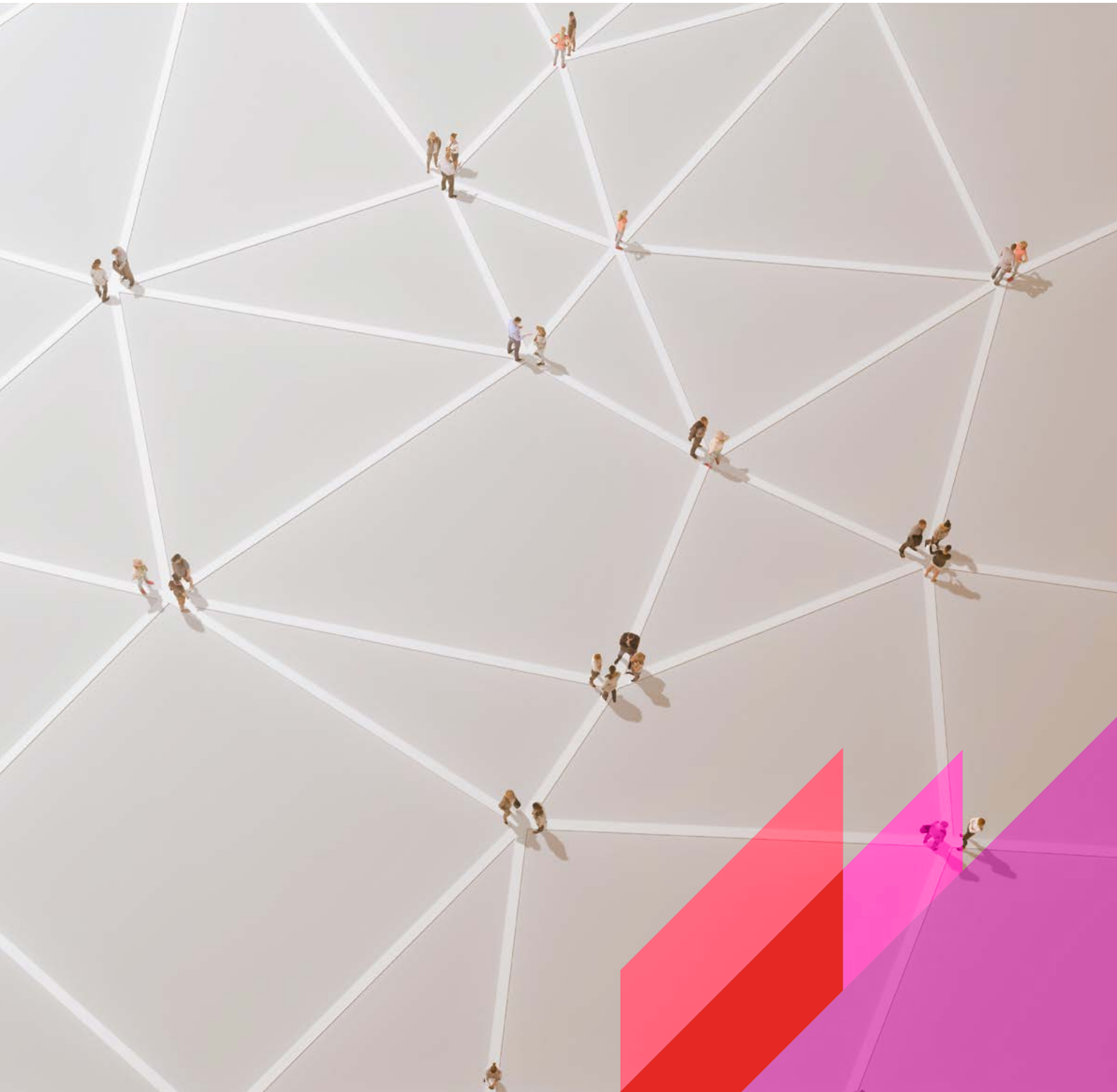




**MACQUARIE**  
University  
**BUSINESS SCHOOL**  
SYDNEY · AUSTRALIA

# Industry Partnership Program FAQs



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# About the Industry Partnership Program

## WHAT IS THE MACQUARIE BUSINESS SCHOOL INDUSTRY PARTNERSHIP PROGRAM?

The Macquarie Business School's Industry Partnership Program (IPP) is a dynamic solution where visionary employers meet with the brightest of minds. Connecting industry with undergraduate, postgraduate and higher degree research students, the IPP goes beyond the expectations of a general internship or scholarship program.

