



THE UNIVERSITY OF
MELBOURNE

Faculty of Business & Economics

Custom Learning for Organisations

Strengthen capabilities, drive measurable impact for your business

Our organisational training solutions



Our custom learning experiences delivers **high-impact training solutions** designed to **elevate organisational capability** and address evolving business challenges.

We provide **flexible learning pathways** tailored to meet the diverse professional development needs of executives, managers, and teams.

Our learning solutions



Short, stackable credentials that builds towards a qualification (Micro-credentials)

Our micro-credentials offer skills-based learning in areas such as leadership, digital transformation, and sustainability. These short programs are designed to rapidly build targeted capabilities and can be stacked toward a formal qualification.



Interactive training sessions with real-world application (Masterclasses)

These live, in-person sessions bring together expert-led teaching and hands-on activities to help participants deepen their understanding, apply new skills, and solve real business problems in a collaborative setting.



Immersive, hands-on workshops for organisational problem-solving (Workshops)

Designed for strategic thinking and experiential learning, these half- or full-day sessions combine expert facilitation, team-based problem-solving, and activities like field visits or campus tours to create an energising and practical learning experience.



Facilitated team conversations with real-world application (Curated conversations)

Engage your team in 90-minute, expert-led discussions tailored to your organisation's priorities. These interactive sessions foster deep thinking, shared learning, and practical insight on current industry challenges.

Co-design and Collaboration



We collaborate with you to design and deliver **customised learning experiences** that drive measurable outcomes.

Our approach to partnership:

- 1 Understand your business**
Deep dive into your challenges and strategic goals
- 2 Define your learning objectives**
Align learning programs with your organisational priorities
- 3 Deliver tailored solution for your organisation**
Customised executive education, integrated with real case studies



Why partner with us



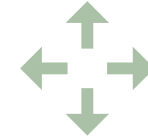
Gold standard University

Partner with Australia's top-ranked university (13th globally) with world-renowned expertise in leadership, management, and professional education. Our breadth of study areas including Engineering, Health, Environment, Science, Law, Arts and Humanities and many others - enables us to design interdisciplinary programs tailored to your organisation's strategic goals.



Industry-integrated content

Programs feature real-world case studies, practical applications, and academic insight to ensure immediate impact and relevance to today's business challenges. We also maintain strong connections with our global alumni network, drawing on their real-world expertise across industries to enrich learning.



Customised learning solutions for organisational needs

We offer bespoke learning programs developed in close consultation with you—whether it's leadership development or operational upskilling. Delivery formats are flexible and scalable to suit your workforce needs, with options including online, in-person, hybrid, intensive, or modular delivery.



THE UNIVERSITY OF
MELBOURNE

Additional information

**Short, stackable
credentials that
builds towards a
qualification
(Micro-credentials)**



THE UNIVERSITY OF
MELBOURNE

Micro-credentials at University of Melbourne



What are micro-credentials?

- Short, flexible learning units focused on specific skills.
- Allow professionals to upskill in increments without committing to full degrees.
- Can be stacked for pathways to further study.

Why micro-credentials?



Fast, focused, practical

Gain real-world skills in weeks.



Designed to stack

Earn credit toward further study.



Shareable digital certificates

Shareable credential from Australia's top university.

Delivery format

- 4-week flexible structure with live webinars, discussions & assessments.
- Practical learning with case studies & real-world applications.
- Pass/Fail assessment (70%) to ensure competency.

Micro-credential: Adaptive Leadership Series



Study Mode

Online

Micro-credentials in this series:

- [Leading Change](#)
- [Creativity and Innovation](#)
- [Ethical Judgement](#)
- [Personal Effectiveness](#)



This series gives leaders and aspiring leaders the core knowledge, skills and tools to navigate leadership opportunities and challenges in the context of digital transformation and dynamic competitive environments.

It's been developed in consultation with leading professional services organisations, major business stakeholder organisations, and human resource management and organisational development practitioners.

Who is this for?

For professionals looking to enhance leadership skills at any career stage.

- Ideal for emerging leaders seeking to complement technical expertise.
- Suited for those aspiring to senior roles across any industry.
- Open to anyone looking to build leadership confidence through career transitions.

Micro-credential: Managing Teams Series



Study Mode

Online

Micro-credentials in this series:

- [Leading Teams](#)
- [Performance Management](#)
- [Effective Negotiation](#)
- [Effective Leadership Communication](#)



This industry-aligned, research-led series is designed to equip you with the skills needed to lead with confidence. You'll feel ready to face challenges and opportunities in organisations across the Asia-Pacific region.

