

College of Business

Electronic Undergraduate Handbook 2008

University of Western Sydney

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About the College of Business Electronic Undergraduate 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 undergraduate 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.

Electives and cross-discipline study

Electives are available in many courses. These may be selected from pools of electives listed under various courses.

Also, UWS actively encourages students to take elective units in disciplines other than their major area of study. Students should seek advice from their course coordinator in the first instance.

How to use this electronic book

The first part of this electronic book contains information about current College of Business undergraduate courses. The next part contains details of undergraduate 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 undergraduate 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**Bachelor of Arts/Bachelor of Laws****2537.4**

The law double degree programs permit students to undertake multi-skilling, and offer diverse career paths providing high marketability in multiple areas of expertise. The LLB provides students with professional legal skills including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; the skills to analyse and solve non-legal problems and specialised study into the Australian legal system.

For information about honours please refer to Bachelor of Laws (Graduate Entry), course code 2501.

Study Mode

Five years full-time

Location

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

Course Structure

Qualification for a double degree in law requires the successful completion of 400 credit points including the units listed in the recommended sequences for the relevant double degree programs.

Students are eligible to graduate in the associated degree at the end of three years of full-time study, only when they have completed all non-law units plus the eight law units specified in the study sequence as being in the first three years of the relevant double degree.

Alternate Units

LLB alternates are to be chosen from the list of LLB alternate units found under Bachelor of Laws (Graduate Entry), course code 2501.1.

- 2501.1 Bachelor of Laws (Graduate Entry) <http://handbook.uws.edu.au/hbook/course.asp?course=2501.1>

It may be possible to vary the sequence of units so that students study a greater concentration of either law or their second discipline of study each semester, to minimise travel between campuses and to

overcome timetabling problems. Students should speak with their academic advisor as needed.

Art Units

For details of the relevant arts units, refer to the current listing of Bachelor of Arts, course code 1604. Continuing students should refer to the earlier versions of 1604.

Bachelor of Arts/Bachelor of Laws students are required to complete the following arts units.

- 40 credit points BArts core units
- 120 credit point key program

Note: Instead of the 80 credit points of elective units required to be completed by Bachelor of Arts students enrolled in course 1604.4, students in Bachelor of Arts/Bachelor of Laws, course code 2537.4 are required to complete the eight law units listed in the first three years of the recommended sequence below.

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

200006.1 Introduction to Law

200007.1 Law Foundation

BA core unit

BA core unit

Spring session

200008.1 Torts Law

200009.1 Constitutional Law

BA core unit

BA core unit

Year 2**Autumn session**

200011.1 Contracts

BA key program unit

BA key program unit

BA key program unit

Spring session

200012.1 Property Law

BA key program unit

BA key program unit

BA key program unit

Year 3

Autumn session

200010.1 Criminal Law
 BA key program unit
 BA key program unit
 BA key program unit

Spring session

200013.1 Administrative Law
 BA key program unit
 BA key program unit
 BA key program unit

Year 4

Autumn session

200014.1 Commercial Law
200016.2 Equity Trusts and Remedies 1
 LLB alternate unit
 LLB alternate unit

Spring session

200018.2 Law of Associations
200200.1 Equity Trusts and Remedies 2
 LLB alternate unit
 LLB alternate unit

Year 5

Autumn session

200015.1 Criminal Procedure and Evidence
200019.2 Revenue Law
 LLB alternate unit
 LLB alternate unit

Spring session

200017.1 Dispute Resolution and Civil Procedure
200020.2 Professional Responsibility and Legal Ethics
 LLB alternate unit
 LLB alternate unit

Full-time

Parramatta students

Year 1

Autumn session

200006.1 Introduction to Law
200008.1 Torts Law
 BA core unit
 BA core unit

Spring session

200007.1 Law Foundation
200010.1 Criminal Law
 BA core unit

BA core unit

Year 2

Autumn session

200011.1 Contracts
 BA key program unit
 BA key program unit
 BA key program unit

Spring session

200012.1 Property Law
 BA key program unit
 BA key program unit
 BA key program unit

Year 3

Autumn session

200009.1 Constitutional Law
 BA key program unit
 BA key program unit
 BA key program unit

Spring session

200013.1 Administrative Law
 BA key program unit
 BA key program unit
 BA key program unit

Year 4

Autumn session

200014.1 Commercial Law
200016.2 Equity Trusts and Remedies 1
 LLB alternate unit
 LLB alternate unit

Spring session

200018.2 Law of Associations
200200.1 Equity Trusts and Remedies 2
 LLB alternate unit
 LLB alternate unit

Year 5

Autumn session

200017.1 Dispute Resolution and Civil Procedure
200019.1 Revenue Law
 LLB alternate unit
 LLB alternate unit

Spring session

200015.1 Criminal Procedure and Evidence
200020.2 Professional Responsibility and Legal Ethics
 LLB alternate unit
 LLB alternate unit

Bachelor of Business (Honours)

2680.1

The Honours program encourages independence in learning and research; further develops academic ability, provides the opportunity to pursue undergraduate studies to a more advanced level, deepen intellectual understanding in the major field of study and develop research skills. An undergraduate Honours degree is a recognised point of entry into postgraduate research studies at PhD level. If a career in industry is sought, Honours enables study to a more advanced level with a higher qualification. The course has the opportunity for direct commercial and industrial involvement with a diverse range of organisations through the provision of and joint supervision of research projects.

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
Campbelltown Campus	Full Time	Internal
Campbelltown Campus	Part Time	Internal
Blacktown Campus	Full Time	Internal
Blacktown Campus	Part Time	Internal

Course Structure

To qualify for the Bachelor of Business (Honours) program, a student must obtain an aggregate of at least 80 credit points. This can be achieved by following either of the two options detailed below.

Please note that students must choose an advanced topics unit in consultation with their relevant honours coordinator.

Recommended Sequence

Full-time

Autumn session

200372.2 Business Honours Thesis

200412.2 Research Proposal and Seminar

And one advanced topics unit

And one graduate level unit in research methods as approved by head of program

Spring session

200372.2 Business Honours Thesis

200412.2 Research Proposal and Seminar
And one advanced topics unit

Part-time

Year 1

Autumn session

200372.2 Business Honours Thesis

200412.2 Research Proposal and Seminar

And one graduate level unit in research methods as approved by the head of program

Spring session

200372.2 Business Honours Thesis

200412.2 Research Proposal and Seminar

And one advanced topics unit

Year 2

Autumn session

200372.2 Business Honours Thesis

200412.2 Research Proposal and Seminar

And one advanced topics unit

Spring session

200372.2 Business Honours Thesis

200412.2 Research Proposal and Seminar

Advanced Topics (Alternate Units)

Accounting

200444.1 Advanced Topics in Financial Accounting

200445.1 Advanced Topics in Management Accounting

200443.1 Advanced Topics in Valuation Methods and Value Creation

Construction Property and Planning

DN805A.1 Feasibility Studies

CO812A.1 Indirect Property Investment

MCB612.1 Property Finance and Taxation

CO810A.1 Property Portfolio Analysis

Economics and Finance

200492.1 Advanced Macroeconomics

200442.1 Advanced Microeconomics

200490.1 Advanced Topics in Finance: Nonlinear Analysis

200491.1 Advanced Topics in Game Theory

200441.1 Advanced Political Economy Theory and Research Methods

200440.1 Economics and Finance Research Methods

Management

200447.1 Debates in Management Practice

200446.1 Debates in Management Theories

200448.1 Issues in Workplace Reform

200449.1 Strategic Issues in Tourism and Hospitality Management

Marketing and International Business

200371.1 Advanced Marketing Research
51014.1 Business Marketing Strategy
51003.1 Buyer Behaviour
51020.2 International Marketing Management
51002.1 Marketing Management
51015.1 Multinational Relationship Marketing

Quantitative Methods and Mathematical Sciences

200455.1 Advanced Mathematical Analysis
200453.1 Advanced Mathematical Finance
200452.1 Advanced Statistical Analysis
200451.1 Advanced Statistical Decision Making
200454.1 Advanced Stochastic Process Modeling

Bachelor of Business and Commerce

2739.1

Students who enrolled in 2513 Bachelor of Business and Commerce prior to 2008 should refer to the course structure and unit offerings shown against 2513: 2739 Bachelor of Business and Commerce is a new course commencing in 2008 and replaces 2513. For further information regarding the new Bachelor of Business and Commerce please go to the following link:

Course Enquiries:

Please contact the Head of Program for the Key Program your enquiry relates to. The 19 Key Programs available in the Bachelor of Business and Commerce and the Head of Program details are listed below under "Key Programs".

If your enquiry relates to the first year (core) units of the degree or you are unsure of your Key Program please contact:

Head of Program (Core Program): Mrs Michelle Cull - email: BBC_core@uws.edu.au

For all other enquiries, please contact Head of Program: Mr Graeme Mitchell - Email: g.mitchell@uws.edu.au

The Bachelor of Business and Commerce (2739) is a broadly based, multi-discipline undergraduate course offering flexibility and choice through a range of nineteen (19) different key programs, each of which reflects a particular business discipline. The degree seeks to equip all students with a good understanding of basic business issues complemented by a high level

of knowledge relevant to a specific business discipline. Each specific business discipline has a capstone unit in engaged learning; this means that graduates from the course will be considered 'business ready' in terms of dealing with real world business issues and problems and generating real world business solutions. In addition to the key programs, students will be able to complete (and will be encouraged to do so) either a major or a sub-major related to another key program. For example, the Enterprise Management key program has the related Managing Enterprises major which is available to all Bachelor of Business and Commerce students except those completing the Enterprise Management key program. In addition to these majors and sub-majors, most students (except for key programs that have professional accreditation requirements) will be able to select eight elective units from across UWS subject to availability and UWS rules. Finally, there is the option of completing a separate business honours course for high achieving students who meet entry requirements.

Study Mode

Three years full-time or six years part-time. "Please note that only the Property key program is available by distance"

Admission

Applications are via UAC.

HSC Mathematics and English; completed Diploma of Business UWS College; completed relevant TAFE award.

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

Course Structure

Qualification for this award requires the successful completion of 240 credit points which include eight compulsory units (common core) plus eight units associated with a particular business discipline (together making up the key program) and eight units as free electives as outlined in the structure below. Students must complete a minimum of 60 credit points within their Key Program at level 3, for some Key Programs this may include a combination of core units and elective units.

Key Programs:

Accounting - Ms Kerrie Mezzina - email: k.mezzina@uws.edu.au

Applied Economics - Dr John Ablett - email: j.ablett@uws.edu.au

Applied Finance - Dr John Ablett - email: j.ablett@uws.edu.au

E-Business Management - Mr Tim Hall - email: t.j.hall@uws.edu.au
 Economics and Finance - Dr John Ablett - email: j.ablett@uws.edu.au
 Enterprise Management - Mr Tim Hall - email: t.j.hall@uws.edu.au
 Financial Mathematics - Dr Rehez Ahlip - email: r.ahlip@uws.edu.au
 Global Logistics and Operations Management - Tim Hall - email: t.j.hall@uws.edu.au
 Hospitality Management - Mr Tim Hall - email: t.j.hall@uws.edu.au
 Human Resource Development and Organisation Development - Dr Alex Kristovics - email: a.kristovics@uws.edu.au
 Human Resource Management and Industrial Relations - Dr Alex Kristovics - email: a.kristovics@uws.edu.au
 International Business - Dr Megan Thompson - email: m.thompson@uws.edu.au
 International Business and Global Management - Dr Megan Thompson - email: m.thompson@uws.edu.au (with Dr Alex Kristovics - email: a.kristovics@uws.edu.au advising on Global Management)
 International Trade and Finance - Dr John Ablett - email: j.ablett@uws.edu.au
 Management - Dr Alex Kristovics - email: a.kristovics@uws.edu.au
 Marketing - Mr Ned Doyle - email: n.doyle@uws.edu.au
 Property - Mr Peter Wills - email: p.wills@uws.edu.au
 Retail Management - Mr Tim Hall - email: t.j.hall@uws.edu.au
 Sport Management - Mr Tim Hall - email: t.j.hall@uws.edu.au

Recommended Sequence

Accounting Key Program - Blacktown, Campbelltown, Parramatta

Head of Program - Ms Kerrie Mezzina - email: k.mezzina@uws.edu.au

This key program provides students with an in-depth knowledge of accounting, supported by knowledge of associated disciplines of law, economics, finance and statistics.

Students seeking accreditation with the Australian professional accounting bodies should complete the following three units as part of their electives;

- [200183.1](#) Law of Business Organisations
- [200187.1](#) Taxation Law
- [200488.2](#) Corporate Financial Management

Year 1

Autumn session

- [200083.1](#) Marketing Principles

- [200101.1](#) Accounting Information for Managers
- [200336.1](#) Business Academic Skills
- [200525.1](#) Principles of Economics

Spring session

- [200184.1](#) Introduction to Business Law
 - [200111.1](#) Financial Accounting Applications
 - [200571.1](#) Management Dynamics
- Choose one of:
- [200032.1](#) Statistics for Business
 - [200052.2](#) Introduction to Economic Methods

Year 2

Autumn session

- [200116.1](#) Management Accounting Fundamentals
- [200536.1](#) Intermediate Financial Accounting

Choose one of:

- [200488.2](#) Corporate Financial Management

OR one elective

Choose one of:

- [200183.1](#) Law of Business Organisations

OR one elective

Spring session

- [200108.1](#) Contemporary Management Accounting
- [200534.1](#) Accounting Information Systems
- [200109.3](#) Corporate Accounting Systems

And one elective

Year 3

Autumn session

- [200535.1](#) Auditing and Assurance Services

And two electives

Choose one of:

- [200187.1](#) Taxation Law

OR one elective

Spring session

- [200267.1](#) Advanced Accounting

Engaged Learning Unit:-

- [200118.2](#) The Accountant as a Consultant

And two electives

Applied Economics Key Program - Campbelltown, Parramatta

Head of Program - Dr John Ablett - email: j.ablett@uws.edu.au

This key program is constructed to provide general skills in economics along with specific core expertise in financial management and financial economics. This knowledge can be used in all areas of banking and finance, investment and funds management, government, industry and the service sector.

Year 1

Autumn session

200184.1 Introduction to Business Law

200336.1 Business Academic Skills

200525.1 Principles of Economics

Choose one of the following two units:

200052.2 Introduction to Economic Methods

200032.1 Statistics for Business

Spring session

200083.1 Marketing Principles

200101.1 Accounting Information for Managers

200549.1 The Australian Macroeconomy

200571.1 Management Dynamics

Year 2

Autumn session

200547.1 Macroeconomic Theory

200048.1 Financial Institutions and Markets

And two electives

Spring session

200053.2 Economic Modelling

200531.1 Industry Economics and Markets

And two electives

Year 3

Autumn session

Engaged Learning Unit:-

200537.1 Economics and Finance Engagement Project

Choose one of:

200530.1 Microeconomic Theory and Applications

200054.1 Applied Econometrics

200546.1 Macroeconomic Issues

And one alternate unit

And one elective

Spring session

One alternate unit

And three electives

Alternate Units

200065.1 Political Economy

200075.1 Urban and Regional Economics

200081.2 Managerial Economics

Applied Finance Key Program - Campbelltown, Parramatta

Head of Program - Dr John Ablett - email: j.ablett@uws.edu.au

This key program is suitable for students committed to a career in the rapidly growing finance sector. It provides a strong grasp of finance along with

foundational studies in accounting, economics, management and marketing. The course includes eight free electives that can be used to complete any other eight unit major offered by the School of Economics and Finance or by any other school at UWS.

Year 1

Autumn session

200184.1 Introduction to Business Law

200336.1 Business Academic Skills

200525.1 Principles of Economics

Choose one of:

200052.2 Introduction to Economic Methods

200032.1 Statistics for Business

Spring session

200083.1 Marketing Principles

200101.1 Accounting Information for Managers

200571.1 Management Dynamics

200549.1 The Australian Macroeconomy

Year 2

Autumn session

200048.1 Financial Institutions and Markets

200488.2 Corporate Financial Management

And two electives

Spring session

200053.2 Economic Modelling

200057.2 Investment Management

And two electives

Year 3

Autumn session

Engaged Learning Unit (200537):

200537.1 Economics and Finance Engagement Project

200078.1 Portfolio Management

And one alternate Unit

And one elective

Spring session

One Alternate unit

And three electives

Alternate Units

200055.2 International Finance

200059.1 Financial Economics

200077.1 The Superannuation Industry

200079.1 Derivatives

200518.1 Behavioural Finance

E-Business Management Key Program - Parramatta

Head of Program - Mr Tim Hall - email: t.j.hall@uws.edu.au

This key program is designed to combine proven business technology and management teachings with a focus on business transformation using the 'e' environment. This course will enable students to acquire specialist skills and knowledge required to succeed in the dynamic field of electronic business. The course equips graduates to work in a broad range of industries with roles including on-line buying and selling, marketing, data collection, servicing customers, and conducting computer based transactions.