The IPP is an opportunity to collaborate and to sculpt the future leaders who will drive innovation, disruption and success. Through engagement with the IPP, you can nurture top talent, innovate with future leaders, engage in research to address your organisation's challenges, and become a strategic partner with the Macquarie Business School.

We understand the benefits that result from combining knowledge with practical experience. Our program's goal is to create an environment where students and industry partners work together to change the future of business. Together, we can empower Macquarie Business School students to discover their own sense of purpose, while amplifying your brand across campus, increasing name recognition and brand awareness to connect with the right talent.

Join us in shaping the leaders of tomorrow and securing a talent pipeline that propels your enterprise into the future. That's you to the power of us.

## WHAT DISCIPLINES CAN I RECRUIT FROM THE MACQUARIE BUSINESS SCHOOL?

Accounting	Actuarial Studies	Business Analytics
Economics	Finance	Human Resources
International Business	Management	Marketing
Business Information Systems	Cyber Security Governance	Entrepreneurship
Marketing Insights and Analytics	Marketing and Media	Business Administration

## WHEN DO MACQUARIE UNIVERSITY ACADEMIC SESSIONS RUN?

SESSION	APPROXIMATE DATES
Session 1	February – June
Session 2	July – November
Session 3*	December – January

\* Session 3 is an intensive and non-compulsory study period.



# Paid internships and undergraduate student traineeships

## 1. Paid internships

### WHAT IS A MACQUARIE UNIVERSITY PAID INTERNSHIP AND HOW DOES IT WORK?

A paid internship provides students a way to explore the potential career path they have chosen and helps them to gain relevant experience. Undergraduate and postgraduate students can integrate internships into their studies for academic credit. Between 70 and 150 hours can be completed as part of an internship unit for academic credit.

### WHAT IS THE LENGTH OF THE INTERNSHIP?

Paid internships can be for between three and six months. Student interns can work part-time during the session and full-time during session break.

INTERNSHIP TYPE	DETAILS	TYPICAL TIMING
3 months	Part-time during sessions Full-time during session breaks	November – February
6 months	Part-time during sessions Full-time during session breaks	November – February

### WHAT ABOUT INTERNSHIPS FOR POSTGRADUATE AND MBA STUDENTS?

#### Postgraduate students

- **FLEXIBLE INTERNSHIP HOURS:**  
typically 2 days per week, for 10–12 weeks, 80 hours minimum
- **START DATES ARE FLEXIBLE:**  
typically March to June or August to November, but we can accommodate other timeframes as needed

#### Master of Business Administration students

- **TYPICAL STRUCTURE:**  
2 days per week, for 10 weeks
- **TYPICALLY:**  
a research project or consulting-based work placement

### WHAT ABOUT INTERNSHIPS FOR INTERNATIONAL STUDENTS?

International students have the flexibility to work up to 48 hours per fortnight during sessions, with unrestricted work eligibility during session breaks. We encourage your organisation to consider offering internships to international students, because for many international students, sponsorship is a topic they only need to explore three to four years after they have graduated and received full working rights. For instance, those studying degrees under the skilled occupation list are accumulating points towards a skilled visa, which would not require them to have a sponsored employment visa at all.