It's been developed in consultation with leading professional services organisations, major business stakeholder organisations, and human resource management and organisational development practitioners.

Who is this for?

This micro-credential is ideal for professionals looking to enhance leadership skills and advance in their careers.

- Emerging leaders seeking to complement technical expertise.
- Professionals from diverse sectors, including business, healthcare, education, NGOs, hospitality, and aviation.
- Open to anyone looking to develop leadership capabilities at any stage.

Micro-credential: Managing Strategic Performance



Study Mode

Online



Designed for professionals seeking to align strategy with performance, this micro-credential explores strategic intent, value chains, and balanced scorecards to drive organisational success. Co-designed with Telstra, the course provides practical experience in connecting strategy to operations through performance metrics and scorecard frameworks. Participants will learn to articulate strategic goals, develop key performance indicators, and improve operational effectiveness, ensuring measurable impact in real-world business settings.

Who is this for?

This micro-credential is designed for managers, professionals, consultants, and business owners across any industry.

- Ideal for those involved in strategy execution, performance monitoring, and business process improvement.
- Suited for professionals managing or supervising operational work units.
- Prior knowledge of information systems, business administration, or project management is helpful but not required.

Interactive training sessions with real-world application (Masterclasses)



THE UNIVERSITY OF
MELBOURNE

Masterclasses



What are masterclasses?

- Live, expert-led sessions designed for professionals.
- Hands-on, interactive learning for practical skill development.
- Tailored to workplace challenges with real-world applications.

Why choose a masterclass?



Engaging and practical

Apply real-world problem-solving.



Expert led

Learn from University of Melbourne academics.



Recognition

Receive a Certificate of Participation.

Delivery format

Two-Week structure

- Week 1: Self-paced learning (readings, case studies, activities).
- Week 2: Live, 90-minute Masterclass with discussions & real-world applications.

Optional Assessment Available

Masterclass learning journey example



The graphic below provides an example of delivery format for a leadership masterclass which we will adjust as the program development progresses.

Leading Teams

The goal is for participants to understand how to manage team culture and dynamics is more crucial than ever.

