

# COMPARISON BETWEEN BUSINESS AND COMMERCE PROGRAMS

A key question we get asked is what the real differences are between the UTS Bachelor of Business program and similar Bachelor of Commerce programs at UNSW, the University of Sydney and Macquarie University.

The following tables highlight the similarities and differences between the main options at each university.

Each of the programs provide a robust, world-class education across key fields of business and management, and each will provide a strong foundation on which graduates can pursue a rewarding career. They are also all accredited by the Association to Advance Collegiate Schools of Business (AACSB) - the highest standard of achievement for business schools worldwide.

While published ATAR cut-offs vary, none of the programs require any specific prior knowledge in mathematics, business studies or economics.

Differences include the selection of majors, composition of core and capstone subjects, opportunities for internships and ability to combine full-time work with study.

	UTS Business School	UNSW Australian School of Business	University of Sydney Business School	Macquarie University Faculty of Business and Economics
Main Course Name	Bachelor of Business	Bachelor of Commerce	Bachelor of Commerce	Bachelor of Commerce
Website	<a href="http://uts.edu.au/future-students/find-a-course/courses/c10026">uts.edu.au/future-students/find-a-course/courses/c10026</a>	<a href="http://asb.unsw.edu.au/futurestudents/undergraduate/Pages/bachelorofcommerce.aspx">asb.unsw.edu.au/futurestudents/undergraduate/Pages/bachelorofcommerce.aspx</a>	<a href="http://sydney.edu.au/courses/Bachelor-of-Commerce">sydney.edu.au/courses/Bachelor-of-Commerce</a>	<a href="http://courses.mq.edu.au/undergraduate/degree/bachelor-of-commerce">courses.mq.edu.au/undergraduate/degree/bachelor-of-commerce</a>
2013 published ATAR cut-off	91.00 (City FT) 90.00 (City PT) 80.00 (Kuring-gai)	96.30	95.00	81.00
Alternative programs (with published ATAR cut-off)	<ul style="list-style-type: none"> <li>&gt; BMgmt Events and Leisure (77.00)</li> <li>&gt; BMgmt Tourism (70.25)</li> <li>&gt; BMgmt Tourism and Hospitality (NA)</li> <li>&gt; BAccounting (NA)</li> </ul>	<ul style="list-style-type: none"> <li>&gt; BEco (93.00)</li> <li>&gt; BComm (Int'l) (97.05)</li> <li>&gt; BActuarial Stud (95.00)</li> </ul>	<ul style="list-style-type: none"> <li>&gt; BComm (Liberal Studies) – 98.00</li> <li>&gt; BEcon - 91.55</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Multiple specialist degrees, including Actuarial studies</li> </ul>
Alternative entry pathways	<ul style="list-style-type: none"> <li>&gt; inpUTS scheme</li> <li>&gt; Equity-funded schools program</li> <li>&gt; Year 12 Bonus Scheme - up to 5 points for English, Mathematics, Business and Economics</li> <li>&gt; Cadetship (5 bonus points)</li> <li>&gt; Athletes and Performers bonus</li> <li>&gt; Principal's Recommendation Scheme</li> <li>&gt; Guaranteed Entry Scheme</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Access Scheme</li> <li>&gt; HSC Plus - up to 5 points for English and Mathematics</li> <li>&gt; Elite Athletes &amp; Performers Program</li> </ul>	<ul style="list-style-type: none"> <li>&gt; E12 Scheme (Principal's Recommendation for financial disadvantage) not available for Commerce</li> <li>&gt; Broadway Scheme (priority schools)</li> <li>&gt; Elite Athletes and Performers Scheme</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Elite Athletes and Performers Scheme</li> <li>&gt; Lighthouse Scheme for educational/financial disadvantage</li> <li>&gt; HSC Bonus Points award for Economics, Business Studies, English Advanced, Legal Studies, Mathematics</li> </ul>
Undergraduate students enrolled in commerce and management study	> 8,002 students (2012, source: <a href="http://highereducationstatistics.deewr.gov.au/">highereducationstatistics.deewr.gov.au/</a> )	> 7,361 students (2012, source: <a href="http://highereducationstatistics.deewr.gov.au/">highereducationstatistics.deewr.gov.au/</a> )	> 4,393 students (2012, source: <a href="http://highereducationstatistics.deewr.gov.au/">highereducationstatistics.deewr.gov.au/</a> )	> 9,559 students (2012, source: <a href="http://highereducationstatistics.deewr.gov.au/">highereducationstatistics.deewr.gov.au/</a> )

(Note: this information is compiled from information currently available on each school's websites and other sources where noted. While every effort has been made in terms of accuracy we recommend viewing each site before making any decision on courses)

