

College of Business

Electronic Postgraduate Handbook 2008

University of Western Sydney

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About the College of Business Electronic Postgraduate Handbook

Sessions and dates

There are two main sessions in 2008: Autumn and Spring. Weeks shown in the dateline refer to the session weeks for these main sessions.

The dateline is available at:

<http://www.uws.edu.au/students/stuadmin/dateline>.

Unit outlines

Brief outlines of all UWS postgraduate units listed in the course section are given in the second half of this electronic handbook.

The unit outlines give a brief overview of each unit. For some units this information is not available. Please check the UWS website for more recent information. For more information – details of textbooks, assessment methods, tutorial, group work and practical requirements – contact the unit coordinator.

More information on unit offerings can be found at:

http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASP.

Unit not listed?

If the unit you are looking for is not in the alphabetical units section, consult your course coordinator for details or check the unit search web page for updated details on all units offered in 2008 at:

http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASP.

Prerequisites, co-requisites and assumed knowledge

Students wishing to enrol in a unit for which they do not have the prerequisites or assumed knowledge are advised to discuss their proposed enrolment with an academic adviser.

Where it is necessary to limit the number of students who can enrol in a unit through shortage of space, equipment, library resources, and so on, or to meet safety requirements, preference will be given to students who have completed the unit recommended sequence in the course.

Academic credit

In most courses, academic credit will be granted for previous studies. For example, UWS has a number of agreements with TAFE to grant credit for successfully completed TAFE studies. Seek advice about credit prior to, or at enrolment.

How to use this electronic book

The first part of this electronic book contains information about current College of Business postgraduate courses. The next part contains details on current postgraduate units in these courses.

The courses are arranged mainly alphabetically. If you know the course code, but not the name, consult the COURSE CODE INDEX.

The units are arranged alphabetically. If you know the code, but not the name, consult the UNIT CODE INDEX at the back of the electronic book.

Tip:

The electronic handbook contains links. These can be accessed by clicking on the text highlighted in blue. To return to the previous screen, click on the green arrow at the bottom of the page.

Check website for updates

The latest information on all College of Business postgraduate courses and units can be found on the UWS website at:

<http://www.uws.edu.au/business/cob/courses>

Note:

Every effort is taken to ensure that the information contained in this electronic book is correct at time of production. The latest information on course and unit offerings can be found at:

<http://handbook.uws.edu.au/hbook/>

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COLLEGE OF BUSINESS**Master of Accountancy****2691.2**

The Master of Accountancy is an extension to the Master of Professional Accounting (MPA). Like the MPA this course provides candidates with the opportunity to complete the pre-entry educational requirements for CPA Australia and The Institute of Chartered Accountants in Australia (ICAA).

Study Mode

Two years full-time or four years part-time.

Location

Campus	Attendance Mode	
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

Academic Credit and Advanced Standing

A maximum of three introductory units may be granted. advanced standing is not available to students who do not possess an Australian bachelor's degree or equivalent degree.

Admission

Applicants to this course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Applicants must possess an Australian undergraduate degree or equivalent degree. Applicants who hold qualifications and experience deemed to be equivalent to an Australian bachelor's degree may be considered.

Course Structure

Qualification for this award requires the successful completion of 160 credit points which includes twelve core units and four electives.

Core Units

- 200401.1** Accounting Theory and Applications
- 200398.1** Auditing
- 200432.1** Commercial Law (PG)
- 200400.1** Company Accounting
- 200433.1** Company Law
- 200426.1** Corporate Finance (PG)
- 200425.1** Economics (PG)

200399.1 Information Systems for Accountants

200396.2 Introductory Accounting

200494.1 Management Accounting

200397.1 Revenue Law (PG)

200424.1 Statistics for Accountants

Electives

Four electives chosen from postgraduate units, at least two of which must be taken from units approved for the Master of Commerce (Accounting), course code 2688, with the selection to be approved by the Head of Program of the Master of Accountancy.

Graduate Diploma in Accounting**2687.1**

This program allows students the flexibility of combining accounting, business and law units into an award. Units chosen have to be relevant to accounting. Applicants who have included accounting units in their first degree and are seeking professional recognition in Australia should have their qualifications assessed by CPA Australia or the Institute of Chartered Accountants in Australia. Depending on the number of units required following assessment by a professional body applicants may elect to study the Graduate Certificate in Accounting (four units), or this Diploma (six units) or the MPA if more than six units are required.

On completion of either the Graduate Certificate in Accounting or Graduate Diploma, graduates may wish to pursue further studies in the Master of Commerce (Accounting) program, course code 2688.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance Mode	
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

Academic Credit and Advanced Standing

Advanced standing is not available.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Applicants must hold a Graduate Certificate, undergraduate degree/equivalent or an advanced diploma with demonstrable management/professional experience of at least five years duration.

Course Structure

Qualification for this award requires the successful completion of 60 credit points by choosing six units from either Master of Professional Accounting (MPA), course code 2689 or Master of Commerce (Accounting), course code 2688 or any other UWS postgraduate offered units approved by the respective head of program.

Graduate Certificate in Accounting

2686.1

This is a flexible program which allows students to combine accounting, business and law units in to an award. Units chosen have to be relevant to an accounting program.

Study Mode

Six months full-time or one year part-time.

Location

Campus	Attendance Mode	
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

Academic Credit and Advanced Standing

Advanced standing is not available.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Applicants must hold an undergraduate degree or equivalent or an advanced diploma with demonstrable professional management experience of at least five years duration.

Course Structure

Qualification for this award requires the successful completion of 40 credit points as advised by the program head.

Master of Professional Accounting

2689.1

This course is an accredited graduate conversion course which provides opportunities for applicants holding a degree in any discipline, recognised as equivalent to an Australian three year undergraduate degree, to complete the pre-entry educational requirements for CPA Australia and the Institute of Chartered Accountants in Australia (ICAA).

Study Mode

Eighteen months full-time or three years part-time.

Location

Campus	Attendance Mode	
Parramatta Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal

Academic Credit and Advanced Standing

A maximum of three introductory units may be granted as advanced standing.

Accreditation

Accredited by both CPA Australia and The Institute of Chartered Accountants in Australia.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Applicants must possess an Australian bachelor's degree (or equivalent).

Course Structure

Qualification for this award requires the successful completion of 120 credit points which comprises of the core units listed below.

Core Units

- 200401.1** Accounting Theory and Applications
- 200398.1** Auditing
- 200432.1** Commercial Law (PG)
- 200400.1** Company Accounting
- 200433.1** Company Law
- 200426.1** Corporate Finance (PG)
- 200425.1** Economics (PG)
- 200399.1** Information Systems for Accountants
- 200396.2** Introductory Accounting
- 200494.1** Management Accounting

200397.1 Revenue Law (PG)
200424.1 Statistics for Accountants

Master of Applied Finance

2702.1

The Master of Applied Finance prepares students for executive careers in finance, banking, funds management and corporate treasuries. The degree is specifically designed to encompass all these fields so that students can choose the units appropriate to their career opportunities. It provides students with the technical knowledge necessary to function in an evolving and increasingly sophisticated financial environment with an emphasis on the practical application of these techniques. All of the units have been developed by individuals who are actively involved in the financial sector.

Study Mode

Four quarters fulltime or the part-time equivalent.

Location

Campus	Attendance	Mode
Westmead	Part Time	Internal
Westmead	Full Time	Internal

Accreditation

The Master of Applied Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least three years career experience in the financial services industry. The Master of Applied Finance also allows graduates to satisfy the education requirements for professional membership of the Finance and Treasury Association - Certified Finance and Treasury Professional (FTA-CFTP).

Admission

Local applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website.

International applicants should apply directly to the University. Further information on courses is available on the International Admissions section of the UWS website or via internationalstudy@uws.edu.au.

Applicants must possess an undergraduate degree in a Business or Commerce related field or a good Graduate Certificate in Applied Finance.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes three core units and five alternate units.

Students are permitted to complete up to two units from any other Masters degree offered by the College of Business as part of the five alternate units.

Core Units

200426.1 Corporate Finance (PG)
51163.1 Financial Institutions and Markets (MAF)
51168.1 Funds Management and Portfolio Selection

Alternate Units

51166.1 Credit and Lending Decisions
51169.1 Derivatives
200425.1 Economics (PG)
51165.1 Financial Institution Management
51054.1 Financial Modelling
51211.1 International Finance
H7331.1 International Trade and Industry Economics
51167.1 Law of Finance and Securities
51172.1 Marketing of Financial Products
51212.1 Security Analysis and Portfolio Theory

Note: 200426 and 200425 are currently offered at Parramatta campus. If these units are not available at Westmead when students commence their enrolment, it is expected they will be able to complete these two units at Parramatta.

Specialisations

Banking

51166.1 Credit and Lending Decisions
51165.1 Financial Institution Management
51167.1 Law of Finance and Securities
51172.1 Marketing of Financial Products

Funds Management

51169.1 Derivatives
51054.1 Financial Modelling
51165.1 Financial Institution Management
51212.1 Security Analysis and Portfolio Theory

Treasury

51166.1 Credit and Lending Decisions
51169.1 Derivatives
51165.1 Financial Institution Management
51212.1 Security Analysis and Portfolio Theory

The following specialisation in Property Investment is also available to students enrolled in the Master of Applied Finance:

Property Investment

200695.1 Income Property Appraisal
MCB612.1 Property Finance and Taxation

200696.1 Property Investment Analysis (V2)
CO810A.1 Property Portfolio Analysis

Graduate Diploma in Applied Finance

2704.1

This is an exit only award to 2705 Master of Applied Finance. Students may exit with this award on completion of 60 credit points which include three core and three alternate units. Details are listed under the Master of Applied Finance listing.

Location

Campus	Attendance	Mode
Westmead	Full Time	Internal
Westmead	Part Time	Internal

Accreditation

The Graduate Diploma in Applied Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least 3 years career experience in the financial services industry.

Course Structure

Students may exit this award on completion of 60 credit points which include three core and three alternate units. Details are listed under the Master of Applied Finance listing.

Graduate Certificate in Applied Finance

2708.2

The Graduate Certificate in Applied Finance addresses practitioners in finance, banking, funds management and corporate treasuries, who want to improve their professional position. The degree is specifically designed to encompass all these fields so that students can choose the units appropriate to their career opportunities. It provides students with a first round of technical knowledge necessary to function in an evolving and increasingly sophisticated financial environment with an emphasis on the practical application of these techniques.

Study Mode

Two quarters full-time or the part-time equivalent.

Location

Campus	Attendance	Mode
Westmead	Full Time	Internal
Westmead	Part Time	Internal

Accreditation

The Graduate Certificate in Applied Finance fulfils the educational requirements for admission as an Associate (A Fin) of Finsia, provided the applicant is at least working in the financial services industry.

Admission

Local applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website.

International applications should apply directly to the University. Further information on courses is available on the International Admissions section of the UWS website or via internationalstudy@uws.edu.au.

Applicants must possess an undergraduate degree in a Business or Commerce related field.

Course Structure

Qualification for this award requires the successful completion of 40 credit points, comprising three core units and one alternate unit.

Successful students will be able to progress into the Master of Applied Finance once they have completed 40 credit points as per the course unit structure. This would normally entail obtaining a credit average for this award.

Core Units

- 200426.1** Corporate Finance (PG)
- 51163.1** Financial Institutions and Markets (MAF)
- 51168.1** Funds Management and Portfolio Selection

Alternate Units

- 200425.1** Economics (PG)
- 51054.1** Financial Modelling
- 51165.1** Financial Institution Management
- 51166.1** Credit and Lending Decisions
- 51167.1** Law of Finance and Securities
- 51169.1** Derivatives
- 51172.1** Marketing of Financial Products
- 51211.1** International Finance
- 51212.1** Security Analysis and Portfolio Theory
- H7331.1** International Trade and Industry Economics

Note: 200426 and 200425 are currently offered at Parramatta campus. If these units are not available at Westmead when students commence their enrolment, it is expected they will be able to complete the units at Parramatta.

Graduate Certificate in Business

2655.1

This course is suitable for those seeking a broadly based business qualification such as line managers or teachers of business studies.

Students in the Human Resource and Organisational Development strand will undertake four postgraduate units from existing programs in Employment Relations and Organisation Studies.

Study Mode

Six months full-time or one year part-time.

Location

Campus	Attendance	Mode
Parramatta Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal

Academic Credit and Advanced Standing

Advanced standing will be granted in accordance with UWS policy.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

An undergraduate degree in any discipline or equivalent post-secondary qualifications and relevant work experience.

Course Structure

Qualification for this award requires the successful completion of four units totalling 40 credit points and must be approved by the course coordinator.

The four units will consist of units from the following disciplines:

- Finance
- Hospitality
- Human Resource Management and Industrial Relations
- Human Resource and Organisation Development
- Information Systems
- Marketing

- Operations, Technology and Quality

This degree may be studied as preparation for entry into various graduate awards.

Master of Business Administration

5500.3

The Sydney MBA is a high quality generalist management degree. It is an ideal postgraduate program for any individual seeking to gain a greater depth and understanding of the core functions of management and business administration. It is designed to develop the skills, knowledge and competencies of managers and future managers who conduct business locally and internationally. The composition of The Sydney MBA provides a wealth of valuable grounding for managers. It equips managers to not only oversee the day-to-day operations of the organisation but also, more broadly, to manage their people, manage their money, and manage their markets, and to do so with an appreciation of the value chain that the people, money and markets constitute. Emphasis is placed on functional and applied skills, complemented by cultural studies designed to enable managers to act sensitively, appropriately and effectively in the international business environment. With a mix of theory and practice throughout the program, The Sydney MBA is relevant and immediately applicable to your workplace.

Study Mode

One year full-time or two to three years part-time.

Location

Campus	Attendance	Mode
Westmead	Full Time	Internal
Westmead	Part Time	Internal

Admission

Local applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website.

International applications should be made directly to the University. Further information on courses is available on the International Admissions section of the UWS website or contact internationalstudy@uws.edu.au.

- Undergraduate degree (or equivalent) and minimum two years of proven managerial/professional work experience post degree; Or

- Undergraduate degree (or Equivalent) and minimum three years general work experience post degree; Or
- An approved Graduate Diploma in Business Administration (or equivalent) with a passing grade average

Although not mandatory, a GMAT score of 550 or a BMAT score of 142 will be favourably considered where additional evidence is required.

Applicants whose first language is not English must meet one of the following English language proficiency levels (or an equivalent level on another measure approved by the SGSM) for entry to the program:

- IELTS - overall band score of 6.5 with no sub-band score below 6.0
- TOEFL - 600 (paper-based) with minimum 4.5 TWE or 250 (computerised) with minimum 4.5 Essay Rating
- Provide written documentary evidence that tertiary studies were conducted entirely in English

Course Structure

Qualification for this award requires the successful completion of 120 credit points. This includes eight core and four electives as per the structure below.

Core Units

- 500000.1** Marketing Management
- 500001.1** Value Chain Management
- 500002.1** Managing People
- 500003.1** Financial Management
- 500004.1** International Business
- U51043.1** Contemporary Organisation Behaviour
- U51045.2** Accounting Perspectives for Management
- U51050.1** Strategic Management (MBA)

And four elective units.

Students in this course can exit with either of the following on completion of the relevant units:

5501 Graduate Diploma in Business Administration

5502 Graduate Certificate in Business Administration

Graduate Diploma in Business Administration

5501.2

The Graduate Diploma in Business Administration is a high quality stand-alone university accredited program. It also serves as part of the progression path into The Sydney MBA. The diploma builds upon the certificate by elaborating on the knowledge base involved in the

challenging areas of managing people and financial management.

Constructed not only to be practical and applicable in day-to-day management practice, it is an ideal program for anyone that seeks to understand the essence of management and business administration.

Study Mode

Six months full-time or nine to twelve months part-time.

Location

Campus Attendance Mode

Westmead Full Time Internal

Westmead Part Time Internal

Admission

Local applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website.

International applications should be made directly to the University. Further information on courses is available on the International Admissions section of the UWS website or contact internationalstudy@uws.edu.au.

- Undergraduate degree (or equivalent) and minimum two years proven managerial/professional work experience post degree; OR
- Undergraduate degree (or equivalent) and minimum three years general work experience post degree; OR
- An approved three-year diploma with industry work experience component; OR
- A TAFE advanced diploma (or equivalent) and normally a minimum of five years professional business work experience; OR
- An approved Graduate Certificate in Business Administration (or equivalent) with a passing grade average.

Although not mandatory, a GMAT score of 550 or a BMAT score of 142 will be favourably considered where additional evidence is required.

Applicants whose first language is not English must meet one of the following English language proficiency levels (or an equivalent level on another measure approved by the SGSM) for entry to the program:

- IELTS - overall band score of 6.5 with no sub-band score below 6.0
- TOEFL - 600 (paper-based) with minimum 4.5 TWE or 250 (computerised) with minimum 4.5 Essay Rating
- Provide written documentary evidence that tertiary studies were conducted entirely in English

Course Structure

Qualification for this award requires the successful completion of 60 credit points.

The Diploma comprises six units, all of which are presented at the same academic level as The Sydney MBA.

Core Units

- 500000.1** Marketing Management
- 500001.1** Value Chain Management
- 500002.1** Managing People
- 500003.1** Financial Management
- U51043.1** Contemporary Organisation Behaviour
- U51045.2** Accounting Perspectives for Management

Graduate Certificate in Business Administration

5502.2

The Graduate Certificate in Business Administration is designed to set the foundation of knowledge and skills in the core competencies of business and management.

The certificate is not only the first stage towards progressing to a Graduate Diploma or the MBA, but may also be taken as a stand-alone program.

The certificate is the perfect introduction to gaining an understanding of the workings of the management and the business arena. It offers practical strategies to approach the challenges involved in managing people, money and markets and shows how these core areas are linked.

The certificate is a particularly useful program for those who seek to immediately enhance career opportunities and for those who have been away from study for a long period of time. It is also a valuable introduction to postgraduate university studies.

Study Mode

Three months full-time or six to nine months part-time.

Location

Campus	Attendance	Mode
Westmead	Full Time	Internal
Westmead	Part Time	Internal

Admission

- An undergraduate degree (or equivalent) and minimum two years proven managerial/professional work experience post degree; OR

- An undergraduate degree (or equivalent) and minimum three years general work experience post degree; OR
- An approved three year diploma with an industry work experience component; OR
- A minimum of five years professional/managerial experience.

Although not mandatory, a GMAT score of 550 or a BMAT score of 142 will be favourably considered where additional evidence is required.

Applicants whose first language is not English must meet one of the following English language proficiency levels (or an equivalent level on another measure approved by the SGSM) for entry to the program:

- IELTS - overall band score of 6.5 with no sub-band score below 6.0
- TOEFL - 600 (paper-based) with minimum 4.5 TWE or 250 (computerised) with minimum 4.5 Essay Rating
- Provide written documentary evidence that tertiary studies were conducted entirely in English

Course Structure

Qualification for this award requires the successful completion of 40 credit points.

This course is also an exit award to Master of Business Administration, course code 5500.

The certificate comprises four units, all of which are presented at the same academic level as the Sydney MBA.

Core Units

- 500000.1** Marketing Management
- 500001.1** Value Chain Management
- U51043.1** Contemporary Organisation Behaviour
- U51045.2** Accounting Perspectives for Management

Master of Business (Engineering Management)

2615.1

The course will equip engineers and other technical professionals with the necessary knowledge, skills and competencies for making a successful transition into management roles. In today's era of rapid technological change, engineers need to acquire skills to integrate technology, quality, productivity and globalisation imperatives into organisational decision making. This course will initially focus on engineering organisation and management practice, strategic technology management, project management and assets and maintenance management. Based on this foundation, students will be encouraged to enhance

their skill profile in specialised areas within engineering management by selecting units from a range of electives. The course is designed for engineers and related technical professionals who are increasingly called upon to plan and implement technological change to enhance organisational competitiveness.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance	Mode
Parramatta Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal

Academic Credit and Advanced Standing

Credit transfer will be allowed in accordance with UWS policy.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Recognised relevant tertiary qualifications or equivalent. Engineering work experience will be an advantage. Mature age entry will be considered on a case by case basis. English requirements will have to be met by international students in accordance with UWS policy.

Course Structure

Qualification for this award requires the successful completion of 80 credit points made up of 40 credit points which include the core units listed in the recommended sequence below, a minimum of two units from the list of alternate units totalling 20 credit points and a maximum of other electives (UWS postgraduate units) totalling 20 credit points. Electives may be chosen from any approved UWS postgraduate units.