1. Foster a fearless culture
2. Address team dynamics and conflict
3. Use shared leadership to increase trust

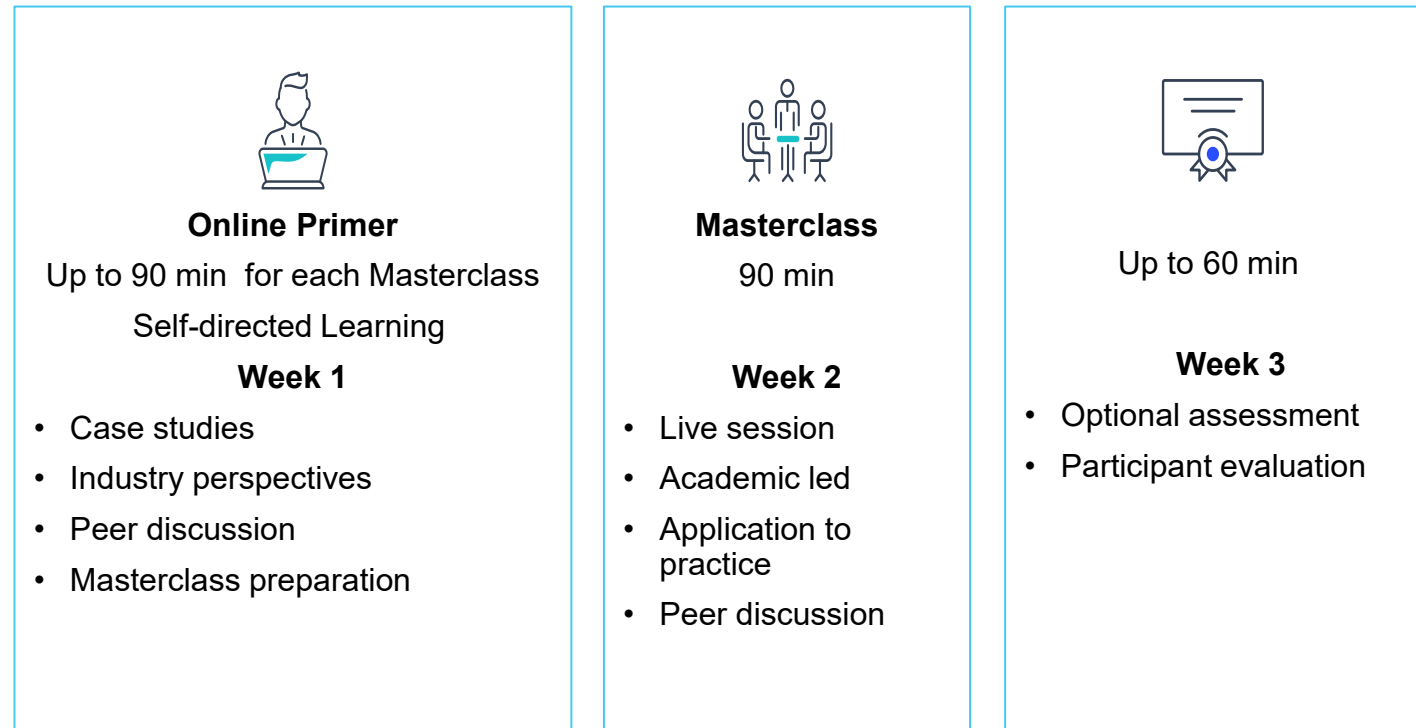


Figure 1: An example Masterclass format

Immersive, hands-on workshops for organisational problem-solving (Workshops)



THE UNIVERSITY OF
MELBOURNE

Workshops



What are Workshops?

- Hands-on, expert-led sessions designed to tackle current business challenges.
- Customised problem-solving experiences, integrating industry insights.
- May include field trips, campus tours, or guest expert talks.

Why choose a Workshop?



Interactive and experiential learning

Engage in case studies, hands-on activities, and peer collaboration.



Customised learning

Tailored to your organisation's needs with flexible session formats.



Outcomes-focused

Drive actionable insights and business solutions.

Delivery format

- Half-day, full-day or multiple days format
- Custom-built agenda aligned with your business challenges.
- May include expert talks, site visits, or collaborative workshops

Workshop rates



No. of Workshop Days	Total Price (ex. GST)	Notes
Half-day workshop	\$20,307	Inclusive of venue hire and catering for 25 participants (minimum number). The costs might be revised based on catering vendor costings. In addition to academic sessions, programs can feature a campus tour, fireside chat with a senior industry leader, or an expert talk based on the client's needs. Pricing differs accordingly.
Full day workshop	\$36,698	
Two-days workshop	\$79,521	
Three-days workshop	\$116,844	
Five-days workshop	\$186,490	

Optional add-on

Post workshop dinner	Options
A la carte menu	\$73 for 2 courses / \$78 for 3 courses
Set function menu	\$83 for 2 courses / \$93 for 3 courses

Workshop example



Half-day Program (8:30am-1:00pm)

Session	Time	Duration
Registration/coffee	8:30am-8:45am	15 mins
Session 1	8:45am-10:15am	90 mins
Morning tea/break	10:15am-10:30am	15 mins
Session 2	10:30am-12:00pm	90 mins
Networking Lunch	12:00pm-1:00pm	60 mins

Full-day Program (8:45am-7:30pm)

Session	Time	Duration
Registration/coffee	8:45am-9:00am	15 mins
Session 1	9:00am-10:30am	90 mins
Morning tea/break	10:30am-10:45am	15 mins
Session 2	10:45am-12:15pm	90 mins
Networking Lunch	12:15pm-1:45pm	90 mins
Session 3	1:45pm-3:15pm	90 mins
Afternoon tea/break	3:15pm-3:30pm	15 mins
Session 4	3:30pm-5:00pm	90 mins
Closing and Dinner	5:00pm-7:30pm	150 mins

**Facilitated team
conversations
with real-world
application
(Curated
conversations)**



THE UNIVERSITY OF
MELBOURNE

Curated Conversations



What are Curated Conversations?

- Live, expert-led discussions designed for professionals.
- 90-minute structured sessions focused on key industry topics.
- Interactive and engaging, fostering collaboration and deep insights.
- Customisable content tailored to organisational needs.

Why choose a Curated Conversation?



Focused and time-efficient

Engage in case studies, hands-on activities, and peer collaboration.



Expert led and interactive

Engage in thought-provoking conversations with academics and industry leaders.



Flexible and scalable

Customised topics that address your organisation's priorities..

Delivery format

- Live 90-minute virtual session led by University of Melbourne academics.
- Structured discussion + interactive Q&A.
- Access to additional learning materials.
- Option to include internal subject matter experts for deeper insights.



