

## Graduate Destination Survey

### Faculty of Commerce and Economics

#### What is the Graduate Destination Survey?

The Graduate Destination Survey (GDS) is an annual survey of the “first destinations” of UNSW graduates at the point of graduation.

#### Who Responded to the Survey?

The survey population comprised of graduates who completed requirements for an award at UNSW in the calendar year.

Distribution of the survey questionnaire is in association with graduation ceremonies. For the Graduate Destination Survey 2004, majority of the respondents graduated in October 2003 and April/May 2004.

#### What can I find in this Report?

This report summarises the GDS results and provides discipline-specific information related to employment and further study outcomes.

More specifically you will find information on:

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#### How should I use the information on this Report?

Information on this report is to be used as a reference only. The results have captured the starting point of the graduates’ careers but do not represent where a degree/program will lead in the long term. Some graduates may be in the transition from casual to professional employment or from undergraduate to postgraduate studies when the data was collected.

### **Where can I find more information?**

The Graduate Destination Survey is also carried out by all other Australian universities. National statistics are available at [www.graduatecareers.com.au](http://www.graduatecareers.com.au) .

For more information on this report or assistance on career related issues, contact UNSW Careers and Employment at [careers@unsw.edu.au](mailto:careers@unsw.edu.au) or visit our website at [www.careers.unsw.edu.au](http://www.careers.unsw.edu.au) .

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## Faculty of Commerce and Economics

### Starting Salary (Full time Employment)

#### Undergraduate

Median: \$ 40,000  
Range: \$12,000 to \$170,000  
Number of Responses: 229

#### Graduate Certificate and Graduate Diploma

Median: \$67, 000  
Range: \$25,000 to \$300,000  
Number of Responses: 22

#### Master (by Coursework or Research)

Median: \$55,000  
Range: \$18,000 to \$300,000  
Number of Responses: 184

#### Doctorate Research

Median: \$90,000  
Range: \$50,000 to \$125,000  
Number of Responses: 4

(Graduate Destination Survey 2004)

### Job Search Method Used

The channels through which the graduate first find out about their current paid position:

Family / friends	17.1%
Advertisement in newspaper, or other print media	16.3%
Advertisement on the Internet	15.2%
University Careers and Employment	8.4%
Employment Agency	7.4%
Work contacts / networks	7.2%
Approached employer directly	6.8%
Other	5.8%
Careers fair or information session	5.6%
Approached by an employer	4.1%
Other university source (eg faculty, lecturer)	3.3%
Via resume posted on the Internet	2.7%

(Graduate Destination Survey 2005)

## Further Studies and Percentage Seeking Full-Time Employment

The following tables show the percentage of graduates in further full-time study and still seeking F/T employment after graduation.

Note: The statistics in **blue** are based on a sample size of less than 10. This could be due to the limited number of graduates from the program and/or the low response rate from those graduates. The sample size should be taken into consideration when interpreting the data.

### Undergraduate

Table 1: Percentage of graduates in further full-time study and seeking full-time employment by undergraduate program

	2004					2005				
	Further F/T Study		Seeking F/T Employment			Further F/T Study		Seeking F/T Employment		
	%	Total No. of Responses	%	Total No. of Responses	GDS Response Rate (%)	%	Total No. of Responses	%	Total No. of Responses	GDS Response Rate (%)
Commerce	40.8	385	21.0	214	49.5	24.4	353	12.0	225	46.0
Acc. Finance & Systems	-	0	-	0	-	-	0	-	0	-
Commerce / Arts	12.5	16	8.3	12	51.6	6.3	16	0.0	13	50.0
Economics / Arts	25.0	4	0.0	2	100.0	25.0	4	0.0	3	57.1
Commerce / Social Science	-	0	-	0	-	0.0	1	0.0	1	100.0
Economics / Social Science	0.0	1	0.0	1	50.0	0.0	1	0.0	1	33.3
Commerce / Science	30.0	40	7.7	26	54.8	22.9	48	9.7	31	47.1
Economics	34.4	32	28.6	21	52.5	34.1	44	22.7	22	55.0
Marketing, Tourism & Hospitality Management	6.3	16	23.1	13	53.3	7.7	13	20.0	10	31.7
Business Info Technology	31.6	19	7.7	13	40.4	0.0	11	0.0	9	34.4
Information Systems	44.0	50	35.7	28	47.2	22.6	31	15.0	20	42.5
<b>Commerce &amp; Economics</b>	<b>37.6</b>	<b>564</b>	<b>20.5</b>	<b>331</b>	<b>50.4</b>	<b>23.4</b>	<b>522</b>	<b>11.9</b>	<b>335</b>	<b>46.8</b>