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Core subjects	8 core subjects <ul style="list-style-type: none"> <li>› Accounting for Business Decisions A</li> <li>› Accounting for Business Decisions B</li> <li>› Business Statistics</li> <li>› Economics for Business</li> <li>› Fundamentals of Business Finance</li> <li>› Marketing Foundations</li> <li>› Managing People and Organisations</li> <li>› Integrating Business Perspectives</li> </ul>	8 core subjects, (4 compulsory) <ul style="list-style-type: none"> <li>› Accounting and Financial Management 1A</li> <li>› Business and Economic Statistics</li> <li>› Microeconomics 1</li> <li>› Managing Organisations and People</li> </ul> Choose 4 courses from 6 options: <ul style="list-style-type: none"> <li>› Accounting and Financial Management 1B</li> <li>› Business and the Law</li> <li>› Business Finance</li> <li>› Business Information Systems</li> <li>› Macroeconomics 1</li> <li>› Marketing Fundamentals</li> </ul>	6 core subjects (including capstone) <ul style="list-style-type: none"> <li>› Accounting, Business and Society</li> <li>› Quantitative Business Analysis</li> <li>› Understanding Business</li> <li>› Economics for Business Decision Making</li> <li>› Business Environment</li> <li>› Integrated Business Applications (Capstone)</li> </ul>	5 core subjects <ul style="list-style-type: none"> <li>› Accounting 1A or Accounting Information for Decision-Making</li> <li>› Microeconomic Principles</li> <li>› Techniques and Elements of Finance</li> <li>› Principles of Management</li> <li>› Marketing Fundamentals</li> </ul> Plus <ul style="list-style-type: none"> <li>› designated People unit</li> <li>› designated Planet unit</li> </ul>
Majors available (first and second, structure etc)	Core majors (8 subjects) <ul style="list-style-type: none"> <li>› Accounting</li> <li>› Economics*</li> <li>› Finance*</li> <li>› Financial Services</li> <li>› Marketing*</li> <li>› Marketing Communications</li> <li>› Management*</li> <li>› Human Resources Management</li> <li>› International Business</li> </ul> Available as second majors <ul style="list-style-type: none"> <li>› Business Law</li> <li>› Information Technology</li> <li>› Sport Management</li> <li>› Tourism Management</li> </ul> * available as extended major	Commerce Majors (8 subjects) <ul style="list-style-type: none"> <li>› Accounting</li> <li>› Business Economics</li> <li>› Business Law,</li> <li>› Business strategy</li> <li>› Economics management</li> <li>› Finance</li> <li>› Financial Economics</li> <li>› Human Resources Management</li> <li>› Information systems</li> <li>› International Business</li> <li>› Management</li> <li>› Marketing</li> <li>› Taxation</li> </ul> Other approved majors <ul style="list-style-type: none"> <li>› Languages: Chinese; French; German; Hispanic; Japanese; or Korean Studies</li> </ul>	6 senior (2nd or 3rd year) units plus up to 2 junior (first year) units if not part of Commerce Core Units <ul style="list-style-type: none"> <li>› Accounting</li> <li>› Business Information Systems</li> <li>› Commercial Law</li> <li>› Econometrics</li> <li>› Economics</li> <li>› Finance</li> <li>› Industrial Relations and HRM</li> <li>› International Business</li> <li>› Management</li> <li>› Marketing</li> <li>› Quantitative Business analysis</li> </ul> 2nd major From Agriculture/Food and Natural Resources/arts and social sciences/edu and social work/science	8 subjects (including core) <ul style="list-style-type: none"> <li>› Accounting</li> <li>› Applied Econometrics</li> <li>› Business Information Systems</li> <li>› Commercial Law</li> <li>› Decision Science</li> <li>› Demographics</li> <li>› Economics</li> <li>› Finance</li> <li>› Human Resources</li> <li>› International Business</li> <li>› Marketing</li> <li>› Public Sector Management</li> </ul>