The following exit points form part of this award:

Graduate Diploma in Business (Engineering Management) - 60 credit points

- H7104.1** Strategic Technology Management
 - 51286.1** Contemporary Engineering Organisation and Management Practice
 - 51240.1** Project Management
 - 200223.1** Operations Management
- And two alternate units

Graduate Certificate in Business (Engineering Management) - 40 credit points

- 51286.1** Contemporary Engineering Organisation and Management Practice
 - 200223.1** Operations Management
- And one core unit
And one alternate unit

Recommended Sequence

Core Units

- H7104.1** Strategic Technology Management
- 51240.1** Project Management
- 51286.1** Contemporary Engineering Organisation and Management Practice
- 200223.1** Operations Management

Alternate Units

- H7072.1** Risk Management
- 51230.1** Statistical Process Control
- 51255.1** Law and Contracts Management
- 51257.1** Manufacturing Resource Planning
- 51259.1** Purchasing and Materials Management
- 51260.1** Research and Development Management
- 51276.1** Business Re-engineering
- 51277.1** Innovation and Entrepreneurship
- 51278.1** Business Research Paper
- 200185.1** Analysis for Managerial Decision-Making
- 200224.1** Management of Quality
- 200225.1** Quality Planning and Analysis
- 200226.1** Quality Systems and Business Performance
- 200227.1** Performance Measurement and Benchmarking
- 200228.1** Assets and Maintenance Management
- 200329.1** Supply Chain Management

Electives

The unit below as well as any other postgraduate unit may be completed as an elective subject to Course Advisor or Head of Programs approval.

- 51243.1** TQP Final Project A and B

Graduate Diploma in Business (Engineering Management)

2616.1

This is an exit award only. Applicants apply to the Master of Business (Engineering Management), course code 2615 and exit with the Graduate Diploma award. Further details are available from the Master of Business (Engineering Management) listing.

Graduate Certificate in Business (Engineering Management)

2617.1

This is an exit award only. Applicants apply to the Master of Business (Engineering Management), course code 2615 and exit with the Graduate Certificate award. Further details are available from 2615 Master of Business (Engineering Management) listing.

Master of Business (Marketing)

2698.2

This course prepares suitably qualified people for managerial positions in marketing through an academically rigorous and practically relevant professional marketing education. The course builds on a core foundation of marketing studies, allows students to pursue alternates in different areas of marketing and equips them with the knowledge, skills and attitude necessary to operate effectively as marketing managers.

Study Mode

Four quarters full-time or the part-time equivalent.

Location

Campus	Attendance	Mode
Singapore	Full Time	Internal
Singapore	Part Time	Internal
Westmead	Full Time	Internal
Westmead	Part Time	Internal

Admission

Applicants must possess an Australian bachelor's degree or equivalent according to NOOSR (National Office of Overseas Skills Recognition). NESB applicants must meet UWS's English language requirements.

Applications to this course are made via the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS homepage.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which include six core units and two alternate units.

Exit Awards

2699 Graduate Diploma in Marketing

2700 Graduate Certificate in Marketing

Core Units

- 51002.1** Marketing Management
- 51003.1** Buyer Behaviour
- 51011.1** Strategic Marketing
- 51012.1** International Marketing
- 200280.1** Masters Project
- 200370.1** Marketing Research

Alternate Units

- 51006.1** Promotion Management
- 51011.1** Strategic Marketing
- 51012.1** International Marketing
- 51014.1** Business Marketing Strategy
- 51015.1** Multinational Relationship Marketing
- 51016.1** Services Marketing Management
- 51026.1** International Business Environment
- 200231.1** Promotion and Advertising Overseas
- 200371.1** Advanced Marketing Research
- 200516.1** Marketing and International Trade Relations
- 200517.1** Marketing Projects and Services Overseas

Graduate Diploma in Marketing

2699.2

This is an exit award only. Applicants apply to the Master of Business (Marketing), course code 2698 and exit with the Graduate Diploma award. Further details are available from the Master of Business (Marketing) listing.

Course Structure

Qualification for this award requires the successful completion of 60 credit points which includes four core units and two alternate units. This is an exit award to the Master of Business (Marketing), course code 2698.

Core Units

- 51002.1** Marketing Management
- 51003.1** Buyer Behaviour
- 51012.1** International Marketing
- 200370.1** Marketing Research

Alternate Units

A list of alternate units for this award is available from the listing of the Master of Business (Marketing), course code 2698.

Graduate Certificate in Marketing**2700.2**

This course prepares suitable qualified people for managerial marketing roles through academically rigorous, practically oriented and relevant marketing education. The curriculum provides a comprehensive grounding in fundamental marketing principles and practice whilst allowing students to pursue alternates in specific marketing areas of interest. The course is ideally suited for those wishing to develop their marketing knowledge, skills and aptitude to perform as professional marketing managers.

Study Mode

Two quarters full-time or the part-time equivalent.

Location

Campus	Attendance Mode	
Westmead	Full Time	Internal
Westmead	Part Time	Internal

Admission

Admission is via UAC. International applicants should contact UWS International for details. Contact information for the International Office is available from the UWS website (homepage.)

Applicants must possess an undergraduate degree in any discipline or have at least six years relevant work experience.

Course Structure

Qualification for this award requires the completion of 40 credit points from the Master of Business (Marketing), course code 2698. This includes three core units and one alternate unit.

Core Units

- 51002.1** Marketing Management
- 51003.1** Buyer Behaviour
- 200370.1** Marketing Research

Alternate Unit

For a list of alternate units please refer to 2698 Master of Business (Marketing).

Master of Business (Operations Management)**2624.1**

The course is designed for managers who seek skills and knowledge in operations management. It is also designed for those who wish to prepare for senior operations management roles in manufacturing or service organisations, in both the private and public sectors. The course will initially cover introductory operations management, quality management, supply chain management and project management. Then, students will be encouraged to enhance their skills in specialised areas within operations management by selecting units from a range of electives. The course is intended to assist graduates to develop the perspectives and skills necessary for an integrated approach to planning, implementing, upgrading and managing business operations that enhance customer value and organisational effectiveness.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance Mode	
Parramatta Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal

Academic Credit and Advanced Standing

If the student has successfully completed equivalent units from another postgraduate course, credit transfer will be allowed in accordance with UWS policy.

Admission

Applications to this course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Candidates must possess recognised relevant tertiary qualifications or equivalent. Operations management work experience will be an advantage. Mature-age entry will be considered on a case-by-case basis. English requirements will have to be met by international students in accordance with UWS policy.

Course Structure

Qualification for this award requires the successful completion of 80 credit points made up of four core units, a minimum two units from the list of alternate

units totalling 20 credit points and a maximum of other electives (UWS postgraduate units) totalling 20 credit points.

The following are exit points from this award:

2625 Graduate Diploma in Business (Operations Management)

This is made up of 60 credit points which must include the following units:

- 51240.1** Project Management
- 200223.1** Operations Management
- 200224.1** Management of Quality
- 200329.1** Supply Chain Management

The remaining 20 credit points may be drawn from the list of alternate units.

2626 Graduate Certificate in Business (Operations Management)

This is made up of 40 credit points which must include the following units:

- 200223.1** Operations Management
- 200224.1** Management of Quality

The other 20 credit points may be drawn from the remaining core units or from the list of alternate units.

Core Units

- 51240.1** Project Management
- 200223.1** Operations Management
- 200224.1** Management of Quality
- 200329.1** Supply Chain Management

Alternate Units

- H7068.1** Long Term Scenario Analysis
- H7072.1** Risk Management
- H7104.1** Strategic Technology Management
- 51230.1** Statistical Process Control
- 51255.1** Law and Contracts Management
- 51257.1** Manufacturing Resource Planning
- 51259.1** Purchasing and Materials Management
- 51260.1** Research and Development Management
- 51276.1** Business Re-engineering
- 51277.1** Innovation and Entrepreneurship
- 51278.1** Business Research Paper
- 51286.1** Contemporary Engineering Organisation and Management Practice
- 200185.1** Analysis for Managerial Decision-Making
- 200225.1** Quality Planning and Analysis
- 200226.1** Quality Systems and Business Performance
- 200227.1** Performance Measurement and Benchmarking
- 200228.1** Assets and Maintenance Management

51262 Operations Management Final Project is subject to approval of the course advisor or program head.

51278 Business Research Paper is subject to approval of the course advisor or program head.

Other UWS postgraduate unit(s) approved by the course coordinator may be chosen as electives.

Graduate Diploma in Business (Operations Management)

2625.1

This is an exit award only. Applicants apply to the Master of Business (Operations Management), course code 2624 and exit with the Graduate Diploma award. Further details are available from the Master of Business (Operations Management) listing.

Graduate Certificate in Business (Operations Management)

2626.1

This is an exit award. Please refer to Master of Business (Operations Management), course code 2624 for details.

Master of Business and Commerce

2631.1

Students complete the four core units in the Master of Business and Commerce and four units in any one specialisation for a total of 80 credit points. This course has a mid-year intake and is suitable for graduates holding a bachelors degree in any discipline from a recognised university.

Through its foundation of a solid business and commerce core, this degree provides graduates with a general knowledge of the basics of business e.g. Accounting and Finance, Marketing, Human Resource Management and Industrial Relations. Upon completion of the core, students then gain specialised knowledge in a functional business area. Specialisations include Accounting, Corporate Administration, Finance, Human Resource Management/Industrial Relations, Information Systems, International Management, Management, Marketing, Operations Management, Quantitative Business Methods and Workplace Law.

Study Mode

One year full-time or two years part-time. Some units will only be offered at the Westmead campus.

Location

Campus	Attendance	Mode
Parramatta Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal

Academic Credit and Advanced Standing

The school will grant exemptions if a student has completed post-graduate studies in equivalent units at UWS or another academic institution. advanced standing will be granted to a maximum of 50% of the credit points.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Open to graduates of any discipline. Non-graduates may apply on the basis of work experience or completion of a graduate certificate.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which include the units listed in the recommended sequence below. Of these the first four units are core units and four are from one of the specialisation sequences.

In some instances due to resource and demand considerations there will be a need to rearrange the pattern set down below.

Exit Awards

2632 Graduate Diploma in Business and Commerce - 60 credit points.

Core units plus two alternate units

2633 Graduate Certificate in Business and Commerce - 40 credit points

All four Core units

Recommended Sequence**Full-time****Year 1****Autumn session**

46518.1 Human Resource Management

200359.1 Dynamics of Workplace Management

Students wishing to complete the Accounting specialisation must complete Introductory Accounting, unit code 200396.

Choose one of:

200396.2 Introductory Accounting

200495.2 Accounting: A Business Perspective

Choose one of:

51002.1 Marketing Management

200425.1 Economics (PG)

Spring session

Choose four units from one of the specialisations listed below. Please note that not all specialisations may be offered each year.

- Accounting
- Corporate Administration
- E-Business
- Finance
- Human Resource Management and Industrial Relations
- Information Systems Practice
- International Management
- International Trade
- Management
- Marketing
- Operations Management
- Quantitative Business Methods
- Workplace Law

Part-time**Year 1****Autumn session**

46518.1 Human Resource Management

Students wishing to complete the Accounting specialisation must complete Introductory Accounting, unit code 200396.

Choose one of:

200396.2 Introductory Accounting

200495.2 Accounting: A Business Perspective

Spring session

Choose two units from one of the following specialisations:

- Accounting
- Corporate Administration
- Finance

- Human Resource Management and Industrial Relations
- Information Systems Practice
- International Management
- International Trade
- Management
- Marketing
- Operations Management
- Quantitative Business Methods
- Workplace Law

Year 2

Autumn session

200359.1 Dynamics of Workplace Management

Choose one of:

51002.1 Marketing Management

200425.1 Economics (PG)

Spring session

Choose two more units from the chosen specialisation.

Specialisations

Accounting

51214.1 Financial Statement Analysis (PG)

200399.1 Information Systems for Accountants

200400.1 Company Accounting

200494.1 Management Accounting

Corporate Administration

Choose four of:

51116.1 Economics for Business Decision Makers

51164.1 Finance

51227.1 Company Law (PG)

51277.1 Innovation and Entrepreneurship

200224.1 Management of Quality

E-Business

CP802A.1 Introduction to Information Systems

Choose three of:

51155.1 Management and Information

51157.1 Management and Electronic Business Practices

51158.1 Information Technology and Globalisation

51180.1 Management and Social Issues in Information Technology

Human Resource Management and Industrial Relations

Choose four of:

46517.1 Employment Relations Practice

46519.1 Employment Relations Strategy and Change

46530.1 Themes in International and Comparative Employment Relations

46557.1 International Human Resource Management

47021.1 Work and Society

48565.1 Applied Research in Employment Relations Practice

51031.1 Managing Diversity

51034.1 Human Resource Management Processes and Systems

51106.1 Contemporary Issues in Employment Relations

51147.1 International Perspectives on Workplace Reform

51176.1 Employee Training and Development (PG)

51177.1 Management of Employee Performance (PG)

51178.1 Occupational Health and Safety (PG)

51280.1 Remuneration Theory and Practice (PG)

51300.1 Negotiation, Bargaining and Advocacy (PG)

Finance

Units are offered in quarters

51164.1 Finance

51168.1 Funds Management and Portfolio Selection

51169.1 Derivatives

51211.1 International Finance

A different finance unit as agreed by the finance course advisor may be chosen depending on student background and interest.

Information Systems Practice

CP802A.1 Introduction to Information Systems

CP803A.1 Information Technology in Business C

CP804A.1 Information Technology & Decision Making

CP807A.1 Data Communications - Management & Use

International Management

Choose four of:

46557.1 International Human Resource Management

51012.1 International Marketing

51031.1 Managing Diversity

51119.1 International Management

51158.1 Information Technology and Globalisation

51211.1 International Finance

Marketing

51003.1 Buyer Behaviour

51004.1 Applied Marketing Research

Choose two of:

51006.1 Promotion Management

51011.1 Strategic Marketing

51012.1 International Marketing

51015.1 Multinational Relationship Marketing

51014.1 Business Marketing Strategy

51019.1 Applied Marketing Planning

International Trade

Units are offered in quarters

H7108.1 Managerial Economics

H7330.1 International Macroeconomics

H7331.1 International Trade and Industry Economics

H7335.1 International Monetary Economics

Management

Choose four of:

51100.1 Management Decision Methodologies

51102.1 The Politics of Organisational Decision-Making

51112.1 Organisation Behaviour

51119.1 International Management

200375.1 Organisational Learning and Development (PG)

CMGC25.1 Strategic Management M

Operations Management

200223.1 Operations Management

Choose three of:

51240.1 Project Management

51259.1 Purchasing and Materials Management

200224.1 Management of Quality

200227.1 Performance Measurement and Benchmarking

200329.1 Supply Chain Management

H7104.1 Strategic Technology Management

Quantitative Business Methods

The course coordinator must be consulted prior to enrolling in any of the following units.

51230.1 Statistical Process Control

51244.1 Statistical Methods for Research

J7232.1 Management Science

Choose one of:

200033.1 Applied Statistics

200041.1 Applied Regression Analysis and Forecasting

Workplace Law

48024.1 Employment Relations Law

Choose three of:

69092.1 Anti Discrimination Law (PG)

69094.1 Occupational Health and Safety Law (PG)

69110.1 Alternative Dispute Resolution (PG)

69112.1 Mediation (PG)

F7080.1 Workplace Grievance Dispute Management

Graduate Diploma in Business and Commerce

2632.1

This is an exit award only. Applicants apply to the Master of Business and Commerce, course code 2631 and exit with the Graduate Diploma award. Further details are available from the Master of Business and Commerce listing.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

Further information on postgraduate courses is available on the Postgraduate Admissions section of the UWS website.

Graduate Certificate in Business and Commerce

2633.1

This is an exit award only. Applicants apply to Master of Business and Commerce, course code 2631 program and exit with the Graduate Certificate award. Further details are available from the Master of Business and Commerce listing.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

Further information on postgraduate courses is available on the Postgraduate Admissions section of the UWS website.

Course Structure

Please refer to Master of Business and Commerce, course code 2631.

Master of Business and Commerce (Applied Services Management)

2734.2

This course is designed to provide industry-specific knowledge and professional business management practice skills for middle and senior managers in these four service sectors: Hotel & Restaurant Management Retail Management Sports Management Airline & Airport Management Because of the clear synergies in

the nature and scope of business management practice across these four service disciplines, the course is structured around a service-generic common core, with additional sector-specific areas of specialised study.

The course specifically targets managers whose management practice is dependent upon the customer experience. The service-generic common cores offer graduates a high degree of career portability that is particularly relevant to professional career-managers in the service sectors covered. The topics studied are crucial to high performance business management in these disciplines: they include innovation in the service sectors, managing employee, customer and external stakeholder relations, financial and asset management and legal & ethical issues in the service sectors.

These core areas of study are augmented by specialised topics that equip graduates with sophisticated and expert levels of knowledge and skills in four areas of specialisation: In the Hotel and Restaurant Management specialisation, topics include operations and yield management, gastronomy and the dining experience as well as facilities design and development. For Retail Management, the specialised areas of study include managing retail operations, merchandise planning and strategic leadership in retail operations. The Sports Management specialisation covers coaching and mentoring, sports industry structure and policy as well as risk management and governance in sport. In the Airline and Airport Management specialisation, topics include business strategy in the industry, airport and allied transport logistics, and risk and security management. There is a high degree of flexibility in the delivery of the course, which will particularly benefit career-focussed management professionals who are already working in a service industry.

Study Mode

One year full-time or two years part-time and is offered in quarters.

Admission

Local applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website. Information on International admission is available on the International Admissions section of the UWS website or contact internationalstudy@uws.edu.au

Applicants with an undergraduate degree in a business or related discipline AND a minimum of two years supervisory or management work experience in any service or related business discipline will qualify for admission into the new course. Other applicants can

qualify for admission upon completion of a qualifying program, as follows: An applicant who does not have an undergraduate degree in a business or related discipline, but has a minimum of two years supervisory or management work experience in any service or related business discipline, will qualify for admission into the new course upon completion of the Graduate Certificate in Business Studies.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes five core and three specialisation units as per the details below.

Core Units

- 200520.1** Managing for Innovation in the Service Sectors
- 200521.1** Managing Service Industry Employee and Customer Relations
- 200522.1** Managing External Stakeholder Relationships in the Service Sectors
- 200523.1** Financial and Asset Management in the Service Sectors
- 200524.1** Legal and Ethical Issues in Services Management

Students can exit with;

2735 Graduate Diploma in Applied Services Management on completion of 60 credit points comprising the five core units from 2734 Master of Business and Commerce (Applied Services Management) plus one Specialisation unit.

Or

2736 Graduate Certificate in Applied Services Management on completion of 40 credit points consisting of four of the five core units from 2734 Master of Business and Commerce (Applied Services Management)

Specialisations

Airline and Airport Management

- 200289.1** Business Regulation and Strategy in the Airline Industry
- 200290.1** Airport and Allied Transport Operations/ Logistics
- 200291.1** Risk and Security Management

Hotel and Restaurant Management

- 200281.1** Gastronomy and the Dining Experience
- 200282.1** Facilities Design and Development
- 200625.1** Managing Hospitality Operations and Yield

Retail Management

- 200283.1** Managing Retail Operations
- 200284.1** Merchandising Planning
- 200285.1** Strategic Leadership in Retail Operations

Sports Management

- 200286.1** Coaching and Mentoring in Sport
200287.1 Sports Industry Structure and Policy
200288.1 Sport, Risk Management and the Law

Graduate Diploma in Applied Services Management**2735.2**

This course is an exit award of 2734 Master of Business and Commerce (Applied Service Management).

Students can exit with 2735 Graduate Diploma in Applied Services Management on completion of 60 credit points comprising the five core units from 2734 Master of Business and Commerce (Applied Services Management) plus one Specialisation unit.

Graduate Certificate in Applied Services Management**2736.2**

This course is an exit award of 2734 Master of Business and Commerce (Applied Service Management).

Students can exit with 2736 Graduate Certificate in Applied Services Management on completion of 40 credit points comprising four of the five core units from 2734 Master of Business and Commerce (Applied Services Management).

Graduate Certificate in Business Studies**2737.1**

This course is designed to introduce Masters students to the four key functional areas of business management. The course has been developed as a qualifying award for admission into the Master of Business & Commerce (Applied Services Management) 2734, for applicants who do not meet the stated admission requirements of holding an undergraduate degree in a business discipline. Students who do not wish to pursue the Masters award can exit from this course.

Study Mode

One quarter full-time or two quarters part-time.

Academic Credit and Advanced Standing

Advanced standing will be granted in accordance with UWS policy.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website.

Two years supervisory or management work experience in a service related business or an undergraduate degree or equivalent.

Course Structure

Qualification for this award requires the successful completion of 40 credit points which includes four core units.

Core

- 46518.1** Human Resource Management
51002.1 Marketing Management
200223.1 Operations Management
200495.2 Accounting: A Business Perspective

Master of Commerce (Accounting)**2688.1**

This course is for accounting graduates and is specifically aimed at qualified accountants motivated to enhance their knowledge in accounting. Students select contemporary topics based on research and case studies on accounting issues related to world-class organisations. It also allows students the possibility of furthering qualifications to Master of Commerce (Honours) or PHD.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance Mode
Parramatta Campus	Part Time Internal
Parramatta Campus	Full Time Internal

Academic Credit and Advanced Standing

Advanced standing may be granted for a maximum of two equivalent postgraduate units.

Admission

Admission to this course is via UAC.

International applicants should contact UWS International for details on admission. Contact

information for the International Office is available from the UWS website.

