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## Have Your Say

If you have a good story, picture or idea for the UWA GSM's Business Bulletin, then please let us know. Your Editor welcomes your input. Alumni, we'd love to hear what you've been doing since you graduated.

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## Spectacular GSM Growth

Your GSM has certainly grown dramatically since 143 students enrolled in the first MBA program in 1993. By 2003 student numbers in Perth have grown to 623 – up 336 per cent. The School's offshore growth has been even more spectacular. Between 1997 and 2003 offshore student enrolments grew by 767 per cent to 338.

This will increase next year with the launch of a new MBA program in Hong Kong. GSM staff numbers have grown to 79 in 2003 and they've certainly been busy – not only with teaching.

The School has developed to the point where there is a GSM program running somewhere 50 weeks of the year.

Research grants of more than one million dollars have been secured by GSM staff this year. Research publications jumped by 222 per cent from 1993 to 2001.



*'Survival Skills for Managers' 3 October 2003 presenters—(from left) Nick Strueli (GSM MBA grad. 1999), Charlie Gunningham (1999), Steven Goh (1996), Brian Leedman (2000) and Tom Murrell (1997)*

## Capacity Crowd Learns From Successful GSM Graduates

A capacity crowd at the GSM's Myers Lecture Theatre in Perth on 3 October 2003 made the latest workshop in the 'Survival Skills for Managers' series - delivered jointly by the GSM and the Graduate Management Association (GMA) - one of the most successful to date.

Five GSM MBA graduates shared their personal business experiences on the theme 'Founding and Developing your Own Business'.

Steven Goh, the founder of and former CEO of multi-million dollar Perth-based on-line stockbroking firm Sanford Securities, spoke of the value of his MBA in developing ideas for the firm. Mr Goh said entrepreneurs starting anew should have a clear, coordinated and complete capital raising and operational strategy.

Charlie Gunningham and Nick Streuli, co-founders and Directors of internet real estate listing firm Aussiehome.com, spoke about how they met during their MBA program and developed their idea at the GSM. They urged people starting a business not to become fixated on technology – because business is all about people.

Brian Leedman, currently Marketing Manager Business Development for Ernst and Young in Perth, spoke of his experience in starting the backpacker tourism 'Wax' Magazine.

International speaker Tom Murrell, who founded 8M Media & Communications, urged attendees to follow their passion, to ensure there is a market need for their ideas and to treat 'your database as your goldmine for future business'.

## More 'Survival Skills' 2003 Workshops

**'Managing Your Career' (Friday 17 October 2003)** Presented by Annette Walker, Principal of consulting firm, Insight Career Management.

**'Mental Toughness for Managers' (Friday 24 October)** Presented by Dr. Sandy Gordon, Senior Lecturer with the UWA School of Human Movement and Exercise Science, and Dom Sheldrick, a Human Performance Development consultant who represented Australia as a swimmer in 1987.

**'Marketing Yourself for Your Next Career Move' (Friday 7 November)** Presented by Mark Quartermaine, Principal of consulting company myCVcoach.com, specialising in advising on the preparation of curricula vitae.

*To attend a seminar, students or alumni need to reserve a place with the Perth GSM on (08) 9380 3980. Early bookings are recommended as places are limited.*

## GSM—GMA 'Social Matters'

If you are in Perth, don't forget, the Graduate Management Association (GMA) has 6.00pm sundowner drinks, last Friday of each month, at the legendary 'Steve's' Hotel in Nedlands, just a 10 minute walk from the Perth GSM Campus. This is a great networking opportunity to catch up with your fellow alumni. See you there. *Editor*