Postgraduate

Table 2: Percentage of graduates in further full-time study and seeking full-time employment by postgraduate program

Degree Program		2004					2005				
		Further F/T Study		Seeking F/T Employment		GDS Response Rate (%)	Further F/T Study		Seeking F/T Employment		GDS Response Rate (%)
		%	Total No. of Responses	%	Total No. of Responses		%	Total No. of Responses	%	Total No. of Responses	
1521	Accounting	0.0	1	0.0	1	50.0	0.0	2	0.0	1	100.0
1525	Information Systems	0.0	3	0.0	3	100.0	-	0	-	0	0.0
1540	Economics	0.0	2	0.0	2	100.0	0.0	2	0.0	2	66.7
1550	Marketing	0.0	1	0.0	1	33.3	0.0	2	0.0	2	66.7
1561	Banking and Finance	-	0	-	0	-	-	0	-	0	0.0
1601	Industrial Relations & Org Beh	0.0	3	0.0	3	100.0	0.0	1	0.0	1	50.0
1603	International Business	-	0	0.0	0	0.0	-	0	-	0	0.0
1990	Info, Library & Archive Stud	-	0	0.0	0	0.0	-	0	-	0	0.0
2570	Accounting	33.3	3	0.0	2	75.0	-	0	-	0	0.0
2574	Banking and Finance	33.3	3	0.0	2	100.0	0.0	2	0.0	2	33.3
2577	Org Behaviour	-	0	0.0	0	-	0.0	1	-	0	-
2582	Actuarial Studies	0.0	1	0.0	0	-	-	0	-	0	-
2980	Information Studies	-	0	0.0	0	100.0	-	0	-	0	0.0
3502	Commerce	0.0	8	0.0	8	-	0.0	1	100.0	1	-
3529	Commerce/Science	50.0	2	100.0	1	-	-	0	-	0	-
3543	Economics	0.0	2	0.0	1	-	-	0	-	0	-
3979	Information Systems	0.0	1	100.0	1	-	-	0	-	0	-
5391	Com & Economics	18.8	16	9.1	11	25.8	0.0	9	11.1	9	42.9
5453	Information Science	-	0	0.0	0	0.0	-	0	-	0	0.0
5457	Business & Technology	-	0	0.0	0	0.0	0.0	4	25.0	4	57.1
5603	Info Mgt - Librarianship	-	0	0.0	0	0.0	-	0	-	0	0.0
5950	Management	-	0	0.0	0	-	0.0	2	0.0	2	-
7315	Change Management	-	0	0.0	0	-	0.0	7	0.0	7	-
7333	Business & Technology	0.0	9	0.0	9	36.0	0.0	16	6.3	16	51.6
7355	Commerce	0.0	2	100.0	1	8.7	0.0	8	14.3	7	19.5
8007	Technology Mgt	17.4	46	30.6	36	41.4	10.5	19	0.0	15	29.7