Applicants must hold an undergraduate degree in accounting or equivalent.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes two core units and a selection of six elective units.

Applicants seeking professional recognition should have their qualifications assessed by a professional body (as outlined under the Graduate Certificate in Accounting), and may include two law units from the MPA programme. If more than two units are required for professional recognition then the Graduate Certificate or Graduate Diploma or MPA should be studied wherever appropriate, prior to this degree

Core Units

200394.1 Accounting Research

200395.1 Accounting Theory

Elective Units

51206.1 Development of Accounting Information

51214.1 Financial Statement Analysis (PG)

200389.1 Accounting Research Essay

200390.1 Business Essay

200391.1 Accounting Research Project

200392.1 International Accounting

200415.1 Corporate Failure and Forensic Accounting

200416.1 Assurance Services

200422.1 Strategic Management Accounting

200462.1 Public Sector Accounting and Financial Control

200464.1 The Role of Accounting in Corporate Governance

200465.1 Financial Accounting - Critical Analysis

200497.1 Social and Environmental Accounting

H7344.1 Special Topic in Accounting B

H7343.1 Special Topic in Accounting A

Two electives may be chosen from any other Masters level units offered by UWS and approved by the head of program. Students must ensure that prerequisite requirements have been satisfied prior to enrolling into any electives. Two of the following units offered within the Master of Professional Accounting program may be chosen:

200397.1 Revenue Law (PG)

200432.1 Commercial Law (PG)

200433.1 Company Law

Master of Commerce (Financial Planning)

2671.1

For Course enquiries contact SGSM Client Services - Patty Hodgson on (02) 9685 9807.

The course is designed to provide the educational basis to enable students to increase competence as professional financial advisers and enable them to gain an advanced knowledge and understanding of the financial planning industry. With the increasing complexity of taxation laws, the ageing population and the focus on self-reliance in retirement, the financial planning industry is developing as a distinct profession in Australia. Individuals and organisations require the skills of professionally equipped financial planners to assist them in effective investment and risk management and also with complex retirement planning strategies.

Study Mode

This course is offered externally, one year full-time or two years part-time.

Location

Campus	Attendance	Mode
Blacktown Campus	Part Time	External
Blacktown Campus	Full Time	External

Academic Credit and Advanced Standing

Advanced standings may be granted for postgraduate units successfully completed at UWS or other recognised academic institutions, or postgraduate level units successfully completed with a recognised professional body. The maximum advanced standings allowed is 20 credit points comprising 25% of total study.

Accreditation

This course is accredited by the Financial Planning Association as meeting entry requirements into the CFP Professional Education Program and is listed on the ASIC Register of courses meeting both levels of PS146 requirements. The course is also an approved postgraduate qualification meeting the educational requirements for the CPA Australia specialisation in Financial Planning.

Admission

Applications to this course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Applicants must hold an undergraduate degree from an approved institution; or provide appropriate evidence of general and professional qualifications or vocational experience that satisfies the university that the applicant possesses the capacity to pursue Masters level studies (this can include satisfactory completion of units in the UWS Graduate Certificate in Financial Planning).

Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes five core units and three electives.

Students who successfully complete 2690 Graduate Certificate in Commerce (Financial Planning) are able to apply to progress to this course.

Core Units

- CO801A.1** Principles of Financial Planning
- CO802A.1** Principles of Investment Planning
- CO803A.1** Planning for Retirement
- CO804A.1** Insurance & Risk Management
- CO805A.1** Estate Planning and Professional Responsibilities

Electives

Electives may be chosen from any any postgraduate units offered by UWS or a selection made from the list of alternate units below.

Alternate Units

- AC808A.1** Taxation Planning and Implications
- CO806A.1** Current Issues in Financial Planning
- LW805A.1** Capital Gains Tax

Graduate Certificate in Commerce (Financial Planning)

2690.1

For course enquiries contact SGS Client Services - Patty Hodgson on (02) 9685 9807.

This course is designed for those who do not possess an undergraduate qualification, but who seek to pursue a postgraduate award relevant to the financial planning environment. Financial planning is an expanding area of practice for financial advisers, paraplanners, administration and support staff, risk writers, researchers and approved product list managers and public sectors. Successful study within

this award may allow articulation to the related Masters degree.

Study Mode

This course is offered externally, both full-time and part-time. Duration for full-time is six months, part-time is 1 year.

Location

Campus	Attendance Mode
Blacktown Campus	Full Time External

Academic Credit and Advanced Standing

Advanced standings may be granted in accordance with UWS rules. Maximum of 25% of study

Accreditation

Selected units may assist with PS146 requirements.

Admission

Applications to this course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Three years of relevant workplace experience and/or possession of acceptable tertiary qualifications.

Course Structure

Qualification for this award requires the successful completion of four units selected from the list of alternate units below. Not all units are available in every semester.

Students may progress to Master of Commerce (Financial Planning), course code 2671 on completion of this award.

Alternate Units

- CO801A.1** Principles of Financial Planning
- CO802A.1** Principles of Investment Planning
- CO803A.1** Planning for Retirement
- CO804A.1** Insurance & Risk Management
- CO805A.1** Estate Planning and Professional Responsibilities

Master of Commerce (Human Resource Management and Industrial Relations)

2601.1

This course has been designed for those who hold or wish to hold a responsible position in human resource

management or industrial relations. It provides the opportunity to study foundation and specialised units relating to employment relations. The course has a mid year intake.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

Academic Credit and Advanced Standing

Advanced standing will be granted for equivalent postgraduate units completed successfully at UWS or another academic institution. The maximum credit allowed is 50% of the credit points required for the course.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Applicants must have a bachelor's degree in any discipline. Non graduates may apply on the basis of work experience or completion of a graduate certificate.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which include the units listed in the recommended sequence below. Students may exit with a Graduate Diploma or Graduate Certificate on completion of the relevant units.

Exit Awards

- 2602 - Graduate Diploma in Human Resource Management and Industrial Relations - 60 credit points|<http://handbook.uws.edu.au/hbook/course.asp?course=2602.1>
- 2603 - Graduate Certificate in Human Resource Management and Industrial Relations - 40 credit points|<http://handbook.uws.edu.au/hbook/course.asp?course=2603.1>

Recommended Sequence

Full-time

Year 1

Autumn session

46518.1 Human Resource Management
46525.1 The Industrial Relations Process
200359.1 Dynamics of Workplace Management
 And one alternate unit

Spring session

Four alternate units

Part-time

Year 1

Autumn session

46518.1 Human Resource Management
46525.1 The Industrial Relations Process

Spring session

200359.1 Dynamics of Workplace Management
 And one alternate unit

Year 2

Autumn session

Two alternate units

Spring session

Two alternate units

Alternate Units

46517.1 Employment Relations Practice
46519.1 Employment Relations Strategy and Change
46530.1 Themes in International and Comparative Employment Relations
46557.1 International Human Resource Management
47021.1 Work and Society
48024.1 Employment Relations Law
51031.1 Managing Diversity
51034.1 Human Resource Management Processes and Systems
51106.1 Contemporary Issues in Employment Relations
51147.1 International Perspectives on Workplace Reform
51178.1 Occupational Health and Safety (PG)
51200.1 Employment Relations Thesis Preparation (PG)
51280.1 Remuneration Theory and Practice (PG)
51300.1 Negotiation, Bargaining and Advocacy (PG)
69094.1 Occupational Health and Safety Law (PG)

Graduate Diploma in Human Resource Management and Industrial Relations

2602.1

This is an exit award only. Applicants apply to the Master of Commerce (Human Resource Management and Industrial Relations), course code 2601 and exit with the Graduate Diploma award. Further details are available from the Master of Commerce (Human Resource Management and Industrial Relations) listing.

Graduate Certificate in Human Resource Management and Industrial Relations

2603.1

This is an exit award only. Applicants apply to the Master of Commerce (Human Resource Management and Industrial Relations), course code 2601 and exit with the Graduate Certificate award. Further details are available from the Master of Commerce (Human Resource Management and Industrial Relations) listing.

Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

Further information on postgraduate courses is available on the Postgraduate Admissions section of the UWS website.

Master of Commerce (Property Investment and Development)

2725.1

The course aims to provide the opportunity for advanced level of study in property investment and development. It allows students to understand the multi-disciplinary nature of property investment and development, and to develop the analytical and decision making skills necessary for property investment and development, and property professionals.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance	Mode
Sydney CBD	Full Time	Internal
Sydney CBD	Part Time	Internal

Admission

A bachelor's degree or other equivalent qualification in a relevant field such as architecture, building/construction, civil engineering, business, finance, property and town planning, or a diploma in the relevant field with four years employment experience.

Applications to this course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes the units listed in the recommended sequence below.

Year 1

Full time

Autumn session

- CO809A.1** The Property Environment
- 200696.1** Property Investment Analysis (V2)
- CO810A.1** Property Portfolio Analysis
- MCB617.1** Property Development (V2)

Spring session

- MCB612.1** Property Finance and Taxation
- 200695.1** Income Property Appraisal
- DN805A.1** Feasibility Studies
- CO813A.1** Project

Part time

Year 1

Autumn session

- CO809A.1** The Property Environment
- 200696.1** Property Investment Analysis (V2)

Spring session

- MCB612.1** Property Finance and Taxation
- 200695.1** Income Property Appraisal

Year 2

Autumn session

- CO810A.1** Property Portfolio Analysis
- MCB617.1** Property Development (V2)

Spring session**DN805A.1** Feasibility Studies**CO813A.1** Project**Graduate Diploma in Property Investment and Development****2726.1**

This program aims to provide the opportunity for diploma level of study in property investment and development. It allows students to understand the multi-disciplinary nature of property investment and development, and to develop the analytical and decision making skills necessary for property investment and development, and property professionals.

This course has no mid-year intake.

Study Mode

One year full-time or 18 months part-time.

Location

Campus	Attendance	Mode
Sydney CBD	Full Time	Internal
Sydney CBD	Part Time	Internal

Admission

Applications to this course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

An associate diploma or advanced diploma in valuation or a minimum of five years of relevant senior employment experience.

This course has no mid-year intake.

Course Structure

Qualification for this award requires the successful completion of 60 credit points including the units listed in the recommended sequence below.

Recommended Sequence**Full time****Year 1****Autumn session****CO809A.1** The Property Environment**200696.1** Property Investment Analysis (V2)**CO810A.1** Property Portfolio Analysis**MCB617.1** Property Development (V2)**Spring session****MCB612.1** Property Finance and Taxation**200695.1** Income Property Appraisal**Part time****Year 1****Autumn session****CO809A.1** The Property Environment**200696.1** Property Investment Analysis (V2)**Spring session****MCB612.1** Property Finance and Taxation**200695.1** Income Property Appraisal**Year 2****Autumn session****CO810A.1** Property Portfolio Analysis**MCB617.1** Property Development (V2)**Master of Finance****2705.1**

The Master of Finance prepares students for executive careers in finance, banking, funds management and corporate treasuries. The degree is specifically designed to encompass all these fields so that students can choose the units appropriate to their career opportunities. The degree provides students with the technical knowledge necessary to function in an evolving and increasingly sophisticated financial environment with an emphasis on the practical application of these techniques. All of the units have been developed by individuals who are actively involved in the financial sector.

Study Mode

18 months full-time or 36 months part-time.

Location**Campus Attendance Mode**

Westmead Part Time Internal

Westmead Full Time Internal

Accreditation

The Master of Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least 3 years career experience in the financial services industry. The Master of Finance also

allows graduates to satisfy the education requirements for professional membership of the Finance and Treasury Association - Certified Finance and Treasury Professional (FTA-CFTP).

Admission

Local applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website.

International applicants should apply directly to the University. Further information on courses is available on the International Admissions section of the UWS website or via internationalstudy@uws.edu.au.

Applicants must possess an undergraduate degree in a Business or Commerce related field or a good Graduate Certificate in Applied Finance.

Course Structure

Students generally complete two units per quarter.

Core Units

- 51054.1** Financial Modelling
- 51163.1** Financial Institutions and Markets (MAF)
- 51168.1** Funds Management and Portfolio Selection
- 51169.1** Derivatives
- 51212.1** Security Analysis and Portfolio Theory
- 200426.1** Corporate Finance (PG)

Students are permitted to complete up to two units from any other Masters degree offered by the College of Business as part of the six alternate units.

Alternate Units

- 51165.1** Financial Institution Management
 - 51166.1** Credit and Lending Decisions
 - 51167.1** Law of Finance and Securities
 - 51172.1** Marketing of Financial Products
 - 51211.1** International Finance
 - 200425.1** Economics (PG)
 - H7331.1** International Trade and Industry Economics
- Qualification for this award requires the successful completion of 120 credit points which include units listed below.

Specialisations

Banking

- 51165.1** Financial Institution Management
- 51166.1** Credit and Lending Decisions
- 51167.1** Law of Finance and Securities
- 51172.1** Marketing of Financial Products

Property Investment

- 200695.1** Income Property Appraisal
- 200696.1** Property Investment Analysis (V2)
- CO810A.1** Property Portfolio Analysis

MCB612.1 Property Finance and Taxation

Treasury

- 51165.1** Financial Institution Management
- 51166.1** Credit and Lending Decisions
- 51169.1** Derivatives
- 51212.1** Security Analysis and Portfolio Theory

Master of International Business

2692.1

This course prepares suitably qualified people for positions in international business. The course builds on core international business studies, allows students to choose electives in different marketing areas and equips students with the knowledge, skills and attitude necessary to operate effectively as international business managers.

Study Mode

Four quarters full-time or the part-time equivalent

Location

Campus Attendance Mode

Westmead	Full Time	Internal
Westmead	Part Time	Internal

Admission

Applications to this course must be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Applicants must hold a bachelor's degree or equivalent, according to National Office of Overseas Skills Recognition (NOOSR) guidelines.

Course Structure

Recommended Sequence

Qualification for this award requires the successful completion of 80 credit points which include six core units and two alternate units.

Exit Award: 2592 Graduate Certificate in International Business

Core Units:

- 51026.1** International Business Environment
- 51015.1** Multinational Relationship Marketing
- 51028.1** International Corporate Finance
- 200368.1** International Business Research

200369.1 International Business Planning and Implementation
 One of the following units;
51030.1 Masters Project in International Business
200280.1 Masters Project

Alternate Units

51002.1 Marketing Management
51003.1 Buyer Behaviour
51006.1 Promotion Management
51011.1 Strategic Marketing
51012.1 International Marketing
51014.1 Business Marketing Strategy
51016.1 Services Marketing Management
200231.1 Promotion and Advertising Overseas
200232.2 Global E-Business Marketing
200371.1 Advanced Marketing Research
200512.1 Contemporary Issues in International Marketing
200516.1 Marketing and International Trade Relations
200517.1 Marketing Projects and Services Overseas

Graduate Certificate in International Business

2592.1

This course prepares suitably qualified people for positions in International Business. The course provides units on core International Business studies and allows students to pursue one area in more depth via an 'elective' unit. It equips students with the knowledge and skills necessary to begin working in International Business.

Study Mode

Two quarters fulltime or the part-time equivalent.

Location

Campus	Attendance Mode	
Westmead	Full Time	Internal
Westmead	Part Time	Internal

Academic Credit and Advanced Standing

Advanced standings will be granted in accordance with UWS guidelines.

Admission

Admission to this course is via UAC. International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the University's website. Applicants must possess an undergraduate degree in

any discipline or have at least six years relevant work experience.

Course Structure

Qualification for this award requires the successful completion of four units as per the structure below.

51015.2 Multinational Relationship Marketing
51026.1 International Business Environment
200368.2 International Business Research
 Plus one unit from the selection of units (Alternate units) offered in 2692 Master of International Business.

- 2692 Master of International Business|<http://handbook.uws.edu.au/hbook/course.asp?course=2692.1>

Master of International Hospitality and Hotel Management

2728.1

This course offers students a sound theoretical framework as well as important practical application to management in the hospitality and hotel industry. It covers contemporary management issues in the hospitality industry, and offers new insights into issues related to employee relations, strategic management, marketing, hospitality management operations, gastronomy, financial and accounting management and hospitality facilities development and planning.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance Mode	
Blacktown Campus	Part Time	Internal
Blacktown Campus	Full Time	Internal

Admission

An undergraduate degree in any discipline. Non graduates may apply on the basis of work experience or completion of a relevant industry qualification.

Applications are to be made through the Universities Admissions Centre (UAC).

International applicants should contact UWS International for details on admission. Contact information for the International Office is available from the UWS website.

Course Structure

Qualification for this award requires the successful completion of 80 credit points as per the recommended sequence below.

The following are exit points from this award;

2729 Graduate Diploma in International Hospitality and Hotel Management - 60 credit points

2730 Graduate Certificate in International Hospitality and Hotel Management - 40 credit points

Full-time

Year 1

Autumn session

- 200343.1** Hospitality Operations Management
- 200258.1** The Hospitality Industry
- 200261.1** Employment Relations in Hospitality and Hotel Management
- 200262.1** Strategic Marketing for Hospitality and Hotel Managers

Spring session

- 200259.1** Strategic Hospitality and Hotel Management
- 200344.1** Hospitality Facilities Development and Planning
- 200260.1** Financial Management for Hospitality and Hotel Managers
- 200342.1** Gastronomy and the Management of the Food Experience

Part-time

Year 1

Autumn session

- 200258.1** The Hospitality Industry
- 200261.1** Employment Relations in Hospitality and Hotel Management

Spring session

- 200262.1** Strategic Marketing for Hospitality and Hotel Managers
- 200344.1** Hospitality Facilities Development and Planning

Year 2

Autumn session

- 200262.1** Strategic Marketing for Hospitality and Hotel Managers
- 200343.1** Hospitality Operations Management

Spring session

- 200260.1** Financial Management for Hospitality and Hotel Managers
- 200342.1** Gastronomy and the Management of the Food Experience

Graduate Diploma in International Hospitality and Hotel Management

2729.1

This is an exit award only. Applicants apply to the Master of International Hospitality and Hotel Management, course code 2728. Further details are available from the Master of International Hospitality and Hotel Management listing.

Graduate Certificate in International Hospitality and Hotel Management

2730.1

This is an exit award only. Please refer to Master of Hospitality and Hotel Management, course code 2728 for details.

Master of International Trade and Finance

2703.2

The Master of International Trade and Finance equips students with advanced tools that will enable them to handle complex issues relevant to open economies. It gives graduate economists and practitioners an opportunity to upgrade their skills in the areas of international economics, trade and finance, thus providing better career opportunities at a senior level in both the private and public sectors.

Study Mode

Four quarters fulltime or the parttime equivalent.

Location

Campus Attendance Mode

Westmead	Full Time	Internal
Westmead	Part Time	Internal

Accreditation

The Master of International Trade and Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least 3 years career experience in the financial services industry

Admission

Local applications for the course must be made through the Universities Admissions Centre (UAC). Further information on courses is available on the Local Admissions section of the UWS website.

International applicants should apply directly to the University. Further information on courses is available on the International Admissions section of the UWS website or via internationalstudy@uws.edu.au.

Applicants must possess an undergraduate degree in a Business or Commerce related field or a good Graduate Certificate in Applied Finance.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which comprises 8 core units.

Core Units

- 200425.1** Economics (PG)
- 200426.1** Corporate Finance (PG)
- 51054.1** Financial Modelling
- 51163.1** Financial Institutions and Markets (MAF)
- 51168.1** Funds Management and Portfolio Selection
- 51169.1** Derivatives
- 51211.1** International Finance
- H7331.1** International Trade and Industry Economics

Graduate Diploma in Legal Practice

2668.1

This course is only available to UWS LLB students. This course offers a practical legal training at the postgraduate level. It is designed for those who are seeking to be accredited as legal practitioners and is directed at those who hold an undergraduate legal qualification from UWS.

Study Mode

One year full-time or two years part-time.

Location

Campus	Attendance	Mode
Parramatta Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal
Campbelltown Campus	Part Time	Internal
Campbelltown Campus	Full Time	Internal

Academic Credit and Advanced Standing

Applicants may be eligible for advanced standings in Professional Legal Skills, unit code F7030.

Accreditation

This course is accredited with the Legal Profession Admission Board as satisfying the requirements for admission to practice in New South Wales.

Admission

Applications to this course must be made through the Universities Admissions Centre (UAC).

Applicants must hold an undergraduate degree in law or equivalent or must have completed 12 core units from the UWS LLB course.

Course Structure

This course is only available to UWS students who have completed or will complete the skills components of the core LLB units at UWS; or who have previously completed Professional Legal Skills, unit code F7031; or will be completing Professional Legal Skills, unit code F7030 in Quarter 1 (Summer session).

Qualification for this award requires the successful completion of 80 credit points which includes four core units (20 credit points each) plus a professional placement.

Students must complete all other units prior to enrolling for their Professional Legal Placement.

Core Units

- F7030.1** Professional Legal Skills
- F7031.1** Legal Practice: Ethics and Management
- F7032.1** Transactional Legal Practice
- F7033.1** Litigious Legal Practice

Professional Legal Placement

F7034.1 Professional Legal Practice
This unit must be undertaken in order to gain admission to practice in NSW.

