

The Government Administration and Defence and the Property and Business Services sectors are the main employing industries for general managers, policy and planning managers, and importers, exporters and wholesalers.

Which Companies?

In the private sector, most companies that operate both domestically and internationally are potential employers of International Business graduates. These include large organisations such as BP, banks and financial institutions, Ford Motor Company, IBM, Microsoft, Masterfoods, Qantas and Santos as well as smaller businesses and firms from across all industry sectors.

Graduates may be employed in any of the South Australian Government and Federal Government departments and agencies that have international business dealings. As well as the obvious choice – the Department of Foreign Affairs and Trade – graduates can also consider departments whose units undertake business at a global level such as AusAid or other departments such as the Department of Industry, Tourism and Resources. In South Australia, these may include Education Adelaide (Department of Further Education, Employment, Science and Training), SA Tourism Commission, SA Food Centre (Primary Industries and Resources) or the many South Australian Government representative offices overseas.

Graduate Qualities and Employers

Employers look for graduates who have not only a strong academic record 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 International Business program, you'll be able to call on the skills and knowledge you developed during your study to help you convince potential employers that you're the best candidate for the job – such

as the ability to take a logical and rational approach, your aptitude for international business and your understanding of world affairs. To meet this challenge, 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 and gave you a solid foundation in the core areas and principles of business and management. Remember to link the knowledge and skills gained from particular courses you studied to the employer's specific needs. For example, if the role for which you're applying involves marketing, you might want to talk about the major marketing sequence you completed as part of your program. Where appropriate, discuss any overseas placement that you undertook, particularly where it relates to the needs of the employer.

Are prepared for lifelong learning

Tell employers that your degree provided you with a broad theoretical and practical base in international business management—a foundation that can be built upon in the many years to come. You could talk about the elective courses that helped to broaden your outlook and appreciation for further study and lifelong learning. Let employers know that you understand the strategies, avenues and information required to help keep your professional skills and knowledge up to date.

Are an effective problem solver

Inform employers that your program aims to develop the skills and knowledge necessary to identify and solve problems as effectively as possible. You might mention some of the topics you studied that provided you with an ability to solve problems, such as conflict regulation and management and the economic decisions faced by individuals, firms and governments and the alternative mechanisms for solving them.

Let them know that you can apply the principles of decision making to various situations and if possible, provide examples.

Can work autonomously and collaboratively

Make employers aware that during your program you were assessed on individual assignments and also on group projects. You had to acquire the discipline and initiative to work alone, and the team skills to work successfully in a collaborative situation. Mention any topics you studied which developed your theoretical understanding of group work.

Are committed to ethical action and social responsibility

Let employers know that underpinning all UniSA programs is a commitment to ethical business practice. As a student of the International Business program, there were many opportunities for you to nurture your commitment to ethical action through the study of topics such as ethics in accounting, the key concepts of marketing as a business philosophy in the context of strategic and ethical trade and exchange, and power, culture and ethics of the international corporation.

Communicate effectively

Indicate that one of the fundamental skills you developed during your studies was the ability to think logically and to communicate clearly and effectively. If your communication skills were put into practice during your overseas placement, highlight this using specific examples of strategies you used to communicate effectively. Mention that your skills were further developed and enhanced through the study of topics that developed different aspects of communication such as writing in specific contexts, communication and technology, and functional systems for communication.

Note: Statistical data and occupational classifications used in this brochure have 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

Australian applicants

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

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University of
South Australia

Division of
Business



International Business

careers

Experience. The Difference.



Your career in International Business

UniSA's International Business program opens up a world of exciting opportunities for graduates ready to meet the demands of modern business with a global perspective.

With specialist skills and knowledge that allow you to conduct business in an international environment, graduates can look for work with companies in Australia that do business with the rest of the world and with the many

businesses who are trading internationally, right around the globe.

Your strong analytical, conceptual and strategic decision making skills, essential in a global business environment, are transferable across the full range of industry sectors.

Which Occupations?

Given the International Business program's focus on analytical, conceptual, and strategic decision-making skills within a global context, international business graduates have a range of employment opportunities and occupational areas open to them.

Graduates will be able to choose from a variety of occupations that include economist; project and planning officer, business and financial analyst, trade development, importer/exporter, business development manager, policy officer and leading up to general management roles.

Which Industries?

A range of employment opportunities across the full spectrum of industry sectors are open to international business graduates.

Both government and private sector organisations are major employers of international business graduates. Potential private sector employers include manufacturing, wholesale and service industries as well as large and small organisations that have an international focus.

In addition a significant proportion of International Business graduates are also employed by Government including Treasury, Foreign Affairs and Trade and Health as well as various other government departments.

Employment snapshots

Policy and Planning Managers

Job prospects:	GOOD
Employment predictions to 2011-12:	SLIGHT
Occupation size:	LARGE (16 900)
Ave weekly wage:	\$1630
% in FT work:	90%
Vacancy levels:	LOW
Vacancy reasons:	27% Job change 67% Leaving occupation 6% New jobs

Importers, Exporters and Wholesalers

Job prospects:	GOOD
Employment predictions to 2011-12:	STRONG
Occupation size:	LARGE (20 500)
Ave weekly wage:	\$950
% in FT work:	79%
Vacancy Levels:	LOW
Vacancy reasons:	30% Job change 57% Leaving occupation 13% New jobs

General Managers

Job prospects:	GOOD
Employment predictions to 2011-12:	STRONG
Occupation size:	LARGE (89 800)
Ave weekly wage:	\$1500
% in FT work:	90%
Vacancy levels:	low
Vacancy reasons:	3% Job change 78% Leaving occupation 19% New jobs

The employment level ('000s of people) for Policy and Planning Managers, Importers, Exporters and Wholesalers and General Managers:

