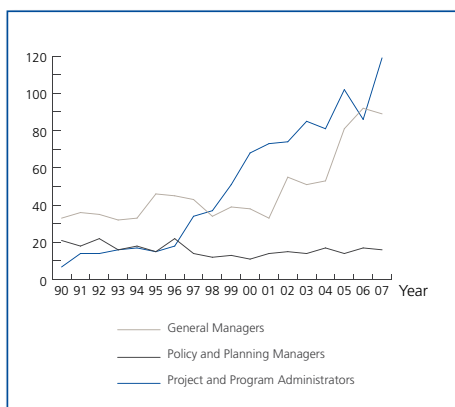


A Career in Commercial Law

As a graduate of UniSA's Commercial Law program, you will have developed a range of commercial, marketing and analytical skills that can be applied to a variety of roles and employment areas. Graduate employment opportunities will range from providing support to business professionals, managing a small-medium business, to managing a program or a unit within a larger organisation. Graduates may also choose to pursue a career as a Para-legal or in providing specialist commercial advice to business, not-for-profit, community and government organisations. In an increasingly globalised environment, Commercial Law graduates will be well placed to meet the growing need for specialists with knowledge of the legal implications and requirements of international business.

Opportunities for Commercial Law graduates exist across the public and private sectors and the Australian Government predicts job prospects for the next decade to be good to very good.

The employment level ('000s of people) for Project and Program Administrators, Policy and Planning Managers, and General Managers:



Project and program administrators display the most significant growth in employment over the last ten years, having increased seven fold.

Which Occupations?

Given the broad nature of a Commercial Law degree, there are many opportunities for graduates that range from general management positions to more specific

management or supervisory roles such as Policy and Planning Managers and Project and Planning Administrators which demand knowledge of the legal implications and requirements of business.

Which Industries?

About one third of the jobs that Commercial Law graduates can expect to move into are in the Wholesale and Retail sector, while the service sector, (Property, Business Services and Finance), accounts for about 25 per cent, and the public sector, (Government Administration and Health), accounts for a further 10 per cent.

Employment snapshot

Project and Planning Administrators

Job prospects:	GOOD
Employment predictions to 2011-12:	STRONG
Occupation size:	VERY LARGE (119 000)
Ave weekly wage:	\$1096
% in FT work:	88%
Vacancy levels:	MODERATE
Vacancy reasons:	36% Job change 43% Leaving occupation 21% New jobs

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

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

Which Companies?

Given that Commercial Law graduates are likely to be employed as administrators or managers in the commercial field, the list of potential employers is endless. You'll be able to seek employment in the world of business where companies and organisations will value your specialist knowledge of commercial law and will also be interested in the other studies that you've undertaken while at UniSA. You can find work across both private and public sectors and may find opportunities with companies that provide business advisory services such as KPMG. Local councils, non-government organisations and various government departments that have units dealing with commercial and contractual legal obligations may also employ Commercial Law graduates.

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 Commercial Law graduate, your analytical and organisational skills will help you present yourself as the best candidate for the job. You'll be aware that it's not enough simply to possess the Graduate Qualities, you'll also need to be able to explain how you've developed them.

You may be able to use examples from previous work or life experience, but you can also refer to your program. So for example, you might want to tell potential employers that you:

Have an ability to operate with a body of knowledge

You should emphasise that UniSA programs offer the most recent discipline knowledge with a focus on core business and management studies in first year, which provides a solid foundation in business essentials. Explain that subsequent studies allowed you to build and extend your knowledge of business and consumer law.

Are prepared for lifelong learning

Tell employers that your degree provided the opportunity to understand and access information relating to changes in the law and a comprehensive knowledge of relevant resources. 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 the range of areas you studied provided an opportunity to learn the application of the law to business problems, which was taught using problem questions in tutorials, assessments and exams. You could mention that other areas of your study focused specifically on areas such as conflict resolution and management, which developed your skills in the area of problem solving.

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 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.

Are committed to ethical action and social responsibility

Underpinning all UniSA courses is a commitment to ethical business practice. As a student of the Commercial Law program you developed an understanding of these principles through study that covered areas such as ethical action in law, copyright issues and unconscionable conduct.

Communicate effectively

Highlight particular areas of your study that focused on communication and interaction, such as the Communication and Media course. This not only developed your skills in writing for specific contexts but also your skills in working with the media and understanding the importance of effective communication strategies at both local and international levels.

Demonstrate an international perspective

Let employers know that most of your core studies involved the analysis and interpretation of international issues. In addition, you studied at least two elective courses that had an international focus. You may also want to make employers aware that many of the students studying at UniSA campuses in Australia were from overseas, which provided the opportunity to interact and communicate with students from all parts of the world.

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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Business