Year 1**Autumn session**

- 200083.1** Marketing Principles
- 200336.1** Business Academic Skills
- 200566.1** Principles of the Internet
- 200571.1** Management Dynamics

Spring session

- 200184.1** Introduction to Business Law
 - 200525.1** Principles of Economics
 - 200101.1** Accounting Information for Managers
- And one of the following two units:
- 200052.2** Introduction to Economic Methods
 - 200032.1** Statistics for Business

Year 2**Autumn session**

- 200120.1** E-Business Fundamentals and Systems
 - 200255.1** Management of E-Business Processes
- And two electives

Spring session

- 200588.1** Global Operations and Logistics Management
- One of the following two units:
- 200567.1** Virtual Organisations
 - 200587.1** Strategic Management
- And two electives

Year 3**Autumn session**

- 200382.1** Business and Competitive Intelligence
 - 200256.1** Managing E-Business Security
- And two electives

Spring session

- Engaged Learning Unit:-
- 300119.1** E-Transformation

One of the following two units:

- 200134.1** Knowledge Management
 - 200138.1** Advanced E-Commerce
- And two electives

Economics and Finance Key Program - Campbelltown, Parramatta

Head of Program - Dr John Ablett - email: j.ablett@uws.edu.au

This key program is designed to provide a broad based and highly flexible education in understanding how the economy functions. The topics covered span political and social sciences, financial and business disciplines. Students will be prepared for employment in a large range of occupations in business, government and the social services sector.

Year 1**Autumn session**

- 200184.1** Introduction to Business Law
 - 200336.1** Business Academic Skills
 - 200525.1** Principles of Economics
- Choose one of:
- 200052.2** Introduction to Economic Methods
 - 200032.1** Statistics for Business

Spring session

- 200101.1** Accounting Information for Managers
- 200083.1** Marketing Principles
- 200571.1** Management Dynamics
- 200549.1** The Australian Macroeconomy

Year 2**Autumn session**

- 200547.1** Macroeconomic Theory
 - 200048.1** Financial Institutions and Markets
 - 200488.2** Corporate Financial Management
- And one elective

Spring session

- 200053.2** Economic Modelling
 - 200057.2** Investment Management
 - 200531.1** Industry Economics and Markets
- And one elective

Year 3**Autumn session**

- Engaged Learning Unit (200537):
- 200537.1** Economics and Finance Engagement Project
- Choose one of:
- 200054.1** Applied Econometrics
 - 200055.2** International Finance
 - 200078.1** Portfolio Management
- And two electives

Spring session

Choose one of:

- [200546.1](#) Macroeconomic Issues
- [200530.1](#) Microeconomic Theory and Applications

Choose one of:

- [200059.1](#) Financial Economics
- [200518.1](#) Behavioural Finance

And two electives

Enterprise Management Key Program - Blacktown, Parramatta

Head of Program - Mr Tim Hall - email: t.j.hall@uws.edu.au

This key program relates to management careers in dynamic organisations with an emphasis on innovation and change. The program looks at the organisation from an integrated perspective and the knowledge gained would be particularly relevant to small, family and medium sized businesses.

Year 1

Autumn session

- [200336.1](#) Business Academic Skills
- [200571.1](#) Management Dynamics
- [200083.1](#) Marketing Principles
- [200101.1](#) Accounting Information for Managers

Spring session

- [200184.1](#) Introduction to Business Law
 - [200525.1](#) Principles of Economics
 - [200585.1](#) Organisational Behaviour
- Choose one of:
- [200032.1](#) Statistics for Business
 - [200052.2](#) Introduction to Economic Methods

Year 2

Autumn session

- [200154.2](#) Entrepreneurial Management and Innovation
 - [200163.1](#) Innovation and Product Development
- And two electives

Spring session

- [200167.1](#) Quality Management
- [200588.1](#) Global Operations and Logistics Management

And two electives

Year 3

Autumn session

- [200558.1](#) Enterprise Simulation
 - [200570.1](#) Management of Change
- And two electives

Spring session

- [200587.1](#) Strategic Management Engaged Learning Unit (200557):
 - [200557.1](#) Enterprise Internship
- And two electives

Financial Mathematics Key Program - Parramatta

Head of Program - Dr Rehez Ahlip - email r.ahlip@uws.edu.au

This key program provides a coherent study program in mathematics, statistics, business and finance, that can be linked with other units covering areas such as economics and accounting. It provides the necessary background to undertake examination of a range of aspects of the Australian banking and finance systems, including management of large portfolios, pricing and hedging of financial instruments and modelling of financial markets. Graduates gain a strong grounding in the theory and applications of mathematical and statistical techniques as they are utilised in the finance industry.

Year 1

Autumn session

- [200031.2](#) Mathematics for Business
- [200048.1](#) Financial Institutions and Markets
- [200336.1](#) Business Academic Skills
- [200525.1](#) Principles of Economics

Spring session

- [200032.1](#) Statistics for Business
- [200101.1](#) Accounting Information for Managers
- [200184.1](#) Introduction to Business Law
- [200571.1](#) Management Dynamics

Year 2

Autumn session

- [200026.1](#) Advanced Mathematics for Business
- [200033.1](#) Applied Statistics
- [200083.1](#) Marketing Principles
- [200488.2](#) Corporate Financial Management

Spring session

- [200057.2](#) Investment Management
 - [200030.1](#) Differential Equations
- And two electives

Year 3

Autumn session

Four Alternate units from the list below

Spring session

- [200024.1](#) Mathematical Finance

Engaged Learning Unit:-

200045.1 Quantitative Project
And two electives

Alternate Units

200022.1 Mathematical Modelling
200023.1 Analysis
200037.1 Regression Analysis & Experimental Design
200038.1 Time Series and Forecasting
200039.1 Surveys and Multivariate Analysis
200040.1 Probability & Stochastic Processes
200055.2 International Finance
200059.1 Financial Economics
200061.1 Financial Institutions Management
200078.1 Portfolio Management
200079.1 Derivatives
200193.1 Abstract Algebra
200437.1 Property Investment
200438.1 Property Portfolio Analysis (V2)

Global Logistics and Operations Management Key Program - Campbelltown, Parramatta

Head of Program - Mr Tim Hall - email: t.j.hall@uws.edu.au

This key program ensures that graduates possess the knowledge and skills in the area of logistics management, operations management, quality management, warehousing, transportation and materials management. The program equips graduates to work in the many areas of logistics and operations management including manufacturing or services in Australia or overseas. Job positions such as production manager, customer service manager, service operations manager, supply chain manager, and operations manager are all appropriate for this program. This key program will facilitate the promotion to senior management responsibilities after sufficient experience.

Year 1

Autumn session

200083.1 Marketing Principles
200101.1 Accounting Information for Managers
200336.1 Business Academic Skills
200571.1 Management Dynamics

Spring session

200184.1 Introduction to Business Law
200525.1 Principles of Economics
200585.1 Organisational Behaviour

Choose one of:

200032.1 Statistics for Business
200052.2 Introduction to Economic Methods

Year 2

Autumn session

200255.1 Management of E-Business Processes
200588.1 Global Operations and Logistics Management

And two electives

Spring session

200167.1 Quality Management
200555.1 Global Warehousing and Transport Management

And two electives

Year 3

Autumn session

200552.1 Global Materials Management and Distribution (ERP)

Choose one of:

200528.1 Management of Projects
200165.1 Productivity and Technology Management

And two electives

Spring session

Engaged Learning Unit (200162):

200162.1 Business Report
200565.1 Operations and Logistics in Practice

And two electives

Hospitality Management Key Program - Blacktown, Parramatta

Head of Program - Mr Tim Hall - email: t.j.hall@uws.edu.au

This key program provides a hospitality industry focus for career management professionals. It aims to develop broad based graduates capable of managing hotels, resorts, food-service enterprises or other service-oriented businesses around the world. The course provides specialised education in areas important to the hospitality industry such as food services, business management, convention and event management, hospitality markets, and industry research projects.

Year 1

Autumn session

200336.1 Business Academic Skills
200571.1 Management Dynamics
200083.1 Marketing Principles
200144.1 Lodging Management

Spring session

200101.1 Accounting Information for Managers
200184.1 Introduction to Business Law
200525.1 Principles of Economics

Choose one of:

- 200032.1** Statistics for Business
- 200052.2** Introduction to Economic Methods

Year 2

Autumn session

- 200145.1** Food Services Systems
 - 200146.1** Convention Management
- And two electives

Spring session

- 200584.1** Hospitality Management Operations
 - 200560.1** Hospitality Employee and Guest Relations
- And two electives

Year 3

Autumn session

- 200559.1** Hospitality Business Research Methods
 - 200562.1** Hospitality Markets
- And two electives

Spring session

- 200148.1** Planning and Design of Hospitality Facilities Engaged Learning Unit (200561):
 - 200561.1** Hospitality Management Applied Project
- And two electives

Human Resource Development and Organisational Development Key Program - Blacktown, Parramatta

Head of Program - Dr Alex Kristovics - email: a.kristovics@uws.edu.au

This key program provides key studies in both human resource development and organisation development within a broad strategic management context. It enables students to develop a strategic focus for the matching of workforce and individual skills to facilitate organisational change and growth in today's complex and growing business environment. These are key managerial requirements for contemporary private and public sector organisations. Career opportunities include training and development management, organisational change management, management of skills and career development in public and private sector organisations, and workforce planning for both organisational and regional development in public and private organisations.

Year 1

Autumn session

- 200336.1** Business Academic Skills
- 200571.1** Management Dynamics
- 200184.1** Introduction to Business Law
- 200101.1** Accounting Information for Managers

Spring session

- 200300.1** Managing People at Work
- 200525.1** Principles of Economics

Choose one of:

- 200032.1** Statistics for Business
- 200052.2** Introduction to Economic Methods

And one elective

Year 2

Autumn session

- 200083.1** Marketing Principles
 - 200243.2** Work Employment and the Labour Market
 - 200610.1** Employee Training and Development
- And one elective

Spring session

- 200376.1** Managing and Developing Careers
 - 200157.2** Organisational Learning and Development
- And two electives

Year 3

Autumn session

- 200570.1** Management of Change
 - 200175.3** Managing Human Resources and Industrial Relations
- And two electives

Spring session

- 200159.2** Organisation Analysis and Design Engaged Learning Unit (200381):
 - 200381.2** Human Resources Development Seminar
- And two electives

Human Resource Management and Industrial Relations Key Program - Campbelltown, Parramatta

Head of Program - Dr Alex Kristovics - email: a.kristovics@uws.edu.au

This key program is designed for people who seek careers in human resource management and industrial relations. It provides a general business education in first year. In second and third years, specialist units provide students with a capacity for career positions that require the formation and implementation of employment relations policies and practices to meet organisational objectives and strategies. Graduates work in areas that focus on recruitment and selection, performance management, training and development, pay and benefits, equity and diversity management, agreement negotiation, dispute resolution, policy analysis and industrial advocacy.

Year 1

Autumn

- 200336.1** Business Academic Skills
- 200571.1** Management Dynamics
- 200184.1** Introduction to Business Law
- 200101.1** Accounting Information for Managers

Spring

- 200300.1** Managing People at Work
 - 200525.1** Principles of Economics
 - 200083.1** Marketing Principles
- Choose one of:
- 200032.1** Statistics for Business
 - 200052.2** Introduction to Economic Methods

Year 2

Autumn

- 200614.1** Enterprise Industrial Relations
- Choose one of:
- 200607.1** Recruitment and Selection
 - 200610.1** Employee Training and Development
 - 200621.1** International Human Resource Management
- And two electives

Spring

- 200611.1** Management of Employee Performance
- Choose one of:
- 200612.1** Remuneration Theory and Practice
 - 200613.1** Negotiation, Bargaining and Advocacy
 - 200622.1** International and Comparative Employment Relations
- Choose one of:
- 200150.1** Managing Diversity
 - 200243.2** Work Employment and the Labour Market
 - 200616.1** Workplace Behaviour
 - 200617.1** Occupational Health and Safety
- And one elective

Year 3

Autumn

- 200615.1** Industrial Relations Strategy
 - 200618.1** Human Resource Strategy
- And two electives

Spring

- Engaged Learning Unit (200575):
- 200575.1** Processes and Evaluation in Employment Relations
- And three electives

International Business Key Program - Parramatta

Acting Head of Program - Dr Megan Thompson - email: m.thompson@uws.edu.au

The global economy, which previously was for some an interesting, attractive, exciting but highly abstract concept, is today a reality. This program has been developed in response to the needs of the growing number of employers and the burgeoning student interest in global business opportunities. On a solid foundation in domestic business education, is built a detailed knowledge of the international dimension of business and the necessary understanding of the workings of that market system.

Year 1

Autumn session

- 200336.1** Business Academic Skills
- 200571.1** Management Dynamics
- 200083.1** Marketing Principles
- 200591.1** Introduction to International Business

Spring session

- 200101.1** Accounting Information for Managers
 - 200184.1** Introduction to Business Law
 - 200525.1** Principles of Economics
- Choose one of:
- 200032.1** Statistics for Business
 - 200052.2** Introduction to Economic Methods

Year 2

Autumn session

- 200541.1** Globalisation and Trade
 - 200094.1** International Marketing
- And two electives

Spring session

- 200374.2** International Marketing Research
 - 200589.1** Export Strategy and Applications
- And two electives

Year 3

Autumn session

- 200622.1** International and Comparative Employment Relations
 - 200626.1** International Business Strategy
- And two electives

Spring session

- Engaged Learning Unit (200590):
- 200590.1** International Business Project
- Choose one of:
- 200098.1** The Markets of Asia
 - 200099.2** The Markets of Europe
- And two electives

International Business and Global Management Key Program - Parramatta

Head of Program - Dr Megan Thompson - email: m.thompson@uws.edu.au (with Dr Alex Kristovics - email: a.kristovics@uws.edu.au advising on Global Management)

As Australian organisations (private sector, public sector and not-for-profit) develop closer links with similar organisations in other countries there will be increasing demand for graduates with knowledge of both international business and international management. This key program has been developed in response to the needs of the growing number of employers and the burgeoning student interest in global business opportunities. On a solid foundation in domestic business education, is built a detailed knowledge of the international dimension of business and management and the necessary understanding of the workings of global markets and organisational systems.

Year 1

Autumn session

- 200083.1** Marketing Principles
- 200336.1** Business Academic Skills
- 200571.1** Management Dynamics
- 200591.1** Introduction to International Business

Spring session

- 200101.1** Accounting Information for Managers
 - 200300.1** Managing People at Work
 - 200525.1** Principles of Economics
- Choose one of:
- 200032.1** Statistics for Business
 - 200052.2** Introduction to Economic Methods

Year 2

Autumn session

- 200184.1** Introduction to Business Law
- 200255.1** Management of E-Business Processes
- 200621.1** International Human Resource Management
- 200626.1** International Business Strategy

Spring session

- 200158.2** Business, Society and Policy
 - 200374.2** International Marketing Research
 - 200595.1** International Business Finance
- Choose one of:
- 200586.1** Cross Cultural Management
 - 200150.1** Managing Diversity

Year 3

Autumn session

- 200094.1** International Marketing

- 200382.1** Business and Competitive Intelligence
- 200622.1** International and Comparative Employment Relations

And one elective

Spring session

Engaged Learning Unit (200590):

- 200590.1** International Business Project
- 200589.1** Export Strategy and Applications
- 200623.1** International Management

And one elective

International Trade and Finance Key Program - Campbelltown, Parramatta

Head of Program - Dr John Ablett - email: j.ablett@uws.edu.au

This key program has been developed in response to the needs of the growing number of employers and the burgeoning student interest in global business opportunities. The program equips students with tools that will enable them to handle complex issues relevant to open economies.