Graduate Certificate in Research Studies

2724.1

This is a qualifying program as 'front-on' for research degrees as well as a stand alone award for those who do not wish to pursue research degrees.

College of Business Course Advisor - Dr Anneke Fitzgerald - email: a.fitzgerald@uws.edu.au

College of Health and Science Course Advisor - Dr Richard Thomas - email: rg.thomas@uws.edu.au

College of Arts Course Advisor - Dr David Wright - email: david.wright@uws.edu.au

Study Mode

Six months full-time or one year part-time.

Location

Campus	Attendance	Mode
Campbelltown Campus	Full Time	Internal
Campbelltown Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal
Penrith Campus	Full Time	Internal
Penrith Campus	Part Time	Internal
Hawkesbury Campus	Full Time	Internal
Hawkesbury Campus	Part Time	Internal

Admission

Applicants who have an undergraduate degree or masters course work and/or extensive professional experience with insufficient research training would be given admission to a research degree conditional on satisfactory completion of the Graduate Certificate in Research Studies. Doctoral applicants may be required to undertake this course as determined on a case by case basis.

Course Structure

Qualification for this award requires the successful completion of 40 credit points as per the recommended sequence below. Students who wish to move to a research award must achieve an acceptable satisfactory level in this course.

Recommended Sequence

200361 Advanced Thesis Preparation (20 credit points) OR 300411 Research Methodology and Experimental Design (20 credit points), as approved by the appropriate College Course Advisor and proposal supervisor. Please note that 200361 Advanced Thesis Preparation will be studied by part-time students across Autumn and Spring.

A Research Skills unit as per list below (10 or 20 credit points), as approved by the appropriate College Course Advisor and proposal supervisor.

Advanced Topic/elective unit (10 credit points), as approved by the appropriate College Course Advisor and proposal supervisor.

College of Business students**Full-time**

200361.1 Advanced Thesis Preparation
Research Skills unit (10 credit points)
Advanced Topic/elective unit (10 credit points)

Part-time**Autumn session**

200361.1 Advanced Thesis Preparation
Research Skills unit (10 credit points)

Spring session

200361.1 Advanced Thesis Preparation

Autumn or Spring session

Advanced Topic/elective unit (10 credit points)

College of Health and Science students**Full-time**

Choose one of:

200361.1 Advanced Thesis Preparation
300411.2 Research Methodology and Experimental Design

Choose one of:

300398.1 Methods of Researching
EH838A.1 Research Methods: Science in Context
Advanced Topic/elective unit (10 credit points)

Part-time**H1/H2 Session**

300411.2 Research Methodology and Experimental Design

Autumn session

Choose one of:

300398.1 Methods of Researching
EH838A.1 Research Methods: Science in Context

Autumn or Spring session

Advanced Topic/elective unit (10 credit points)

College of Arts students**Full-time**

200361.1 Advanced Thesis Preparation
Research Skills unit
Advanced Topic/elective

Part-time**1H and 2H session**

200361.1 Advanced Thesis Preparation

Autumn and/or Spring session

Research Skills unit
Advanced Topic/elective

Examples of Research Skills units:

100710.1 Introduction to Honours Research
100714.1 Humanities Research - Theories and Practices

- 200299.1 Business Research Skills Seminar
- 300398.1 Methods of Researching
- 400421.1 Research Methods for Humanities and Social Sciences
- A7444.1 Language and Linguistics Research Methods
- EH838A.1 Research Methods: Science in Context
- SE828A.1 Qualitative Research Design
- SE813A.1 Social Ecology Research

Examples of Advanced Topics/Electives - College of Arts

- 100271.1 Modern Japanese History
- 100294.1 Warlords, Artists and Emperors: Power and Authority in Premodern Japan
- 100693.1 Evidence-based Professional Practice
- 100703.1 Independent Study 1
- 100704.1 Independent Study 2
- 100705.2 Independent Study 3
- 100921.1 Interpreting and Translation Theory
- 100926.1 The Language of the Law
- 100963.1 Interpreting Australia: Australian Historians and Historiography
- 101297.1 Languages and Linguistics Special Project
- 101416.1 Creativity: Theory and Practice
- 101417.1 Project Seminar and Proposal
- 400548.2 Honours Pathway
- 400585.1 Theories of the Social

Units

U51045.2 Accounting Perspectives for Management

Credit Points 10 **Level** 7

Equivalent Units

200495 Accounting: A Business Perspective

Incompatible Units

200396 Introductory Accounting

Special Requirements

Any student at the postgraduate level undertaking a specialisation in accounting should not be permitted to enrol in this unit.

This unit focuses on the analytical uses of accounting information by managers. It emphasises the role of both financial and management accounting in measuring, processing and communicating information that is useful in making economic decisions.

200394.1 Accounting Research

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting

This unit is concerned with understanding theory construction and research in accounting. It aims to equip students with an understanding of contemporary accounting research, which emanates from different theoretical perspectives and philosophies. A further aim is to critically evaluate recent research - throwing light on theory construction, professional development and applications to accounting and related areas.

200389.1 Accounting Research Essay

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting - Students need to have been introduced to accounting research methods.

Prerequisite

[200394.1](#) - Accounting Research

The Unit develops students' critical and analytical skills. Students undertake and complete a research essay in areas relevant to the business environment and/or theoretical development. Research essays are offered in consultation with staff who possess research interests and experience in relevant areas and the ability to apply business and industry needs.

200391.1 Accounting Research Project

Credit Points 20 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting. Students need to have been introduced to accounting research methods before attempting this unit.

Prerequisite

[200394.1](#) - Accounting Research

The unit develops students' critical and analytical skills. Students undertake and complete a research project in an area with relevance to the business environment. Research projects are offered in consultation with staff who possess research interests and experience in the relevant areas of business and industry.

200395.1 Accounting Theory

Credit Points 10 **Level** 7

This unit examines the role of accounting in society, including the function of the accounting profession in this context. The nature of the different theories advanced to explain accounting including accounting as a measurement function are also examined. Particular accounting models relevant in the current environment are also considered, together with the broader economic, sociological and ethical issues raised by their application.

200401.1 Accounting Theory and Applications

Credit Points 10 **Level** 7

Prerequisite

[200396.1](#) - Introductory Accounting

Corequisite

[200400.1](#) - Company Accounting

Equivalent Units

51264 - Financial Accounting D (PG)

Basic questions of the role accounting performs in society are considered from economic, social and environmental perspectives. The nature of the statements advanced to give accounting legitimacy, together with their philosophical underpinnings, are examined. Selected accounting theories and philosophies will be examined and advanced applications in alternative accounting models considered. Students wishing to take this unit as an elective need to seek approval from either the Head of Programs or the Course advisor.

200495.2 Accounting: A Business Perspective

Credit Points 10 **Level** 7

Equivalent Units

U51045 - Accounting Perspectives for Management

Incompatible Units

200396 - Introductory Accounting

Special Requirements

Any graduate or student at the post graduate level undertaking a specialisation in accounting should not be permitted to enrol in unit 200495.

Accounting: A Business Perspective focuses on the analytical uses of accounting information by managers. It emphasizes the role of both financial and management accounting in measuring, processing and communicating information that is useful in making economic decisions.

200371.1 Advanced Marketing Research

Credit Points 10 **Level** 7

Assumed Knowledge

Students need to have a sound knowledge of key elements of business statistics, in particular, inferential statistics.

Prerequisite

200370.1 - Marketing Research OR **200368.1** - International Business Research

This unit will provide sufficient insights concerning the application of advanced research methods to different aspects of marketing without being a marketing research specialist. Emphasis will be placed on the functions and limitations of the methods used in conducting research on the different aspects of marketing, the interpretation of results and their application to marketing decision making.

200361.1 Advanced Thesis Preparation

Credit Points 20 **Level** 7

Assumed Knowledge

Completion of a cognate Bachelors degree or equivalent.

Equivalent Units

Co-requisites - Yes . Unit is not available to undergraduate courses except bachelor's honours.

The main focus of this unit is on understanding how a research problem is identified, how literature in a research area is critically evaluated and how a comprehensive research proposal is formulated. The

unit is primarily designed to assess the "research readiness" of the students. The overarching goal of this unit is to develop a critical spirit of inquiry by providing a structured and systematic way of thinking about writing a comprehensive research proposal. It allows students to become familiar with the requirements of thesis writing from an early stage. The unit provides students with the opportunity to engage in a structured literature review to assist in selecting an appropriate research topic. The unit also develops an appreciation for ethical issues in research in higher degrees. Key assessment criteria include writing a critical evaluation of research papers from the literature within a chosen topic, writing and presenting a defensible research proposal.

200290.1 Airport and Allied Transport Operations/ Logistics

Credit Points 10 **Level** 7

This unit explores the successful management of major, regional and secondary airport operations. This includes the analysis of passenger flow, the management of baggage handling, freight operations and liaison with retailers within an airport precinct. The importance of relationships with various bodies such as AirServices, Civil Aviation Safety Authority, Department of Transport & Regional Services, Immigration and Customs are analysed. Effective airport traffic and transport management is emphasised and examined by the students. .

69110.1 Alternative Dispute Resolution (PG)

Credit Points 10 **Level** 7

This unit provides an introduction to the theory and practice of alternative dispute resolution, and to some of the related legal and ethical issues. It examines the nature of disputes and conflicts, the major areas in which disputes arise (including interpersonal, family, neighbourhood, commercial, communal, and environmental) and the broad range of processes which can be applied in seeking settlement of resolution (including mediation, conciliation, arbitration, and adjudication). The basic principles of dispute resolution are approached from a practical perspective to enable students to identify cases in which an alternative to traditional judicial processes may be most effective.

200185.1 Analysis for Managerial Decision-Making

Credit Points 10 **Level** 7

The objective of this unit is to introduce students to a range of quantitative techniques to enable them to analyse problems in operations and quality

management and to interpret their findings both from a tactical and strategic perspective.

69092.1 Anti Discrimination Law (PG)

Credit Points 10 Level 7

This unit deals with the law and policy concerned with unlawful discrimination in Australia. The various grounds of unlawful discrimination in federal and NSW state legislation are examined together with the procedure for investigating and determining complaints. It deals with the promotion of equal opportunity goals through affirmative action programs and their limitations; and the nature of and legislative strategies for dealing with sexual harassment. The wide range of anti-discrimination laws and the emergence of private justice systems and equal opportunity grievance procedures to deal with complaints either as a preliminary or as an alternative to statute-based procedures.

51019.1 Applied Marketing Planning

Credit Points 10 Level 7

Prerequisite

51001.1 - Quantitative Analysis in Marketing

This unit is concerned with the analysis, planning, implementation and control skills required for marketing planning. Students are divided into firms which compete in a sophisticated marketing computer simulation game. They work as teams to analyse data, draw conclusions, and formulate strategies and plans which become inputs into the game. In the process, they develop or refine analytical, interpersonal and communication skills in a controlled environment and gain experience in developing a marketing plan which draws on the concepts and skills acquired in previous marketing and non-marketing (e.g. accounting) units.

51004.1 Applied Marketing Research

Credit Points 10 Level 7

Prerequisite

51002.1 - Marketing Management

This unit covers marketing information and decision-making; information and decision models; marketing information sources, qualitative and quantitative research designs, experimentation, selected multivariate statistical techniques, applications of research to market analysis, forecasting, new product development, advertising, pricing and distribution.

200041.1 Applied Regression Analysis and Forecasting

Credit Points 10 Level 2

This is an intermediate level unit in statistics modelling and forecasting, focusing on applications of linear regression and forecasting techniques to various real-life problems. Topics include: review of simple linear regression and correlation - model assumptions, method of least squares, inferences (confidence intervals and tests of hypotheses), the ANOVA table, test for lack of fit; the multiple regression model - confounding and interaction in multiple regression; polynomial regression models; indicator(dummy) variables and model building; logistic response function; regression diagnostics; residual analysis, multicollinearity, detection of outliers, identification of influential observations, autocorrelation and some remedial measures for autocorrelation; time-series modelling and forecasting - components of time series, forecasting using smoothing techniques, forecasting using regression models, autocorrelation and autoregressive models.

48565.1 Applied Research in Employment Relations Practice

Credit Points 10 Level 7

This unit aims to develop an understanding of the methodological tools and concepts associated with qualitative and quantitative research in employment relations. The unit consists of a survey of methods applied in the field in the context of pure and policy-oriented research.

200033.1 Applied Statistics

Credit Points 10 Level 2

Prerequisite

200032.1 - Statistics for Business OR **200192.1** - Statistics for Science OR **200263.1** - Biometry

The unit builds on the basic statistical concepts introduced in first year, and also prepares students for broader application of statistics for those majoring in science or business. Topics include some common probability distributions; revision of hypothesis testing; analysis of categorical data; analysis of variance; simple and multiple linear regression analysis and correlation; some nonparametric methods; and fundamentals of time-series analysis.

200228.1 Assets and Maintenance Management

Credit Points 10 **Level** 7

This unit aims to provide an understanding of the principles techniques and applications of managing assets and to equip students with competencies and skills in planning, procurement, repair, maintenance, replacement and disposal of facilities, equipment and materials. Topics include: concept and types of assets, procurement, reliability, maintenance, replacement and disposal of capital assets, purchasing and replacement strategies and techniques, sourcing and maintenance management.

200416.1 Assurance Services

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting

This unit is intended to expand disciplinary perspectives in auditing and assurance services and to give guidance for research in auditing. It examines the differences in philosophies and methods and compares contemporary and traditional approaches to assurance services. The unit also incorporates an examination of "white collar crime" and explores the role of expert witnesses and audit documentation.

200398.1 Auditing

Credit Points 10 **Level** 7

Prerequisite

200400.1 - Company Accounting AND **200396.1** - Introductory Accounting

Equivalent Units

51267.1 - Auditing (PG)

The aim of this unit is to examine the nature of modern auditing, the purposes it serves and the framework within which it operates. Students wishing to take this unit as an elective need to seek approval from either the Head of Program or the Course advisor.

200390.1 Business Essay

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting

Prerequisite

200394.1 - Accounting Research

Corequisite

200393.1 - Accounting and Business Research Concepts and Methods

The unit develops students' critical and analytical skills. Students undertake and complete a research essay in an area relevant to the business environment and/or theoretical development. Research essays are offered in consultation with staff who possess research interests and experience in areas and the relevant ability to apply business and industry needs.

51014.1 Business Marketing Strategy

Credit Points 10 **Level** 7

Prerequisite

51001.1 - Quantitative Analysis in Marketing

In this unit, students are exposed to a rigorous and practical approach to business-to-business marketing (B2B). B2B Marketing encompasses those management activities which enable a supplier firm to understand, create and deliver value to other businesses, governments and/or institutional customers.

51276.1 Business Re-engineering

Credit Points 10 **Level** 7

This unit provides future managers with an understanding of the principles of re-engineering in a defunctionalised organisation that focuses on the customers and the processes. It equips candidates with the necessary tools and techniques for radical redesigning of the operations, processes, organisation and culture of business organisations. Topics include re-engineering -- the path to changing business processes; redesigning techniques and tools -- process mapping and modelling; performance management; key enablers of business process re-engineering; business process architecture; customer requirements -- assessment and customer satisfaction measurement; business process re-engineering -- layering, downsizing and impact on human resources strategy; and implementation and review of re-engineering software.

200289.1 Business Regulation and Strategy in the Airline Industry

Credit Points 10 **Level** 7

The unit explores airline alliances and consortia in relation to the management of airlines and airports. Assessment is made of methods of strategic planning in airline and airport management. Students will examine the regulations governing airports and their associated infrastructure. Cross-border regulatory compliance will be looked at with regard to the implications in the management of airlines and airports

51278.1 Business Research Paper

Credit Points 10 **Level** 7

This unit provides candidates with the opportunity to explore the latest developments in a particular area and share that research knowledge with other candidates in the area. It is expected to help them gain an in-depth understanding and appreciation of the issues relevant to the conceptual development and practical implementation of concepts or tools in the area of business operations. It will equip candidates with the necessary research skills and critical thinking ability.

200299.1 Business Research Skills Seminar

Credit Points 10 **Level** 5

This unit is a Business Research Skills unit for students who are undertaking or planning to undertake the Bachelor of Business Honours program. The unit aims to introduce students to core concepts of business research, qualitative, quantitative and mixed methodologies frequently used in business research. The unit aims to prepare students to be able to justify the methods and tools used in their honours thesis and thus allowing them to work towards the methodology chapter of their thesis.

51003.1 Buyer Behaviour

Credit Points 10 **Level** 7

This unit introduces buyer or consumer to customer behaviour analysis and encompasses the study of the processes that buyers go through when they make purchase decisions.

LW805A.1 Capital Gains Tax

Credit Points 10 **Level** 7

To provide an understanding of the taxation of capital gains. At the completion of this course students should have an understanding of the complexities of the taxation of capital gains in Australia; an in depth understanding of the relevant capital gains provisions in the income tax legislation; and an understanding of the practical applications of the legislation in relation to the taxation of capital gains.

200286.1 Coaching and Mentoring in Sport

Credit Points 10 **Level** 7

This unit examines human resource management theories and practices utilised in business and athletic organisations. It is designed to compare and contrast organisational management and athletic coaching from high performance sport to the grassroots level.

Attention is given to the impact of mentoring, sponsorship and the media on managing and coaching the athlete.

200432.1 Commercial Law (PG)

Credit Points 10 **Level** 7

Equivalent Units

51226 - Commercial Law (PG)

This unit deals with concepts of Australian law and commercial legal obligations that are of importance both to professional practice and to studies in later units. The unit topics are: Australian Legal Institutions and Sources of Law, Case Law and Doctrines of Precedent, Legislation and Statutory Interpretation, The Australian Federation and Concepts of Constitutional Law, Principles of Tortious Liability, and the formation, vitiation, performance and discharge of contracts, including agency, sale of goods and consumer transactions.

200400.1 Company Accounting

Credit Points 10 **Level** 7

Prerequisite

200396.1 - Introductory Accounting

Equivalent Units

51254 - Financial Accounting C (PG)

The goal of this unit is to identify the accounting issues that arise from the various forms of corporate organisation and how these translate into disclosure issues for financial reporting purposes. The unit includes company formation and liquidation; accounting for a group of related companies and other associated entities including partnerships, joint ventures and trusts. Students wishing to take this unit as an elective need to seek approval from either the Head of Program or the Course Advisor.

200433.1 Company Law

Credit Points 10 **Level** 7

Prerequisite

200432.1 - Commercial Law (PG)

Equivalent Units

51227 - Company Law (PG)

This unit deals with legal issues concerning various aspects of company; incorporation, regulation, membership and capital, company management, corporate officers, meetings, relations of the company with outsiders, accounts, reports and other disclosures, arrangements and reconstruction, receivers and winding up, share acquisition and

takeovers. It also focuses on a review of public policy underlying law in the above areas.

51227.1 Company Law (PG)

Credit Points 10 Level 7

This unit treats the application of the laws of Australia to companies. Company law has a significant impact on the duties and responsibilities of accountants. This impact is increasing daily, with the trend towards corporatisation of government business enterprises and with public concerns about the conduct of incorporated enterprises.

51286.1 Contemporary Engineering Organisation and Management Practice

Credit Points 10 Level 7

This unit gives an overview of contemporary engineering management philosophies and practices to engineers integrating globalisation, quality, technology, people and management systems. The main emphasis is on contemporary issues. The aim is to facilitate a smooth transition of engineers into management roles and to provide necessary competencies for successful performance in engineer-manager roles. The unit will prepare engineers/scientific personnel for management careers in the twenty-first century. Topics include: changing roles of engineers and managers, factors influencing the transition of engineers into management roles, strategies for managing transitions, managing engineering-based organisations and skilled/technical professionals, planning and control systems, decision-making and information systems, team building and group dynamics, motivation of engineers/specialists and/or scientific professionals, interpersonal skills and negotiation skills, communication skills, managing change, human factors engineering, and occupational health and safety issues.

51106.1 Contemporary Issues in Employment Relations

Credit Points 10 Level 7

This unit provides an understanding of the employment relations concept by analysing important contemporary issues affecting relations between employees and their employer organisations. The impact of government labour market policies on employment decisions and strategic choice is examined. Different perspectives on human resources management and industrial relations are discussed. The role of corporate strategies, culture and institutional structure is presented in order to develop student knowledge of complex background issues.

200512.1 Contemporary Issues in International Marketing

Credit Points 10 Level 7

Assumed Knowledge

The basics of International Marketing.

Prerequisite

51012.1 - International Marketing

This unit aims to build upon the knowledge gained in the basic International Marketing unit by applying the knowledge gained in that unit to specific contemporary conceptual and empirical issues in international marketing.

U51043.1 Contemporary Organisation Behaviour

Credit Points 10 Level 7

Special Requirements

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9001, 9003, 9004, 9009 to be eligible to enrol in this unit.