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Minors/Sub-Majors, including from other faculties	34 Sub-Majors	All majors are available as a Minor (5 subjects)	Electives from Business School, 3 elective/major subjects in first year	Minor = min 12 credit points (200 level)
Elective subjects from other faculties	Up to 4 subjects (24 credit points) from any faculty at UTS as electives or elective sequence (equivalent of sub-major)	Up to 6 subjects (36 credit points) as free electives (part of degree's 'Breadth Component')	Up to 8 subjects (48 credit points) subject to faculty approval. In theory can do whole major in other faculty	Up to 9 subjects (27 credit points) - minimum Commerce designated credit points = 42 out of 69
Capstone subjects	Capstone subject in each major	No capstone	One core capstone subject for whole degree (Integrated Business Applications)	Capstone subject in each major
When do students choose majors/specialisation	At the end of first year	At the end of first year, although optional core subjects form part of majors	Some majors require first year core units to be selected	Some majors require first year core units to be selected
Internship subjects available	Yes, students can complete an assessed internship subject as part of some majors or as an elective	None within the Commerce program	Yes, an industry placement structured around three assessed tasks	For Study Abroad or Exchange students only
Part-time/Night-time	Evening classes available for all core subjects. 24/7 access to building	Evening classes are available for some subjects	No night classes available	Evening classes are available for some subjects
Combined degrees available	<ul style="list-style-type: none"> <li>&gt; International studies</li> <li>&gt; Law</li> <li>&gt; IT</li> <li>&gt; Engineering</li> <li>&gt; Medical Science</li> <li>&gt; Biotechnology</li> <li>&gt; Science</li> </ul> Note: International Studies allows the completion of a full Bachelor of Business, where as other combinations restrict students to 1 major in business	<ul style="list-style-type: none"> <li>&gt; Arts</li> <li>&gt; Media/PR</li> <li>&gt; Fine arts</li> <li>&gt; Information Systems</li> <li>&gt; Law</li> <li>&gt; Science</li> <li>&gt; Secondary Education</li> <li>&gt; Engineering</li> </ul> Note: Combined degrees allows completion of core and 1 major only	<ul style="list-style-type: none"> <li>&gt; Arts</li> <li>&gt; Science</li> <li>&gt; Engineering</li> <li>&gt; IT</li> <li>&gt; Law</li> <li>&gt; Medicine and Surgery</li> </ul> Note: Combined degrees allows completion of core and 1 major only	<ul style="list-style-type: none"> <li>&gt; Arts</li> <li>&gt; Laws</li> <li>&gt; Science</li> <li>&gt; Engineering</li> </ul> Note: Combined degrees allows completion of core and 1 major only
Current AACSB accreditation	Yes	Yes	Yes	Yes

# FREQUENTLY ASKED QUESTIONS

## **Why is there a difference between the published ATAR cut-offs between the four programs?**

The published ATAR cut-off does not reflect the level of difficulty or complexity of each program.

It more reflects both the supply of places available to applicants who have just completed their HSC (current school leavers), the demand of those applicants, and the ATAR scores they achieved.

## **So if a university wishes to make 200 offers for current school leavers, the published cut-off represents the score of the 200th ranked student?**

As all universities allow some form of flexible entry, bonus points etc, many students actually receive an offer below the published cut-off, so depending on the number of students eligible for flexible entry, it will be a higher ranked student.

## **Why does UTS call their degree a Business degree, when UNSW, Sydney and Macquarie call theirs a Commerce degree?**

Commerce is not used as frequently (overseas and in Australia) as Business in relation to course or school/faculty names. At UTS we feel the name Business reflects the broad nature of the degree and its application across industries and sectors.

## **Are Commerce degrees more orientated towards study in mathematical or finance fields than Business degrees?**

No. There is no difference in the core mathematical requirements between business and commerce. Students in the Bachelor of Business can elect to do an extended major in Finance, meaning half their degree can focus in this field. Students particularly interested in mathematics and finance may also be interested in the Bachelor of Mathematics and Finance (ATAR cut-off 79.65).

## **Does it matter whether I did Business Studies or Economics at school?**

No. None of the programs assume you have already studied any business or economics before.

## **If I want to change from a Commerce degree to the UTS Bachelor of Business what do I do?**

You need to apply through UAC (if you are a local student, or the UTS International Office if you are an international student). Depending on the subjects you have successfully completed, you may be eligible for recognition of prior learning.

## **What's happening with the Bachelor of Business option taught at the Kuring-gai campus?**

From the beginning of 2015, all business programs and subjects will move to the City campus. So students enrolled in the Bachelor of Business at Kuring-gai will merge seamlessly in with the students in the Bachelor of Business City program.

## **When do I need to decide on specialisations?**

All of the Business and Commerce programs shown above have the advantage of allowing students to choose to specialise as their interests and aspirations develop.

Students within the UTS Bachelor of Business undertake an integrated core throughout the first year of their degree, giving a taste of different specialisations before these are selected the following year.

DISCLAIMER: The information in this brochure is correct at November 2013. Changes in circumstances after this date may alter the accuracy or currency of the information. UTS reserves the right to alter any matter described in this brochure without notice. Readers are responsible for verifying information that pertains to them by contacting the university.