Year 1

Autumn session

- 200184.1** Introduction to Business Law
- 200336.1** Business Academic Skills
- 200525.1** Principles of Economics

Choose one of:

- 200032.1** Statistics for Business
- 200052.2** Introduction to Economic Methods

Spring session

- 200101.1** Accounting Information for Managers
- 200083.1** Marketing Principles
- 200571.1** Management Dynamics
- 200549.1** The Australian Macroeconomy

Year 2

Autumn session

- 200488.2** Corporate Financial Management
- 200547.1** Macroeconomic Theory

And two electives

Spring session

- 200053.2** Economic Modelling
- 200533.1** Globalisation and Asia

And two electives

Year 3

Autumn session

Engaged Learning Unit (200537):

- 200537.1** Economics and Finance Engagement Project
- 200055.2** International Finance

Choose one of:

- [200054.1](#) Applied Econometrics
- [200544.1](#) International Labour Economics
- [200546.1](#) Macroeconomic Issues

And one elective

Spring session

- [200541.1](#) Globalisation and Trade

And three electives

Management Key Program - Blacktown, Campbelltown, Parramatta

Head of Program - Dr Alex Kristovics - email: a.kristovics@uws.edu.au

This key program relates to management careers in contemporary private, public or not-for-profit organisations in Australia and abroad. Students undertake a sequence of units that, through the recognition of specific attributes required for a broad management career, enhance their capacity to initiate valued change and contribute in the complex field of management. The development of applied strategic knowledge provides strong analytical outcomes directed at understanding the impact managers have on organisational decision making. Change and strategic management knowledge is developed to assist students in applying the concepts of organisational ethics and social responsibility.

Year 1

Autumn session

- [200083.1](#) Marketing Principles
- [200101.1](#) Accounting Information for Managers
- [200336.1](#) Business Academic Skills
- [200571.1](#) Management Dynamics

Spring session

- [200184.1](#) Introduction to Business Law
- [200525.1](#) Principles of Economics
- [200585.1](#) Organisational Behaviour

Choose one of:

- [200032.1](#) Statistics for Business
- [200052.2](#) Introduction to Economic Methods

Year 2

Autumn session

- [200158.2](#) Business, Society and Policy
- [200586.1](#) Cross Cultural Management

And two electives

Spring session

- [200588.1](#) Global Operations and Logistics Management

Choose one of:

- [200157.2](#) Organisational Learning and Development
- [200159.2](#) Organisation Analysis and Design

And two electives

Year 3

Autumn session

- [200570.1](#) Management of Change
- [200583.1](#) Power Politics and Knowledge

And two electives

Spring session

Engaged Learning Unit (200568):

- [200568.1](#) Contemporary Management Issues
- [200587.1](#) Strategic Management

And two electives

Marketing Key Program - Blacktown, Parramatta

Head of Program - Mr Ned Doyle - email: n.doyle@uws.edu.au

This key program prepares students for a career in any of the diverse fields of marketing in industry, commerce and in not-for-profit and government organisations. The key program focuses on the increasingly important role of marketing as the major source of organisational revenues and as a key contributor to organisational performance. Participants are exposed to the broad and dynamic field of marketing, providing knowledge which is critical to graduate capability in marketing roles in contemporary and emergent organisations. Foundation studies include areas such as management, economics, quantitative methods, finance and commercial law. Electives provide wide scope for further studies in areas of individual interest and allow for both specialisation and eclecticism.

Year 1

Autumn session

- [200083.1](#) Marketing Principles
- [200336.1](#) Business Academic Skills
- [200525.1](#) Principles of Economics

Choose one of:

- [200032.1](#) Statistics for Business
- [200052.2](#) Introduction to Economic Methods

Spring session

- [200084.1](#) Consumer Behaviour
- [200101.1](#) Accounting Information for Managers
- [200184.1](#) Introduction to Business Law
- [200571.1](#) Management Dynamics

Year 2

Autumn session

- [200592.1](#) Marketing Research
- [200086.2](#) Marketing Communications

And two electives

Spring session

200090.2 Marketing of Services
200088.1 Brand and Product Management
 And two electives

Year 3

Autumn session

200087.1 Strategic Marketing Management
200094.1 International Marketing
 And two electives

Spring session

Engaged Learning Unit (200096):
200096.2 Marketing Planning Project
200091.2 Business to Business Marketing
 And two electives

Property Key Program - Blacktown, External

Head of Program - Mr Peter Wills - email: p.wills@uws.edu.au

This key program is available on-campus in full time and part time modes or by distance. Please contact the Blacktown course advisor for information on the distance mode offering.

This key program uses the principles of a range of areas of property, business, planning and law for making effective decisions in property. The property industry is dynamic, with a wide range of professional career opportunities available in valuation, property investment and property development. Institutional investors with multi-billion dollar commercial property portfolios, the major property companies, valuation firms and the leading property advisory companies would be major employers of graduates, both in Australia and overseas. This program is practical and students are encouraged to participate in an industry-supported work experience program.

For accreditation purposes with the Australian Property Institute (Certified Practising Valuer) and registration as a valuer with the (NSW) Office of Fair Trading it is essential that students complete the following units as part of their electives:

200435.1 Property Development Controls
200599.1 Land Law
200604.1 Valuation of Special Premises
200605.1 Rural Valuation
200606.1 Compulsory Acquisition and Litigation
BG101A.1 Building 1

Year 1

Autumn session

200336.1 Business Academic Skills
200525.1 Principles of Economics

200601.1 Introduction to Property

Choose one of:

BG101A.1 Building 1

OR one elective

Spring session

200083.1 Marketing Principles
200101.1 Accounting Information for Managers
200184.1 Introduction to Business Law
200602.1 Principles of Valuation

Year 2

Autumn session

200032.1 Statistics for Business
200603.1 Commercial Valuation
200571.1 Management Dynamics

Choose one of:

200435.1 Property Development Controls

OR one elective

Spring session

200437.1 Property Investment
200438.1 Property Portfolio Analysis (V2)

Choose one of:

200605.1 Rural Valuation

OR one elective

Choose one of:

200599.1 Land Law

OR one elective

Year 3

Autumn session

200598.1 Property Development
200600.1 Commercial Property Management
 Choose one of:
200606.1 Compulsory Acquisition and Litigation

OR one elective

And one elective

Spring session

Engaged Learning Unit (200360):

200360.1 Property Project

200597.1 Property Finance and Tax

Choose one of:

200604.1 Valuation of Special Premises

OR one elective

And one elective

Retail Management Key Program - Parramatta

Head of Program - Mr Tim Hall - email: t.j.hall@uws.edu.au

This key program ensures that graduates possess the knowledge and skills in the area of specialised retail management. The course equips graduates to work in the many areas of retail management. Job positions

could be in purchasing, warehousing as well as retail marketing and management. Initial roles may be in customer service, purchasing, planning, distribution centres, warehousing, importing and exporting, and merchandising. This course will facilitate the promotion to senior management responsibilities after sufficient experience in the various elements of the retailing industry.

Year 1

Autumn session

- 200083.1** Marketing Principles
- 200336.1** Business Academic Skills
- 200563.1** Introduction to Retail Operations
- 200571.1** Management Dynamics

Spring session

- 200300.1** Managing People at Work
- 200525.1** Principles of Economics
- 200101.1** Accounting Information for Managers
- 200084.1** Consumer Behaviour

Year 2

Autumn session

- 200184.1** Introduction to Business Law
- Choose one of:
 - 200032.1** Statistics for Business
 - 200052.2** Introduction to Economic Methods
- And two electives

Spring session

- 200642.1** Global Logistics and Supply Chain Management
- Choose one of:
 - 200570.1** Management of Change
 - 200611.1** Management of Employee Performance
- And two electives

Year 3

Autumn session

- 200089.1** Retail Management
- 200577.1** Purchasing Warehousing and Merchandising
- And two electives

Spring session

- Engaged Learning Unit (200578):
 - 200578.1** Retail Report
 - 200587.1** Strategic Management
- And two electives

Sport Management Key Program - Campbelltown

Head of Program - Mr Tim Hall - email: t.j.hall@uws.edu.au

This key program is designed for people who seek careers in Australian and International Sport management. It provides a general business education in first year preparing graduates for the multi disciplinary nature of the industry sector. In second and third years, specialist units provide students with a capacity to understand and function within the increasingly dynamic specialist context in which sport is played, organised and managed. Graduates are equipped with the skills and knowledge to manage sport experiences and resource. Together with issues pertaining to globalisation and emerging contemporary issues in sport. Graduates find career employment at all levels of government as well as within the private sector for both commercial and non-commercial organisations. Positions include project management of facilities and events, management and co ordination of leisure, sport and civic event departments, sport marketing, player management and sport public relations, elite sport development, sport and leisure programming.

Year 1

Autumn session

- 200083.1** Marketing Principles
- 200336.1** Business Academic Skills
- 200571.1** Management Dynamics
- 200564.1** Introduction to Sport Management

Spring session

- 200101.1** Accounting Information for Managers
- 200184.1** Introduction to Business Law
- 200525.1** Principles of Economics
- Choose one of:
 - 200032.1** Statistics for Business
 - 200052.2** Introduction to Economic Methods

Year 2

Autumn session

- 200576.1** Professional Practice in Sport Management
- 200556.1** Communication in Sport
- And two electives

Spring session

- 200550.1** Sport and the Law
- 200579.1** Sport Event and Facility Management
- And two electives

Year 3

Autumn session

- 200581.1** Sport Management Research Methods
- 200244.1** Sports Management - Planning and Development
- And two electives

Spring session

Engaged Learning Unit (200580):

- 200580.1** Sport Management Applied Project
 - 400335.2** Contemporary Issues in Sport Management
- And two electives

Majors and Sub-majors**Accounting Major and Sub-major**

This major is available to students enrolled in any UWS undergraduate award except those enrolled in an Accounting Key Program or 2727 Bachelor of Financial Advising.

The structure consists of two compulsory units and a selection of six additional units for a major or two additional units for a sub-major.

Core

- 200101.1** Accounting Information for Managers
 - 200116.1** Management Accounting Fundamentals
- Choose six units (for a Major) or two units (for a Sub-major) from the following units:
- 200102.2** Accounting Philosophies and Theories
 - 200108.1** Contemporary Management Accounting
 - 200109.3** Corporate Accounting Systems
 - 200111.1** Financial Accounting Applications
 - 200118.2** The Accountant as a Consultant
 - 200488.2** Corporate Financial Management
 - 200534.1** Accounting Information Systems
 - 200535.1** Auditing and Assurance Services
 - 200536.1** Intermediate Financial Accounting

Accounting Controllership Sub-major

This sub-major is only available to students enrolled in an Accounting Key Program.

Choose one of:

- 200057.2** Investment Management
- 200596.1** Corporate Finance

Choose three of:

- 200083.1** Marketing Principles
- 200106.2** Advanced Issues in Accounting Information Systems
- 200113.1** International Accounting Studies
- 200115.1** Issues in Corporate Social Accountability
- 200117.1** Public Sector Accounting
- 200272.1** Insurance Advising - Theory and Practice
- 200079.1** Derivatives
- 200628.1** Applied Business Project
- 200594.1** International Financial Management
- 200582.1** Financial Statement Analysis (UG)

Public Practice Accounting Sub-major

This sub-major is only available to students enrolled in an Accounting Key Program.

- 200186.1** Advanced Taxation Law
- Choose one of:

- 200019.2** Revenue Law
 - 200187.1** Taxation Law
- Choose two of:
- 200090.2** Marketing of Services
 - 200104.2** Advanced Auditing
 - 200105.1** Advanced Corporate Accounting
 - 200183.1** Law of Business Organisations
 - 200554.1** Law of Commercial Obligations
 - 200624.1** Estate and Succession Planning

Financial Planning Sub-major

This sub-major is available to all undergraduate courses except the Bachelor of Financial Advising.

- 200488.2** Corporate Financial Management
 - 200627.1** Financial Planning
- And two units from the following:
- 200057.2** Investment Management
 - 200079.1** Derivatives
 - 200187.1** Taxation Law
 - 200265.1** Personal Asset Management
 - 200272.1** Insurance Advising - Theory and Practice
 - 200569.1** Retirement Planning
 - 200624.1** Estate and Succession Planning

Advanced Business Sub-major

This sub-major is available to students enrolled in 2739 B Business and Commerce, 2504 B Economics and 2727 B Financial Advising who have completed at least 90 credit points in units from the various business disciplines and have a grade point average of at least 5.0. It consists of four units.

- 200572.1** Advanced Business Seminars
- 200573.1** Business Leadership
- 200609.1** Entrepreneurial Team
- 200574.1** Frontiers of Business Theory and Analysis

Economics Major

Please see the course structure for 2504 Bachelor of Economics for details of this Major.

Finance Major

Please see the course structure for 2504 Bachelor of Economics for details of this Major.

Property Major

This major is available to all undergraduate students who are interested in a property career especially in the areas of valuation, property investment and property development. This major is not available to students enrolled in a Property Key Program.

- 200437.1** Property Investment
- 200438.1** Property Portfolio Analysis (V2)
- 200598.1** Property Development
- 200597.1** Property Finance and Tax
- 200600.1** Commercial Property Management
- 200601.1** Introduction to Property

200602.1 Principles of Valuation

200603.1 Commercial Valuation

Property Investment Sub-major

This is a four unit sub-major available to all undergraduate students other than those completing the Property Key Program.

200437.1 Property Investment

200438.1 Property Portfolio Analysis (V2)

200597.1 Property Finance and Tax

200598.1 Property Development

Managing Globally Major and Sub-major

This major or sub-major is available to all undergraduate students other than those enrolled in the International Business and Global Management Key Program within 2739 B Business and Commerce.

Students choose eight of the prescribed units listed below for a major or four units for a sub-major.

200150.1 Managing Diversity

200158.2 Business, Society and Policy

200255.1 Management of E-Business Processes

200300.1 Managing People at Work

200382.1 Business and Competitive Intelligence

200586.1 Cross Cultural Management

200621.1 International Human Resource Management

200622.1 International and Comparative Employment Relations

200623.1 International Management

Marketing Major

The major consists of eight units and is available to all undergraduate students other than those completing a Marketing Key Program.

200083.1 Marketing Principles

200084.1 Consumer Behaviour

200086.2 Marketing Communications

200088.1 Brand and Product Management

200094.1 International Marketing

200090.2 Marketing of Services

200087.1 Strategic Marketing Management

200096.2 Marketing Planning Project

Marketing Sub-major

The sub-major consists of four units as follows:

200083.1 Marketing Principles

200087.1 Strategic Marketing Management

Choose two of:

200086.2 Marketing Communications

200088.1 Brand and Product Management

200090.2 Marketing of Services

200094.1 International Marketing

International Business Major

This major is available to all undergraduate students other than those completing an International Business Key Program.

200591.1 Introduction to International Business

200094.1 International Marketing

200541.1 Globalisation and Trade

200626.1 International Business Strategy

200374.2 International Marketing Research

200590.1 International Business Project

200589.1 Export Strategy and Applications

Choose one of:

200098.1 The Markets of Asia

200099.2 The Markets of Europe

International Business Sub-major

This is a four unit sub-major available to all undergraduate students other than those completing an International Business Key Program.

200083.1 Marketing Principles

Choose three of:

200094.1 International Marketing

200591.1 Introduction to International Business

200374.2 International Marketing Research

200626.1 International Business Strategy

Applied Marketing Management Major

This major is available to all students at UWS.

200083.1 Marketing Principles

200092.1 New Product Marketing

200089.1 Retail Management

200095.2 Sales Management

200097.2 Applied Marketing Research

200093.2 New Frontiers in Marketing

200099.2 The Markets of Europe

200098.1 The Markets of Asia

E-Marketing Sub-major

This is a four unit sub-major available to all undergraduate students.

200233.1 Principles of E-Marketing

200234.1 International E-Business Marketing

200235.1 E-Marketing Strategy

200236.2 E-Marketing Project

Financial Mathematics Sub-major

This is a four unit submajor available to all undergraduate students except those completing a Financial Mathematics Key Program.

200024.1 Mathematical Finance

200026.1 Advanced Mathematics for Business

200031.2 Mathematics for Business

200030.1 Differential Equations

Managing Organisations Major and Sub-major

This is an eight unit major or four unit sub-major available to all undergraduate students except those completing a Management or Enterprise Management Key Program.

The structure consists of two compulsory units and a selection of six additional units for a major or two additional units for a sub-major.

200571.1 Management Dynamics

200585.1 Organisational Behaviour

And six units from the following for a major or two units for a sub-major:

200158.2 Business, Society and Policy

200586.1 Cross Cultural Management

200588.1 Global Operations and Logistics Management

200570.1 Management of Change

200583.1 Power Politics and Knowledge

200587.1 Strategic Management

Either:

200157.2 Organisational Learning and Development or

200159.2 Organisation Analysis and Design

Managing Enterprises Major and Sub-major

This is an eight unit major or four unit sub-major available to all undergraduate students except those completing a Management or Enterprise Management Key Program.

200571.1 Management Dynamics

200585.1 Organisational Behaviour

And six units from the following units for a major or two units for a sub-major:

200154.2 Entrepreneurial Management and Innovation

200163.1 Innovation and Product Development

200167.1 Quality Management

200558.1 Enterprise Simulation

200570.1 Management of Change

200587.1 Strategic Management

200588.1 Global Operations and Logistics Management

Employment Relations Major

This is an eight unit major available to all undergraduate students except those completing a Human Resource Management and Industrial Relations Key Program or a Human Resource Development and Organisational Development Key Program.