THE UNIVERSITY OF
MELBOURNE

The Unique Value of the University of Melbourne



Melbourne: A Leading Global University



Established in 1853



#1

IN AUSTRALIA



#13

IN THE WORLD



#8

IN GRADUATE EMPLOYABILITY WORLDWIDE

QS World University Rankings 2025/QS Graduate Employability 2022

53 000+

students

50% undergraduate 50% graduate (equivalent full-time student load - EFTSL)

500 000+

alumni

45%

international students

from 150+ nationalities

Our Innovation Precincts



Melbourne Biomedical Precinct

A world leading biomedical precinct that brings together over 40 hospitals, research, teaching and biotechnology organisations.



Aikenhead Centre for Medical Discovery

Australia's first collaborative, hospital-based medtech research centre.



Melbourne Connect

A purpose-built digital focused innovation precinct that connects researchers, industry, and elite thinkers.



Melbourne Arts Precinct

One of the highest concentration of arts, cultural and creative organisations in the world. Home to the Faculty of Fine Arts and Music and our Southbank Campus



Faculty of Business and Economics



THE UNIVERSITY OF
MELBOURNE

Faculty of Business and Economics



#1

Australia's No. 1 University for Business and Economics

* THE World University Rankings by subject 2025

60,000+

Alumni in over 100 countries

The Faculty of Business and Economics offers a comprehensive suite of programs, including the Bachelor of Commerce, Melbourne Business School programs, and the Melbourne Business School MBA.

With [Association to Advance Collegiate Schools of Business \(AACSB\)](#) and [European Quality Improvement System \(EQUIS\)](#) accreditation, the Faculty upholds the highest international standards in business education. As a signatory to the United Nations [Principles for Responsible Management Education \(PRME\)](#), it is committed to integrating sustainability and responsible leadership into its curriculum.

For 100 years, the Faculty has played a pivotal role in shaping policy, corporate governance, and global business practices, with a vision to be a leading global provider of business and economics education and research.

QS World University Subject Rankings 2025



Accounting and Finance

#2 in Australia | #27 globally



Marketing

#2 in Australia | #31 globally



Economics and Econometrics

#4 in Australia | top #50 globally



Business and Management Studies

#2 in Australia | top #50 globally

Faculty of Business and Economics

Department of Management & Marketing



As part of **Australia's No.1 University for Business and Management** (Times Higher Education World University Rankings 2025), we deliver cutting-edge, multi-disciplinary research and high-impact education. As purpose-driven researchers, we co-create value through real-world engagement, shaping the future of business and organisations for good with deep thinking and solutions that create impact both now and in the future. Our world-class academics deliver customised executive education that rapidly elevates the skills and capabilities of leaders, professionals and organisations – enabling them to drive success and innovation in complex environments. Partner with us to transform your organisation and drive sustainable success in an ever-evolving world.

Expertise Areas

Strategic Leadership

Digital Marketing Strategy

Brand Management and Innovation

Consumer Psychology and Behavioural Insights

Retailing and Customer Experience Design

Business Data Analytics

Entrepreneurship and Innovation

Operation Analysis and Process Optimisation

Supply Chain Strategy and Risk Management

Corporate Governance

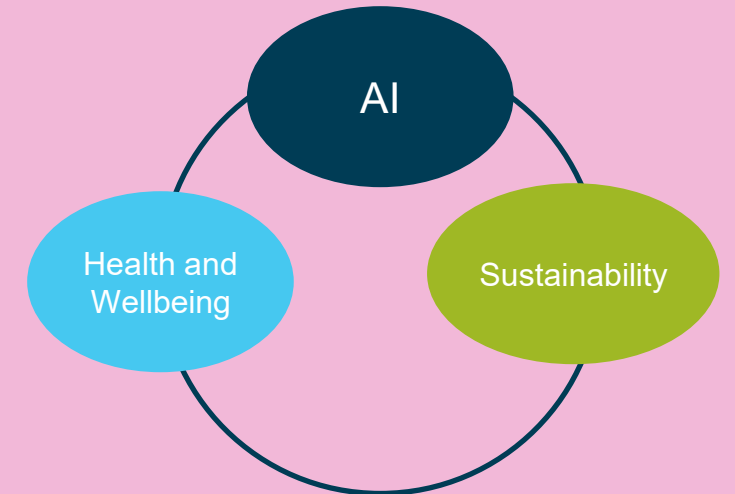
Cross-Cultural Business Strategy

Business Ethics and Sustainability

Human Resource Management

Workplace Culture and Organisational Psychology

Equity and Inclusion



Faculty of Business and Economics

Department of Finance



Ranked **Australia's No.1 University for Finance** (Times Higher Education World University Rankings 2025), the Department of Finance equips organisations with cutting-edge expertise in asset pricing, financial econometrics, corporate finance, sustainable finance, and behavioural finance. Through close collaboration with businesses, governments, and not-for-profits, we translate rigorous research into strategic insights that help organisations navigate complex financial landscapes and build long-term, sustainable value.