Courses in organisational behaviour usually concentrate on the responses of organisational participants to the stimulus of organisational phenomena such as structure, technology and management processes. Such an approach has been heavily influenced by behaviourist and humanistic psychology and functionalist sociology, and suffers from the limitations of these approaches. Given the social formation of organisations, an interactionist approach is offered. The interactionist model holds that meaning lies both within society and within individuals and is inculcated in individuals through the processes of socialisation. The individual, however, is by no means passive and seeks to impose meaning on organisational phenomena. Group behaviour is explained in terms of shared provinces of meaning as individuals collectively confront their life situations. The implications of such interactions for organisations are explored.

200415.1 Corporate Failure and Forensic Accounting

Credit Points 10 Level 7

Assumed Knowledge

Bachelor's degree in Accounting

In the same way that the medical profession learns from autopsies, the accounting profession can learn from examining corporate collapses. This unit provides valuable lessons in accounting by examining booms and busts of previous periods and reviewing the reports of inspectors and forensic accountants who

have identified deficiencies in accounting methods, internal controls and auditing.

200426.1 Corporate Finance (PG)

Credit Points 10 **Level** 7

Assumed Knowledge

A basic understanding of accounting is necessary for students undertaking this unit.

Equivalent Units

51164.1 - Finance OR 51270.1 - Corporate Finance (PG)

Corporate Finance is concerned with fulfilling those managerial tasks directed to the decision-making process, including asset and project valuation, leasing, capital structure and dividend distribution and working capital management. Students wishing to take this unit as an elective will need to seek approval from either the Head of Programs or Course advisor.

101416.1 Creativity: Theory and Practice

Credit Points 20 **Level** 5

Assumed Knowledge

Students must have completed the 3rd Year of the undergraduate program (or equivalent) in the Fine Arts, Electronic Arts, Contemporary Arts, Music, Performance, Communication or Design (Visual Communication) Bachelor degrees.

Corequisite

101417.1 - Project Seminar and Proposal

Special Requirements

Students must be eligible for admission into the School of Communication Arts Honours program in order to take this unit. The proposed research must be in an area that can be supervised by a full-time academic staff member of the School of Communication Arts. This is a 20 credit point unit. Successful completion of a combination of any two of the following 10 credit point units will be accepted as equivalent for progression purposes: 100638.1 - Investigative Procedures in the Contemporary Arts; 100938 - Communication and Creative Industries; 101064 - Reading the Contemporary; 101168 - Honours Seminar. Please see your Course Advisor or Head of Program to obtain Advanced Standing if applicable.

Research in communication arts utilises a range of investigative procedures appropriate to the theory and practice of each creative discipline. This unit will introduce fundamental research languages, methods and outcomes relevant to the communication arts disciplines, and encourage students to develop approaches best suited to their theory and practice.

Students will write and defend a research proposal and paper for a research program; the unit will enable students to apply a rigorous research framework to their work. Students will engage with a range of significant and critical texts which address broad implications of practices and theories in creative disciplines.

51166.1 Credit and Lending Decisions

Credit Points 10 **Level** 7

This unit teaches techniques necessary for running a successful lending book. It outlines the steps which must be taken in performing credit evaluation, and provides the analytical techniques necessary to carry out such evaluation. This unit does not cover the legal aspects of financial institution lending.

CO806A.1 Current Issues in Financial Planning

Credit Points 10 **Level** 7

This is a capstone unit which involves the construction of a comprehensive financial plan and a research project. Being a capstone unit it expects knowledge of all technical issues covered in core financial planning units.

CP807A.1 Data Communications - Management & Use

Credit Points 10 **Level** 7

After completing this unit the student should understand: the basic features and functions of the seven layer ISO/OSI model for data communications as well as other proprietary models such as SNA and TCP/IP; the types of hardware used both for local area and wide area networks; the types of software used within a distributed environment; management issues and products used to control data processing within a distributed environment; and emerging standards, hardware and software within this field. Topics: data vs human communications; ISO/OSI and SNA; data transmission; link control and networking; internetworking; transport protocols: Internet and TCP/IP; session and presentation layers.

51169.1 Derivatives

Credit Points 10 **Level** 7

Assumed Knowledge

A sound grasp of the fundamental of financial analysis obtained from either having completed an undergraduate finance degree, undergraduate finance units and/or 51164 Finance

This unit describes the major derivative products and explains how they are used for hedging, speculation,

and creating synthetic investments. In doing so, it analyses the effect of the growth of derivatives markets and their relationship to the market for the securities underlying them. Hedging applications are considered from the point of view of corporate treasurers and funds managers.

51206.1 Development of Accounting Information

Credit Points 10 Level 7

Systems analysis and design refers to the process of examining a business situation with the intent of improving it through better procedure, methods and technology. Systems analysis and design provides a structured methodology for developing or improving information systems in business. The methodology does not necessitate the use of computers, although most contemporary business information systems are computerised.

200359.1 Dynamics of Workplace Management

Credit Points 10 Level 7

This unit provides an overview of Australia's traditional system of industrial relations and the forces for change; discussion of strategic responses to change such as award restructuring, enterprise bargaining, career development and skill formation and implications for industrial relations participants; and development of skills for the new workplace relations including negotiating skills, grievance handling skills, the role of consultative mechanisms and establishing consultative processes and productivity bargaining at the workplace.

200425.1 Economics (PG)

Credit Points 10 Level 7

Equivalent Units

51265.1 - Economics (PG)

This unit concentrates on both Microeconomic and Macroeconomic theories. Microeconomics is concerned with the study of individual units within the economy - the individual consumer, the individual firm, the type of market structure facing the firm and price and output determination. Macroeconomics is concerned with analysis of the factors determining the way in which the economic resources of an economy are utilised or under-utilised. Students wishing to take this unit as an elective will need to seek approval from either the Head of Programs or Course advisor.

51116.1 Economics for Business Decision Makers

Credit Points 10 Level 7

This unit provides an overview of aspects of managerial decision-making; the study of demand -- covering neoclassical and modern consumer theory, individual and market demand; the study of supply -- covering the theory of production and costs, and practical cost concepts for decision-making; the study of price -- covering theoretical pricing policy in various market situations, practical pricing policy issues and new product pricing.

51176.1 Employee Training and Development (PG)

Credit Points 10 Level 7

This unit explores such questions as: Training -- what is it!! How is it linked to strategic development!! It explores education versus training versus development; managing the training department, upper management involvement, career development; cost-effectiveness of training and development; training and development needs -- how people learn, implications for training and development of staff, models and roles for training; needs analysis, objective setting, and the implications of politics, culture and government; curriculum -- methods content, people, sequencing of curriculum; the advantages and disadvantages of various training methods; measurement of success philosophies, instruments of measurement and post-training measurement.

200261.1 Employment Relations in Hospitality and Hotel Management

Credit Points 10 Level 7

Equivalent Units

200168 Employment Relations in Tourism & Hospitality

This unit examines key issues in the management of employee relations offering new and discursive insights into employee relations management. This unit covers issues such as management organisation for employment relations, stakeholders in the employment relationship, roles and attitudes of the stakeholders, payment contracts, employee involvement and commitment and managing equity and workplace diversity

48024.1 Employment Relations Law

Credit Points 10 Level 7

This unit covers the Australian judicial hierarchy, the doctrine of precedent, the different nature of judicial, non-judicial and quasi-judicial functions, the limits of federal and state legislative powers, the basic

principles governing the contract of employment, the compulsory conciliation and arbitration systems at state and federal level. Whenever possible, general principles concerned with sources of law and the nature of the legal system are illustrated and developed by reference to substantive law relevant to employee relations. For example, principles of statutory interpretation are examined in the context of a study of the Anti-Discrimination Act 1977 (NSW) and the doctrine of precedent is examined by analysing the modern development of the vicarious liability of employers for the wrongful acts of their employees.

46517.1 Employment Relations Practice

Credit Points 10 Level 7

An integrative unit that examines the nature of practice in the employment relationship both conceptually and empirically, with particular focus on the interplay between human resource management and industrial relations. Major contemporary influences on practice, such as micro-economic reforms, are considered to provide a context in which to examine this interplay.

46519.1 Employment Relations Strategy and Change

Credit Points 10 Level 7

Prerequisite

46518.1 - Human Resource Management

This unit builds on the understanding gained in earlier units to facilitate the development and evaluation of the interaction of strategy, policy and change in employment relations. Specific topics include public policy affecting workplace relations; the effect of public policy on corporate strategies and policies, e.g. equal opportunity, anti-discrimination, occupational health and safety, negotiation, consultation, grievance handling; the development of trade union strategies and policies; gaining consensus in change; the impact of organisational culture on workplace relations; and developing proactive strategies.

51200.1 Employment Relations Thesis Preparation (PG)

Credit Points 10 Level 7

This unit discusses the elements of a successful thesis proposal, matching methodologies to topic, the nature and format of the literature review, and examiners' requirements. It should be taken concurrently with 48561 Research Project (Employment Relations) as students are required to present and defend their thesis proposal and literature review.

CO805A.1 Estate Planning and Professional Responsibilities

Credit Points 10 Level 7

This unit examines issues related to estate planning including wills and powers of attorney. In addition, the legal and professional responsibilities of financial planners is covered.

100693.1 Evidence-based Professional Practice

Credit Points 10 Level 7

Practitioners are continually seeking new ways of understanding and improving their practices in the workplace. A range of applied evidence-based research methodologies provides valuable tools to aid this process. For educators to benefit from such research they need to have control of the methodology and be able to embed that methodology in their workplace practice. This unit will introduce students to practitioner research methodologies in general and action research in particular. The unit will assist students to become reflective practitioners and researchers who are capable of making informed improvements to professional practice.

200282.1 Facilities Design and Development

Credit Points 10 Level 7

The unit investigates design considerations, their impact on hospitality venues and closely looks at the management and maintenance of these facilities. Emphasis is given to project evaluation including development processes and feasibility. Students will evaluate the management aspect of the acquisition and installation of plant and equipment. Environmental considerations are examined in relation to hospitality venues.

DN805A.1 Feasibility Studies

Credit Points 10 Level 7

Assumed Knowledge

Knowledge of property development

This unit places greater emphasis on the evaluation and development of feasibility studies for the purposes of selecting development projects, evaluating different options and making the decision as to whether to proceed to detailed feasibility study stage.

51164.1 Finance

Credit Points 10 Level 7

Finance theory forms the basis of many of the Master of Applied Finance units. This unit sets out the basic

principles of corporate finance, risk-return analysis, and financial markets. Topics covered include financial evaluation of projects; cost of capital calculations; management of cash and working capital; the choice between debt and equity in financing a business; dividend policy; and identification and management of risk.

200465.1 Financial Accounting - Critical Analysis

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting

The unit explores external financial reporting from a wide and critical perspective. Important issues are the conceptual basis of financial accounting, measurement in accounting, including an evaluation of several current value models, users' needs for financial information, conceptual frameworks of the professional bodies, interpretation of the elements of the accounting system and harmonization of accounting standards. The particular topics emphasized in a given session will reflect current issues.

200523.1 Financial and Asset Management in the Service Sectors

Credit Points 10 **Level** 7

The unit introduces students to managerial accounting and finance concepts, with a focus on fulfilling the managerial tasks associated with the provision (financing) and use (operating and investing) of the resources of the enterprise. Emphasising the characteristics of service sector organisations, students will distinguish the objectives of financial management from those of accounting. The unit covers the application of key ratio analyses and the interpretation of results; the techniques used in the planning and control of the financial management of operations; quantitative techniques used for managing working capital; and alternative evaluation techniques for capital expenditure.

51165.1 Financial Institution Management

Credit Points 10 **Level** 7

This unit covers the tactics of financial institution management – the factors which determine short-term managerial decisions in financial institutions. A major part of the unit is the discussion of asset/liability management.

51163.1 Financial Institutions and Markets (MAF)

Credit Points 10 **Level** 7

This unit ensures that students have knowledge of the basic institutional framework of the Australian banking industry and financial system. The unit briefly examines international financial markets and the interaction with their Australian counterparts.

500003.1 Financial Management

Credit Points 10 **Level** 7

Assumed Knowledge

Prior learning in accounting.

Equivalent Units

U51048 Corporate Finance (MBA)

Special Requirements

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9001, 9003, 9004, 9009 to be eligible to enrol in this unit.

This unit is a foundation course in financial management in the corporate context. It examines corporate financial decision-making by exploring sources of business finance and means of evaluating alternatives. The unit has a particular focus on financial risk management.

200260.1 Financial Management for Hospitality and Hotel Managers

Credit Points 10 **Level** 7

Equivalent Units

200346 - Accounting and Finance for Tourism and Hospitality Managers

This unit presents the importance of managerial finance and accounting concepts and explains how they apply to specific operations in the hospitality and hotel industry. The focus is on the comprehending of basic financial statements, calculation of standard industry ratios and the use of financial information in the managerial decision making process.

51054.1 Financial Modelling

Credit Points 10 **Level** 7

This unit is essential to prepare students for applied financial analysis and modelling applications used extensively in other units of the Master of Applied Finance program. It familiarises participants with the strengths and limitations of contemporary quantitative modelling techniques using multivariate statistical procedures and optimization approaches. The use of

appropriate modelling software including Excel, SPSS, QM for Windows and MPT models is emphasised.

51214.1 Financial Statement Analysis (PG)

Credit Points 10 Level 7

The major sources of information on which to base judgements on borrowing capacity, liquidity, managerial effectiveness, and investment potential remain the financial statements of an organisation. This unit is a result of the claim made by Foster, an authority in the finance field, that developments in the fields of accounting, economics, finance and statistics (as they relate to financial statement analysis) are understood well enough to permit financial statement analysis to be studied intensively.

51168.1 Funds Management and Portfolio Selection

Credit Points 10 Level 7

This unit covers the basic principles of portfolio selection and funds management and examines share investments. The unit focuses on the factors that affect asset prices; calculations based on the Markowitz Model of portfolio selection; the Single Index Model and the beta of a share; performance measures for a managed fund; style differences in funds management; management of fixed-interest portfolios; and the use of share derivatives to manage share portfolios.

200281.1 Gastronomy and the Dining Experience

Credit Points 10 Level 7

The unit highlights the role of food in contemporary society, with emphasis on the economic, socio-cultural and environmental factors involved. Topics cover the nature and importance of the meal experience and its strategic implications for guests and service providers in the hospitality industry. Current trends in foodservice and the commercial provision of food are also examined.

200342.1 Gastronomy and the Management of the Food Experience

Credit Points 10 Level 7

The provision of food is central to the concept of hospitality and forms a major part of the core operations of many hospitality businesses. There are increasing demands on hospitality operators to advance their food knowledge beyond the traditional Food and Beverage framework in order to stay competitive. This unit emphasises the role of food and its place in society and discusses the commercial implications.

200232.2 Global E-Business Marketing

Credit Points 10 Level 7

The unit is designed to create an awareness of the requirements for using the Internet and other forms of E-business to create awareness, promote the offering and effect its distribution in international markets. The unit also explores the interaction between the internet and factors in the international business environment.

400548.2 Honours Pathway

Credit Points 20 Level 5

Special Requirements

Students enrolled in course 4598 Bachelor of Social Work must pass unit 400507 Research and the Human Services.

This unit is designed to support the process of completion of an honours degree and the production of an honours thesis. It is only available to students who have been accepted into the honours programmes for the following Bachelors degrees – Aboriginal Studies, Adult Education, Community Welfare, Health Science, Policing and Social Science. It is delivered in three main components – workshops and seminars, topics in research and theory and a mini-conference

200344.1 Hospitality Facilities Development and Planning

Credit Points 10 Level 7

Equivalent Units

HS801A - Hospitality Property and Facilities

This unit aims to provide students with the knowledge and skills in design principles and the hospitality development process. It covers functional, organisational, financial, environmental and aesthetic aspects.

200343.1 Hospitality Operations Management

Credit Points 10 Level 7

Equivalent Units

MG806A - Operations Management for Hospitality

The unit emphasises the role of operations management in the hospitality sector, especially as an element of corporate strategy. The unit contents demonstrate how operations management needs to be related to, and aligned with, the other functional areas of a hospitality organisation. A variety of quantitative techniques are covered, to enable students to analyse problems in hospitality operations, and to make recommendations or decisions based on their interpretation of their analysis.

46518.1 Human Resource Management

Credit Points 10 Level 7

This unit provides an introduction to the Human Resource Management (HRM) function in business and government organisations within the Australian socio-political context. It provides an overview of the function; an examination of its relationships with other business functions; a review of its foundation disciplines (psychology, sociology, law, economics, management and organisation theory); a study of the concept of professional HRM practice; and an examination of trends in HRM practice, taking into account projected legal, technological and economic change. Various models of the HR function are reviewed and an attempt is made to integrate HR and industrial relations activities into an HR employment relations model.

51034.1 Human Resource Management Processes and Systems

Credit Points 10 Level 7

The main purpose of this unit is to provide students with a thorough understanding of the process flows in human resource management and the information management issues in managing human resource management processes and systems. It provides hands-on skills to students for managing business processes related to human resources in the best possible way, through the Human Resource module (HR) of the SAP R/3 system.

100714.1 Humanities Research - Theories and Practices

Credit Points 20 Level 5

Special Requirements

This unit is available only to students accepted into Courses 1600 Bachelor of Arts Honours.

This unit continues the work undertaken in Introduction to Honours Research and examines a range of research methods and styles relevant to the production of academic theses and essays in the humanities. Areas covered include: philosophy, literary theory and semiotics, cultural studies, history, politics, and social theory.

200695.1 Income Property Appraisal

Credit Points 10 Level 7

Assumed Knowledge

Students undertaking this unit should have a sound knowledge of the property industry and an understanding of elementary financial mathematics.

This unit is replacing VA802Z - Income Property Appraisal. Develop understanding of theory and practice of valuation of retail, office and industrial property. Critically evaluate the various risk factors in retail, office and industrial property investments. This unit concentrates upon income producing properties. It forms an essential resource for property investment analysis and property development.

100703.1 Independent Study 1

Credit Points 10 Level 7

Independent Study 1 enables students to engage in an intensive study of an aspect of workplace learning in order to develop, implement or improve some aspect of current professional practice. It provides opportunities for students to use workplace-based research skills and related theory directly in a workplace-based research task. The workplace may be a classroom or other professional setting.

100704.1 Independent Study 2

Credit Points 10 Level 7

Independent Study 2 enables students to engage in a second intensive study of an aspect of workplace learning in order to develop, implement or improve some aspect of current professional practice. It provides opportunities for students to use workplace-based research skills and related theory directly in a workplace-based research task. The workplace may be a classroom or other professional setting.

100705.2 Independent Study 3

Credit Points 20 Level 7

Prerequisite

100693.1 - Evidence-based Professional Practice

This unit is a continuation of Independent Study 1 and/or 2 and is designed to provide an opportunity for students to undertake in-depth research into an educational area, issue, or perspective that will make a major contribution both to their own and colleagues educational practices. This unit will contribute to the student's ability to engage with and sustain an intensive research focus on an identified aspect or aspects of workplace practice using acquired competence in research methodology. They will also be required to sustain a research focus over an extended period of time and produce a research project report. The unit is designed to advance the status of the student's profession through high level, in-depth study of a topic of major significance to the profession.

200399.1 Information Systems for Accountants

Credit Points 10 **Level** 7

Corequisite

200396.1 - Introductory Accounting

Equivalent Units

51269.1 - Information Systems for Accountants (PG)

This unit examines the theory and application of information technology on the accounting discipline. It covers principles of systems analysis, design and database management relating to accounting information systems. The functions, control, data and processes of accounting information systems are discussed in the context of businesses. The communication of accounting information through the internet or intranet and the development of integrated systems is also explored. Students wishing to take this unit as an elective need to seek approval from either the Head of Programs or Course advisor.

CP804A.1 Information Technology & Decision Making

Credit Points 10 **Level** 7

The major focus of this unit is information used in decision making, and the application of information technology to assist or support the decision making process, either for a single decision maker or a group of decision makers. Various models of decision making are considered, as well as the impact of different management styles on decision making. In applying information technology, the use of decision tools as well as the development of decision support systems (DSS) are considered, including issues such as model management and the interface design. Practical examples of decision support systems are examined. Finally current issues within DSS are covered such as executive information systems and computer mediated communication within an organisation. Topics: human information processing; managers, management and decision making; models of decision making, application of DSS; building DSS's; user interfaces and DSS's; evaluating decision making and DSS performance; decisions made in groups; executive information systems; computer mediated communication; current issues regarding DSS.

51158.1 Information Technology and Globalisation

Credit Points 10 **Level** 7

This unit is concerned predominantly with issues of information technology that go beyond the boundaries of organisations. It looks at the impact of information

technology on societies and economies. The unit looks at changing attitudes within organisations about the application of information technology to assist them to compete in global markets, through strategic alliances and other mechanisms. Other major issues concern the level and impact of computer crime on organisational performance, the degree of concentration within the information technology sector, the current debate concerning the impact of quality practices within organisations that supply either hardware or software, and the increased vulnerability of organisations as their involvement and use of information technology increases.