200300.1 Managing People at Work

200614.1 Enterprise Industrial Relations

200611.1 Management of Employee Performance

200618.1 Human Resource Strategy

200615.1 Industrial Relations Strategy

Plus one unit from Group 1:

200607.1 Recruitment and Selection

200610.1 Employee Training and Development

200621.1 International Human Resource Management

And one unit from Group 2:

200243.2 Work Employment and the Labour Market

200612.1 Remuneration Theory and Practice

200622.1 International and Comparative Employment Relations

Plus an additional unit from either of the two groups above.

Employment Relations Sub-major

This is a four unit sub-major available to all undergraduate students except those completing a Human Resource Management and Industrial Relations Key Program or a Human Resource Development and Organisational Development Key Program.

The sub-major consists of:

200300.1 Managing People at Work

Plus a selection of three units as per the major above - one unit from each group and then an additional unit from either of the two groups.

Human Resource Development Sub-major

This four unit sub-major is available to all undergraduate students except those completing a Human Resource Development and Organisation Development Key Program or a Human Resource Management and Industrial Relations Key Program.

200300.1 Managing People at Work

200610.1 Employee Training and Development

200243.2 Work Employment and the Labour Market

200376.1 Managing and Developing Careers

Workplace Relations Sub-major

This is a four unit sub-major available to all undergraduate students except those enrolled in a Human Resource Development and Organisation Development or Human Resource Management and Industrial Relations Key Program.

200300.1 Managing People at Work

200616.1 Workplace Behaviour

Choose two of:

200551.1 Workplace Law

200617.1 Occupational Health and Safety

200611.1 Management of Employee Performance

200613.1 Negotiation, Bargaining and Advocacy

200614.1 Enterprise Industrial Relations

Historical and Contemporary Employment Relations Sub-major

This is a four unit sub-major available to advanced students completing the Human Resource and

Industrial Relations Key Program who achieve a grade point average of at least 5.0. It is seen as preparation for an honours year.

- 200619.1** Employment Relations Advanced Seminar 1
 - 200620.1** Employment Relations Advanced Seminar 2
- Choose two of:

- 200643.1** History of Labour Management Thought
- 200644.1** Perspectives on Labour Management
- 200645.1** The Contemporary Labour Movement
- 100986.1** Australian History 1860-1920
- 100987.1** Australian History Since 1920
- 100248.1** Australian Labour History

Hospitality Operations Sub-major

This is a four unit sub-major available to all undergraduate students except those completing a Hospitality Management Key Program.

- 200144.1** Lodging Management
- 200145.1** Food Services Systems
- 200146.1** Convention Management
- 200584.1** Hospitality Management Operations

The Sport Industry Sub-major

This is a four unit sub-major available to all undergraduate students except those completing a Sport Management Key Program.

- 200244.1** Sports Management - Planning and Development
- 200556.1** Communication in Sport
- 200576.1** Professional Practice in Sport Management
- 200564.1** Introduction to Sport Management

The Retail Industry Sub-major

This is a four unit sub-major available to all undergraduate students except those enrolled in a Retail Management Key Program.

- 200563.1** Introduction to Retail Operations
- 200642.1** Global Logistics and Supply Chain Management
- 200089.1** Retail Management

Choose one of:

- 200577.1** Purchasing Warehousing and Merchandising
- 200578.1** Retail Report

Managing E-Business Major and Sub-major

This is an eight unit major or four unit sub-major available to all undergraduate students except those completing an E-Business Management Key Program.

- 200255.1** Management of E-Business Processes
- 200566.1** Principles of the Internet

Plus six units for the major (three of which must be at level 300) or two units for the sub-major:

- 200083.1** Marketing Principles
- 200134.1** Knowledge Management
- 200120.1** E-Business Fundamentals and Systems

- 200567.1** Virtual Organisations
- 200256.1** Managing E-Business Security
- 200382.1** Business and Competitive Intelligence
- 200138.1** Advanced E-Commerce

Managing Global Logistics and Supply Chains Major

This is an eight unit major available to all undergraduate students except those enrolled in a Global Logistics and Operations Management Key Program.

- 200642.1** Global Logistics and Supply Chain Management
- 200167.1** Quality Management
- 200255.1** Management of E-Business Processes
- 200552.1** Global Materials Management and Distribution (ERP)
- 200555.1** Global Warehousing and Transport Management
- 200565.1** Operations and Logistics in Practice
- 200571.1** Management Dynamics
- 200587.1** Strategic Management

Managing Global Logistics and Supply Chains Sub-major

This is a four unit sub-major available to all undergraduate students except those enrolled in a Global Logistics and Operations Management Key Program.

- 200571.1** Management Dynamics
- 200642.1** Global Logistics and Supply Chain Management
- 200552.1** Global Materials Management and Distribution (ERP)
- 200555.1** Global Warehousing and Transport Management

Operations Management Sub-major

This is a four unit sub-major available to all undergraduate students except those enrolled in a Global Logistics or Operations Managements Key Program.

- 200588.1** Global Operations and Logistics Management

Plus three from the following;

- 200163.1** Innovation and Product Development
- 200165.1** Productivity and Technology Management
- 200167.1** Quality Management
- 200528.1** Management of Projects

Bachelor of Business and Commerce (Advanced Business Leadership)

2741.1

This course is a broadly based, multi-discipline undergraduate course offering flexibility and choice through a range of nineteen (19) different key programs, each of which reflects a particular business discipline. The degree seeks to equip its students with a high level of knowledge relevant to business issues in general as well as knowledge relevant to a specific business discipline. The intention of the course is to provide a foundation for the development of Australia's future business leaders. Although the course is offered at Parramatta students will be permitted to study at other campuses depending on their key program they choose. For example, a student with an interest in Sport Management key program offered only at the Campbelltown campus will be able to complete the appropriate units at this campus.

Please see course entry for 2739.1 Bachelor of Business and Commerce for Key Programs.

Study Mode

Three years full-time

Admission

Admission is via UAC.

UAI of at least 90.0 (or equivalent)

Currently enrolled undergraduate students must achieve a GPA of at least 5.0 across two consecutive semesters.

In addition to entry, students must continue to perform at a high level by maintaining a GPA of at least 5.0 across three consecutive semesters (with their performance to be reviewed annually). Students that fail to meet this performance requirement will be transferred to another UWS course that is deemed relevant in terms of completing their undergraduate studies.

Course Structure

Qualification for this award requires the successful completion of 240 credit points as outlined in the structure below.

Year 1

Autumn session

200336.1 Business Academic Skills

200525.1 Principles of Economics

200101.1 Accounting Information for Managers

200083.1 Marketing Principles

Spring session

200571.1 Management Dynamics

200184.1 Introduction to Business Law

Choose one of:

200032.1 Statistics for Business

200052.2 Introduction to Economic Methods

And one Key Program specialist unit

Year 2

Autumn session

Four Key Program specialist units

Spring session

Three Key Program specialist units

And one elective

Year 3

Autumn session

200572.1 Advanced Business Seminars

200573.1 Business Leadership

And two electives

Spring session

200574.1 Frontiers of Business Theory and Analysis

200609.1 Entrepreneurial Team

Key Program specialist business Engaged Unit

And one elective

Bachelor of Business and Commerce (Honours)

2577.1

This course aims to broaden and deepen the candidate's knowledge of an area of specialisation embedded within the Bachelor of Business and Commerce degree.

The course may be undertaken in the following discipline areas:

- Accounting
- Banking and Finance
- Economics
- Human Resource Management and Industrial Relations
- Information Systems Practice
- International Business
- International Economics
- Management

- Marketing
- Operations Management
- Quantitative Business Methods

In special circumstances, joint honours in two of these disciplines may be undertaken with the approval of the course coordinator.

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

Admission

Acceptance into the course depends on meritorious academic performance in the relevant pass degree, or in a comparable program at another tertiary educational institution. A credit average is normally required for entry into the program. Admission is by invitation or direct application.

Course Structure

Recommended Sequence

Option A

- 200204.1** Business and Commerce Honours Seminar 2
- 200205.1** Business and Commerce Honours Seminar 1
- 200206.1** Business and Commerce Honours Thesis
Plus an approved 10 credit point graduate level unit in research methods.

Option B

- 200204.1** Business and Commerce Honours Seminar 2
- 200205.1** Business and Commerce Honours Seminar 1
- 200208.1** Contemporary Issues in Business and Commerce 2
- 200209.1** Contemporary Issues in Business and Commerce 1
- 200207.1** Business and Commerce Honours Research Project
Plus an approved 10 credit point research methods unit.

Bachelor of Business and Commerce/Bachelor of Laws

2740.1

The Bachelor of Business and Commerce/Bachelor of Laws double degree permits students to undertake multi-skilling and offers diverse career paths providing high marketability in multiple legal and business areas. The Law degree provides students with professional legal skills including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; the skills to analyse and solve non-legal problems and specialised legal study. Depending on the Business and Commerce key program selected, employment possibilities are available in areas including accounting, taxation, banking and finance, industrial relations, management, government and politics.

Study Mode

Five years full-time.

Location

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

Accreditation

Graduates qualify for admission to professional legal practice in NSW subject to the requirements of professional legal training (PLT).

Admission

Admission is via UAC.
HSC English Advanced.

Course Structure

Qualification for this award requires the successful completion of 400 credit points as per the structure below. Students are eligible to graduate from the Business and Commerce with a relevant key program on completion of all the 24 units listed in the first three years of the relevant sequence below. These 24 units include the 8 specified law units.

Majors and submajors are not available to this award. Students in this course will only be permitted to undertake the following five key programs within 2739 Bachelor of Business and Commerce.

- Accounting

- Applied Finance
- Human Resource Management and Industrial Relations
- Management
- Marketing

Bachelor of Business and Commerce (Accounting)/Bachelor of Laws

Students seeking accreditation with the Australian professional accounting bodies should complete the unit 200488.2 Corporate Financial Management in Year 3 Autumn

Year 1

Autumn session

- 200006.1** Introduction to Law
- 200336.1** Business Academic Skills
- 200101.1** Accounting Information for Managers

Campbelltown students

- 200007.1** Law Foundation

Parramatta students

- 200008.1** Torts Law

Spring session

Choose two of

- 200083.1** Marketing Principles
- 200525.1** Principles of Economics
- 200571.1** Management Dynamics

Campbelltown students

- 200008.1** Torts Law
- 200009.1** Constitutional Law

Parramatta students

- 200007.1** Law Foundation
- 200010.1** Criminal Law

Year 2

Autumn session

- 200011.1** Contracts
- 200111.1** Financial Accounting Applications
- 200116.1** Management Accounting Fundamentals

Choose one of

- 200083.1** Marketing Principles
- 200525.1** Principles of Economics
- 200571.1** Management Dynamics

Spring session

- 200012.1** Property Law
- 200108.1** Contemporary Management Accounting
- 200536.1** Intermediate Financial Accounting

Choose one of

- 200032.1** Statistics for Business
- 200052.2** Introduction to Economic Methods

Year 3

Autumn session

- 200109.3** Corporate Accounting Systems
- 200534.1** Accounting Information Systems

Choose one of

- 200488.2** Corporate Financial Management
- Or one elective

Campbelltown students

- 200010.1** Criminal Law

Parramatta students

- 200009.1** Constitutional Law

Spring session

- 200013.1** Administrative Law
- 200118.2** The Accountant as a Consultant
- 200267.1** Advanced Accounting
- 200535.1** Auditing and Assurance Services

Year 4

Autumn session

- 200014.1** Commercial Law
 - 200016.2** Equity Trusts and Remedies 1
- And two LLB Alternate units

Spring session

- 200018.2** Law of Associations
 - 200200.1** Equity Trusts and Remedies 2
- And two LLB Alternate units

Year 5

Autumn session

- 200019.2** Revenue Law
- And two LLB Alternate units

Campbelltown students

- 200015.1** Criminal Procedure and Evidence

Parramatta students

- 200017.1** Dispute Resolution and Civil Procedure

Spring session

- 200020.2** Professional Responsibility and Legal Ethics
- And two LLB Alternate units

Campbelltown students

- 200017.1** Dispute Resolution and Civil Procedure

Parramatta students

- 200015.1** Criminal Procedure and Evidence

**Bachelor of Business and Commerce
(Applied Finance)/Bachelor of Laws**

Year 1

Autumn session

- 200006.1 Introduction to Law
- 200008.1 Torts Law
- 200101.1 Accounting Information for Managers
- 200336.1 Business Academic Skills

Spring session

- Choose two of
- 200083.1 Marketing Principles
 - 200525.1 Principles of Economics
 - 200571.1 Management Dynamics

Campbelltown students

- 200008.1 Torts Law
- 200009.1 Constitutional Law

Parramatta students

- 200007.1 Law Foundation
- 200010.1 Criminal Law

Year 2

Autumn session

- 200011.1 Contracts
- 200048.1 Financial Institutions and Markets
- 200488.2 Corporate Financial Management

- Choose one of
- 200083.1 Marketing Principles
 - 200525.1 Principles of Economics
 - 200571.1 Management Dynamics

Spring session

- 200012.1 Property Law
 - 200057.2 Investment Management
 - 200549.1 The Australian Macroeconomy
- Choose one of
- 200032.1 Statistics for Business
 - 200052.2 Introduction to Economic Methods

Year 3

Autumn session

- 200078.1 Portfolio Management
- 200537.1 Economics and Finance Engagement Project

- Choose one of
- 200055.2 International Finance
 - 200059.1 Financial Economics
 - 200077.1 The Superannuation Industry
 - 200079.1 Derivatives
 - 200518.1 Behavioural Finance

Campbelltown students

- 200010.1 Criminal Law

Parramatta students

- 200009.1 Constitutional Law

Spring session

- 200013.1 Administrative Law
 - 200053.2 Economic Modelling
- Choose one of
- 200055.2 International Finance
 - 200059.1 Financial Economics
 - 200077.1 The Superannuation Industry
 - 200079.1 Derivatives
 - 200518.1 Behavioural Finance

And one elective

Year 4

Autumn session

- 200014.1 Commercial Law
 - 200016.2 Equity Trusts and Remedies 1
- And two LLB Alternate units

Spring session

- 200018.2 Law of Associations
 - 200200.1 Equity Trusts and Remedies 2
- And two LLB Alternate units

Year 5

Autumn session

- 200019.2 Revenue Law
- And two LLB Alternate units

Campbelltown Students

- 200015.1 Criminal Procedure and Evidence

Parramatta Students

- 200017.1 Dispute Resolution and Civil Procedure

Spring session

- 200020.2 Professional Responsibility and Legal Ethics
- And two LLB Alternate units

Campbelltown Students

- 200017.1 Dispute Resolution and Civil Procedure

Parramatta Students

- 200015.1 Criminal Procedure and Evidence

Bachelor of Business and Commerce (Human Resource Management and Industrial Relations)/Bachelor of Laws

Year 1

Autumn session

- 200006.1 Introduction to Law
- 200008.1 Torts Law
- 200101.1 Accounting Information for Managers
- 200336.1 Business Academic Skills

Spring session

- 200300.1 Managing People at Work
- Choose one of
 - 200083.1 Marketing Principles
 - 200525.1 Principles of Economics
 - 200571.1 Management Dynamics

Campbelltown students

- 200008.1 Torts Law
- 200009.1 Constitutional Law

Parramatta students

- 200007.1 Law Foundation
- 200010.1 Criminal Law

Year 2

Autumn session

- 200011.1 Contracts
- 200614.1 Enterprise Industrial Relations

Choose two of

- 200083.1 Marketing Principles
- 200525.1 Principles of Economics
- 200571.1 Management Dynamics

Spring session

- 200012.1 Property Law
- 200611.1 Management of Employee Performance
- Choose one of
 - 200032.1 Statistics for Business
 - 200052.2 Introduction to Economic Methods
- Choose one of
 - 200612.1 Remuneration Theory and Practice
 - 200613.1 Negotiation, Bargaining and Advocacy
 - 200622.1 International and Comparative Employment Relations

Year 3

Autumn session

- 200615.1 Industrial Relations Strategy
- 200618.1 Human Resource Strategy
- Choose one of

- 200607.1 Recruitment and Selection
- 200610.1 Employee Training and Development
- 200621.1 International Human Resource Management

Campbelltown students

- 200010.1 Criminal Law

Parramatta students

- 200009.1 Constitutional Law

Spring session

- 200013.1 Administrative Law
- 200575.1 Processes and Evaluation in Employment Relations

