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:
- Starting Salary (Full time Employment) 3
- Job Search Method Used 3
- Further Studies and Percentage Seeking Full-Time Employment 4
- Employment Sectors 7
- Industries and Businesses 7
- Employers Who Employed the Most Commerce & Economics Graduates 8
- Most Common Job Titles 8
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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.

For more information on this report or assistance on career related issues, contact UNSW Careers and Employment at careers@unsw.edu.au or visit our website at www.careers.unsw.edu.au.
### 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 (e.g., 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

<table>
<thead>
<tr>
<th>Undergraduate Program</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Further F/T Study</td>
<td>Seeking F/T Employment</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>Total No. of Responses</td>
</tr>
<tr>
<td>Commerce</td>
<td>40.8</td>
<td>385</td>
</tr>
<tr>
<td>Acc. Finance &amp; Systems</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Commerce / Arts</td>
<td>12.5</td>
<td>16</td>
</tr>
<tr>
<td>Economics / Arts</td>
<td>25.0</td>
<td>4</td>
</tr>
<tr>
<td>Commerce / Social Science</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Economics / Social Science</td>
<td>0.0</td>
<td>1</td>
</tr>
<tr>
<td>Commerce / Science</td>
<td>30.0</td>
<td>40</td>
</tr>
<tr>
<td>Economics</td>
<td>34.4</td>
<td>32</td>
</tr>
<tr>
<td>Marketing, Tourism &amp; Hospitality Management</td>
<td>6.3</td>
<td>16</td>
</tr>
<tr>
<td>Business Info Technology</td>
<td>31.6</td>
<td>19</td>
</tr>
<tr>
<td>Information Systems</td>
<td>44.0</td>
<td>50</td>
</tr>
<tr>
<td>Commerce &amp; Economics</td>
<td>37.6</td>
<td>564</td>
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</table>
Table 2: Percentage of graduates in further full-time study and seeking full-time employment by postgraduate program

<table>
<thead>
<tr>
<th>Degree Program</th>
<th>2004</th>
<th>2005</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>%</td>
<td></td>
<td>%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total No. of Responses</td>
<td>Total No. of Responses</td>
<td>CDS Response Rate (%)</td>
<td>Total No. of Responses</td>
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<tr>
<td>1525 Information Systems</td>
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<td>0.0</td>
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<tr>
<td>1540 Economics</td>
<td>0.0</td>
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<td>0.0</td>
<td>2</td>
</tr>
<tr>
<td>1550 Marketing</td>
<td>0.0</td>
<td>1</td>
<td>0.0</td>
<td>1</td>
</tr>
<tr>
<td>1561 Banking and Finance</td>
<td>-</td>
<td>0</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>1601 Industrial Relations &amp; Org Beh</td>
<td>0.0</td>
<td>3</td>
<td>0.0</td>
<td>3</td>
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<tr>
<td>1603 International Business</td>
<td>-</td>
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<td>0</td>
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<tr>
<td>1990 Info, Library &amp; Archive Stud</td>
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<td>0.0</td>
<td>0</td>
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<td>2570 Accounting</td>
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<td>0.0</td>
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<tr>
<td>2574 Banking and Finance</td>
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<td>3</td>
<td>0.0</td>
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<tr>
<td>2577 Org Behaviour</td>
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<td>0</td>
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<tr>
<td>2582 Actuarial Studies</td>
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<tr>
<td>2980 Information Studies</td>
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<tr>
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<td>0.0</td>
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<td>3529 Commerce/Science</td>
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<td>3543 Economics</td>
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<td>100.0</td>
<td>1</td>
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<tr>
<td>5391 Com &amp; Economics</td>
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<td>9.1</td>
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<tr>
<td>5457 Business &amp; Technology</td>
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<td>0</td>
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<tr>
<td>5603 Info Mgt - Librarianship</td>
<td>-</td>
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<td>0.0</td>
<td>0</td>
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<tr>
<td>5950 Management</td>
<td>-</td>
<td>0</td>
<td>0.0</td>
<td>0</td>
</tr>
<tr>
<td>7315 Change Management</td>
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<td>0</td>
<td>0.0</td>
<td>0</td>
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<tr>
<td>7333 Business &amp; Technology</td>
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<td>0.0</td>
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<tr>
<td>7355 Commerce</td>
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<td>1</td>
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<tr>
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<td>30.6</td>
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<td>Course Name</td>
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<td>2023/24</td>
<td>2024/25</td>
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<td>---------</td>
<td>---------</td>
</tr>
<tr>
<td>8048</td>
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<td>-</td>
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<td>9.4</td>
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<tr>
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<tr>
<td>8406</td>
<td>Finance</td>
<td>-</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>8407</td>
<td>Information Systems</td>
<td>-</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>8408</td>
<td>Commerce</td>
<td>-</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>8409</td>
<td>Prof Accounting</td>
<td>-</td>
<td>0</td>
<td>0.0</td>
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<tr>
<td>8411</td>
<td>Actuarial Studies</td>
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<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>8414</td>
<td>Marketing</td>
<td>-</td>
<td>0</td>
<td>0.0</td>
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<tr>
<td>8468</td>
<td>Adv Disciplinary Specialisation In Information Systems</td>
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<td>0.0</td>
</tr>
<tr>
<td>8503</td>
<td>Telecommunications</td>
<td>-</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>8616</td>
<td>Business &amp; Technology</td>
<td>21.7</td>
<td>69</td>
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</tr>
<tr>
<td>8923</td>
<td>Information Mgt</td>
<td>33.3</td>
<td>3</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Commerce &amp; Economics</strong></td>
<td></td>
<td>21.6</td>
<td>695</td>
<td>26.3</td>
</tr>
</tbody>
</table>
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

