Macquarie Graduate School of Management

As a leading graduate school of management we seek high quality candidates who want to make a difference.
Australian business relies on high-quality, practical, collaborative and interdisciplinary innovation. At MGSM we undertake research projects with a network of partners that include some of the world’s most influential businesses.

MGSM’s approach ensures that theoretical advancements inform and relate to practical knowledge and techniques. Subsequently our research has an immediate and useful impact in developing tools, skills and knowledge for our research partners. Knowledge advancements attained through this process inform the programs and courses we offer, ensuring that they remain contemporary and cutting edge.

Many of MGSM’s research scholars are also business professionals studying part-time and maintain active links with industry.

Research stars
High impact, collaborative research relies on great researchers and at MGSM our faculty are our strength. Faculty profiles are available online – www.mgsm.edu.au – to assist HDR candidates with finding and contacting potential supervisors. Notable researchers include, but are not limited to:

- **Professor Richard Badham** has 25 years’ experience as a consultant, educator and action researcher on the leadership of innovation and change. Drawing on his experience in working with, and studying private and public organisations in Australia, Europe and the US, he now focuses his attention on two areas: transformational leadership and the management of change, and the effectiveness of adopting an ironic and reflexive stance towards the drama of organisational performance.

- **Professor David Gallagher** is described by the Australian Research Council as an ‘expert of international standing’ in his field attracting more than $1 million in research funding. He is well known in industry and has consulted widely. He also directs an investments program at the Federal Government’s $100 million Capital Markets Cooperative Research Centre with substantial sponsorship from major institutional investor organisations.

- **Professor Norma Harrison** has over 30 years of experience in academia and consulting in industry and government projects across the globe. Examples include PROBE in collaboration with IBM Global Services and the London Business School, the Global Manufacturing Futures Project, the Global Supply Chain Management Project with Accenture, as well as local benchmarking projects for the Australian Printing Industry and the Australian Hotels Association.

- **Associate Professor Carmel Herington** brings her previous experiences from profit and not-for-profit business to academia. She has worked with tourism, allied health and retailers in the areas of relationship marketing and internal marketing. She will believe that her contribution to practice is complete when organisations are finally convinced that looking after everyone with whom a business has contact is really good for business.

- **Professor John Croucher**’s research contributes to the application of quantitative methods to business and management, such as information and decision analysis or applied business techniques, while contributing to advances in quantitative research methods. He has been a major contributor to management education through his 20 books, 120 research papers and over 1000 newspaper articles. He has been awarded

Research achievements and partnerships
MGSM’s strong links with industry and public sector organisations support our collaborative research partnerships. Recent achievements and partnerships include:

- Establishing a business education forum called the Phronesis network of industry and academics
- Over 100 doctoral candidates and a high level of HDR completions related to people issues overseas, across different sectors and across the globe
- Participation in the Federal Government’s $100 million Capital Markets Cooperative Research Centre
- Research collaborations with St George Bank, National Australia Bank, the Australian Business Foundation, Industry and Investment NSW, Australian Securities Investment Commission and Be Learning
- Research linkages with leading global business schools and academic institutions including Henley Management College, Copenhagen Business School, Hong Kong Management Association, University of Goettingen Germany and Mahidol University Thailand
PhD spotlight
Nigel Garrow is a very recent recruit to academia. After 30 years in senior international management roles he decided to return to Australia to study for an MBA followed by a PhD.

Garrow’s current research focus is mergers and acquisitions in Australia. He chose MGSM to study because of its international reputation in many areas of corporate finance and its highly skilled faculty to supervise his research.

Garrow is now an MGSM faculty member who teaches finance-related topics to MGSM’s MBA students, as well as supervising several internship projects for MBA students within a wide range of businesses from pharmaceuticals to e-commerce.

the University’s inaugural Community Outreach award, Excellence in Education award and Distinguished Alumni award. In recent years he designed, and now teaches, in the new MBA program at the Divine Word University in Papua New Guinea.

- **Professor Robert Spillane** teaches and writes on philosophy and psychology and their application to management. He practiced psychotherapy in Sydney for 25 years, working specifically on occupational stress, RSI and ADHD. He has written more than 130 professional articles, 13 books and a play – *Entertaining Executives*– which was first performed at the Mermaid Theatre, London in May 2006.

- **Professor Rob Widing**’s research contributes to the market orientation of the firm, sales management and computer-assisted decision aids for consumers. He was awarded the highest marketing research honour in Australasia – the Distinguished Marketing Researcher Award – from the Australia-New Zealand Marketing Academy and was recognised as a top 10 marketing researcher in Australasia and Asia by the *Journal of Marketing Education*. Six of his publications have received awards, including awards from the American Marketing Association and the Academy of Marketing Science.

Support
With a large international doctoral program of over 100 students MGSM provides candidates with a supportive, collaborative research environment. Support includes, but is not limited to:

- Access to industry through our established strong links and collaborations with some of the world’s most influential businesses across many sectors
- Dedicated librarian to support your research
- Expanding range of learning and development opportunities including seminars and workshops designed to enhance your research skills and knowledge
- Financial grants to fund HDR research activities and conferences
- Flexible study options, including part-time and cotutelle arrangements with university partners in the Asia Pacific and Europe
- High quality supervision
- Macquarie University HDR survey results indicate a high level of student satisfaction with regard to research experience and student supervision
- Regular event program of guest speakers and visiting fellows functions

Research strengths
- Drama, performance and storytelling (explorations in leadership and organisational change)
- Finance (including banking, corporate finance, capital markets, financial management, investment management and investment banking)
- Marketing (including customer relationships, social responsibility, networks, internal branding and word of mouth)
- Reflective practice in management education (professional development and hermeneutic research)
- Supply chain management (including value chain, logistics, supply, customer, product, services and processes)
- Sustainable leadership and organisations (better performance and a better world)
Facilities

- MGSM’s facilities are independent from Macquarie University, and are uniquely available to our postgraduate students and HDR candidates.
- MGSM’s facilities include modern, fully equipped lecture theatres, teaching rooms, computer laboratories, syndicate study rooms for student use, printing and photocopying services.
- MGSM operates from three world-class, postgraduate and HDR-specific facilities based in the heart of Sydney’s central business district, North Ryde (20 minutes from Sydney’s CBD) and Hong Kong.
- MGSM HDR candidates can also access state-of-the-art facilities within Macquarie University’s campus, such as a dedicated train station (providing easy access to Sydney’s CBD and greater metropolitan area), world-class library, gymnasium, on-campus shopping and banking facilities, and a diverse range of food outlets and restaurants.
- North Ryde campus also includes MGSM’s recently refurbished 40-room, four-star executive hotel, as well as conference centre and a-la-carte restaurant.
- Offices for faculty and support staff are also located within MGSM’s North Ryde campus, along with our Student Services Centre, providing services uniquely to our postgraduate students and HDR candidates.
- Office space is available on request for candidates at the final stages of their candidature.

Highlights

MGSM is one of only two autonomous business schools in Australia and is consistently ranked by the Australian Financial Review BOSS Magazine, The Economist MBA Survey and MBA Career Guide as a leading business school in the Asia-Pacific region and beyond.