Choose one of

- 200150.1 Managing Diversity
- 200243.2 Work Employment and the Labour Market
- 200616.1 Workplace Behaviour
- 200617.1 Occupational Health and Safety

And one elective

Year 4

Autumn session

- 200014.1 Commercial Law
- 200016.2 Equity Trusts and Remedies 1
- And two LLB Alternate units

Spring session

- 200018.2 Law of Associations
- 200200.1 Equity Trusts and Remedies 2
- And two LLB alternate units

Year 5

Autumn session

- 200019.2 Revenue Law
- And two LLB Alternate units

Campbelltown Students

- 200015.1 Criminal Procedure and Evidence

Parramatta Students

- 200017.1 Dispute Resolution and Civil Procedure

Spring session

- 200020.2 Professional Responsibility and Legal Ethics
- And two LLB alternate units

Campbelltown Students

- 200017.1 Dispute Resolution and Civil Procedure

Parramatta Students

- 200015.1 Criminal Procedure and Evidence

Bachelor of Business and Commerce (Management)/Bachelor of Laws

Year 1

Autumn session

- 200006.1 Introduction to Law
- 200008.1 Torts Law
- 200101.1 Accounting Information for Managers
- 200336.1 Business Academic Skills

Spring session

- Choose two of
- 200083.1 Marketing Principles
 - 200525.1 Principles of Economics
 - 200571.1 Management Dynamics

Campbelltown students

- 200008.1 Torts Law
- 200009.1 Constitutional Law

Parramatta students

- 200007.1 Law Foundation
- 200010.1 Criminal Law

Year 2

Autumn session

- 200011.1 Contracts
- 200158.2 Business, Society and Policy

- Choose one of
- 200083.1 Marketing Principles
 - 200525.1 Principles of Economics
 - 200571.1 Management Dynamics

And one elective

Spring session

- 200012.1 Property Law
- 200585.1 Organisational Behaviour
- 200588.1 Global Operations and Logistics Management

- Choose one of
- 200032.1 Statistics for Business
 - 200052.2 Introduction to Economic Methods

Year 3

Autumn session

- 200570.1 Management of Change
- 200583.1 Power Politics and Knowledge

- Choose one of
- 200586.1 Cross Cultural Management
 - 200150.1 Managing Diversity

Campbelltown students

- 200010.1 Criminal Law

Parramatta students

- 200009.1 Constitutional Law

Spring session

- 200013.1 Administrative Law
 - 200587.1 Strategic Management
 - 200568.1 Contemporary Management Issues
- Choose one of
- 200159.2 Organisation Analysis and Design
 - 200157.2 Organisational Learning and Development

Year 4

Autumn session

- 200014.1 Commercial Law
 - 200016.2 Equity Trusts and Remedies 1
- And two LLB Alternate units

Spring session

- 200018.2 Law of Associations
 - 200200.1 Equity Trusts and Remedies 2
- And two LLB Alternate units

Year 5

Autumn session

- 200019.2 Revenue Law
- And two LLB alternate units

Campbelltown Students

- 200015.1 Criminal Procedure and Evidence

Parramatta Students

- 200017.1 Dispute Resolution and Civil Procedure

Spring session

- 200020.2 Professional Responsibility and Legal Ethics
- And two LLB Alternate units

Campbelltown Students

- 200017.1 Dispute Resolution and Civil Procedure

Parramatta Students

- 200015.1 Criminal Procedure and Evidence

Bachelor of Business and Commerce (Marketing)/Bachelor of Laws

Year 1

Autumn session

- 200006.1 Introduction to Law
- 200101.1 Accounting Information for Managers
- 200336.1 Business Academic Skills

Campbelltown students

- 200007.1 Law Foundation

Parramatta students

200008.1 Torts Law

Spring session

200084.1 Consumer Behaviour

Choose one of

200083.1 Marketing Principles

200525.1 Principles of Economics

200571.1 Management Dynamics

Campbelltown students

200008.1 Torts Law

200009.1 Constitutional Law

Parramatta students

200007.1 Law Foundation

200010.1 Criminal Law

Year 2

Autumn session

200085.1 Fundamentals of Marketing Research

200011.1 Contracts

Choose two of

200083.1 Marketing Principles

200525.1 Principles of Economics

200571.1 Management Dynamics

Spring session

200012.1 Property Law

200090.2 Marketing of Services

Choose one of

200032.1 Statistics for Business

200052.2 Introduction to Economic Methods

And one elective

Year 3

Autumn session

200086.2 Marketing Communications

200087.1 Strategic Marketing Management

200094.1 International Marketing

Campbelltown students

200010.1 Criminal Law

Parramatta students

200009.1 Constitutional Law

Spring session

200013.1 Administrative Law

200088.1 Brand and Product Management

200091.2 Business to Business Marketing

200096.2 Marketing Planning Project

Year 4

Autumn session

200014.1 Commercial Law

200016.2 Equity Trusts and Remedies 1

And two LLB Alternate units

Spring session

200018.2 Law of Associations

200200.1 Equity Trusts and Remedies 2

And two LLB Alternate units

Year 5

Autumn session

200019.2 Revenue Law

And two LLB alternate units

Campbelltown Students

200015.1 Criminal Procedure and Evidence

Parramatta Students

200017.1 Dispute Resolution and Civil Procedure

Spring session

200020.2 Professional Responsibility and Legal Ethics

And two LLB Alternate units

Campbelltown Students

200017.1 Dispute Resolution and Civil Procedure

Parramatta Students

200015.1 Criminal Procedure and Evidence

**Bachelor of Commerce
(Management)**

2552.1

This course is the offshore equivalent to 2551 Bachelor of Business (Management). The course prepares students for management careers in the public, private and community sectors. It introduces students to the functional areas of management while developing decision making, analytical and strategic competencies in a wide range of management situations. Students undertake a sequence of units that individually and in combination enhance their capacity to manage organisational change, innovation, entrepreneurship, environmental issues, cultural diversity and international business.

Study Mode

Three years full-time

Location**Campus Attendance Mode**

Singapore Full Time Internal

Singapore Part Time Internal

Course Structure

Qualification for this award requires the successful completion of 240 credit points including the units listed in the recommended sequence below.

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

MG102A.1 Management Foundations
200128.1 Introduction to Information Systems
 Program Option 1
 And one elective

Spring session

200156.1 Management and Decision Making
200300.1 Managing People at Work
 Program Option 2
 And one elective

Year 2**Autumn session**

MG204A.1 Organisational Behaviour
200157.1 Organisational Learning and Development
 And two electives

Spring session

200154.1 Entrepreneurial Management and Innovation
200158.1 Business, Society and Policy
 And two electives

Year 3**Autumn session**

200159.1 Organisation Analysis and Design
61671.1 International Management
H3743.1 Power, Politics and Knowledge
61621.1 Power, Control and Decision-Making
 And one elective

Spring session

MG302A.1 Strategic Management
H3741.1 Management of Change
H3740.1 Contemporary Management Issues
 And one elective

Program Option Pool

200032.1 Statistics for Business

200047.1 Australia and the Global Economy
200083.1 Marketing Principles
200101.1 Accounting Information for Managers
200103.1 Accounting Reports and Decisions
200155.1 Business Skills and Communication
200184.1 Introduction to Business Law
61441.1 Workplace Behaviour
61651.1 Introduction to Operations Management

Majors**Innovation and Entrepreneurship Major**

MG102A.1 Management Foundations
200156.1 Management and Decision Making
MG302A.1 Strategic Management
200158.1 Business, Society and Policy
200154.1 Entrepreneurial Management and Innovation
H3741.1 Management of Change
 And the following two units:
200159.1 Organisation Analysis and Design
H2810.1 Research and Communication for Management
 Or the following 20 credit point unit:
MG325A.1 Business Skills

International Management and Development Major

61671.1 International Management
200158.1 Business, Society and Policy
200071.1 International Trade Theory and Policy
200161.1 Urban Governance, Policy and Management in Latin America
200047.1 Australia and the Global Economy
200076.1 Introductory Economics
 Choose two of
200072.1 The Contemporary Global Economy
200068.1 Development Economics
200533.1 Globalisation and Asia

**Bachelor of Communication Studies/
Bachelor of Laws****2723.1**

The Law double degree programs permit students to undertake multi-skilling, and offer diverse career paths providing high marketability in multiple areas of expertise. The LLB provides students with professional legal skills including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; the skills to analyse and solve legal and non-legal problems and specialised study into the Australian legal system.

For information about honours please refer to Bachelor of Laws (Graduate Entry), course code 2501.

Study Mode

Five years full-time.

Location

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

Academic Credit and Advanced Standing

Advanced standings will be granted under UWS rules.

Accreditation

Graduate from this program are eligible to apply to the Legal Profession Admission Board for Admission as a legal practitioner in NSW after undertaking prescribed professional legal training. A feature of the UWS law degree is that students can simultaneously complete some of the PLT also required for admission as a legal practitioner.

Admission

UAI or mature-age entry through the Universities Admissions Centre (UAC).

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

Any 2 units of HSC English or equivalent.

Course Structure

Qualification for a double degree in law requires the successful completion of 400 credit points including the units listed in the recommended sequences for the relevant double degree programs.

Students are eligible to graduate in the associated degree at the end of three years of full-time study, only when they have completed all non-law units plus the eight law units specified in the study sequence as being in the first three years of the relevant double degree.

It may be possible to vary the sequence of units so that students study a greater concentration of either law or their second discipline of study each semester to minimise travel between campuses and to overcome timetabling problems. Students should speak to their academic advisor as needed.

Students considering varying their recommended course sequences outlined below, should also refer to the separate Bachelor of Law and Bachelor of Communication Studies recommended course sequence, to ensure that they are completing their

studies in a manner which will avoid problems due to a lack of prerequisites or prior knowledge.

For details of the communication units required please see Bachelor of Communication, course code 1613.2. Note that in the case of students first enrolled in the course prior to 2007 compliance with the requirements of course code 1613.1 would also be acceptable. Bachelor of Communication Studies/Bachelor of Laws students are required to complete the following communication units:

- 40 credit points of units from one of the four majors
- 120 credit points Bachelor of Communication core units

Note: Instead of the 80 credit points of elective units required to be completed by Bachelor of Communication students enrolled in course 1613.1, students in Bachelor of Communication Studies/Bachelor of Laws, course code 2723.1 are required to complete the eight law units listed in the first three years of the recommended sequence below.

Alternate Units:

LLB alternates are to be chosen from the list of LLB alternate units found under Bachelor of Laws (Graduate Entry), course code 2501.1

Recommended sequence

Full-time

Year 1

Autumn session

200006.1 Introduction to Law
Two core communications units

Parramatta students

200008.1 Torts Law

Campbelltown students

200007.1 Law Foundation

Spring session

Two core communications units

Parramatta students

200007.1 Law Foundation

200010.1 Criminal Law

Campbelltown students

200008.1 Torts Law

200009.1 Constitutional Law

Year 2

Autumn session

200011.1 Contracts
Three core communication studies units

Spring session

200012.1 Property Law
Three core communication studies units

Year 3

Autumn session

One core communication studies unit
Two communication studies major units

Parramatta students

200009.1 Constitutional Law

Campbelltown students

200010.1 Criminal Law

Spring session

200013.1 Administrative Law
One core communication studies unit
Two communication studies major units

Year 4

Autumn session

200016.2 Equity Trusts and Remedies 1
200014.1 Commercial Law
Two LLB alternate units

Spring session

200200.1 Equity Trusts and Remedies 2
200018.2 Law of Associations
Two LLB alternate units

Year 5

Autumn session

200019.2 Revenue Law
Two LLB alternate units

Campbelltown Students

200015.1 Criminal Procedure and Evidence

Parramatta Students

200017.1 Dispute Resolution and Civil Procedure

Spring session

200020.2 Professional Responsibility and Legal Ethics
Two LLB alternate units

Campbelltown Students

200017.1 Dispute Resolution and Civil Procedure

Parramatta Students

200015.1 Criminal Procedure and Evidence

Bachelor of Economics

2504.2

This course version commences in 2008.

This course is internationally recognised as a prestigious and high quality degree. It is designed to provide a broad based and highly flexible education in understanding how the economy functions. The topics covered span political and social sciences, financial and business disciplines. As a result, students will be prepared for employment in a large range of occupations in business, government and the social services sector.

There are four key programs of study available in the course:

- Banking and Finance
- Economic Analysis and Policy
- International Trade and Finance
- Property and Urban and Regional Development

The course is structured so that you receive an overview of economics and business in first year and the key program of study does not need to be decided until the beginning of second year of study.

In addition, the course offers eight completely open elective units, which may be used to complete any eight unit major or four to six unit sub-major offered by any school at UWS.

Study Mode

Three years full-time or six years part-time.

Location

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

Accreditation

Banking and Finance accreditation with FINSIA has been obtained provided the student completes specific units.

Admission

UAI or mature-age entry through the Universities Admissions Centre (UAC).

HSC English standard and 2 unit Mathematics.

Course Structure

Qualification for this award requires the successful completion of 240 credit points including the units listed in the recommended sequence below.

Students should have no more than 100 credit points of Level 100 units and now fewer than 60 credit points of Level 300 units. Electives within the sequence may be used towards obtaining an approved major or sub-major for this award.

Key Programs

Banking and Finance Key Program

Campbelltown campus

Year 1

- 200525.1 Principles of Economics
 - 200101.1 Accounting Information for Managers
 - 200540.1 Globalisation and Australia
 - 200048.1 Financial Institutions and Markets
 - 200488.1 Corporate Financial Management
 - 200052.2 Introduction to Economic Methods
 - 200549.1 The Australian Macroeconomy
- And one elective

Year 2

- 200547.1 Macroeconomic Theory
 - 200061.1 Financial Institutions Management
 - 200062.1 Financial Institutions Lending
 - 200053.1 Economic Modelling
 - 200531.1 Industry Economics and Markets
- And three electives

Year 3

- Choose two of
- 200059.1 Financial Economics
 - 200518.1 Behavioural Finance
 - 200079.1 Derivatives
 - 200054.1 Applied Econometrics
 - 200077.1 The Superannuation Industry
- Choose two of
- 200532.1 Government and the Economy
 - 200546.1 Macroeconomic Issues
 - 200065.1 Political Economy
- And four electives

Economic Analysis and Policy Key Program

Parramatta campus

Year 1

- 200525.1 Principles of Economics
- 200101.1 Accounting Information for Managers
- 200540.1 Globalisation and Australia

- 200048.1 Financial Institutions and Markets
 - 200488.1 Corporate Financial Management
 - 200052.2 Introduction to Economic Methods
 - 200549.1 The Australian Macroeconomy
- And one elective

Year 2

- 200547.1 Macroeconomic Theory
 - 200532.1 Government and the Economy
 - 200531.1 Industry Economics and Markets
 - 200053.1 Economic Modelling
- And four electives

Year 3

- 200530.1 Microeconomic Theory and Applications
 - 200546.1 Macroeconomic Issues
- Choose two of
- 200064.1 History of Economic Thought
 - 200054.1 Applied Econometrics
 - 200065.1 Political Economy
- And four electives

International Trade and Finance Key Program

Parramatta campus

- 200525.1 Principles of Economics
 - 200101.1 Accounting Information for Managers
 - 200540.1 Globalisation and Australia
 - 200048.1 Financial Institutions and Markets
 - 200488.1 Corporate Financial Management
 - 200052.2 Introduction to Economic Methods
 - 200549.1 The Australian Macroeconomy
- And one elective

Year 2

- 200547.1 Macroeconomic Theory
 - 200533.1 Globalisation and Asia
 - 200531.1 Industry Economics and Markets
 - 200053.1 Economic Modelling
 - 200541.1 Globalisation and Trade
- And three electives

Year 3

- 200538.1 Global Labour Markets
 - 200055.2 International Finance
- Choose two of
- 200064.1 History of Economic Thought
 - 200054.1 Applied Econometrics
 - 200065.1 Political Economy
 - 200546.1 Macroeconomic Issues
- And four electives

Property and Urban and Regional Development Key Program

Parramatta campus

Year 1

- 200525.1 Principles of Economics
- 200101.1 Accounting Information for Managers
- 200540.1 Globalisation and Australia
- 200048.1 Financial Institutions and Markets
- 200488.1 Corporate Financial Management
- 200052.2 Introduction to Economic Methods
- 200549.1 The Australian Macroeconomy

And one elective

Year 2

- 200547.1 Macroeconomic Theory
- 200601.1 Introduction to Property
- 200073.1 Economics of Planning and the Environment
- 200053.1 Economic Modelling
- 200531.1 Industry Economics and Markets