CP803A.1 Information Technology in Business C

Credit Points 10 **Level** 7

Aims/Objectives: This unit aims to explore information management in organisations from social, technological, methodological and theoretical perspective. More specifically the unit will focus on the role Information Technologies (IT) and particularly Information Systems (IS) play in managing information and knowledge in organisations. A wide range of information technologies and systems will be examined and discussed within a framework of organisational information needs and information management. A collaborative teaching and learning methods will be applied to engage students in an investigation of the critical organisational, social, technological, operational and strategic issues of IT/IS in organisations. Selected topics will be explored in depth through case studies undertaken by students in their organisations. Students are expected to be active participants and to provide individual contributions to the investigation of information management and strategic IT/IS issues in organisations, including critical analysis of the actual organisational problems in the light of the theoretical and practical approaches found in the literature. Objectives: 1. To understand the key issues involved in managing information and knowledge resources in organisations. 2. To understand and apply IS and IT terms, concepts, models and theoretical frameworks to analyse and assess business needs and information/knowledge management in practice and to explore business innovations through IT. 3. To be able to explore strategic IS/IT issues and opportunities 4. To understand the impacts of IS and IT on organisations and how they are, or may be or should be transformed in the immediate future.

51277.1 Innovation and Entrepreneurship

Credit Points 10 **Level** 7

This unit helps candidates adapt to turbulent organisational situations, and identify opportunities for new ventures through developing innovative strategies and intra-preneurship skills that will contribute to organisational growth. Topics include concepts of entrepreneurship, intra-preneurship and innovation; lateral thinking; innovation in strategic context; risk-taking in business; opportunity realisation and feasibility analysis; adding value to existing products/services through innovation and innovative management approaches; managing innovation for business growth; product development and life cycle analysis; innovation and global marketplace; commercialising new products and services; issues in marketing new ventures and business plans, intellectual property; and technological forecasting.

CO804A.1 Insurance & Risk Management

Credit Points 10 **Level** 7

This unit introduces students to the use of insurance to manage risk. It aims to identify, evaluate and manage risk in relation to a financial plan. In addition, a thorough coverage of available insurance products will be undertaken.

200392.1 International Accounting

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting.

The purpose of this unit is to provide students with a knowledge and understanding of the range of contemporary and emerging practices and issues associated with international dimensions of accounting, auditing and financial management.

500004.1 International Business

Credit Points 10 **Level** 7

Assumed Knowledge

Prior learning in: organisational behaviour and managing people; accounting and corporate finance; and marketing.

Equivalent Units

U51051 Globalisation and Business Management

Special Requirements

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9001, 9003, 9004, 9009 to be eligible to enrol in this unit.

This unit is a foundational benchmark for management students wishing to gain an understanding of international management issues in multi-national enterprises (MNEs). The unit provides practical guidance in how to develop and sustain competitive advantage in the international arena. Functional areas of MNE's are discussed in a broader economic context and international business processes are analysed for companies wishing to embark on global expansion. This unit will provide: a framework for the study of international business; an analytical and strategic perspective to the study of international business issues, in particular, on the strategies, which are required to produce international competitiveness.

51026.1 International Business Environment

Credit Points 10 **Level** 7

When a firm enters a foreign market, it enters an unfamiliar context. What leads firms to make such moves, what opportunities and challenges does it present to the firm, how does the international business environment differ from the domestic environment, and what are the problems managers experience in trying to exploit opportunities and respond to challenges!! These are the questions addressed in this unit which gives a thorough background to the trading, regulatory, ethical, political, economic and cultural environment of international business.

200369.1 International Business Planning and Implementation

Credit Points 10 **Level** 7

This unit deals with the formulation and implementation of the international business plan.

200368.1 International Business Research

Credit Points 10 **Level** 7

Assumed Knowledge

Basic statistics.

This unit deals with the application of research techniques to international business decision-making. Experience will be provided in using the scientific method to define international business research problems, design a research project and to collect, analyse and interpret data. Emphasis will be placed on the issues and problems involved in conducting both secondary and primary data research in international business.

200368.2 International Business Research

Credit Points 10 **Level** 7

Equivalent Units

200370 Marketing Research

This unit deals with the application of research techniques to international business decision-making. Experience will be provided in using the scientific method to define international business research problems, design a research project and to collect, analyse and interpret data. Emphasis will be placed on the issues and problems involved in conducting both secondary and primary data research in international business.

51028.1 International Corporate Finance

Credit Points 10 **Level** 7

Firms have a choice of financing domestically or offshore. A number of factors, domestic and international, affect their choices in this regard, and this unit examines this. It also considers the management of risks arising in offshore transactions.

51211.1 International Finance

Credit Points 10 **Level** 7

Prerequisite

51164.1 - Finance

Australian companies are increasingly competing on world markets for sources of finance and are looking for investment opportunities in foreign markets. This unit looks at the determination of exchange rates, the foreign exchange markets, effective management of exchange exposure on overseas investments, and sources of finance.

46557.1 International Human Resource Management

Credit Points 10 **Level** 7

This unit covers concepts of international human resource management (HRM); the international environment of HRM globalism, regionalism, economic regions, international industrial relations; the roles of transnational organisations; national environments for HRM; comparative studies of the effects of society, politics, economics and culture on HRM policy, practice, organisational strategies and structures; and HRM in multinational organisations. Application of overseas experience (policy/concepts/practice) to Australian HRM will be an important outcome of this unit.

H7330.1 International Macroeconomics

Credit Points 10 **Level** 7

This unit studies various aspects of macroeconomic policy making in an open economy. It extends macroeconomic theory contained in undergraduate Macroeconomics to provide an understanding of the working of an open economy and its institutions. Unit available for masters only.

51119.1 International Management

Credit Points 10 **Level** 7

This unit introduces new concepts and understanding from an international management perspective, and seeks to synthesise concepts, understanding, skills and knowledge developed already in the masters program. The unit critically examines major approaches to contemporary international theory and practice, and offers an awareness of emerging political, cultural and social issues affecting management in the global arena.

51012.1 International Marketing

Credit Points 10 **Level** 7

Assumed Knowledge

In order to optimise your learning outcomes and skill development you are strongly encouraged to have successfully completed or have the assumed equivalent knowledge of a foundation course in marketing in a domestic marketing environment.

This unit covers the nature of the social, economic, political and business environment in international markets; dynamic interrelationships between the environment, marketing strategies, and practices; global market opportunity assessment, alternative entry strategies, global marketing strategy formulation, problems and current issues affecting international marketing with emphasis on the Asia-Pacific region.

H7335.1 International Monetary Economics

Credit Points 10 **Level** 7

This unit provides detailed knowledge of monetary theory, evidence and policy in an open economy context, analysing concepts underlying the study of monetary economics. An advanced approach toward understanding money, finance and banking process is taken. Monetarists and Keynesian view on the role of money are compared and contrasted with particular reference to how variations in the quantity of money impact on nominal output. It examines the theoretical underpinnings of monetary policy and analyses the empirical evidence over the last 20 years from an open

economies perspective. The historical performance of financial aggregates in open economies is examined. Unit available for masters only.

51147.1 International Perspectives on Workplace Reform

Credit Points 10 **Level** 7

Australia, in common with other countries, has had to respond to the deregulation of economic markets and world trade. This unit aims to give depth and breadth to the analysis of issues facing Australian industry and government organisations by assessing the innovation and responses of other countries to these issues. After introducing students to the international context, the unit is covered from a thematic perspective, rather than country by country. The unit emphasises cultural, political and economic differences between countries. Comparative case studies emphasise the application of the themes. Countries which may be relevant to the selected themes include the USA, UK, EC, Japan, South-East Asia and New Zealand.

H7331.1 International Trade and Industry Economics

Credit Points 10 **Level** 7

This unit is concerned with microeconomic policy development in an open economy setting. It applies and extends microeconomic theory to provide an understanding of the principles governing the formulation of international trade and industry policies. The unit reviews traditional and recent models of the behaviour of firms in international economics. It also overviews the traditional and strategic theories of trade performance and the design, formulation and implementation of trade policy. Unit available for masters only.

100921.1 Interpreting and Translation Theory

Credit Points 10 **Level** 7

Equivalent Units

A7454.1 Interpreting and Translation Theory

This unit will aim to provide an overview of the major theoretical notions which underpin the practice of Interpreting and Translation. A background knowledge of this theory is essential in the development of professional skills, behaviour and praxis.

100963.1 Interpreting Australia: Australian Historians and Historiography

Credit Points 10 **Level** 3

Special Requirements

Students must complete 60 credit points at 100 level.

The unit will provide the opportunity for critical reflection on the practices and debates in the writing of Australian history. It examines the approaches of major Australian historians including Manning Clark, Geoffrey Blainey and Humphrey McQueen, as well as themes such as empiricism versus postmodernism, the 'new social history' and Marxism and Australian historiography.

100710.1 Introduction to Honours Research

Credit Points 10 **Level** 5

Assumed Knowledge

Appropriate number of units and level of credit for honours.

Special Requirements

This unit is available only to students accepted into Courses 1600 Bachelor of Arts Honours or 10260 Bachelor of Arts Honours (Communications).

Introduction to Honours Research is an intensive introduction to both theoretical and practical aspects of honours research and writing in the humanities and communication studies.

CP802A.1 Introduction to Information Systems

Credit Points 10 **Level** 7

Objectives: This unit is designed to introduce the concepts and principles underpinning modern information systems to students who have not previously studied the unit formally. An overview of hardware, software and communication technology will be covered, and a substantial part of the course is concerned with providing a structured overview of the diversity of applications to which Information Systems can be applied. A practical component introduces students to standard personal computer software: word processing, spreadsheets and databases.

200396.2 Introductory Accounting

Credit Points 10 **Level** 7

The nature of accounting requires the first unit in accounting to attend to the process and system, which represents what accountants do. Many of the most difficult theoretical, conceptual and practical problems encountered by accountants originate in the basic model $A=O+E$ and the necessity of making data and events conform to that model. Concepts and principles in accounting ultimately must face the test of procedure and relate to the systematic processing of the data. Introduction to accounting regulation and ethics. Students wishing to take this unit as an Elective need approval from either the Head of Program or the Course advisor.

A7444.1 Language and Linguistics Research Methods**Credit Points** 10 **Level** 7

This unit aims to help postgraduate students acquire the knowledge and skills to design and carry out a research project in the field of Languages and Linguistics (i.e. Contrastive Linguistics, Sociolinguistics, Language-in-Education Planning, First and Second Language Acquisition, Interpreting and Translation, Discourse Analysis and Descriptive Linguistics). It includes theoretical and practical work in specific areas of research in Languages and Linguistics.

101297.1 Languages and Linguistics Special Project**Credit Points** 10 **Level** 7**Assumed Knowledge**

Depending on the project chosen, the student should be familiar with research design and procedure, as in A7444 Research Methods, or be familiar with TESOL methodology or be undertaking concurrently 100725 TESOL Methodology.

Equivalent Units

100726 - TESOL Internship OR 100720 - TESOL Dissertation OR A7526 - Languages and Linguistics Dissertation

Special Requirements

This unit is restricted to students who are enrolled in courses 1595 - Master of Arts (TESOL), 1635 - Graduate Diploma in TESOL, 1636 - Graduate Certificate in TESOL OR 1640 - Master of Arts Translation and Interpreting Studies.

This unit provides the opportunity for students in postgraduate TESOL and Interpreting and Translation programs to undertake a special project related to their needs and interests, such as a professional Internship in TESOL; or an action research project in TESOL; or an independent research project in TESOL or Translation and Interpreting Studies.

51255.1 Law and Contracts Management**Credit Points** 10 **Level** 7

This unit provides candidates with an understanding of the fundamental principles of contract law and the commercial legal environment in which business is conducted. It will enable candidates to understand basic common law and statutory principles which apply to commercial transactions; and to understand the nature of commonly encountered special types of

contracts relevant to project managers. Topics include the Australian legal system; the Common Law of Contract, its origins and development, its limitations and the development of equitable and statutory remedies; special types of contracts including insurance contracts, agency, and contract of employment; statutory frameworks and tribunals for regulating different aspects of employment; an overview of the nature and range of environmental protection legislation; and some legal aspects of international contract administration.

51167.1 Law of Finance and Securities**Credit Points** 10 **Level** 7

This unit covers the aspects of the law which are relevant to financial institutions and financing decisions. It describes the legal environment within which the finance industry operates and places special emphasis on the laws regulating the day-to-day conduct of financial business. It provides candidates with the knowledge of legal fundamentals necessary for finance professionals to function in a business and financial environment that is becoming increasingly sensitive to legal pitfalls.

200524.1 Legal and Ethical Issues in Services Management**Credit Points** 10 **Level** 7

The unit introduces students to the legal and ethical environments of service-sector business management. Managers need a basic awareness of the framework of business laws and the legal system, and the unit takes a strategic approach to explaining the relevance of law for managers, with focus on service sector operational matters. The unit concentrates on the manager's role in legal compliance, as a means of providing practical relevance for management. However, contemporary business management practice requires more of managers than simply complying with laws, and the unit therefore introduces students to the management issues involved in corporate governance, social responsibility and business ethics.

F7031.1 Legal Practice: Ethics and Management**Credit Points** 20 **Level** 7**Special Requirements**

Must be enrolled in one of the following courses; 0F25 - Graduate Diploma in Legal Practice 0F27 - Master of Legal Practice 2510 - Master of Legal Practice 2668 - Graduate Diploma in Legal Practice

The practice of law is both a profession and a business. Legal practitioners must be aware of the

requirements of each of these aspects of legal practice to become and remain successful. The ethical obligations and responsibilities of a legal practitioner including the proper maintenance of a trust account are examined. The theories and methods by which a legal practice can be made profitable whilst managing risk and ensuring compliance with accounting and recording obligations are also covered. This unit is available at the Campbelltown campus only and is available in both intensive and part-time mode. This is a postgraduate law unit.

F7033.1 Litigious Legal Practice

Credit Points 20 **Level** 7

Prerequisite

F7030.1 - Professional Legal Skills AND **F7031.1** - Legal Practice: Ethics and Management

Special Requirements

Students enrolled in course 2502.1 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

This unit familiarises students with the documents and procedures in a variety of jurisdictions. Students cover both the civil and criminal jurisdictions and will undertake simulated matters including appearances on behalf of clients. This unit is offered electronically. This is a postgraduate law unit.

H7068.1 Long Term Scenario Analysis

Credit Points 10 **Level** 7

This unit examines the role of Long Term Scenario Analysis as a tool for strategic management of risk as it relates to the environment within which firms operate. Special emphasis is given to the value of Long Term Scenario Analysis as an organisational learning tool. The unit adopts a practical approach to the use of scenario planning tools and techniques for application by firms.

200494.1 Management Accounting

Credit Points 10 **Level** 7

Corequisite

200396.1 - Introductory Accounting

Equivalent Units

51266.1 - Management Accounting (PG)

The fundamental of any management accounting system in organization is to provide appropriate information for (1) costing of products and services; (2) support functions - planning, controlling, evaluation, continuous improvement and decision making and (3) competitive support - focuses on the provision of both

financial and non-financial services to the management team to enhance the firm's competitiveness. This unit is designed to provide an overview in understanding all these areas of information. Students wishing to take this unit as an elective will need to seek approval from either the Head of Programs or Course advisor.

51157.1 Management and Electronic Business Practices

Credit Points 10 **Level** 7

The use of information technology has dramatically transformed the way organisations, groups or teams and individual managers within organisations deal with each other. The creation, use and dissemination of electronic documents is a central feature of this changing landscape. This unit investigates the application of information technology to business operations within organisations. Specifically, it considers the convergence of information and communications technologies as manifested in electronic document interchange. This unit also looks at the rise of electronic transactions processing, with particular emphasis on the revolution that is currently occurring within the financial sector. Finally, the unit investigates and reviews the increasing impact that the Internet and other communications technologies are having on both the way organisations communicate and the new opportunities that this technology presents today and in the future.

51155.1 Management and Information

Credit Points 10 **Level** 7

Information is possibly the most important commodity that a manager trades in on a day-to-day basis. Accordingly, the effective use of information is a key factor in both effective management and organisational success. This unit provides students with a clear understanding of the difference between information and data, and the transformation processes that are associated with the conversion from one to the other. The unit also considers other issues such as the varying quality of information and the impact that variability can have on managerial effectiveness. From another point of view there are also important issues that organisations must face in terms of effectively managing the information resource. The unit will examine the role that databases and information repositories play in this management process, covering current relevant issues such as client-server, full text, hypertext and multimedia systems. With respect to management of information, the unit will also critically review and analyse issues such as orphan data, information obsolescence and so

on, within the context of effective management of these information repositories.

51180.1 Management and Social Issues in Information Technology

Credit Points 10 Level 7

This unit considers the broader implications, particularly in the context of future directions, of how information technology affects the way organisations relate to society and individuals. The unit will explore new frontiers that information technology will inevitably open up, and assess the potential to yield public or personal benefits. More specifically, it analyses in depth ethical practices and conduct in the use of information technology, and the change that information technology can make to societies as a whole, such as the development of virtual communities. The unit also considers issues such as the importance of addressing both technical and human issues in the design, development and implementation of information technology in both organisations, and society as a whole.

51100.1 Management Decision Methodologies

Credit Points 10 Level 7

One of the fundamental activities undertaken by managers in an organisation, either individually or in a group, is decision-making. Accordingly, the major objective of this unit is to gain a better understanding of what decision-making is, how decision-making occurs, and whether or not information technology can assist or hinder decision-making performance. In terms of what decision-making is, the unit will review some of the classifications made on decisions, such as structured and unstructured decisions, and the effects that these types of decisions have on decision-making. In particular the use of information technology to assist both structured and unstructured decisions will be investigated, as well as various models of decision-making. The impact of different management styles on decision-making, and its process, either for a single decision-maker or a group of decision-makers will be examined. In applying information technology, the use of decision tools as well as the development of decision support systems and other types of systems that may be used by management within a decision-making context, such as knowledge based systems are considered. This includes issues such as the relevance of the type of information system to the decision-making context, decision model development and management, and the importance of the interaction between the decision-maker and the decision support or other type of information system. The recent emergence of executive information

systems and their use and relevance in the decision-making environment of senior corporate managers will also be covered. Practical examples of decision support systems will be examined. Finally current issues within DSS will be covered such as executive information systems and computer mediated communication within an organisation.

51177.1 Management of Employee Performance (PG)

Credit Points 10 Level 7

This unit looks at managing employee performance; terminology; objectives of performance appraisal; stages in the performance appraisal process; performance appraisal systems -- approaches to appraisal, especially management by objectives and BARS; appraisal process -- job analysis and job standards, observation of performance, preparation of written appraisals, appraisal interviews, frequency of appraisal; dysfunctions of performance appraisal; design and construction of appraisal systems; establishment of purpose, organisational climate, policy statement, implementation; interviewing for performance appraisal interviews, employee counselling, professional ethics; developing networks for the referral of employees with various personal or emotional problems, overcoming barriers, and facilitating referral; employee assistance programs -- using human resource information systems to manage employee performance; integrating approaches to manage employee performance.

200224.1 Management of Quality

Credit Points 10 Level 7

This unit will provide an introduction to quality management principles, quality management systems and the quality tools and techniques needed for creating customer value and improving competitiveness and organisational effectiveness.

J7232.1 Management Science

Credit Points 10 Level 7

This unit surveys the quantitative approach to management problems. Topics covered include decision theory and analysis, forecasting, inventory control models, linear programming, queuing models, network and project management techniques.

H7108.1 Managerial Economics

Credit Points 10 Level 7

This unit examines decision-making processes of firms and the economic environment in which they operate. To function efficiently and effectively as future

managers in the domestic or international sphere, students need to gain a working knowledge of the macroeconomic setting within which firms operate; the microeconomic elements of consumer behaviour that affect sales; the firm's objectives and goals; the revenue, cost and profit structures; potential pricing and non-pricing strategies; the possible stance of government; and implications of international influences. The emphasis is on practicality. Topics are taught via a simplified summary of concepts and examples of real life situations.

51031.1 Managing Diversity

Credit Points 10 Level 7

This unit is offered in partnership with Strategic Business School, Kuala Lumpur, Malaysia, and is part of the conversion program that leads to the award of Master of Science (Human Resource Management). The management of diversity is concerned with the way organisations deal with the range of cultural and individual differences within the workforce. It seeks to explain the way cultures impact on management practices and to show how culturally sensitive practices can improve employee wellbeing and organisational performance. There are two aspects to diversity management: intranational and cross-national. Cross-national diversity management is primarily concerned with the interactions in work situations of people of different national cultures. This is the prime focus of this unit although there are clear implications for the management of intranational diversity. The unit commences with an overview of the nature of societal culture and proceeds to a consideration of the management and strategic implications of culture. It concludes with a consideration of the role of culture in the management of organisations in the future.

200522.1 Managing External Stakeholder Relationships in the Service Sectors

Credit Points 10 Level 7

The unit focuses on the external relationships of a broad range of service firms, and canvasses the various types of business entities and structures commonly adopted in the service sectors. This is employed as the basis for providing students with an understanding of the framework of interrelated relationships with key stakeholders, including trade and regulatory bodies. The unit also exposes students to globalisation in the service sectors, with attention to cross-cultural issues, as well as some power and political aspects of management. Students will gain an understanding of the public relations issues involved in

crisis management and strategic campaign development.