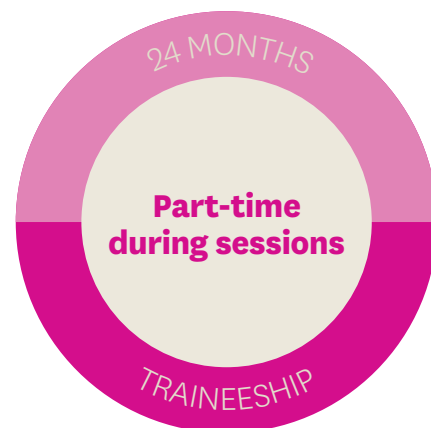
## 2. Undergraduate student traineeships

### WHAT IS A MACQUARIE UNIVERSITY TRAINEESHIP AND HOW DOES IT WORK?

The Macquarie Business School traineeship allows you to engage with a student in a two-year structured on-the-job learning program. You will host the student while they continue to complete their studies.

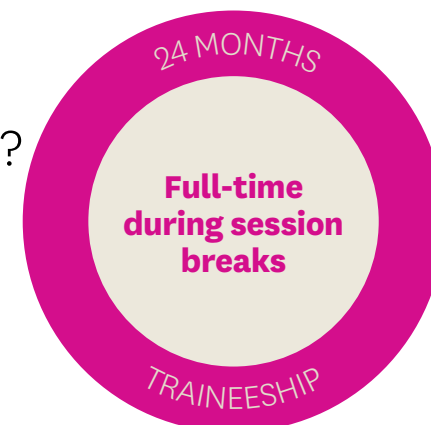
The key benefits for students are that they receive mentoring and support as they gain technical expertise and invaluable

life skills, including effective communication, collaborative teamwork, problem-solving, resilience and efficient time management. The primary outcome of an IPP-structured traineeship is the students' ability to engage in a structured learning path that can lead to rewarding career opportunities.



### WHAT IS THE LENGTH OF THE TRAINEESHIP?

Traineeships are hosted on a 24-month basis in negotiation with the student. Student trainees can work part-time during sessions and full-time during session breaks.



TRAINEESHIP	DETAILS	TYPICAL TIMING
24 months	Part-time during sessions Full-time during session breaks	As negotiated with the student (likely December – February)



## 3. Internship and traineeship comparison

### WHAT ARE KEY SIMILARITIES AND DIFFERENCES BETWEEN AN INTERNSHIP AND A TRAINEESHIP?

Paid internships and traineeships are both IPP-structured learning experiences that provide students with opportunities to gain real-world experience, apply their discipline in practice, build their professional networks, and get paid at or above market rate for work related to their field of study.

Both models offer a potential talent pipeline for employers, as well as supervision and mentoring opportunities for their relatively junior staff. Some key distinctions between internships and traineeships are outlined in the table.

**3–6<sub>mths</sub>**  
INTERNSHIP

**24<sub>mths</sub>**  
TRAINEESHIP

#### INTERNSHIPS (3–6 MONTHS)

Provides students with a short-term, hands-on experience in a specific field, organisation or industry.

#### PARTNER BENEFITS

- Gain exposure to a higher number of interns in shorter periods
- Potential to offer students continued casual or contract work during their studies
- Insurance of students covered by your organisation
- Intellectual property and confidentiality issues covered by the employment contract
- Remuneration at your discretion provided it meets minimum wage (Fair Work Ombudsman)
- Likely to attract more interest and a larger pool of potential students to select from

#### STUDENT BENEFITS

- Gain credit for a single academic unit (if elective space permits)
- Potential to explore career paths throughout their studies

#### TRAINEESHIP (24 MONTHS)

Provides students with an extended on-the-job learning experience, potentially with exposure to multiple areas of work.

- Extended opportunity to develop a trainee's work, enabling them to make a meaningful contribution to your organisation
- Develop a deep relationship and experience with trainees and their work
- Potential to offer a continuing or graduate role at the end of the traineeship

- Gain credit for multiple academic units and potentially a minor in professional practice (if elective space permits)
- Gain deep experience of one organisation, field or industry and may explore multiple areas of work in a single organisation

## WHAT IS THE LENGTH OF THE RECRUITMENT PROCESS FOR AN INTERNSHIP OR TRAINEESHIP?

**INTERNSHIPS:** Recruitment can be made in any month, to suit your business needs. Please allocate six weeks for the candidate shortlisting process. You can recruit second-year or penultimate-year students.

