

## Which companies?

There are many companies and organisations that employ graduates with a degree in Applied Finance and opportunities extend across both private and public sectors.

You may find employment with banks, government departments, financial planning firms, share brokerage firms, treasury and money markets, corporate advisory services, private financial consulting, accounting firms or financial planning firms. Some of the larger organisations that may employ Applied Finance graduates include ANZ, Commonwealth Bank, Deloitte, Ford Motor Company, Microsoft, Westpac and Macquarie – to name just a few.

## Professional recognition

Graduates can satisfy the educational requirements for Senior Associate membership of the Australasian Institute of Banking and Finance. In addition, graduates are also eligible for government recognition towards the licensing requirements to practice as financial planners.

While the trends for finance advisers and branch accountants and managers show a decline in employment level, the trend for financial dealers and brokers show a substantial increase.

## Graduate Qualities and Employers

Employers look for graduates who have not only strong academic records and relevant qualifications but also the personal skills and qualities needed to do the job well. As you will know, UniSA programs are designed to develop a range of Graduate Qualities that are highly valued in the workplace.

With the Graduate Qualities you'll be able to approach employers knowing that you stand out from graduates of other institutions.

As a graduate of the Applied Finance program, you'll need to call on your analytical skills, your ability to think logically and your communication skills to convince employers that you're the best candidate for the job. In your application or interview, you might want to tell potential employers that you:

### Have an ability to operate with a body of knowledge

You should emphasise that your UniSA program offered the most recent discipline knowledge that allowed you to develop skills in core business functions as well as specialist knowledge in financial management and risk analysis, business finance, derivatives and securities markets, financial planning, investment analysis and portfolio management and international finance. In addition, you were able to broaden your skills by taking elective courses in other discipline areas such as communication studies.

### Are prepared for lifelong learning

Tell employers that your degree provided you with a solid foundation in the essentials of business with specialist courses providing the opportunity for focused study. The combination of core and elective courses throughout your degree gave you an appreciation of the need for lifelong learning. Let employers know that you understand the strategies, avenues and information required to help keep your professional skills and knowledge up to

### Are an effective problem solver

Inform employers that the range of areas you studied provided an opportunity to appreciate and develop effective problem solving skills that can be applied in the workplace. Highlight that your program involved topics such as quantitative methods for decision making and that the study of the principles of risk management and investment evaluation provided the opportunity to develop the skills needed to find solutions to difficult problems.

## Can work autonomously and collaboratively

Make employers aware that throughout your studies, you experienced a mixture of autonomous work with individual assessment, and group work, with work being presented orally, to the class and in writing. The group work reinforced your theoretical knowledge of group processes and group communication practices. It also provided an opportunity for you to receive and analyse constructive feedback on your performance.

## Communicate effectively

Employers should be made aware that one of the fundamental skills you developed in the Bachelor of Applied Finance program was the ability to communicate clearly and effectively. A core course – Communication and the Media – developed your writing skills in specific contexts as well as your appreciation of the need to communicate clearly through advertising and media.

## Demonstrate an international perspective

By selecting the Applied Finance program, you have demonstrated an interest in the international world of money. Many of the topics you studied involved international perspectives in areas such as international currency and banking markets, and the significance of the internet and its implications for international communication and international diversification in portfolio management. Let employers know that many of the students studying at UniSA are from overseas which provided the opportunity to interact and communicate with students from all parts of the world.

Note: Statistical data used in this brochure has been sourced from the Department of Employment and Workplace Relations.