200520.1 Managing for Innovation in the Service Sectors

Credit Points 10 Level 7

The unit covers the current ideas about the nature and management of change, entrepreneurship and innovation, and examines the conditions that enhance innovation, with particular focus on service-related products and the contribution of service to the consumer experience. While change is said to be inevitable in business, innovation emphasises new product development with a distinct customer focus which, in a service context, involves human resource and operational functions. The unit provides students with insights into a strategic approach to new service-related product development, through environmental analysis and market orientation. There is focus on strategic implementation through awareness of market feasibility.

200625.1 Managing Hospitality Operations and Yield

Credit Points 10 Level 7

The unit highlights the role of operation management in the hotels and restaurant sectors, and demonstrates how operations management needs to align with other functional areas in the hospitality organisation. The topics include the role of technology in hospitality operations, methods of inventory management and capacity planning to aid in forecasting demand for services. The unit covers yield management and the management of supply and demand in order to facilitate productivity and quality improvement. The role of financial analysis in operations management is also covered.

500002.1 Managing People

Credit Points 10 Level 7

Assumed Knowledge

Prior learning in organisational behaviour.

Equivalent Units

U51047 Strategic Human Resource Management

Special Requirements

Students must be enrolled in a course offered by the Sydney Graduate School of Management to be eligible to enrol in this unit.

This unit locates the management of human resources within its theoretical, philosophical, historical, regulatory, social and organisational contexts. An

integrated model of strategic human resource management is developed whereby the strategic link between managing people and corporate planning is demonstrated. The unit also examines the ways in which the various HR processes are inter-related and introduces debate on the future directions of people management in the modern organisation.

200283.1 Managing Retail Operations

Credit Points 10 Level 7

The unit analyses inventory management with an emphasis on turnaround, storage, shrinkage and transport implications. Attention is given to the role of technology in inventory management and the implications for management with regard to retail precincts. Students will be guided through detailed financial analysis of retail operations, including salary-to-sales; application of principles of rostering; industrial regulations; flexibility in work and yield management with cost analysis and the return per square meter.

200521.1 Managing Service Industry Employee and Customer Relations

Credit Points 10 Level 7

The unit focuses on interpersonal aspects of managing employees and customers in service firms. Students will gain an understanding of human behaviour in service organisations, and will learn how to apply this knowledge in workplace situations. With reference to the service profit chain, and to different types of work team arrangements, the unit provides students with an understanding of the skills required to be an effective team leader and coach. The various types of service encounters can present challenges not only for front-line staff, but also for managers. The unit therefore introduces students to some of the sources of customer satisfaction and dissatisfaction, with particular attention on the concept of service failure recovery.

51257.1 Manufacturing Resource Planning

Credit Points 10 Level 7

This unit provides an understanding of the philosophy of manufacturing resource planning and equips the candidate with the tools and techniques needed to integrate various functions, in order to achieve competitive performance standards in small and large manufacturing organisations. Candidates will be exposed to MRPII and its applications to marketing, demand management, aggregate planning, capacity planning, master scheduling, cost control, and its relationships with JIT and TQM. Topics include competition and organisational strategies; the CEO's

role in resource management; systems approach and networks; critical elements of manufacturing resource plan; linkage of total productivity; MRPII in marketing, demand management and forecasting; resource requirement planning; rough-cut capacity planning; capacity planning; aggregate production planning; the master scheduling policies; MRPII in manufacturing, purchasing, cost control, engineering and distribution resource planning; MRPII and computer systems; MRPII, JIT and TQM interrelationships; organising and implementing MRPII; MRPII in small companies; and measuring the effectiveness of MRPII.

200516.1 Marketing and International Trade Relations

Credit Points 10 Level 7

Corequisite

51012.1 - International Marketing

This unit explores on an empirical and conceptual basis the influence governments have on doing business overseas, the opportunities and constraints that arise from international trade relations (ITR) activities and the techniques used for lobbying governments to improve access to markets overseas.

51002.1 Marketing Management

Credit Points 10 Level 7

This unit introduces marketing management to post-graduate students whose previous studies and current occupations can be quite diverse. It provides students with an appreciation of marketing concepts and principles as part of their marketing studies. In addition, it exposes students to a systematic thinking approach expected from them in postgraduate studies in marketing.

500000.1 Marketing Management

Credit Points 10 Level 7

Assumed Knowledge

Prior learning in organisational behaviour.

Equivalent Units

U51046 Strategic Marketing (MBA)

Special Requirements

Students must be enrolled in one of the following Courses to be eligible to enrol in this Unit: 5500, 5501, 5502, 9001, 9003, 9004, 9009.

Marketing Management is designed to provide an introduction to the key concepts, principles and practices that constitute the Marketing discipline. It will develop a focus on marketing as a business philosophy underpinning the activities of the firm.

51172.1 Marketing of Financial Products

Credit Points 10 **Level** 7

This unit outlines the basic principles of marketing and discusses their application to the marketing of financial services. The unit will provide an understanding of how markets function and of customer behaviour, giving students the ability to formulate a marketing strategy for financial services.

200517.1 Marketing Projects and Services Overseas

Credit Points 10 **Level** 7

Corequisite

51012.1 - International Marketing

This unit explores the conceptual and empirical issues involved in the marketing of services overseas, particularly given that such services can be delivered in both the overseas country and in Australia as with tourism and education. It also explores issues associated with being involved in and winning major projects overseas and explores in detail the project cycle and the funding of such projects.

200370.1 Marketing Research

Credit Points 10 **Level** 7

This unit aims to provide students with the tools needed to undertake and critically evaluate marketing research projects. Emphasis will be placed on the nature, functions and limitations of different research designs, data collection methods, statistical techniques for data analysis, interpretation of results, report preparation and application of research findings to marketing decision making.

200280.1 Masters Project

Credit Points 10 **Level** 7

Assumed Knowledge

In order to optimise the student's learning outcomes and skill development the student is strongly encouraged to have successfully completed or have the assumed equivalent knowledge of at least 4 units of the students chosen masters speciality (NB: This is the capstone unit for the degree and should be taken during the last semester of the course.)

Equivalent Units

51019 Applied Marketing Planning 51030 Masters Project in International Business 200230 Business Project (International Marketing)

This unit provides students with the opportunity to apply the knowledge and skills gained in previous

sessions to solve a real-world business problem. This would be an action-learning project with the employee (normally a part-time student acting as a group leader) working closely with his or her student team (consisting mostly of full-time students) and executives inside the company to undertake an assignment for the company (e.g. evaluation of a particular international business opportunity culminating in specific recommendations for future action).

51030.1 Masters Project in International Business

Credit Points 10 **Level** 7

This unit provides students with the opportunity to apply the knowledge and skills gained in previous sessions to solve a real-world international business problem. This would be an action-learning project with the employee (normally a part-time student acting as a group leader) working closely with his or her student team (consisting mostly of full-time students) and executives inside the company to undertake an assignment for the company (e.g. evaluation of a particular international business opportunity culminating in specific recommendations for future action).

69112.1 Mediation (PG)

Credit Points 10 **Level** 7

This unit provides an introduction to the theory and practice of mediation (including related ethical and legal issues) but is essentially designed to provide students with basic training in the skills required for mediation. Although some basic material is provided in lectures, the emphasis is on workshops focussing on the development of interpersonal skills and on role-plays.

200284.1 Merchandising Planning

Credit Points 10 **Level** 7

The unit explores the organisation of merchandising functions and students will gain an understanding of merchandise planning, buying and coordinating. The students will identify value chain processes and buyer relationships as well as gaining an understanding of visual merchandising and seasonal transitions. Evaluation of importing regulations and standards will also be part of the student experience.

300398.1 Methods of Researching

Credit Points 10 **Level** 7

Assumed Knowledge

Library research skills, project design and management, an area of science.

Equivalent Units

Unit was formerly coded ASC411, SC808A, NU808A, SC809A, EH388A, 300277

Special Requirements

This unit is restricted to the following courses: 3602, 3603, 3604, 3605, 3606, 3607, 4516, 3544, 3608, 2724, 3618 (current courses) 475E, 475A, 456A, 473A, 3599, 3596, 3597, 3623 (legacy courses)

This unit aims for postgraduate students to apply scientific methods to a variety of research situations and questions; to understand the range of ways in which additions to knowledge in the applied sciences are initiated, validated and communicated and to prepare and trial research designs best suited to the particular type of issue each student wishes to address. The unit is taught through self-paced, self-directed learning. Class contact will be a three-day workshop, in the first and second half of session, respectively. Students will have the opportunity to field test their own research design.

100271.1 Modern Japanese History

Credit Points 10 Level 3

Equivalent Units

63036 Themes in Asian History

Special Requirements

Students must complete 60 credit points at level 100.

This unit presents a social and cultural history of Japan from the mid nineteenth century to the present. The principle organising theme is the question of modernity: what are the different ways that Japan has expressed its modern identity? How has this been shaped by Japan's position in relation to both the West and its Asian neighbours? What is the relationship among the state, its citizens, and history in negotiating identity? How has war affected Japanese modernity and what we know of modern Japan?

51015.1 Multinational Relationship Marketing

Credit Points 10 Level 7

Prerequisite

51001.1 - Quantitative Analysis in Marketing

This unit provides students with the opportunity to learn about the cultural orientations of different groups of people. The course is designed specifically to assist students in developing a genuine appreciation for other cultures apart from one's own. It is hoped that the end result will be the attainment of a level of empathy that may assist in one's adaptation to another culture.

51015.2 Multinational Relationship Marketing

Credit Points 10 Level 7

This unit provides students with the opportunity to learn about the cultural orientations of different groups of people. The course is designed specifically to assist students in developing a genuine appreciation for other cultures apart from one's own. It is hoped that the end result will be the attainment of a level of empathy that may assist in one's adaptation to another culture.

51300.1 Negotiation, Bargaining and Advocacy (PG)

Credit Points 10 Level 7

Negotiation, advocacy, consultation and counselling are central activities in the industrial relations process. The effective industrial relations practitioner requires good theoretical knowledge and practical skills in these areas, along with an appreciation of the impact of contextual and legislative factors on these processes. This unit is offered in Australia and in partnership with Strategic Business School in Kuala Lumpur.

51178.1 Occupational Health and Safety (PG)

Credit Points 10 Level 7

The nature and history of occupational health and safety in Australia, legal frameworks including occupational health and safety acts and workers' compensation. OH&S is considered using the medical, legal, economic, industrial relations and management perspectives. Identifying, assessing, monitoring risks; and specific occupational hazards and intervention strategies are also covered.

69094.1 Occupational Health and Safety Law (PG)

Credit Points 10 Level 7

This unit examines major occupational and health legislation in Australia, especially in New South Wales. The arbitrary and inadequate nature of standard setting in the early systems of safety regulation is compared with later legislative models. The nature and limitations of current legislative strategies are illustrated by a series of selected issues relating to contemporary health risks in workplaces. Continuing problems of enforcement, sanctions and the adequate identification of hazards and protection are examined.

200223.1 Operations Management

Credit Points 10 Level 7

The main objective of this unit is to provide an introduction to operations management, and to be the

role of operations in an organisation, not only as an important element of corporate strategy but also as a means of enhancing customer value. This unit will introduce students to a range of quantitative techniques, to enable them to analyse problems in operations management and make decisions or recommendations based on the interpretation of their analysis and other strategic considerations. A series of cases will be used to provide simulated experience in the management of operations and to explore the interaction of the operations function with other functional areas.

51112.1 Organisation Behaviour

Credit Points 10 Level 7

Courses in organisational behaviour usually concentrate on the responses of organisational participants to the stimulus of organisational phenomena such as structure, technology and management processes. Such an approach has been heavily influenced by behaviourist and humanistic psychology and functionalist sociology, and suffers from the limitations of these approaches. Given the social formation of organisations, an interactionist approach is offered. The interactionist model holds that meaning lies both within society and within individuals. Meaning is inculcated in individuals through the processes of socialisation. The individual, however, is by no means passive and seeks to impose meaning on organisational phenomena. Group behaviour is explained in terms of shared provinces of meaning as individuals collectively confront their life situations. The implications of such interactions for organisations are explored.

200375.1 Organisational Learning and Development (PG)

Credit Points 10 Level 7

This unit examines the nature and roles of the learning organisation. It examines ways of implementing a learning environment where employees are encouraged to critically examine organisations. This unit also considers ways in which organisations can capture and transfer knowledge and learning within the organisation and among strategic partners.

200227.1 Performance Measurement and Benchmarking

Credit Points 10 Level 7

Performance measurement provides firms, managers and employees with a better understanding of the strengths and weaknesses of the organisation and its business processes. Performance measures are also

a good way for communicating a firm's strategy throughout the organisation. Furthermore, performance measurement is the first step in planning and implementing quality and productivity in an organisation. This unit aims to provide an understanding of the principles and practices of performance measurement and its role in enhancing organisational effectiveness.

CO803A.1 Planning for Retirement

Credit Points 10 Level 7

This unit provides an understanding of the complex arrangements associated with the legal and financial aspects of retirement planning. It emphasises analysis of complex recent superannuation changes.

CO801A.1 Principles of Financial Planning

Credit Points 10 Level 7

This introductory unit describes the nature and process of financial planning within the Australian economic and taxation environment. A range of investment products are introduced, along with an elementary exposure to risk management, retirement planning and estate planning. These issues will be extended in later units.

CO802A.1 Principles of Investment Planning

Credit Points 10 Level 7

This unit introduces basic concepts of risk and return in relation to investment planning. Various investment vehicles are covered including shares, fixed interest investments and real estate.

F7034.1 Professional Legal Practice

Credit Points 0 Level 7

Special Requirements

Students enrolled in course 2502.1 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

This is a "Work Experience in Industry" unit, for which no student contribution or fee is charged. Enrolment in the unit will not consume Student Learning Entitlement (SLE).

F7030.1 Professional Legal Skills

Credit Points 20 Level 7

Special Requirements

Students enrolled in course 2502.1 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

This unit focuses on the practical legal skills necessary to a legal practitioner such as interviewing, advising, negotiation, alternative dispute resolution, advocacy, professional letter writing, contentious and non-contentious legal drafting, report and memorandum writing and strategic problem solving. In each case the theory behind the skill is examined from a client-centred perspective. Thereafter opportunities are provided to practise and hone skills in a simulated environment. This unit is part of the Graduate Diploma in Legal Practice Program. This is a postgraduate law unit.

CO813A.1 Project

Credit Points 10 **Level** 7

As a result of completing this unit, students will get a full understanding of conducting a property research project report to examine a property issue in detail.

51240.1 Project Management

Credit Points 10 **Level** 7

This unit provides the philosophy, tools and computerised techniques for effectively managing large projects and programs in any organisation. Topics include project definitions and examples, research and development, benefits and costs of project management, personnel policies, the mechanics of project planning, developing networks, network validation, scheduling and control, resource analysis and control, cost analysis and budgetary control, and training.

101417.1 Project Seminar and Proposal

Credit Points 20 **Level** 5

Assumed Knowledge

Students must have completed the 3rd Year of the undergraduate program (or equivalent) in the Fine Arts, Electronic Arts, Contemporary Arts, Music, Performance, Communication or Design (Visual Communication) Bachelor degrees.

Corequisite

101416.1 - Creativity: Theory and Practice

Equivalent Units

100640.1 - Research Project Seminar OR 101169.1 - Honours Thesis Proposal

Special Requirements

Students must be eligible for admission into the School of Communication Arts Honours program in order to take this unit. The proposed research must be in an area that can be supervised by a full-time academic staff member of the School of Communication Arts.

This is a 20 credit point unit. The equivalent unit 101169 is 20 credit points, and advanced standing for this unit will be automatically granted. The equivalent unit 100640 is a 10 credit point unit, and therefore equivalents will be established with 4th Year Professional Program units offered by the School, e.g. Reading the Contemporary or Communication and Creative Industries. Please see your Course Advisor or Head of Program for further information if applicable.

This unit provides training in practical applications of research in the communication arts. Students delineate project-based research topics in their fields. Students may produce research papers, or focus on projects involving creative practical works with accompanying documentation. Students will work in class and with their supervisor, to propose and create an artistic presentation with comprehensive documentation (including theoretical underpinnings), or propose and submit a research paper. These will include literature surveys or works reviews that demonstrate the students' knowledge of their areas of specialisation. Participation in Research Seminars will give students an opportunity to present work for feedback and critique.

200231.1 Promotion and Advertising Overseas

Credit Points 10 **Level** 7

This unit will focus on how the promotional mix should be modified when promoting overseas and how each element of the promotional mix needs to be adjusted to take account of different political, economic, legal and cultural requirements in individual overseas markets. In addition, availability of media, media infrastructure and promotion intermediaries will be explored as will the different drivers of purchasing behaviour.

51006.1 Promotion Management

Credit Points 10 **Level** 7

Prerequisite

51001.1 - Quantitative Analysis in Marketing

This unit covers promotion strategies as translations of the marketing strategy; constructing a behavioural sequence model to profile the target audience; using management judgment and econometric models to set the budget; formulating copy, sales promotion, publicity/public relations and media strategies; testing promotion strategies; tactical executions of promotion strategies; evaluating copy, sales promotion program, public relations campaign, media plan; working harmoniously with advertising agencies, sales promotion and public relations consultants.

MCB617.1 Property Development (V2)

Credit Points 10 **Level** 7

Property development is an extremely complex activity which involves a vast range of considerations over a wide range of inter related subject areas. It is probably the most complex activity undertaken by property people except perhaps 'active' property management which should incorporate property development activities. The aims of this unit are to provide a wide ranging study of the property development process including such considerations as the objectives, functions, roles and methods of operation of all those involved in the development process, the financial aspects of development, social considerations, taxation aspects, planning matters and others, and to provide students with the opportunity to develop their understanding of and their expertise in the subject.

MCB612.1 Property Finance and Taxation

Credit Points 10 **Level** 7

Assumed Knowledge

Basic working knowledge of business and property operations.

This unit is focussed to develop the student's knowledge of finance and taxation with particular reference to the property industry.

200696.1 Property Investment Analysis (V2)

Credit Points 10 **Level** 7

Assumed Knowledge

Students undertaking this unit should have a sound knowledge of the property industry

This unit is replacing unit CO811A. This unit introduces the concepts of investment analysis in the context of a study of the performance of individual created property investments.

CO810A.1 Property Portfolio Analysis

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of property.

This unit examines the role of property in an investment portfolio, with particular attention given to property portfolio performance analysis and property investment strategy. The performance analysis of both direct and indirect property is also examined to assess the strategic contribution of property to an investment portfolio.

200462.1 Public Sector Accounting and Financial Control

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting

The public sector is a common feature of our modern society. There are a variety of entities in the public sector which account for a large proportion of national output and employment in many countries including Australia. This unit examines the role of government entities in our society, decision-making processes and their accountability structures with an in-depth examination of various accounting, reporting, auditing, financial management and control techniques used by them.

51259.1 Purchasing and Materials Management

Credit Points 10 **Level** 7

This unit provides the concepts, tools and techniques needed in purchasing and materials management. It includes purchasing policy and strategy, organising and staffing in purchasing and materials functions, supplier selection and evaluation, price/cost analysis, negotiation skills, inventory management, value analysis and standardisation, purchasing in the international market, government purchasing, and legal aspects of purchasing. Topics include purchasing's role and objectives; purchasing in a dynamic worldwide economy; purchasing strategy and policy; the basic purchasing policy; information technology in purchasing; organising and staffing in a purchase department; purchasing responsibility for quality; supplier selection; development and evaluation; purchasing in the international market; price/cost analysis; the art and science of negotiation; the legal aspects of purchasing; inventory management; purchasing's responsibility for inventory, transportation, purchasing planning and forecasting; value analysis/standardisation, purchasing's role in capital expenditures; measuring purchasing performance; retail, institutional and government purchasing; electronic data interchange.

SE828A.1 Qualitative Research Design

Credit Points 10 **Level** 7

The unit is designed to enable students to (using social ecology framework) select a topic for investigation, define achievable research goals, and design and plan a research program based on familiarity with a range of qualitative methodologies (eg; phenomenology, hermeneutics, heuristics, grounded theory, biography, ethnomethodology, case study, narratology, action

research, collaborative inquiry, transpersonal research), select appropriate ones, conduct a focused literature search, write a critical review of literature relevant to the topic and the chosen methodologies prepare an ethics application, conduct a pilot project and write a 'publication quality' report of the work.

200225.1 Quality Planning and Analysis

Credit Points 10 Level 7

Achieving customer satisfaction through quality management requires the understanding and use of specialised managerial, technological and statistical concepts and tools. This unit aims to provide an in-depth understanding of planning approaches and statistical tools commonly used for managing quality.