**TRAINEESHIP:** Confirm your interest and finalise recruitment by late October for a new year commencement. You can recruit from first-year students for single-degree programs (with traineeships starting in their second year) and from second-year students for double-degree programs (with traineeships starting in their penultimate year).

## WHAT IS THE REMUNERATION STRUCTURE?

At a minimum, students need to be paid at or above market rate to ensure fairness and competitiveness in employment practices. For positions not covered by an award, we recommend the national minimum pay rates.

## WHAT SUPPORT DO I RECEIVE IN THE RECRUITMENT PROCESS?

We offer a range of tailored services aimed at simplifying the talent acquisition process. Here's an overview of the services we provide to partner organisations.

SUPPORT SERVICE	DESCRIPTION
Crafting compelling job ads	We collaborate closely with partner organisations to create engaging job advertisements tailored to your needs, attracting suitable candidates.
Strategic promotion	We leverage various communication channels (job boards, social media, student societies, etc.) to maximise job listing visibility.
Efficient application management	Candidate applications are managed through Employability Connect, ensuring seamless communication and data management.
Thorough candidate shortlisting	We carefully shortlist potential candidates based on predefined criteria, presenting only the most qualified individuals.

# Co-op program

## WHAT IS THE MACQUARIE CO-OPERATIVE EDUCATION PROGRAM (CO-OP) AND HOW DOES IT WORK?

The Macquarie Co-op program is only available for Actuarial Studies. Students in the Actuarial Studies Co-op program complete the Bachelor of Actuarial Studies with Professional Practice (Honours).

Co-op enables you to host high-achieving students in your organisation on placements. Our students bring with them outstanding communication skills, creativity, ethical practice and demonstrated leadership skills.

By offering talented students professional experience within your workplace, you'll not only gain fresh perspectives from the brightest young minds, but also foster their comprehensive education and career preparation.

## HOW LONG DO CO-OP PLACEMENTS GO FOR?

As a Co-op partner, you'll provide 15 months of placement to the sponsored student. This consists of one three-month placement and two six-month placements over a four-year degree.

## DOES CO-OP INVOLVE A SCHOLARSHIP?

Yes. Students in the program will receive a partner-funded scholarship of \$22,000 per year for the duration of the four-year course. The scholarship funds will be disbursed by Macquarie University in two payments annually after the session census date.

## WHAT HAPPENS AT THE END OF THE CO-OP PROGRAM?

We will facilitate a graduate recruitment process for our Co-op partners to recruit Co-op students when they finish their last placement (at the start of year four).

FIND OUT MORE





# Scholarships and prizes

## 1. Scholarships

WHAT TYPES OF SCHOLARSHIPS DO WE OFFER?



### **International scholarships (admission related)**

Macquarie has one of the most generous international scholarship programs in Australia. There is a wide variety of long-term and short-term opportunities. The range of scholarships available can depend on country of origin, with other eligibility factors including field of study and academic or sporting achievements.



### **Domestic scholarships**

Scholarships for domestic students may be based on academic excellence in various disciplines, sporting achievement, and equity and inclusion. We seek to ease access to tertiary education for students from diverse backgrounds and situations, with scholarships mainly targeting tuition or accommodation costs.



### **Graduate research scholarships**

Scholarships for graduate researchers can be for domestic or international students. They can be for specific projects or general, and can support students from low socioeconomic background, culturally and linguistically diverse communities, regional and remote areas or other criteria.

WHAT IS THE  
MINIMUM  
AMOUNT FOR A  
SCHOLARSHIP?

For the Macquarie Business School, the minimum value of scholarships is \$10,000 per year for at least three years.