And three electives

Year 3

- 200438.1 Property Portfolio Analysis (V2)
- 200598.1 Property Development
- 200075.1 Urban and Regional Economics
- 200437.1 Property Investment

And four electives

Majors and Sub-Majors

The following majors and sub-majors are available to all students not taking Bachelor of Economics or Bachelor of Business & Commerce (Applied Finance) or (Economics and Finance):

Economics Major

- 200525.1 Principles of Economics
- 200549.1 The Australian Macroeconomy

Choose one of

- 200032.1 Statistics for Business
- 200052.2 Introduction to Economic Methods
- 200192.1 Statistics for Science

Choose five of (three of which must be Level 300 units):

- 200053.2 Economic Modelling
- 200054.1 Applied Econometrics
- 200530.1 Microeconomic Theory and Applications
- 200531.1 Industry Economics and Markets
- 200546.1 Macroeconomic Issues
- 200547.1 Macroeconomic Theory
- 200064.1 History of Economic Thought
- 200065.1 Political Economy
- 200075.1 Urban and Regional Economics
- 200081.2 Managerial Economics
- 200532.1 Government and the Economy

- 200533.1 Globalisation and Asia

- 200538.1 Global Labour Markets

Economics Sub-major

- 200525.1 Principles of Economics
- 200549.1 The Australian Macroeconomy

Choose two of

- 200053.1 Economic Modelling
- 200054.1 Applied Econometrics
- 200064.1 History of Economic Thought
- 200065.1 Political Economy
- 200075.1 Urban and Regional Economics
- 200081.1 Managerial Economics
- 200530.1 Microeconomic Theory and Applications
- 200531.1 Industry Economics and Markets
- 200532.1 Government and the Economy
- 200533.1 Globalisation and Asia
- 200538.1 Global Labour Markets
- 200546.1 Macroeconomic Issues
- 200547.1 Macroeconomic Theory

Finance Major

- 200525.1 Principles of Economics
- 200101.1 Accounting Information for Managers
- 200488.2 Corporate Financial Management

Choose one of

- 200032.1 Statistics for Business
- 200052.2 Introduction to Economic Methods
- 200192.1 Statistics for Science

Choose four of

- 200053.2 Economic Modelling
- 200054.1 Applied Econometrics
- 200055.2 International Finance
- 200057.2 Investment Management
- 200059.1 Financial Economics
- 200061.1 Financial Institutions Management
- 200062.1 Financial Institutions Lending
- 200077.1 The Superannuation Industry
- 200079.1 Derivatives
- 200518.1 Behavioural Finance

Finance Sub-major

- 200525.1 Principles of Economics
- 200101.1 Accounting Information for Managers
- 200488.2 Corporate Financial Management

Plus one of

- 200055.2 International Finance
- 200057.2 Investment Management
- 200059.1 Financial Economics
- 200061.1 Financial Institutions Management
- 200062.1 Financial Institutions Lending
- 200077.1 The Superannuation Industry
- 200079.1 Derivatives
- 200518.1 Behavioural Finance

Bachelor of Economics/Bachelor of Laws

2526.2

The Bachelor of Economics/Bachelor of Laws double degree permits students to undertake multi-skilling and offers diverse career paths providing high marketability in multiple legal and economics areas. The Law degree provides students with professional legal skills including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; the skills to analyse and solve non-legal problems and specialised legal study. The Economics degree provides a broad based and highly flexible education in understanding how the economy works. The topics covered span political, and social sciences, financial and business disciplines.

Study Mode

5 years full-time

Location

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

Course Structure

Qualification for a double degree in Law requires the successful completion of 400 credit points including the units listed in the recommended sequence for the relevant double degree programs.

Students are eligible to graduate in the associated degree at the end of three years of full-time study, only when they have completed all non-law units plus the eight law units specified in the study sequence as being in the first three years of the relevant double degree.

Economics Units

Students should refer to course 2504.2 Bachelor of Economics for details of the Economics requirements. Students must complete the compulsory units required for one of the Bachelor of Economics key programs

- Bachelor of Economics|<http://handbook.uws.edu.au/hbook/course.asp?course=2504.2>

Alternate Units

LLB alternate units are to be chosen from the list of LLB alternate units found in Bachelor of Laws (Graduate Entry), course code 2501.

Recommended Sequence

Full-time

Campbelltown students

Year 1

Autumn session

200006.1 Introduction to Law

200007.1 Law Foundation

Year 1 Economics unit

Year 1 Economics unit

Spring session

200008.1 Torts Law

200009.1 Constitutional Law

Year 1 Economics unit

Year 1 Economics unit

Year 2

Autumn session

200011.1 Contracts

Key Program Economics unit

Year 1 Economics unit

Year 1 Economics unit

Spring session

200012.1 Property Law

Key Program Economics unit

Elective or Key Program Economics unit (depending upon Key Program selected)

Year 1 Economics unit

Year 3

Autumn session

200010.1 Criminal Law

Key Program Economics unit

Key Program Economics unit

Key Program Economics unit

Spring session

200013.1 Administrative Law

Key Program Economics unit

Key Program Economics unit

Key Program Economics unit

Year 4

Autumn session

200014.1 Commercial Law

200016.2 Equity Trusts and Remedies 1

LLB alternate unit

LLB alternate unit

Spring session

200018.2 Law of Associations
200200.1 Equity Trusts and Remedies 2
 LLB alternate unit
 LLB alternate unit

Year 5

Autumn session

200015.1 Criminal Procedure and Evidence
200019.2 Revenue Law
 LLB alternate unit
 LLB alternate unit

Spring session

200017.1 Dispute Resolution and Civil Procedure
200020.2 Professional Responsibility and Legal Ethics
 LLB alternate unit
 LLB alternate unit

Full-time

Parramatta students

Year 1

Autumn session

200006.1 Introduction to Law
200008.1 Torts Law
 Year 1 Economics unit
 Year 1 Economics unit

Spring session

200007.1 Law Foundation
200010.1 Criminal Law
 Year 1 Economics unit
 Year 1 Economics unit

Year 2

Autumn session

200011.1 Contracts
 Key Program Economics Unit
 Year 1 Economics unit
 Year 1 Economics unit

Spring session

200012.1 Property Law
 Key Program Economics unit
 Elective or Key Program Economics unit (depending upon Key Program selected)
 Year 1 Economics unit

Year 3

Autumn session

200009.1 Constitutional Law
 Key Program Economics unit

Key Program Economics unit
 Key Program Economics unit

Spring session

200013.1 Administrative Law
 Key Program Economics unit
 Key Program Economics unit
 Key Program Economics unit

Year 4

Autumn session

200014.1 Commercial Law
200016.2 Equity Trusts and Remedies 1
 LLB alternate unit
 LLB alternate unit

Spring session

200018.2 Law of Associations
200200.1 Equity Trusts and Remedies 2
 LLB alternate unit
 LLB alternate unit

Year 5

Autumn session

200017.1 Dispute Resolution and Civil Procedure
200019.2 Revenue Law
 LLB alternate unit
 LLB alternate unit

Spring session

200015.1 Criminal Procedure and Evidence
200020.2 Professional Responsibility and Legal Ethics
 LLB alternate unit
 LLB alternate unit

Bachelor of Economics (Honours)

2683.1

The reach and impact of economic issues and events makes this course one of the most versatile and important programs of study available. Students must complete five units and a thesis of 12,000 words (maximum).

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

Admission

Students who maintain a credit average in the Bachelor of Economics, Bachelor of Business (Economics and Finance) and Bachelor of Business (Applied Finance) or in their final eight units taken in the course, may be eligible to undertake the Bachelor of Economics (Honours) program.

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

- 200442.1** Advanced Microeconomics
 - 200440.1** Economics and Finance Research Methods
 - 200489.1** Economics Research Seminar
- One alternative unit

Spring session

- 200492.1** Advanced Macroeconomics
- 200460.1** Economics Honours Thesis

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

- 200442.1** Advanced Microeconomics
- 200440.1** Economics and Finance Research Methods

Spring session

- 200492.1** Advanced Macroeconomics
- 200489.1** Economics Research Seminar

Year 2**Autumn session**

One alternative unit

Spring session

- 200460.1** Economics Honours Thesis

Alternative Units

- 200441.1** Advanced Political Economy Theory and Research Methods
- 200491.1** Advanced Topics in Game Theory
- 200490.1** Advanced Topics in Finance: Nonlinear Analysis
- 200493.1** Advanced Corporate Finance

Bachelor of Financial Advising**2727.2**

The Bachelor of Financial Advising is a professional degree course which is unique in its scope and coverage. The course is designed for individuals who seek specialist financial advising careers. It equips graduates with the necessary knowledge and skills and prepares them to face the challenges of working in the financial advising industry. The financial advising industry is a new and emerging area and this course will supply graduates who have undertaken a comprehensive program in one or more of the three complementary fields of accounting, taxation and financial planning. This course offers graduates the potential for diverse career paths and provides marketability in multiple areas of expertise.

Location

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

Accreditation

Students having completed the core units and the accounting stream units will have met the educational requirements for registration with the Taxation Agents' Board. Depending upon the electives and alternates chosen, this degree satisfies the accreditation requirements of Financial Planning Association and ASIC, CPA Australia, The Institute of Chartered Accountants in Australia (ICAA), for entry into their CPA and CA programs respectively. In order to meet entry requirements to the CFP professional educational programs offered by the Financial Planning Association students will need to complete units in the financial planning stream.

Admission

UAI or mature-age entry through the Universities Admissions Centre (UAC).

HSC Mathematics and English

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

Course Structure

Qualification for this award requires the successful completion of 240 credit points including the units listed in the recommended sequence below.

Students must have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units.

Electives within the sequence may be used towards obtaining an approved major or sub-major offered by UWS. Students requiring professional accreditation must complete units in the relevant streams as well and are advised to use their electives to do so.

Recommended Sequence

Full time

Year 1

Autumn session

- 200101.1** Accounting Information for Managers
- 200184.1** Introduction to Business Law
- 200525.1** Principles of Economics
- 200182.1** Quantitative Techniques

Spring session

- 200111.1** Financial Accounting Applications
- 200116.1** Management Accounting Fundamentals
- 200183.1** Law of Business Organisations
- 200270.1** Financial Advisory Relationships

Year 2

Autumn session

- 200554.1** Law of Commercial Obligations
- 200187.1** Taxation Law
- 200488.2** Corporate Financial Management
- 200536.1** Intermediate Financial Accounting

Spring session

- 200264.1** Managing Professionals
- And three electives

Year 3

Autumn session

- 200266.1** State Taxes and GST
- And one of the following units:
- 200267.1** Advanced Accounting
 - 200271.1** Financial Services Law
- Students wishing to follow the Financial Planning Stream must choose Financial Services Law, unit code 200271 .
- And two electives

Spring session

- 200627.1** Financial Planning
 - 200186.1** Advanced Taxation Law
- And two electives

Part-time

Year 1

Autumn session

- 200101.1** Accounting Information for Managers
- 200184.1** Introduction to Business Law

Spring session

- 200111.1** Financial Accounting Applications
- 200116.1** Management Accounting Fundamentals

Year 2

Autumn session

- 200525.1** Principles of Economics
- 200182.1** Quantitative Techniques

Spring session

- 200183.1** Law of Business Organisations
- 200270.1** Financial Advisory Relationships

Year 3

Autumn session

- 200554.1** Law of Commercial Obligations
- 200488.1** Corporate Financial Management

Spring session

- 200264.1** Managing Professionals
- And one elective

Year 4

Autumn session

- 200187.1** Taxation Law
- 200536.1** Intermediate Financial Accounting

Spring session

Two electives

Year 5

Autumn session

- 200266.1** State Taxes and GST
- Choose one of
- 200267.1** Advanced Accounting
 - 200271.1** Financial Services Law
- Students wishing to follow the Financial Planning Stream must choose Financial Services Law, unit code 200271.

Spring session

- 200627.1** Financial Planning
- 200186.1** Advanced Taxation Law

Year 6

Autumn session

Two electives

Spring session

Two electives

In addition to the core units previously listed, students choosing to complete the Accounting Stream or Financial Planning Stream, or streams, must include the specific units listed here under for each stream. (It should be noted the tax units required for recognition as a Tax Agent are included in the core units).

Accounting Stream

200109.3 Corporate Accounting Systems

200188.1 Systems Design and Audit

200267.1 Advanced Accounting

And five electives

Financial Planning Stream

200265.1 Personal Asset Management

200272.1 Insurance Advising - Theory and Practice

LW310A.1 Retirement Planning

LW309A.1 Estate and Succession Planning

And four electives

Bachelor of Laws (Combined Studies - Arts, Communication and Social Sciences)

2571.1

The double degree program permits students to undertake multi-skilling and offers diverse career paths providing high marketability in multiple areas of expertise. The LLB provides students with professional legal skills including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; the skills to analyse and solve non-legal problems and specialised study into the Australian Legal System. Special emphasis is placed on legal skills.

For information about honours please see Bachelor of Laws (Graduate Entry), course code 2501.

Study Mode

Five years full-time. The LLB component of these programs is available on the Campbelltown and Parramatta campuses.

Location

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

Accreditation

Graduates from this degree are eligible to apply to the Legal Profession Admission Board for admission as a legal practitioner in NSW after undertaking prescribed professional legal training (PLT). The School of Law offers a Graduate Diploma in Legal Practice, which provides the PLT qualification for admission. A feature of the UWS law degree is that students can simultaneously complete some of the PLT required for admission as a legal practitioner.

Admission

UAI or mature-age entry through the Universities Admissions Centre (UAC).

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

Course Structure

Bachelor of Laws (Combined Studies - Arts, Communication and Social Sciences), course code 2571 is a holding course required for admission purposes only.

Students admitted to this course must transfer to one of the following LLB Double degrees:

- Bachelor of Arts/Bachelor of Laws, course code 2537
- Bachelor of Communication Studies/Bachelor of Laws, course code 2723
- Bachelor of Social Science/Bachelor of Laws, course code 2538

Bachelor of Laws (Combined Studies - Business)

2572.2

The double degree program permits students to undertake multi-skilling and offers diverse career paths providing high marketability in multiple areas of expertise. The LLB provides students with professional legal skills including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; the skills to analyse and solve non-legal problems and specialised study into the Australian Legal System. Special emphasis is placed on legal skills.

For information about honours please see Bachelor of Laws (Graduate Entry), course code 2501.

Location

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

Accreditation

Graduates from this program are eligible to apply to the Legal Profession Admission Board for admission as a Legal Practitioner in NSW after undertaking prescribed professional legal training.

Course Structure

This is a holding course, required for admission purposes only.

Students admitted to this course must transfer to one of the following LLB double degrees:

- Bachelor of Business and Commerce/Bachelor of Laws, course code 2740
- Bachelor of Economics/Bachelor of Laws, course code 2526

Bachelor of Laws (Graduate Entry)**2501.2**

This course provides students with professional legal skills, including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; general analytical skills for analysing and solving non-legal problems and specialised study into the Australian legal system. Special emphasis is placed on legal skills. During their course students will develop skills in advocacy, negotiation, legal drafting and legal research. Both campuses have excellent facilities, including state-of-the-art moot courts for students to practise advocacy skills and excellent library and computer-based law research facilities.

Study Mode

Three years full-time or six years part-time

Location

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

Course Structure

Qualification for this award requires the successful completion of 240 credit points including the units listed in the recommended sequence below.