## Further information

For more information about the programs, including fees, visit:  
[www.unisanet.unisa.edu.au/programs](http://www.unisanet.unisa.edu.au/programs)

### Australian applicants

School of Commerce  
City West Campus  
Undergraduate Student Administrator  
Telephone: (08) 8302 9047  
Email: [cmr.enquiries@unisa.edu.au](mailto:cmr.enquiries@unisa.edu.au)  
Website: [www.unisa.edu.au/commerce](http://www.unisa.edu.au/commerce)

### International applicants

International Prospective Students Office  
GPO Box 2471  
Adelaide SA 5001  
Telephone: (613) 9627 4854  
Facsimile: (613) 9627 4864  
Email: [international.office@unisa.edu.au](mailto:international.office@unisa.edu.au)  
Website: [www.unisa.edu.au/internat](http://www.unisa.edu.au/internat)

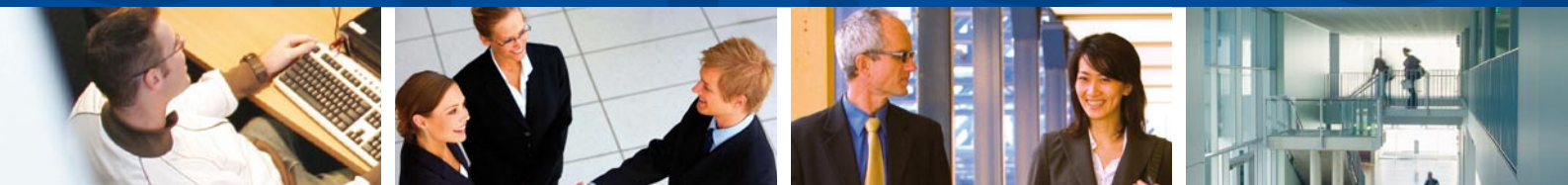
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University of  
South Australia

Division of  
Business



## Your career in Applied Finance

UniSA's Bachelor of Applied Finance program prepares graduates for work in a wide range of roles across a variety of organisations and sectors. During your time at UniSA you will have developed the expertise to move into the exciting world of finance with options as wide as international business, foreign currency trading, risk management or corporate treasury. As a graduate of the Bachelor of Applied Finance program you will be ready to enter roles that demand an understanding of client needs, an ability to assess lending risks, and the capacity to advise organisations on their financial planning activities. Most recently, employment opportunities in areas related to Applied Finance have been stimulated by the expansion of superannuation and the growing number of investment companies and fund managers.

As a graduate with a degree in Applied Finance, your skills will be relevant to any organisation that has significant cash holdings or cash flows. Virtually all large businesses fall into this category, as do investment companies and fund managers, which can have millions, and in some cases billions, of dollars of funds under management.

## Which occupations?

Applied Finance graduates will usually be employed in managerial or supervisory positions and occupational titles may include branch accountant, manager, commercial manager, finance adviser, financial dealer and broker, business manager or specialist consultant. Applied Finance graduates may establish their own business providing consultancy services and advice to a range of organisations, individuals and financial institutions.

## Which industries?

Understandably, the Finance and Insurance sector is the largest employer of those with Applied Finance and related qualifications, employing 85 per cent of finance advisers,

## Employment snapshot

### Finance Advisers

Job prospects:	GOOD
Employment predictions to 2011–12:	STRONG
Occupation size:	LARGE (32 900)
Ave weekly wage:	\$1154
% in FT work:	87%
Vacancy Levels:	AVERAGE
Vacancy reasons:	43% Job change 43% Leaving occupation 14% New jobs

### Finance Dealers and Brokers

Job prospects:	GOOD
Employment predictions to 2011–12:	STRONG
Occupation size:	LARGE (62 300)
Ave weekly wage:	\$1000
% in FT work:	84%
Vacancy level:	MODERATE
Vacancy reasons:	52% Job change 33% Leaving occupation 15% New jobs

97.4 per cent of branch accountants and managers and 75.8 per cent of financial dealers and brokers.

When considering what kind of roles you will apply for, you may want to bear in mind the employment growth in different areas of the finance world. Branch accountants and managers (banking) show below average job prospects and a decline in employment growth in recent years. While employment for financial advisers has also declined over the past two years, over the past decade as a whole, growth in this area has been very strong, and the Australian Government predicts prospects to be strong to 2011–2012. Employment growth for financial dealers and brokers has been extremely high over the past decade and job prospects for graduates entering this area are therefore very good.

## The employment level ('000s of people) for Finance Advisers and Finance Dealers and Brokers.