8048	Biotechnology	-	0	-	0	-	-	0	-	0	-
8403	International Prof Accounting	0.0	32	9.4	32	72.7	0.0	2	0.0	1	14.3
8404	Com & Economics	24.7	486	32.7	327	42.6	12.4	298	11.5	218	40.6
8405	International Prof Accounting	0.0	1	0.0	1	8.3	-	0	-	0	0.0
8406	Finance	-	0	0.0	0	0.0	-	0	-	0	0.0
8407	Information Systems	-	0	0.0	0	0.0	-	0	-	0	0.0
8408	Commerce	-	0	0.0	0	0.0	-	0	-	0	0.0
8409	Prof Accounting	-	0	0.0	0	0.0	0.0	3	33.3	3	300.0
8411	Actuarial Studies	-	0	0.0	0	0.0	-	0	-	0	0.0
8414	Marketing	-	0	0.0	0	0.0	-	0	-	0	0.0
8468	Adv Disciplinary Specialisation In Information Systems	0.0	1	0.0	1	-	-	0	-	0	-
8503	Telecommunications	-	0	0.0	0	-	-	0	-	0	-
8616	Business & Technology	21.7	69	10.0	50	53.1	3.8	79	2.7	74	65.3
8923	Information Mgt	33.3	3	0.0	2	50.0	-	0	-	0	0.0
<b>Commerce &amp; Economics</b>		21.6	695	26.3	495	43.4	9.2	458	9.0	365	42.9

## Employment Sectors

Employment sectors entered by UNSW Commerce & Economics graduates:

Private Business & Industry	85.6%
Non-profit	3.2%
Public, Federal	2.8%
Education, Private	2.1%
Education, Public	2.1%
Other	2.1%
Public, State	1.8%
Public, Local	0.4%

(Graduate Destination Survey 2004)

## Industries and Businesses

Types of industries and businesses in which Commerce & Economics graduates were employed:

Finance, Property, Business	36.8%
Professional Services	17.7%
Manufacturing	12.6%
Trade, wholesale and Retail	10.6%
Education	6.9%
Other Services	4.3%
Government, not elsewhere included	3.8%
Transport, Storage	2.2%
Health and Community Services	1.9%
Communications Services	1.2%
Construction	0.9%
Electricity, Gas, Water Supply	0.7%
Agriculture, Mining	0.4%
Defence	0.1%

(Graduate Destination Survey 2004)

## Employers Who Employed the Most Commerce & Economics Graduates

Table 3: Employers who employed the most Commerce & Economics graduates

<u>Undergraduate</u>	<u>Postgraduate</u>
PricewaterhouseCoopers	UNSW
KPMG	PricewaterhouseCoopers
Ernst & Young	Macquarie Bank
Deloitte	Westpac
Commonwealth Bank	Commonwealth Bank
CITIBANK	Deloitte
HSBC	IBM
Macquarie Bank	ING
UNSW	National Australia Bank
Westpac	Qantas
Accenture	ANZ
Deutsche Bank	Citigroup
Hewlett Packard	Standard Chartered Bank
Zurich Financial Services	Sydney Water
Australian Taxation Office	Telstra

(Graduate Destination Survey 2004)

## Most Common Job Titles

Table 4: Most common job titles for Commerce and Economics graduates

<u>Graduate Job Titles - Undergraduate</u>	
Accounting / Auditing	
Accountant / Portfolio Accountant (39)	Auditor (23)
Accounts Clerk / Officer / Assistant / Administrator (12)	
Graduate Accountant (8)	Accounts Manager / Executive (3)
Associate Auditor / Audit Assistant (2)	Senior Accountant (2)
Intermediate Auditor (1)	
Actuarial:	
Actuarial Analyst (5)	Actuarial Consultant (3)
Actuarial Trainee (1)	
Analyst:	