200226.1 Quality Systems and Business Performance

Credit Points 10 Level 7

The development of quality standards and guidelines that are internationally recognised has become a competitive imperative in the context of globalisation. Simultaneously, firms are increasingly evaluating their quality management efforts by examining how well these are meeting the expectations of customers, employees and other stakeholders. This unit aims to provide an in-depth understanding of the issues involved in planning and implementing quality systems and assessing their effectiveness from a business excellence perspective.

51280.1 Remuneration Theory and Practice (PG)

Credit Points 10 Level 7

Based largely on the concept of equity and the pay model, this unit considers internal, external, individual and process equity. Theory and design of compensation systems focuses on the strategic use of remuneration and constraints on practice in remuneration. Candidates emerge understanding theory and techniques that underpin a remuneration system and its links to organisational strategy. Remuneration theory and practice is critically analysed from the perspective of various stakeholders in the process.

51260.1 Research and Development Management

Credit Points 10 Level 7

This unit provides concepts, tools and techniques to enable business and technical managers to effectively manage research and development (R&D) activity in their organisations. Topics include the role and scope of R&D in business, the process of technological innovation -- the need for a conceptual approach,

technological innovation as a conversion process, factors contributing to successful technological innovation, strategies for R&D -- the role of corporate planning, R&D as a business, resource allocation to R&D, selecting R&D strategy, strategy versus entrepreneurship, creativity and problem-solving -- the creative process, creative individuals -- main characteristics, creativity in innovation, techniques for creative problem-solving. An integrated approach, project selection and evaluation, financial evaluation of R&D projects, R&D program planning and control, organisation of R&D -- definition of organisation, the human resource, leadership style, industrial characteristics, organisation structures, technological forecasting for decision-making -- the need to forecast, the definition of technological forecasting, inputs to and outputs of the forecasting system, classifications and techniques of technological forecasting.

300411.2 Research Methodology and Experimental Design

Credit Points 20 Level 8

Special Requirements

Restriction to students enrolled in postgraduate or honours courses.

400421.1 Research Methods for Humanities and Social Sciences

Credit Points 10 Level 7

Assumed Knowledge

Students need to be enrolled in a course at the appropriate level

Equivalent Units

Unit was previously coded 53220.

This unit provides core research training within a range of postgraduate courses. It requires the completion of four research topics in the following areas: research theory and design (e.g. epistemology, qualitative & quantitative) specific approaches (e.g. critical discourse analysis, feminist research); data collection methods (e.g. interviews, questionnaires) and methods of analysis (e.g. quantitative & qualitative). This unit is offered in flexible mode according to topic (typically one day's attendance or equivalent per topic). Topics vary each session depending on student demand.

EH838A.1 Research Methods: Science in Context

Credit Points 10 Level 7

In this unit, you will be introduced to various schools of research and be encouraged to think eclectically about exploration and investigation within your own interest

areas. Rather than think of methods, for example, as quantitative or qualitative, this class will encourage you to work from the problem out. In other words, you will be asked to identify what it is you wish to know about, then develop a methodological approach that can best answer that question. This unit uses experiential learning reinforced by propositional and practical learning. While you are still a 'learner' creating new knowledge and abilities for yourselves, this unit goes a step further as you attempt to become a 'researcher'. As a researcher you will be attempting to create new knowledge not only for yourself, but for others as well. The unit's design is based on the readings, workshops and your own problem solving skills. Your own areas of interest will provide the theme for your learning in this unit.

200397.1 Revenue Law (PG)

Credit Points 10 **Level** 7

Prerequisite

200432.1 - Commercial Law (PG)

Equivalent Units

51228 - Revenue Law (PG)

Australian taxation law is complex and varied. This unit briefly introduces the various types of taxes and the overall scheme for the application of taxes in Australia and then focuses on the key provisions of Income Tax Law (including fringe benefits tax)

200291.1 Risk and Security Management

Credit Points 10 **Level** 7

The unit is designed to provide students with an understanding of risk assessment techniques, risk management and risk policy implementation in an airport environment. It provides an understanding of security regulations and compliance. The management of security providers and relationships with law enforcement agencies such as state and federal police are highlighted. The customer experience and spending at airports are evaluated..

H7072.1 Risk Management

Credit Points 10 **Level** 7

All operations within an organisation involve some risk. In many cases decisions are made in conditions of uncertainty where the key variables are beyond the control of the decision-maker. In order to maximise the probability of making the optimum decisions, managers must understand how to manage the risks involved. This unit introduces students to the variety of risks commonly encountered by organisations, to provide them with the tools necessary to analyse these

risks and objectively evaluate the alternatives available. Unit available for masters only.

51212.1 Security Analysis and Portfolio Theory

Credit Points 10 **Level** 7

This unit looks at the models developed to guide investment choice including those beyond the dominant paradigm of the EMH/CAPM view. It provides an opportunity for students to develop advanced skills in the analysis of financial statements, to understand the investment significance of such analyses, and to use such analyses in portfolio applications.

51016.1 Services Marketing Management

Credit Points 10 **Level** 7

Prerequisite

51001.1 - Quantitative Analysis in Marketing

Candidates develop an understanding of the basic building blocks underlying services marketing (viz the consumer and the worker) and they sharpen skills in developing appropriate marketing management strategies for service operations. Candidates study environment and employees, formulating communication and pricing strategies, reasoning carefully about strategic options, and making marketing-mix decisions. Candidates learn implementation issues in services marketing -- customer retention, service recovery, service quality, and building a customer-focused service organisation.

200497.1 Social and Environmental Accounting

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting

This unit reflects the expanding scope of corporate accountability, the rise of corporate environmentalism and the role of stakeholder pressures such as regulation in driving changes to organizational performance measurement and reporting. It provides students with an appreciation of the range of organisational stakeholders and the changing expectations for social and environmental responsibility and accountability. In particular, students will explore issues relating to social and environmental accounting, triple bottom line measurement and disclosures and corporate governance.

SE813A.1 Social Ecology Research**Credit Points 10 Level 7**

The unit is designed to enable students to (using a social ecology framework) conduct a research investigation, employing usually two or more qualitative methodologies (eg; phenomenology, hermeneutics, heuristics, grounded theory, biography, ethnomethodology, case study, narratology, action research, collaborative inquiry, transpersonal research, prepare an ethics application, and write a 'publication quality' report of the work.

H7343.1 Special Topic in Accounting A**Credit Points 10 Level 7**

This unit critically studies selected topics in accounting not addressed in detail in other masters units in accounting. The topics addressed relate to one theme. Unit available for masters only.

H7344.1 Special Topic in Accounting B**Credit Points 10 Level 7**

This unit critically studies selected topics in accounting not addressed in detail in other masters units in accounting. The topics addressed relate to one theme. Unit available for masters only.

200288.1 Sport, Risk Management and the Law**Credit Points 10 Level 7**

This unit examines human resource management theories and practices utilised in business and athletic organisations. It is designed to compare and contrast organisational management and athletic coaching from high performance sport to the grassroots level. Attention is given to the impact of mentoring, sponsorship and the media on managing and coaching the athlete.

200287.1 Sports Industry Structure and Policy**Credit Points 10 Level 7**

The unit explores sports strategy, industry structure, including regulations and policies governing this area. The influence of Federal, State and local government in this field of enterprise is also closely examined. Analysis is undertaken into the sports industry with regard to planning and its relationship with community. The evaluation and application of the principles of volunteerism in sports administration and management is an integral part of this unit.

51244.1 Statistical Methods for Research**Credit Points 10 Level 7**

This unit provides an understanding of the concepts and techniques for conducting research in commerce in quantitative and qualitative modes. Research methodology and statistical tools are integrated into this unit with an emphasis on models, methods and data analysis using SPSS for windows software. Topics include research design, concept of variables and measurement, data collection methods and types of data, survey methods design and administration, basic commands in SPSS for data entry, manipulation and analysis, different types of analysis -- bivariate analysis, testing hypothesis, parametric and non-parametric tests, multivariate analysis, factor analysis, discriminant analysis and clusters analysis, qualitative data analysis and triangulation.

51230.1 Statistical Process Control**Credit Points 10 Level 7**

This unit provides the philosophy, tools and computerised techniques required for instituting quality control in business processes. Topics include definition of quality control, quality assurance and total quality, control charts for variables, theory of probability, control charts for attributes, acceptance sampling, life testing and reliability, process capability improvement, and Taguchi methods for quality improvement.

200424.1 Statistics for Accountants**Credit Points 10 Level 7****Assumed Knowledge**

High level of mathematical and numeracy skills.

Equivalent Units

51268.1 - Statistics for Accountants (PG)

This unit provides a conceptual and analytical framework with an understanding of basic statistical concepts and techniques used in handling the tools of statistical inference and decision-making in a business context. Students wishing to take this unit as an elective will need to seek approval from either the Head of Programs or Course advisor.

200259.1 Strategic Hospitality and Hotel Management**Credit Points 10 Level 7****Equivalent Units**

200201 - Strategic Tourism & Hospitality Management

This unit aims to equip students with the necessary skills to design, analyse and implement strategic

management initiatives in hospitality and hotel organisations. The subject emphasises creating and sustaining competitive advantage of hospitality firms and organisations in both domestic and international markets. The students will learn to apply the latest developments in the theory of strategic management to specific requirements of firms and organisations in the hospitality and hotel industries.

200285.1 Strategic Leadership in Retail Operations

Credit Points 10 Level 7

The unit explores retail industry structure and organisation and interprets corporate strategy in relation to the local impact. Evaluation is made of cascading marketing, change management and strategic communications to allow students a greater understanding of these issues in relation to retail operations. The unit also examines the management of marketing communications with emphasis on the sales function..

U51050.1 Strategic Management (MBA)

Credit Points 10 Level 7

Special Requirements

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9001, 9003, 9004, 9009 to be eligible to enrol in this unit.

This unit places strategic management in an historical context to identify changing trends; in particular, the pressures towards internationalisation, globalisation and gaining competitive advantage. It also examines critically the major theoretical approaches to strategy and emerging trends in this field of study to demonstrate how decision making processes, leadership and organisation politics impact upon the strategic activities of managers. Drawing on various concepts, theories and approaches, a dynamic, contingent and contested view is presented of strategic management.

200422.1 Strategic Management Accounting

Credit Points 10 Level 7

Assumed Knowledge

Bachelor's degree in Accounting

Contemporary management accounting systems (MAS) have been criticized for providing misleading information in changing operational environments. MAS should assist operations management with performance measures that reflect new technologies and balanced for the organizational stakeholders. This unit examines the roles of management accounting and the impact of changes on those roles. It also

examines various aspects MAS design to link the organizational strategy formulation to management control.

CMGC25.1 Strategic Management M

Credit Points 10 Level 7

Overview: The themes are the core issues of strategic management-formulation, implementation, competitor analysis, management roles and strategic thinking. Particular areas for analysis include: the contexts for strategy development; strategic capabilities; missions, goals and strategies; strategy accommodating structures, cultures and values; the impact of competitor analysis on strategy; routines to control strategic processes; and evaluating strategic management in entrepreneurial and non-profit contexts.

51011.1 Strategic Marketing

Credit Points 10 Level 7

Prerequisite

51002.1 - Marketing Management

This unit builds on previous coursework in marketing by developing analytical skills that address the development of strategic marketing plans for a given product-market entry and for portfolios of product-market entries. It stresses customer, competitor and environmental analysis, and analysis of market segmentation and product positioning. A continual focus is made on the interrelations between marketing performance objectives, strategy selection, and strategic orientations implicit within marketing programs. Topics include organisational strategy, market opportunity analysis, and situation-specific strategy selection. In addition to conceptual discussion, case analysis is an important unit component.

200262.1 Strategic Marketing for Hospitality and Hotel Managers

Credit Points 10 Level 7

Equivalent Units

200174 - Strategic Marketing for Tourism and Hospitality

This unit analyses the strategic marketing decisions of hospitality and hotel organisations, including multinational corporations. Topics include: the role of marketing in strategic planning; the marketing environment and the importance of market research; market segmentation, targeting and positioning; internal marketing and product development; distribution channels; pricing considerations,

approaches and strategy; promoting products; communication and promotion policy; public relations and professional sales; destination marketing and preparation of marketing plans.

H7104.1 Strategic Technology Management

Credit Points 10 Level 7

This unit is designed to provide participants with an understanding of the strategic management of technology. It is relevant to managers, engineers, technologists and scientists with current or future responsibilities for managing technological change and innovation. The unit content focuses primarily on strategic technology management at the firm level, though some time will be spent on global issues of technological change that impact on strategic management. Unit material covers two broad themes, one, the identification of global technology trends and strategies, and the forecasting, selection, integration and commercialisation of new technologies within the firm's product range, and two, the selection and implementation of new technologies to assist in improving productivity and efficiency within the firm's operations. Unit available for masters programs only.

200329.1 Supply Chain Management

Credit Points 10 Level 7

The unit aims to provide an understanding of the concepts and techniques for managing logistics activities and warehouse effectively. Topics include the role of logistics in the economy and firm, development of logistics management, integrated logistics management concept, channels of distribution, customer service, transportation systems and mathematical models, documentation for exports and imports and government regulations, designing warehouse layout, material handling systems, storage techniques for locating and reducing costs, automated warehouse, barcode systems and uses in warehouse management, paperless warehouse, order processing and information systems, decision support systems for logistics management, logistics performance, managing material flow- logistics/manufacturing interface, logistics/marketing interface, and the strategic logistics plan-global logistics.

AC808A.1 Taxation Planning and Implications

Credit Points 10 Level 7

This unit provides an overview of complex tax areas which affect financial planning. It explores most areas of taxation including identifying income and deductions as well Capital Gains Tax and GST. It concludes with

an analysis of tax avoidance issues as they affect financial planners.

200258.1 The Hospitality Industry

Credit Points 10 Level 7

Equivalent Units

200347 - The Tourism System

This unit provides foundational knowledge in the study of the Hospitality and Hotel industry, including the international perspectives. The unit examines the concept of hospitality and the commercial provision of hospitality services. Students will study and analyse various types of hospitality services and the management implication of their delivery. The delivery of hospitality and hotel services is examined in the broader context of the leisure industry. Particular focus is on the development of Hospitality and Hotel services with reference to the experience economy.

46525.1 The Industrial Relations Process

Credit Points 10 Level 7

The development of Australian industrial relations institutions and policies; industrial relations and personnel management. Government and industrial relations—the significance of government policies; the importance of industrial relations in economic, political and social affairs. Industrial relations systems—industrial relations and industrialisation; the subject matter of industrial relations. Trade unions—types, growth, size, trends; organisation; line and staff in trade unions; democracy in trade unions, political, economic and social objectives; current policies and trends; political links of trade unions; theories of the labour movement. Employers—associations, structure, policies, corporate industrial relations. Industrial disputes: incidence, types, causes, trends; settlement of disputes; problems of reconciliation of macro- and micro-accommodation. Australian arbitration—structure, constitutional aspects, ideology; approaches to wage-determination, hours of work, other conditions of work; sanctions; trends, criticisms of arbitration, proposals for reform.

100926.1 The Language of the Law

Credit Points 10 Level 7

Equivalent Units

A7528.1 The Language of the Law

This unit aims to develop in students an understanding of the intricacies of the language of the law when used in written documents and mainly in the context of the courtroom. It will provide students with a historical overview of the development of Law English, its aims

and purposes and its current uses. Special emphasis will be placed on the implications of legal language on legal translations and court interpreting, but the unit is suitable for monolingual students interested in the language of the law.

51102.1 The Politics of Organisational Decision-Making

Credit Points 10 Level 7

In this unit candidates learn the different machinations by which power is applied in organisations: decision-making processes come to be understood as frequently complex and uncertain procedures. Through the examination of such issues as empowerment, organisational crises and whistle blowing, candidates learn to analyse and critique the decision-making processes within organisations. In particular, candidates examine the power relations among the different constituencies of organisations that can impact on decision-making. They examine the roles of clients, stakeholders and minority interest groups, and how their push for power changes organisations.

CO809A.1 The Property Environment

Credit Points 10 Level 7

This unit is part of the foundation for the other property units in the Master of Commerce course. Students will develop an understanding of the property industry and its role in the investment context, as well as the collection and analysis of property data. The areas of markets, institutional property portfolios, the role of Government policy, and the controls that effect development will all be studied.

200464.1 The Role of Accounting in Corporate Governance

Credit Points 10 Level 7

Assumed Knowledge

Undergraduate or equivalent degree in Accounting

Good corporate governance is crucial to the sound functioning of the economic systems. Not only has the topic succeeded in attracting much attention to adopt best practices in improving corporate performance and sustainable economic growth, but also it has drawn attention to the importance of high level of transparency and accountability to the various stakeholders. This unit is concerned with the role of accounting and auditing in the corporate governance process.

46530.1 Themes in International and Comparative Employment Relations

Credit Points 10 Level 7

This unit explores the differences in industrial relations models and practices between selected countries with different social structures, policies and practices. The unit recognises that the transfer of industrial relations institutions, methods and attitudes between countries must be handled with a critical sensitivity to the broader context of industrial relations. Issues and trends in international human resource management are discussed.

400585.1 Theories of the Social

Credit Points 10 Level 7

This unit develops critical reflection on the role of theory in the social sciences. It requires the completion of four topics in areas such as: epistemology and disciplinary positioning of social theory; theories in social, cultural, historical and political contexts; current debates and theories in the social sciences. The unit is offered in flexible mode according to topic (typically one day's attendance or equivalent per topic). Topics vary each session depending on student demand.

51243.1 TQP Final Project A and B

Credit Points 20 Level 7

This unit provides exposure to real-life industrial problems, and develops candidates' ability to apply the concepts, tools and techniques of total quality management and productivity management. Candidates will undertake a major field work involving developing new systems, evaluating the effectiveness of existing systems, and/or improving existing systems. Candidates will select a problem for detailed investigation and analysis in consultation with their supervisor. After defining the problem and developing the scope of work, candidates will undertake theoretical investigation and prepare a blueprint for field studies. This blueprint (in the form of a working paper of about 3000 words) will include theoretical findings, gaps and limitations, probable solutions to the problem, and methodology for the field study. After completing their field studies, candidates will analyse the findings and prepare a comprehensive business report. The final business report (about 15,000 words) will include problem definition, theoretical studies, methodology for field study, data and its analysis, findings, recommendations, implementation plan, and references. The final report can be submitted separately for A and B (about 7500 words each) or together (about 15,000 words).

F7032.1 Transactional Legal Practice

Credit Points 20 **Level** 7

Prerequisite

F7030.1 - Professional Legal Skills AND **F7031.1** - Legal Practice: Ethics and Management

Special Requirements

Students enrolled in course 2502.1 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

This unit focuses on standard legal transactions such as sale and purchase of businesses, the creation of business structures, and the creation of interests in property for example leases and mortgages and the revenue implications of standard transactions. Students examine files and learn all aspects of procedure before undertaking simulated transactions. This unit is offered electronically. This is a postgraduate law unit.

500001.1 Value Chain Management

Credit Points 10 **Level** 7

Equivalent Units

U51049.1 - Operations Management and Leadership

Special Requirements

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9001, 9003, 9004, 9009 eligible to enrol in this unit.

This unit introduces students to the concept of the value chain and its management. The unit explores the strategic issues of the role of the value chain in developing, maintaining and growing a business. It will enable participants to understand what is required and the business models that will have to be adopted.

100294.1 Warlords, Artists and Emperors: Power and Authority in Premodern Japan

Credit Points 10 **Level** 3

Special Requirements

Students must complete 60 credit points at level 100.

This unit will look at the historical heritage of Japan that is central to contemporary Japanese identity and culture.

47021.1 Work and Society

Credit Points 10 **Level** 7

This unit introduces sociological analysis -- methods and procedures in sociology, themes in the sociology of work and industry, and the sociological approach to

understanding work relations. It covers industrial work from post-industrialisation to mass production and mass consumption; work in Australian society -- class structure and its impact on work; the cultural base of Australian business; international comparisons in business values -- USA, UK and Japan; the structures of work in modern society -- the occupational structures of work, the organisational structures of work, examples of modern work organisations; new technology and work -- the restructuring of work in manufacturing, services, communications and publishing; disadvantaged groups in the workforce -- common characteristics, policies and strategies; conflict in work -- the management of institutionalised conflict -- Australian case studies; and the future directions of work -- information technologies, trends and initiatives in organisations, strategy, change and consequences.

F7080.1 Workplace Grievance Dispute Management

Credit Points 10 **Level** 7

This unit provides a theoretical overview and instruction in the practical processes of dispute resolution in the workplace. The aim of the unit is to develop the student's skills and understanding in applying the theory and practice of dispute resolution within the workplace. The workplace is the focus of a range of types of disputes which, while sharing common characteristics with many other disputes, have particular qualities related to the context of the employment relationship, including legal and economic constraints and workplace culture. Consideration will also be given to multi-party workplace disputes, and the influence of external parties on workplace disputes. The unit will be particularly concerned with the application of dispute resolution methodology for the restoration of effective workplace relationships and the avoidance of litigation. This is not a unit in industrial relations or employment law but it provides an introduction to the principles of employment law and legislation which relates to the workplace dispute resolution.

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