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

- 200006.1** Introduction to Law
- 200011.1** Contracts
- 200007.1** Law Foundation
- 200010.1** Criminal Law

Spring session

- 200012.1** Property Law
- 200013.1** Administrative Law
- 200008.1** Torts Law
- 200009.1** Constitutional Law

Year 2**Autumn session**

- 200016.2** Equity Trusts and Remedies 1
 - 200014.1** Commercial Law
- And two LLB alternate units

Spring session

- 200200.1** Equity Trusts and Remedies 2
 - 200018.2** Law of Associations
- And two LLB alternate units

Year 3**Autumn session**

- 200015.1** Criminal Procedure and Evidence
 - 200019.2** Revenue Law
- And two LLB alternate units

Spring session

- 200017.1** Dispute Resolution and Civil Procedure
 - 200020.2** Professional Responsibility and Legal Ethics
- And two LLB alternate units

Full-time**Parramatta students****Year 1**

- 200006.1** Introduction to Law
- 200011.1** Contracts
- 200008.1** Torts Law
- 200009.1** Constitutional Law

Spring session

- 200012.1 Property Law
- 200013.1 Administrative Law
- 200007.1 Law Foundation
- 200010.1 Criminal Law

Year 2

Autumn session

- 200016.2 Equity Trusts and Remedies 1
 - 200014.1 Commercial Law
- And two LLB alternate units

Spring Session

- 200200.1 Equity Trusts and Remedies 2
 - 200018.2 Law of Associations
- And two LLB alternate units

Year 3

Autumn session

- 200017.1 Dispute Resolution and Civil Procedure
 - 200019.2 Revenue Law
- And two LLB alternate units

Spring session

- 200015.1 Criminal Procedure and Evidence
 - 200020.2 Professional Responsibility and Legal Ethics
- And two LLB alternate units

Part-time

Campbelltown students

Year 1

Autumn session

- 200006.1 Introduction to Law
- 200007.1 Law Foundation

Spring session

- 200008.1 Torts Law
- 200009.1 Constitutional Law

Year 2

Autumn session

- 200010.1 Criminal Law
- 200011.1 Contracts

Spring session

- 200012.1 Property Law
- 200013.1 Administrative Law

Year 3

Autumn session

- 200014.1 Commercial Law
- 200016.2 Equity Trusts and Remedies 1

Spring session

- 200018.2 Law of Associations
- 200200.1 Equity Trusts and Remedies 2

Year 4

Autumn session

- 200015.1 Criminal Procedure and Evidence
- 200019.2 Revenue Law

Spring session

- 200017.1 Dispute Resolution and Civil Procedure
- 200020.2 Professional Responsibility and Legal Ethics

Year 5

Autumn session

Two LLB alternate units

Spring session

Two LLB alternate units

Year 6

Autumn session

Two LLB alternate units

Spring session

Two LLB alternate units

Part-time

Parramatta students

Year 1

Autumn session

- 200006.1 Introduction to Law
- 200008.1 Torts Law

Spring session

- 200007.1 Law Foundation
- 200010.1 Criminal Law

Year 2

Autumn session

- 200011.1 Contracts
- 200009.1 Constitutional Law

Spring session

- 200012.1 Property Law
- 200013.1 Administrative Law

Year 3

Autumn session

- 200014.1 Commercial Law
- 200016.2 Equity Trusts and Remedies 1

Spring session

- 200018.2 Law of Associations
- 200200.1 Equity Trusts and Remedies 2

Year 4

Autumn session

- 200017.1 Dispute Resolution and Civil Procedure
- 200019.2 Revenue Law

Spring session

- 200015.1 Criminal Procedure and Evidence
- 200020.2 Professional Responsibility and Legal Ethics

Year 5

Autumn session

Two LLB alternate units

Spring session

Two LLB alternate units

Year 6

Autumn session

Two LLB alternate units

Spring session

Two LLB alternate units

LLB Alternate Units

Students may choose eight units from the following list. Not all units will be offered each year.

- F3010.1 Advanced Torts and Civil Wrongs
- F3013.1 Conflict of Laws
- F3015.1 Banking and Securities Law
- F3016.1 Insolvency Law
- F3019.1 Jurisprudence
- F3023.1 Public International Law
- F3031.1 Media Law
- F3032.1 Advanced Criminal Law
- F3033.1 Jessup International Moot
- F3094.1 Space Law - Commercial Aspects
- F3500.1 Independent Study A (Law)
- F3501.1 Independent Study B (Law)
- 69008.1 Computer Law
- 69023.1 Planning and Environment Law
- 69027.1 Research Project
- 69113.1 Public Health Law
- 69114.1 Professional Negligence
- 69115.1 Occupational Health and Safety Law
- 69116.1 Corporate Finance and Securities Regulation Law
- 69118.1 Issues in the Criminal Justice System
- 69123.1 Electronic Financial Transactions Law
- 69125.1 Advocacy
- 69133.1 Consumer Protection Law
- 69146.1 Anti-Discrimination Law

- 200021.1 Land Transactions Law
- 200186.1 Advanced Taxation Law
- 200220.1 International Criminal Law
- 200278.1 Professional Legal Skills 1
- 200279.1 Professional Legal Skills 2
- 200293.1 Alternative Dispute Resolution
- 200294.1 Mediation
- 200295.1 Bioethics
- 200296.1 Law Economics and Business Ethics
- 200297.1 Law of Employment
- 200298.1 Immigration and Refugee Law
- 200529.1 Comparative Law: Legal Systems of the World
- 200629.1 Advanced Family Law
- 200630.1 Child Law
- 200631.1 Competition Law and Policy
- 200632.1 Elder Law
- 200633.1 Family Law
- 200634.1 Feminist Legal Theory and Practice
- 200635.1 Human Rights Law
- 200637.1 Intellectual Property
- 200638.1 International Business Transactions Law
- 200639.1 International Trade Law
- 200640.1 Medical Malpractice Law
- 200641.1 Wills and Succession

Honours Rules

- Refer to Honours Policy [<http://policies.uws.edu.au/view.current.php?id=00156>]

Students are especially referred to section 36 of the Honours Policy which says:

LLB (Honours) Award Grade Levels

(36) In the case of the LLB (Honours), the calculation of the Honours Award level (Class of Honours) is based on the results of Honours Research and the overall course GPA.

1. The award of Honours Class 1 for the LLB (Honours) requires achievement within the range of 85-100 for Honours Research and a GPA of 6.0 or greater in the LLB units.
2. The award of Honours Class 11 Division I for the LLB (Honours) requires achievement within the range of 75-84 for Honours Research and a course GPA of 5.8 or greater in the LLB units.
3. The award of Honours Class 11 Division I I for the LLB (Honours) requires achievement within the range of 65-74 for Honours Research and a course GPA of 5.5 or greater in the LLB units.
4. Honours Class 111 are not awarded in the LLB (Honours).

Bachelor of Laws (Non graduate entry)

2502.1

This course combines a broad liberal legal education with a strong practical orientation. It is designed to equip students with the required knowledge and skills for legal practice. Those not seeking to practice as legal practitioners will gain a liberal learning experience, which will be enriched by its exposure to the ethos and practice of the law. The course provides students with: professional legal skills, including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; general analytical skills for analysing and solving non-legal problems; and specialised study into the Australian legal system. Special emphasis is placed on legal skills. During their course students will develop skills in advocacy, negotiation, legal drafting and legal research. Campbelltown campus has excellent facilities, including a state-of-the-art moot court for students to practice advocacy skills, an excellent library and computer-based law research facilities.

For information about honours please see Bachelor of Laws (Graduate Entry), course code 2501.

Study Mode

Four years full-time or eight years part-time.

Location

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

Academic Credit and Advanced Standing

If students have successfully completed one year of full-time study at a recognised university; or completed an associate or advanced diploma; or have equivalent work experience, they may be granted academic exemption for the eight non-law electives reducing the program to three years full-time or six years part-time.

Accreditation

Graduates with this degree are eligible to apply to the Legal Profession Admission Board for admission as legal practitioners in NSW, after undertaking prescribed professional legal training (PLT). The School of Law offers a Graduate Diploma in Legal Practice, which provides the PLT qualification for admission. A feature of the UWS law degree is that

students can simultaneously complete some of the PLT required for admission as a legal practitioner.

Admission

UAI or mature-age entry through the Universities Admissions Centre (UAC).

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

Successful completion of one year of full-time study at a recognised university; or completion of an associate or advanced diploma; or equivalent work experience.

Course Structure

Qualification for this award requires the successful completion of 320 credit points including the units listed in the recommended sequence below.

For selection of LLB alternates - please refer to Bachelor of Laws, course code 2501 for details.

The electives of Year 4 may be chosen from any of the units other than units that involve the study of law or the legal system to any substantial extent offered by UWS, provided that the assumed knowledge or prerequisites for the units are satisfied.

Recommended Sequence

Full-time

Year 1

Autumn session

- 200006.1** Introduction to Law
- 200007.1** Law Foundation
- 200011.1** Contracts
- 200010.1** Criminal Law

Spring session

- 200008.1** Torts Law
- 200013.1** Administrative Law
- 200012.1** Property Law
- 200009.1** Constitutional Law

Year 2

Autumn session

- 200016.2** Equity Trusts and Remedies 1
 - 200014.1** Commercial Law
- And two LLB alternate units

Spring session

- 200200.1** Equity Trusts and Remedies 2
 - 200018.2** Law of Associations
- And two LLB alternate units

Year 3

Autumn session

200019.2 Revenue Law
And two LLB alternate units

Campbelltown students

200015.1 Criminal Procedure and Evidence

Parramatta students

200017.1 Dispute Resolution and Civil Procedure

Spring session

200020.2 Professional Responsibility and Legal Ethics
And two LLB alternate units

Campbelltown students

200017.1 Dispute Resolution and Civil Procedure

Parramatta students

200015.1 Criminal Procedure and Evidence

Year 4

Autumn session

Four Non LLB electives

Spring session

Four Non LLB electives

Part-time

Year 1

Autumn session

200006.1 Introduction to Law
200007.1 Law Foundation

Spring session

200008.1 Torts Law
200009.1 Constitutional Law

Year 2

Autumn session

200011.1 Contracts
200010.1 Criminal Law

Spring session

200013.1 Administrative Law
200012.1 Property Law

Year 3

Autumn session

200016.2 Equity Trusts and Remedies 1
200014.1 Commercial Law

Spring session

200200.1 Equity Trusts and Remedies 2

200018.2 Law of Associations

Year 4

Autumn session

200019.2 Revenue Law

Campbelltown students

200015.1 Criminal Procedure and Evidence

Parramatta students

200017.1 Dispute Resolution and Civil Procedure

Spring session

200020.2 Professional Responsibility and Legal Ethics

Campbelltown students

200017.1 Dispute Resolution and Civil Procedure

Parramatta students

200015.1 Criminal Procedure and Evidence

Year 5

Autumn session

Two Non LLB electives

Spring session

Two Non LLB electives

Year 6

Autumn session

Two Non LLB electives

Spring session

Two Non LLB electives

Year 7

Autumn session

Two LLB Alternate Units

Spring session

Two LLB Alternate Units

Year 8

Autumn session

Two LLB Alternate Units

Spring session

Two LLB Alternate Units

Bachelor of Social Science/Bachelor of Laws

2538.2

The double degree program permits students to undertake multi-skilling and offers diverse career paths providing high marketability in multiple areas of expertise. The LLB provides students with professional legal skills including the ability to analyse legal material and understand fundamental legal principles; an understanding of the relationship between law and society; the skills to analyse and solve non-legal problems and specialised study into the Australian legal system.

Study Mode

Five years full-time

Location

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

Course Structure

Qualification for a double degree in law requires the successful completion of 400 credit points including the units listed in the recommended sequences for the relevant double degree programs.

Students are eligible to graduate in the associated degree at the end of three years of full-time study, only when they have completed all non-law units plus the eight law units specified in the study sequence as being in the first three years of the relevant double degree.

Alternate Units

LLB alternate units are to be chosen from the list of LLB alternate units found in Bachelor of Laws (Graduate Entry), course code 2501.

- Bachelor of Laws (Graduate Entry) | <http://handbook.uws.edu.au/hbook/course.asp?course=2501.2>

It may be possible to vary the sequence of units so that students study a greater concentration of either law or their second discipline of study each semester, to minimise travel between campuses and to overcome timetabling problems. Students should speak to their academic advisor as needed.

For details of the social science units required please see Bachelor of Social Science, course code 1634.1. Bachelor of Social Science/Bachelor of Laws students

are required to complete the following social science units:

- A 40 credit point core comprised of four common core units that will be spread out over the three year degree;
- A key program or major in social science (chosen from the specified list of approved majors) of 80 credit points; and
- A sub-major in social science different from the major (chosen from the specified list of approved sub-majors) of 40 credit points
- Where a unit sits across majors or sub-majors it cannot be used as part of a double major or sub-major

Note: Instead of the minimum of 80 credit points of elective units required to be completed by Bachelor of Social Science students enrolled in course 1634.1, students in Bachelor of Social Science/Bachelor of Laws, course code 2538.2 are required to complete the eight law units listed in the first three years of the recommended sequence below.

Recommended Sequence

Full-time

Campbelltown students

Year 1

Autumn session

200006.1 Introduction to Law

200007.1 Law Foundation

And two social science units in selected specialisation

Spring session

200008.1 Torts Law

200009.1 Constitutional Law

And two social science units in selected specialisation

Year 2

Autumn session

200011.1 Contracts

And three social science units in selected specialisation

Spring session

200012.1 Property Law

And three social science units in selected specialisation

Year 3

Autumn session

200010.1 Criminal Law

And three social science units in selected specialisation

Spring session

200013.1 Administrative Law
And three social science units in selected specialisation

Year 4

Autumn session

200014.1 Commercial Law
200016.2 Equity Trusts and Remedies 1
LLB alternate unit
LLB alternate unit

Spring session

200018.2 Law of Associations
200200.1 Equity Trusts and Remedies 2
LLB alternate unit
LLB alternate unit

Year 5

Autumn session

200015.1 Criminal Procedure and Evidence
200019.2 Revenue Law
LLB alternate unit
LLB alternate unit

Spring session

200017.1 Dispute Resolution and Civil Procedure
200020.2 Professional Responsibility and Legal Ethics
LLB alternate unit
LLB alternate unit

Full-time

Parramatta students

Year 1

Autumn session

200006.1 Introduction to Law
200008.1 Torts Law
And two social science units in selected specialisation

Spring session

200007.1 Law Foundation
200010.1 Criminal Law
And two social science units in selected specialisation

Year 2

Autumn session

200011.1 Contracts
And three social science units in selected specialisation

Spring session

200012.1 Property Law
And three social science units in selected specialisation

Year 3

Autumn session

200009.1 Constitutional Law
And three social science units in selected specialisation

Spring session

200013.1 Administrative Law
And three social science units in selected specialisation

Year 4

Autumn session

200014.1 Commercial Law
200016.2 Equity Trusts and Remedies 1
LLB alternate unit
LLB alternate unit

Spring session

200018.2 Law of Associations
200200.1 Equity Trusts and Remedies 2
LLB alternate unit
LLB alternate unit

Year 5

Autumn session

200017.1 Dispute Resolution and Civil Procedure
200019.2 Revenue Law
LLB alternate unit
LLB alternate unit

Spring session

200015.1 Criminal Procedure and Evidence
200020.2 Professional Responsibility and Legal Ethics
LLB alternate unit
LLB alternate unit

Note: See Bachelor of Social Sciences, course code 4503 for details of the requirements of the key study area of social sciences.

Graduate Conversion Program

2715.1

This is a flexible program which allows students to combine accounting, business and law units to achieve professional goals. Units selected have to be relevant to an accounting program.

Study Mode

Not applicable

Location

Campus	Attendance Mode
Parramatta Campus	Part Time Internal

Campus	Attendance	Mode
Blacktown Campus	Part Time	Internal
Campbelltown Campus	Part Time	Internal

Accreditation

Not applicable

Admission

A bachelor's degree or equivalent or an advanced diploma and demonstrable professional/management experience of at least 5 years duration.

Course Structure

There are no set units. Students choose units which are relevant to an accounting program.

Units

200444.1 Advanced Topics in Financial Accounting

Credit Points 10 **Level** 5

Assumed Knowledge

Met the UWS requirement for honours enrolment in the discipline of Accounting.

This subject is designed to explore financial accounting from a wide and critical perspective. Important issues include the conceptual basis for external financial reporting, measurement in accounting, including an evaluation of the several current value and price level models, selection of the relevant model, users needs for financial information, the conceptual frameworks for the professional bodies and interpretation of the elements and harmonisation of accounting standards. The particular topics selected in a given session will reflect current issues.

200193.1 Abstract Algebra

Credit Points 10 **Level** 3

Assumed Knowledge

200025 Discrete Mathematics

Equivalent Units

14702 Advanced Algebra, 14383 Algebra 3

This unit develops algebraic thought to a high level. The abstract concepts involved in the main topics (group theory and number theory) have many applications in science and technology, and the unit includes an application to cryptography.

200101.1 Accounting Information for Managers

Credit Points 10 **Level** 1

Equivalent Units

61111.1 - Introductory Financial Accounting OR 84458.1 - Engineering Management 3 OR 89109.1 - Management for Engineers 2 OR AC105A.1 - Finance and Accounting OR H1746.1 - Financial and Management Accounting 1 OR MG324A.1 - Management 3.2

For information on this unit please contact the Unit Coordinators: Sharon Taylor (Blacktown and Campbelltown Campuses) and Jean McCartney (Parramatta Campus). This unit provides exposure to financial and management accounting information from a user viewpoint. The unit aims to provide breadth of awareness and knowledge in relevant fields

of accounting essential to decision making for managers.

200534.1 Accounting Information Systems

Credit Points 10 **Level** 3

Assumed Knowledge

Basic financial and management accounting fundamentals, including use of spreadsheets in accounting and the use of a computerised accounting package.