Analyst (12)	Business Analyst (8)
Investment Analyst (1)	Quantitative Analyst (1)
System Analyst (1)	Assistant Analyst (1)
<b>Banking</b>	
Graduate / Graduate Trainee (6)	Bank Teller / Officer (4)
Documentation Officer (2)	Banking Consultant (1)
Senior Officer (1)	
<b>Broker:</b>	
Institutional Stockbroker (1)	Insurance Broker (1)
Trainee Stockbroker (1)	
<b>Consulting:</b>	
Consultant (7)	Business Systems Consultant (1)
PR Consultant (1)	Principal Security Consultant (1)
System Integration Consultant (1)	Associate Consultant (1)
<b>Marketing:</b>	
Marketing Manager / Coordinator / Executive (4)	
Marketing Officer (3)	Marketing Graduate (2)
Marketing Assistant (2)	Marketing Consultant (1)
<b>Management / Administration:</b>	
Office Assistant / Secretary / Office Manager / Clerk (7)	
Director (6)	Manager Assistant / CEO Assistant (5)
Project Manager / Assistant (3)	Management Graduate / Trainee (2)
Operations Director / Assistant (2)	
<b>Taxation:</b>	
Tax Consultant (5)	Graduate Tax Officer (3)
Tax Associate (1)	
<b>Economics:</b>	
Economic Strategist (1)	Economist (1)
<b>Finance:</b>	
Finance Executive (1)	Financial Planning Officer (1)
<b>Policy</b>	
Policy Officer (2)	Policy Advisor (1)
<b>IT:</b>	
IT Consultant (3)	Technical Assistant / System Support (4)
Programmer / Software Tester (4)	IT Risk Management (1)
<b>Legal:</b>	
Solicitor (1)	Legal / Tax Commentator (1)
<b>Research:</b>	
Research Assistant (3)	

<u>Graduate Job Titles - Postgraduate</u>	
<b>Management / Administration:</b>	
Manager / General Manager/ Team Leader (17)	
Admin Manager / Admin Assistant / Assistant Manager / Executive (Personal) Assistant (14)	
Product Manager / Supply Chain Manager / Regional Purchasing Manager (12)	
Director / CEO (6)	
Operations Director / Manager (6)	
Business Development Manager / Business Manager (3)	
Data Entry Operator / Administrator (2)	
National Sales Manager / Client Executive (2)	
<b>Accounting / Auditing:</b>	
Accountant (19)	Accounts Clerk / Assistant Accountant (8)
Auditor (8)	Accounts Manager / Executive (4)
Junior Auditor (1)	
<b>Analyst:</b>	
Analyst (10)	Business Analyst (8)
Financial Analyst (8)	Credit Analyst (2)
Portfolio Analyst (1)	Product Training and Contracts Analyst (1)
Refund Analyst (1)	Trainee Analyst (1)
<b>IT:</b>	
IT Services / IT Administrator (6)	IT Manager (4)
Software Developer / Engineer (3)	Website Administrator (1)
IT Strategy Specialist (1)	Senior Software Engineer (1)
<b>Consulting</b>	
Consultant / Management Consultant (12)	Senior Consultant (4)
Compliance Consultant (1)	
<b>Marketing</b>	
Marketing Co-ordinator / Executive / Manager (4)	
Marketing Analyst / Specialist (3)	Marketing Assistant / Graduate (3)
Brand Manager (1)	
<b>Banking</b>	
Bank Officer / Banker (2)	Customer Service Consultant / Specialist (2)
Personal Financial Consultant (2)	Associate Investment Adviser (1)
Debt Financing Assistant (1)	Graduate Trainee (1)
<b>Engineering:</b>	
Engineer (3)	Engineering Manager (2)
Chemical Engineer (1)	Civil Engineer / Manager (1)
Customer Support Engineer (1)	Electrical Engineer (1)
<b>Finance:</b>	
Finance Officer / Manager (3)	Financial Adviser / Controller (2)

Chief Financial Officer (1)	
Human Resource & Recruitment:	
HR Advisor / Manager / Consultant (6)	Headhunter (1)
Research:	
Research Analyst / Associate / Fellow (3)	Research Assistant / Officer (2)
Teaching:	
Lecturer (2)	Associate Professor (1)
Teaching Assistant (1)	
Actuarial:	
Actuarial Analyst (2)	Associate Actuary (1)
Economics:	
Economic Statistician (1)	Economist (1)
Equity:	
Equity Analyst (1)	Equity Trader (1)
Taxation:	
Graduate Taxation Officer (1)	Tax Manager (1)

(Graduate Destination Survey 2004)

### Additional Information from the Faculty

- [Alumni Profiles](#) - Faculty of Commerce & Economics
- [Employment Outcomes](#) - Alumni from the FCE undergraduate programs
- [Employment Outcomes](#) – Alumni from the Master of Commerce