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

(Graduate Destination Survey 2004)

Most Common Job Titles

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

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

Faculty of Commerce and Economics – Graduate Destination Survey
<table>
<thead>
<tr>
<th>Field</th>
<th>Positions</th>
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</thead>
<tbody>
<tr>
<td><strong>Analyst</strong></td>
<td>(12) Business Analyst (8)</td>
</tr>
<tr>
<td>Investment Analyst (1)</td>
<td>Quantitative Analyst (1)</td>
</tr>
<tr>
<td>System Analyst (1)</td>
<td>Assistant Analyst (1)</td>
</tr>
<tr>
<td><strong>Banking</strong></td>
<td></td>
</tr>
<tr>
<td>Graduate / Graduate Trainee (6)</td>
<td>Bank Teller / Officer (4)</td>
</tr>
<tr>
<td>Documentation Officer (2)</td>
<td>Banking Consultant (1)</td>
</tr>
<tr>
<td>Senior Officer (1)</td>
<td></td>
</tr>
<tr>
<td><strong>Broker</strong></td>
<td></td>
</tr>
<tr>
<td>Institutional Stockbroker (1)</td>
<td>Insurance Broker (1)</td>
</tr>
<tr>
<td>Trainee Stockbroker (1)</td>
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</tr>
<tr>
<td><strong>Consulting</strong></td>
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</tr>
<tr>
<td>Consultant (7)</td>
<td>Business Systems Consultant (1)</td>
</tr>
<tr>
<td>PR Consultant (1)</td>
<td>Principal Security Consultant (1)</td>
</tr>
<tr>
<td>System Integration Consultant (1)</td>
<td>Associate Consultant (1)</td>
</tr>
<tr>
<td><strong>Marketing</strong></td>
<td></td>
</tr>
<tr>
<td>Marketing Manager / Coordinator / Executive (4)</td>
<td>Marketing Graduate (2)</td>
</tr>
<tr>
<td>Marketing Officer (3)</td>
<td>Marketing Consultant (1)</td>
</tr>
<tr>
<td>Marketing Assistant (2)</td>
<td></td>
</tr>
<tr>
<td><strong>Management / Administration</strong></td>
<td></td>
</tr>
<tr>
<td>Office Assistant / Secretary / Office Manager / Clerk (7)</td>
<td>Manager Assistant / CEO Assistant (5)</td>
</tr>
<tr>
<td>Director (6)</td>
<td>Management Graduate / Trainee (2)</td>
</tr>
<tr>
<td>Project Manager / Assistant (3)</td>
<td></td>
</tr>
<tr>
<td>Operations Director / Assistant (2)</td>
<td></td>
</tr>
<tr>
<td><strong>Taxation</strong></td>
<td></td>
</tr>
<tr>
<td>Tax Consultant (5)</td>
<td>Graduate Tax Officer (3)</td>
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<tr>
<td>Tax Associate (1)</td>
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</tr>
<tr>
<td><strong>Economics</strong></td>
<td></td>
</tr>
<tr>
<td>Economic Strategist (1)</td>
<td>Economist (1)</td>
</tr>
<tr>
<td><strong>Finance</strong></td>
<td></td>
</tr>
<tr>
<td>Finance Executive (1)</td>
<td>Financial Planning Officer (1)</td>
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<tr>
<td><strong>Policy</strong></td>
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</tr>
<tr>
<td>Policy Officer (2)</td>
<td>Policy Advisor (1)</td>
</tr>
<tr>
<td><strong>IT</strong></td>
<td></td>
</tr>
