addition to your academic achievements.

Fees
Domestic students (total course) RM 65,000*
International students (total course) RM 71,500*

*Travel cost not included in the course fees.
*Fees are quoted at 2014 rates. For future years of your course, Monash University reserves the right to adjust annual tuition fees in line with cost increases.

Find out more
The Monash MBA in Malaysia program will be running a number of events and information sessions throughout the year, providing you with a valuable and unique opportunity to learn more about the program and admission process as well as a chance to meet the MBA Team.
• ‘Meet the Director’ information sessions. During these sessions, you will hear from Professor Iain Densten, the MBA International Program Director.
• Visit us at one of the global events
• Contact us via phone, email or in person

For further information, visit www.buseco.monash.edu.my/mba/
Call (+603) 551 46394 Email mum.mba@monash.edu
Contact us
Business hours are from Monday to Friday 8.30am – 6pm
Counselling hours for course enquiries are
between 8.30am – 6pm from Monday to Friday,
and from 9am – 12.30pm on Saturdays.
Closed on Sundays and Public Holidays.

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Malaysia

monash.edu.my

Disclaimer: Please note that not all degrees, courses, majors and/or units
(“Courses”) offered at the Malaysia campus are offered at any of the other
Monash University campuses. Students should always check with the relevant
School advisers when planning Courses and making study plans. The inclusion in
a publication of details of a Course and the acceptance into a Course in no way
creates an obligation on the part of the University to teach it in any given year, or to
TEACH IT IN THE MANNER DESCRIBED. THE UNIVERSITY RESERVES THE RIGHT TO CANCEL,
Discontinue or vary Courses at any time without notice. An intercampus exchange or
transfer may result in a longer time for degree completion due to variations of Course
offering and the semester of the Course offering at each campus. Exchange and
transfer arrangements to other Monash University campuses are subject to eligibility
criteria, approval and may be subject to quotas. The tuition and other fees, if listed in
this publication are only applicable to Courses commencing in 2015.
Students are advised to check monash.edu.my for the fees and costs which may be
incurred. All fees are subject to an annual revision.

October 2014
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