Expertise Areas

Asset pricing

Corporate finance

Market microstructure

Financial econometrics

Household finance

Behavioural finance

International finance

Sustainable finance

Macro-finance

Asset allocation

International finance

Experimental finance

Decision neuroscience

Financial intermediation

Faculty of Business and Economics

Department of Accounting



Ranked **Australia's No.1 University for Accounting** (Times Higher Education World University Rankings 2025), the Department of Accounting empowers organisations to lead with clarity, accountability, and data-driven performance. Building on deep connections with industry, standard setters, and professional services firms, our world-class academics design programs that help individuals and organisations navigate complex financial landscapes and drive sustainable value creation and step-change improvements in performance.

Expertise Areas

Sustainability Analysis & Reporting

Financial analysis & reporting

**Financial management
(NFPs/SMEs/Public sector)**

Performance Management

Strategic budgeting and planning

Costing systems

Control Systems and Assurance

Business Data Analytics/AI

Digitalisation & Data Management

Data and AI Governance

Management of Data

Corporate Governance

Risk Management

Corporate Tax Planning

Faculty of Business and Economics

Department of Economics



Ranked **Australia's No.1 University Economics and Econometrics** (Times Higher Education World University Rankings 2025), our Economics experts deliver data-driven insights and actionable strategies for organisations navigating complex economic environments. Leveraging advanced analytics, we help clients anticipate economic trends, optimise decision-making, and effectively address key challenges such as market dynamics, pricing strategies, policy impact, sustainability, and social inequality. Partner with us to translate rigorous economic analysis into strategic outcomes for your organisation.

Expertise Areas

Behavioural Economics

Causal Inference

Machine Learning

Digital Platforms

Environmental Economics

Industrial Organisation

International Trade and Development

Labour Economics

Macroeconomics

Market Design

Political Economy

Social Welfare and Inequality

Faculty of Business and Economics

Centre for Actuarial Studies



Ranked **#3 globally for Actuarial Studies Research** (UNL Global Research Rankings, 2024), the Centre for Actuarial Studies provides organisations with expert guidance and innovative solutions in actuarial science and risk management. Our academics leverage advanced mathematical and statistical methods to address critical industry challenges, including risk management, insurance product design, retirement planning, reserving, capital asset allocation, mortality forecasting, reinsurance, and climate resilience. Partner with us to strengthen financial sustainability, optimise strategic decisions, and stay ahead in an evolving landscape.

Expertise Areas

Risk Management

Mortality and Demography

Reserving

Ageing and Retirement

Insurance Product Design

Superannuation

Capital Asset Allocation

Reinsurance and Risk Transfer

Climate Change

Faculty of Business and Economics Melbourne Institute



For more than 60 years, the Melbourne Institute of Applied Economic and Social Research has aimed to advanced opportunity, equity and prosperity in Australia and the wider region. Our world-class economists conduct rigorous, independent research and analysis, which provides an evidence base for effective policy reform. We regularly engage with governments, industry partners, and communities to solve the current complex challenges.

Expertise Areas

Disadvantage and Wellbeing in the Asia-Pacific

Wellbeing and Economic Empowerment

Data Analytics

Household, Income and Labour Dynamics in Australia (HILDA) Survey

Macroeconomics

Health

Family and Labour Economics



THE UNIVERSITY OF
MELBOURNE

(c) The University of Melbourne 2025

This material is protected by copyright. Unless indicated otherwise, the University of Melbourne owns the copyright subsisting in the work. Other than for the purposes permitted under the Copyright Act 1968, you are prohibited from downloading, republishing, retransmitting, reproducing or otherwise using any of the materials included in the work as standalone files. Sharing University teaching materials with third-parties, including uploading lecture notes, slides or recordings to websites constitutes academic misconduct and may be subject to penalties. For more information: [Academic Integrity at the University of Melbourne](#)

Requests and enquiries concerning reproduction and rights should be addressed to the University Copyright Office, The University of Melbourne: copyright-office@unimelb.edu.au

The University of Melbourne (Australian University)
PRV12150/CRICOS 00116K



THE UNIVERSITY OF

MELBOURNE