Graduate School of Management

SUMMER PROGRAM
9—21 JAN 2006
Perth, Western Australia
International Management 505  
(Asia -- Pacific Focus)  
Lecturer: Mr Sathya Ganganahalli

This unit is an introduction to the globalization of business. The focus is on those business activities that cross national boundaries including movement of goods, services, capital, personnel and technology. The unit presents conceptual frameworks for the analysis of international business problems and issues encountered by multi-national corporations, small and medium sized enterprises engaged in exporting and other forms of international business.  
(9,10,11 & 16,17 Jan)

Organisational Behaviour 501  
Lecturer: Ms Sandra Kiffin-Petersen

This unit focuses on individual and group behaviour in organizations. Topics covered may include personality and behaviour; personal performance and stress; decision-making skills; managing power, politics and conflict; team and group dynamics; gender and diversity issues; interpersonal and group communication; and leading change.  
(9,10,11 & 16,17 Jan)

Corporate Failure and Turnaround 615  
Lecturer: Professor Douglas Briggs

This unit examines the reasons why organisations experience crises and what might be done to identify problems, to avoid decline and potential failure and to ensure organisational turnaround and future success. The symptoms and the causes of failure will be examined in depth, as well as the qualitative and quantitative techniques that may be used for early identification of the onset of difficulties. Various approaches to turnaround will be reviewed.  
(9,10,11 & 16,17 Jan)
Small Business Management 601
Lecturer: Ms Jo Sneddon

This unit concentrates on the management of Small Business and the aspects of coping with survival and growth of small and medium-sized businesses. Topics covered include the role of small business in the economy; starting a small business; management challenges of running a small business; critical stages of growth; alternative modes of growth; the small business conglomerate; advising small businesses; franchising; family businesses; succession problems and small business strategies.

Aspects of entrepreneurship and venture capital are considered briefly. Students relate case studies of Australian small business with theory and undertake a substantial practical assignment which can include interviews with owner-managers or a consulting assignment.

(12,13 & 18,19,20 Jan)

Negotiation Behaviour 647
(International Focus)
Lecturer: Professor Ray Fells

This unit examines the process of reaching agreement through negotiation. Students develop an understanding of negotiation through practical exploration of competition and cooperation, strategic choice, the dynamics of phases and the processes of interaction. The emphasis is on developing a considered strategic approach which has application in business and other contexts. A high degree of participation is required.

(12,13, & 18,19,20 Jan)

Leadership Effectiveness 623
Lecturer: Ms Stacie Chappell

This unit covers key leadership and management skills such as clarifying personal vision, coaching, goal setting, conflict management, stress management, emotional intelligence and communication skills. Exercises and assignments are used to develop personal and interpersonal effectiveness. Students receive a 360-degree assessment of their skills on major leadership dimensions from five workplace colleagues. This is used to establish individual development needs and provide a measure of improvement throughout the unit.

Major competency models of leadership and management are covered so that students become familiar with the research and practice of leadership development.

(12,13 & 18,19,20 Jan)
About the UWA
Graduate School of Management

The GSM was founded in 1993, and upholds EQUIS accreditation and an equal second position in the 2005 Australian Good Universities Guide for business school rankings. Offshore programs in South East Asia and a range of international study opportunities in Europe demonstrate the School’s global mindset. The GSM is located 5km from the City of Perth and is within walking distance of King’s Park.

The City and Environns

The City of Perth is situated on the banks of the Swan River, overlooked by the 400 hectares of protected bush land and botanical gardens of King’s Park. With unspoiled scenery, world renowned white sandy beaches and blue skies, Perth is one of the best places in the world to visit for studies. The warm dry summer offers a variety of opportunities to add cultural experience and to enjoy nearby excursions and holiday destinations, from the Southern wine growing Margaret River region to the unique Northern stone formations of the Pinnacles. Nearby Fremantle is a multicultural experience to be enjoyed with the fishing boat harbour, bustling weekend markets and cafe strip.

What the Program offers

Curriculum: 37 contact hours per unit (including company visit)
Plus cultural and social events.

Tuition/Application Fees

AUD$880 (2 units) - Partnered University and GSM Offshore Program
AUD$6650 (2 units) - Non-Partnered University
AUD$570 (2 units) - ANBS Affiliated University

(All students may be required to pay an additional amenities fee—subject to review)

The tuition/application fee includes:
- Airport transfer to college accommodation on arrival in Perth
- Accommodation in St George’s College (a 10 minute walk from the GSM) in a single room, with en-suite facilities, breakfast, and room serviced daily.
- Morning tea on lecture days

Applications

Required by 30th October 2005

For More Information
Contact The Graduate School of Management
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