<tr>
<td>IT Consultant (3)</td>
<td>Technical Assistant / System Support (4)</td>
</tr>
<tr>
<td>Programmer / Software Tester (4)</td>
<td>IT Risk Management (1)</td>
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<tr>
<td><strong>Legal</strong></td>
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</tr>
<tr>
<td>Solicitor (1)</td>
<td>Legal / Tax Commentator (1)</td>
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<tr>
<td><strong>Research</strong></td>
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<tr>
<td>Research Assistant (3)</td>
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<tr>
<td>Graduate Job Titles - Postgraduate</td>
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</tr>
<tr>
<td>-----------------------------------</td>
<td>--</td>
</tr>
<tr>
<td>Management / Administration:</td>
<td></td>
</tr>
<tr>
<td>Manager / General Manager / Team Leader (17)</td>
<td></td>
</tr>
<tr>
<td>Admin Manager / Admin Assistant / Assistant Manager / Executive (Personal) Assistant (14)</td>
<td></td>
</tr>
<tr>
<td>Product Manager / Supply Chain Manager / Regional Purchasing Manager (12)</td>
<td></td>
</tr>
<tr>
<td>Director / CEO (6)</td>
<td></td>
</tr>
<tr>
<td>Operations Director / Manager (6)</td>
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</tr>
<tr>
<td>Business Development Manager / Business Manager (3)</td>
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</tr>
<tr>
<td>Data Entry Operator / Administrator (2)</td>
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</tr>
<tr>
<td>National Sales Manager / Client Executive (2)</td>
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</tr>
<tr>
<td>Accounting / Auditing:</td>
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</tr>
<tr>
<td>Accountant (19)</td>
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</tr>
<tr>
<td>Auditor (8)</td>
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<tr>
<td>Junior Auditor (1)</td>
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<tr>
<td>Accounts Clerk / Assistant Accountant (8)</td>
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<tr>
<td>Accounts Manager / Executive (4)</td>
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<td>Analyst:</td>
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<td>Analyst (10)</td>
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<td>Credit Analyst (2)</td>
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<tr>
<td>Product Training and Contracts Analyst (1)</td>
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<td>IT:</td>
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<td>IT Services / IT Administrator (6)</td>
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<td>Software Developer / Engineer (3)</td>
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<td>IT Strategy Specialist (1)</td>
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</table>

(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