FIND OUT MORE



## 2. Prizes

### WHY DONATE A PRIZE?

While the direct benefits to the donor, such as enhanced reputation and personal satisfaction, are important, the broader impacts of the award are profound. They include fostering a culture of excellence, inspiring future generations, enhancing the prestige of educational institutions, and contributing to the development of a vibrant, supportive community. The ripple effects of such recognition extend far beyond the individual recipient, creating a legacy of inspiration and achievement that benefits all involved.

Partners are able to donate a course-level prize. Macquarie Business School course-level prizes recognise and honour the highest performing students of their program. It is an opportunity to engage with your community and support our future leaders. You can contribute a prize in the field of your choice.

### HOW ARE PRIZE DONORS GIVEN RECOGNITION?

Macquarie University Business School prize donors receive recognition in the following ways:

- An invitation to the Dean's Excellence Awards ceremony, attended by award recipients, academic staff and supporters.
- Invitation to relevant Macquarie University functions and events.

FIND OUT MORE



### HOW ARE PRIZES AWARDED?

Macquarie prizes are awarded based on academic performance.

### WHAT IS THE MINIMUM AMOUNT FOR A NEW PRIZE?

For Macquarie Business School the minimum value of a new prize is \$2000 per year, for a minimum of five years.

# Research internships

## WHAT ARE GRADUATE RESEARCH STUDENTS?

Graduate research students are enrolled in a research degree at Macquarie University; that is, the Master of Research (MRes), Master of Philosophy (MPhil) or Doctor of Philosophy (PhD).

These students have advanced research design and methodology skills, which they have gained and employed during their degree. They are skilled in processing large amounts of data and independent management of projects. All research students work under the supervision of a Macquarie academic.



## HOW IS A RESEARCH STUDENT INTERNSHIP DIFFERENT FROM AN INTERNSHIP FOR A MASTER COURSEWORK STUDENT?



The skill level of research students is far more advanced, as in addition to the advanced disciplinary knowledge attained, the students have sophisticated research design and methodology skills. An internship project would be commensurate with the independence and skill level of the student.

Research students are able to participate at times that suit your organisation. Involvement can be full-time, part-time, on your premises or virtual, and can be with one student or a team of students.

## WHY HOST A RESEARCH STUDENT INTERNSHIP?

Interesting projects that are complex and may generate unique insights – but your organisation has insufficient skills, know-how and resources to carry out – are ideal for research student internships.

You'll work with a highly talented researcher and supervisor with world-class expertise on a structured project tailored to tackle your organisation's problems. You'll benefit from:

- new skills, knowledge and perspectives
- new concepts and ideas for innovation
- access to world-class research expertise, leading insights and state-of-the-art facilities
- a talent pipeline to meet future recruitment needs
- cost-effective research solutions
- career development opportunities for employees
- connections with leading researchers
- flexible time commitments that deliver tangible outcomes.

## WHAT DO WE NEED TO SIGN?

The Graduate Research Academy has an internship template agreement. This is important as it provides insurance cover for the research student during the internship and releases them from their study to devote time to working with the external partner.

## WHAT ABOUT INTELLECTUAL PROPERTY?

The intellectual property (IP) position of the University is flexible, and for internships that include a fully funded stipend, the generated IP typically rests with the external partner. Information is correct at the time of publication and is subject to change without notice.

FIND OUT MORE



## WHAT IS THE LENGTH OF INTERNSHIP?

PhD-level students would be required to take a minimum three-month project, full-time. MRes and MPhil students may take on a shorter project.

## WHAT IS THE COST TO GET INVOLVED?

The funding to the University directly supports the living costs of the student in the form of a tax-free scholarship. The cost of hosting a research student internship is very competitive, starting at \$2900 per month. The monthly rate will vary each year, so contact us for current rates. The funding might also be eligible for R&D tax incentives.

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Information is correct at the time of publication and is subject to change without notice.

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