Prerequisite

[200111.1](#) - Financial Accounting Applications

Equivalent Units

AC202A Accounting Information Systems; H3331 Accounting Information Systems; 61141 Accounting Information Systems; 200114 Issues in Accounting Information Systems

This unit considers the design and implementation of accounting information systems as a data model for resource allocation and management of an organisation. It includes consideration of current trends in information management and the changing regulatory requirements.

200102.2 Accounting Philosophies and Theories

Credit Points 10 **Level** 3

Assumed Knowledge

Corporate Accounting Systems; Financial Accounting Issues

Prerequisite

[200109.1](#) - Corporate Accounting Systems

Equivalent Units

61111.1 - Introductory Financial Accounting OR AC304A.1 - Advanced Management Accounting OR H3327.1 - Financial Accounting 3

This unit is replaced by 200267 Advanced Accounting in 2008. This unit introduces a number of accounting theories based on diverse philosophies. Their underlying assumptions, objectives, logic and knowledge claims are scrutinised.

200103.1 Accounting Reports and Decisions

Credit Points 10 **Level** 1

Equivalent Units

H1746.1 - Financial and Management Accounting 1 OR 84458 - Engineering Management 3 OR 89109.1 - Management for Engineers 2 OR AC105A.1 - Finance and Accounting

Incompatible Units

200101.1 - Accounting Information for Managers OR
61111.1 Introductory Financial Accounting OR
AC103A.1 Introductory Financial Accounting

Please note that from 2008 this unit has been replaced with 200101 Accounting Information for Managers. This unit examines accounting as an information system relating user needs (shareholders, debt holders, public and managers) to the collection and analysis of financial and related statistical information. Accounting information is collected and analysed using spreadsheets. Simple analysis and interpretation of accounting information is performed.

200013.1 Administrative Law

Credit Points 10 **Level** 2

Corequisite

200006.1 - Introduction to Law

Equivalent Units

69002.1 - Administrative Law OR F1007.1 - Administrative Law OR LW303A.1 - Administrative Law

This unit examines the legal principles regulating the exercise of power by the executive arm of government in its various manifestations; ministers, government departments and officials, regulatory bodies, tribunals, inferior courts and local councils. This is examined in the context of Australian constitutional arrangements and it is taught in the context of constitutional themes and principles that underpin the law in this area. The exercise of power examined includes decision making, the exercise of discretion, delegated legislation and the decision making procedure of the major administrative tribunals. The focus is on the principles of judicial review developed by the courts, standing and remedies. There is also an examination of major non-judicial avenues of review by the major tribunals such as the Commonwealth Administrative Appeals Tribunal, and the Ombudsman. The unit will also examine Freedom of Information legislation.

200267.1 Advanced Accounting

Credit Points 10 **Level** 3

Prerequisite

200109.1 - Corporate Accounting Systems

Equivalent Units

200102 - Accounting Philosophies and Theories

This unit addresses the advanced aspects of accounting with particular emphasis on accounting philosophies and theories, and selected accounting standards and applications.

200104.2 Advanced Auditing

Credit Points 10 **Level** 3

Prerequisite

200535.1 - Auditing and Assurance Services

Equivalent Units

61152.1 Auditing and Professional Practice

This unit focuses on contemporary areas of auditing practice. It examines traditional areas of auditing and the accounting cycle, with an emphasis on auditing in an EDP environment. Current practice issues are also examined. That is, the unit is designed to extend auditing principles and provide training for advanced topics in auditing. The unit focuses on auditing cycles and covers the audit of computer-based accounting systems as well as selected manual accounting systems. Auditing theory is integrated with audit methodology so as to enable students to better appreciate the fundamental concepts and principles that underlie auditing practice.

200572.1 Advanced Business Seminars

Credit Points 10 **Level** 3

Special Requirements

Students must have completed at least 90 credit points in business related units. Students can only take this unit by invitation and must be enrolled in 2741 Bachelor of Business and Commerce (Advanced Business Leadership), 2739 Bachelor of Business and Commerce, 2504 Bachelor of Economics or 2727 Bachelor of Financial Advising. Students interested in taking this unit will have to apply to the Unit Coordinator who will decide whether the students fit the category of high potential students. The criteria will normally mean a UAI of at least 80 (or equivalent) or a grade point average of at least 5.0. If there are too many applicants the unit coordinator may rank the applicants and restrict the number of acceptances to an appropriate seminar size.

A seminar series involving speakers from outside the university will present on current theoretical or practical issues affecting business and commerce. Students interested in this unit should contact the Unit Coordinator to see whether they qualify.

200105.1 Advanced Corporate Accounting

Credit Points 10 **Level** 3

Assumed Knowledge

Corporate Accounting Systems or Corporate Accounting (AC203A, H2739, 61113)

This unit builds on the fundamental knowledge gained in Corporate Accounting or Corporate Accounting Systems. It involves the comprehensive study of the more complex aspects of corporate accounting and reporting, which are regulated by legislation, accounting standards, Australian Securities and Investment Commission and Stock Exchange requirements.

200493.1 Advanced Corporate Finance

Credit Points 10 **Level** 5

This unit offers a detailed understanding of finance from the perspective of the corporate financial manager. Beginning with the premise that the goal of management is to increase the value of the firm, the unit examines the key decisions - investment, financing and risk management - that contribute to shareholder value. The investment side will include portfolio selection and management decisions, capital budgeting under risk, and M&A. The financing side comprises decisions about capital structure - how much debt, relative to equity, is optimal for a particular firm - as well as decisions about what kind of debt and what kind of equity is right for the firm. The risk management side will offer guidelines for the measurement and management of interest rate and currency risk. Using real-world case studies and current academic literature, the unit will examine the key principles of selecting real investments, financing them, extracting value and managing financial risk.

F3032.1 Advanced Criminal Law

Credit Points 10 **Level** 3

Prerequisite

F1005.1 - Criminal Law OR **200010.1** - Criminal Law

This unit extends students' knowledge beyond that of the core 0F02 Bachelor of Laws unit Criminal Law. Students extend their knowledge of the mechanics of the criminal law by an analysis of the inter-relationships between the core 'black letter' criminal law and the 'users', providers and protectors of that criminal law. In addition, the procedural and practical aspects of the criminal law beyond the skills components of core 0F02 Bachelor of Laws units are covered.

200138.1 Advanced E-Commerce

Credit Points 10 **Level** 3

E-commerce is changing our economy and affecting all aspects of business. One of the most significant changes is in how we conduct business. Today, no company can afford to ignore e-commerce. The unit

provides students with opportunities to obtain more in-depth knowledge in e-commerce. The unit describes the role of e-commerce technologies in organizational activities and discusses their business significance. It provides many real-life examples to illustrate the various aspects that a manager needs to consider when building an e-commerce system. The unit covers the various types of commercial transactions executed over the Internet and marketing strategies on the Web. Students will be introduced to the important management challenges in building an ecommerce system. The aim of this unit is to discuss how an e-commerce system is developed and how e-commerce is being conducted and managed as well as assessing its major opportunities, limitations, issues and risks.

200629.1 Advanced Family Law

Credit Points 10 **Level** 3

Prerequisite

200633.1 - Family Law

Equivalent Units

F3007.1 - Advanced Family Law

This unit adopts a range of interdisciplinary and theoretical perspectives to critically evaluate developments in and proposals for reform of family law, policy and practice. It provides students with the opportunity to research and examine particular areas of interest, including family law reform, post separation arrangements for children, parenthood, financial planning and protection of assets, professional responsibility of family lawyers and family dispute resolution.

200106.2 Advanced Issues in Accounting Information Systems

Credit Points 10 **Level** 3

Prerequisite

200534.1 - Accounting Information Systems

Equivalent Units

AC202A Accounting Information Systems. H3331 Accounting Information Systems. 61141 Accounting Information Systems.

Advanced analysis of accounting information systems (AISs) and their position within an organisational information systems environment. I-depth analysis of data modelling and the impact of e-commerce on AIS design through the examination of case studies.

200492.1 Advanced Macroeconomics

Credit Points 10 **Level** 5

Assumed Knowledge

Students must have completed at a credit or higher level third year Macroeconomics.

The student will be taught advanced macroeconomic theory covering macroeconomic models, determinants of aggregate consumption, investment, growth, and the role of money. Theories of the balance of payments and exchange rate determination will be covered. Macroeconomic policy issues will be discussed. Applied macro-econometric studies will be covered.

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.

200455.1 Advanced Mathematical Analysis

Credit Points 10 **Level** 5

Assumed Knowledge

Meet the UWS requirement for honours enrolment in the discipline of Quantitative Methods and Mathematical Sciences.

The first part of the course is designed to cover metric spaces in depth with an introduction to Linear Spaces and Topology. The course consists of the application and extension of those ideas developed in the first part, to any one of the following areas: Operations Research, Statistics, Physics, Functional Analysis, Partial Differential Equations, Differential Geometry, Economics, Financial Mathematics, Mathematical Biology or Mathematical Chemistry. The second part of the course is designed to cover the essentials of Measure Theory, followed by an in-depth yet compact treatment of Hilbert Space analysis.

200453.1 Advanced Mathematical Finance

Credit Points 10 **Level** 5

Assumed Knowledge

Meet the UWS requirement for honours enrolment in the discipline of Quantitative Methods and Mathematical Sciences.

This subject is designed to concentrate in the main on the classical Black-Scholes analysis, assuming a lognormal random walk for asset prices. Ito's lemma and simple arbitrage arguments will be used to derive the Black-Scholes partial differential equation for the fair value of an option. A variety of different kinds of options will then be considered and it will be shown how, by suitably selecting boundary and final conditions for the Black-Scholes equation, virtually all derivative securities may be valued in a Black-Scholes framework. The unit will investigate a variety of "exotic options", digital, pay-later, gap options and American options and the free boundary value problems.

200026.1 Advanced Mathematics for Business

Credit Points 10 **Level** 2

Assumed Knowledge

Mathematics for Business

This unit extends the ideas presented in Mathematics for Business in a rigorous and interesting way to some real-world applications in finance and economics. Some of these will include asset allocation decisions, portfolio optimisation, input-output analysis for whole economies, and option pricing equations. To do this some advanced mathematical topics need to be introduced. The unit includes further work in univariate calculus, linear algebra, optimisation of functions of several variables, linear programming, and differential and difference equations.

200442.1 Advanced Microeconomics

Credit Points 10 **Level** 5

Assumed Knowledge

Students must have completed at a credit or higher level second year Microeconomics and third year Industry Economics and Policy.

Students will be taught advanced topics in microeconomics covering theory of consumer behaviour, theory of profits, theory of firm covering game theoretic behaviour, markets, topics in general equilibrium, theory of information and modern welfare economics and empirical applications.

200441.1 Advanced Political Economy Theory and Research Methods

Credit Points 10 **Level** 5

Assumed Knowledge

Advanced undergraduate units in macroeconomics and history of economic thought.

This unit considers in detail some of the theoretical approaches to political economy, together with an overview of research methods associated with these approaches. Depending on the interest of lecturers and students, topic areas covered in detail may include: Marxian Political Economy, Critical Realism and its Application to Economics, Post Keynesian Economics, Evolutionary Economics, Feminist Economics and Feminist Political Economy, Political Economy approaches to Development, Environmental and International Economics, Classics in the History of Economics Thought, Behavioral Finance.

200452.1 Advanced Statistical Analysis

Credit Points 10 **Level** 5

Assumed Knowledge

Meet the UWS requirement for honours enrolment in the discipline of Quantitative Methods and Mathematical Sciences.

This subject is designed to present the theory and application of statistical methods used in describing and analysing measurements on several variables. Computer packages can provide numerical results to complex statistical analyses. IN this unit we concentrate on understanding techniques for given situations and weaknesses of the various techniques, learning the appropriate technique for given situations and making correct interpretations of multivariate analyses. This unit will cover the Multivariate Normal, Multivariate Regression, Analysis of Covariance Structure, Classification Grouping Techniques, Advanced Time Series and Forecasting and other statistical methods.

200451.1 Advanced Statistical Decision Making

Credit Points 10 **Level** 5

Assumed Knowledge

Meet the UWS requirement for honours enrolment in the discipline of Quantitative Methods and Mathematical Sciences.

This subject is designed to present the theory and methodology of optimal statistical decisions. The course will cover a number of quantitative techniques applicable to the making of decisions in a modern

business enterprise. The course content will include subjective probability and utility, Bayes Risk, prior and posterior distributions and advanced topics in operations research.

200454.1 Advanced Stochastic Process Modeling

Credit Points 10 **Level** 5

Assumed Knowledge

Meet the UWS requirement for honours enrolment in the discipline of Quantitative Methods and Mathematical Sciences.

This subject is designed to study advanced methods of probability and stochastic processes as applied to real world problems. The content of the subject includes Markov chains, Poisson processes, Continuous-time Markov chains, Branching processes, Birth and Death processes, Queuing systems.

200186.1 Advanced Taxation Law

Credit Points 10 **Level** 3

Prerequisite

200187.1 - Taxation Law OR **200019.1** - Revenue Law

Equivalent Units

61524.1 - Advanced Taxation Law OR F3003.1 - Advanced Taxation Law

This is an advanced level study of selected aspects of income tax and capital gains. It includes an examination of other taxes, including sales tax, stamp duty, payroll tax, death duty and estate duty.

200490.1 Advanced Topics in Finance: Nonlinear Analysis

Credit Points 10 **Level** 5

This subject equips students with the ability to comprehend the developing literature on nonlinear approaches to finance. It commences with a coverage of the economic literature on nonlinear finance, introduces the basic mathematical tools needed up to systems of coupled nonlinear differential equations and provides the foundations of complexity analysis and chaos theory. Further topics covered will in general depend on the current state of the academic literature, but will at this time include: techniques for nonlinear data mining (neural networks, genetic programming); power law distributions; Tsallis nonextensive q-statistics; and the maximum entropy approach to the behaviour of finance markets.

200491.1 Advanced Topics in Game Theory**Credit Points 10 Level 5**

This unit aims at providing the necessary tools for modelling strategic interaction among economic agents. Game theory is needed whenever interactions involve a limited number of economic agents whose decisions directly affect each others' well-being. The spreading of Game theoretic modelling to most of the economic fields makes essential a good understanding of the concepts underlying its tools. Moreover, Game Theory, as it is now, cannot be dissociated from another exploding field, namely Experimental Economics. This discipline aims at refuting hypothesis used in Game theory in a controlled environment, experimenting typical games and their underlying assumptions with students. This new tool of refutation at the economist's disposal has become more and more popular since the first experiments conducted in the 1980's, notably by Werner Guth (1982). Currently, Experimental Economics is evolving toward adding more contextual elements into the experiment, bankers and clients' relations, firms' price policy, market structure, bilateral negotiations, workplace relations and so on. Providing a course in Game theory and orientating it toward applications through Experimental Economics would enrich and differentiate the Honours program offered by UWS. The first set of lectures will aim at providing the students with the basics of thinking strategically and with the fundamental concepts, such as strategies, games' institutions and Nash equilibrium, etc. The next set of lectures will progressively evolve towards more sophisticated models, more realistic for modelling actual economic situations. At this stage we will enter into the distinction between cooperative and non-cooperative games, introduce the dynamic aspects of certain relationships (repeated, sequential, etc.), introduce information asymmetries among players and analyse the consequences in terms of optimal strategies of such refinements of the basic models. We aim at designing this new subject in such a way that by the end of the semester, the students will be able to use game theoretic tools anywhere they would be required to do so, either academically or in their future workplace. For this purpose, this new subject will be complemented with many examples and we shall recourse a lot to experimental results.

200445.1 Advanced Topics in Management Accounting**Credit Points 10 Level 5****Assumed Knowledge**

Met the UWS requirement for admission into UWS B. Bus (Accounting) Honours Degree.

Firm success depends on being able to recognise opportunities arising from a changing environment and putting in place strategies which exploit those opportunities. However, developing an appropriate strategy does not, on its own, ensure success: the strategy also needs to be implemented successfully. Implementing a strategy successfully requires designing a control system to match the organisation's strategy. The use of management accounting techniques such as costing, cost-profit-volume analysis and capital budgeting will be shown to be dependent on the strategic direction of the organisation. The unit assesses current research topics in management accounting dealing with strategy and control.

200443.1 Advanced Topics in Valuation Methods and Value Creation**Credit Points 10 Level 5****Assumed Knowledge**

Met the UWS requirement for honours enrolment in the discipline of Applied Finance.

This unit explores and critically examines valuation methods and value creation strategies relevant to corporate finance. Topics include company valuation methods, valuation contexts, valuation multiples, equity and debt considerations, shareholder value creation, discounted cash flow valuation, optimal capital structures, real options and brands, special cases internet firms and telecommunication firms.

F3010.1 Advanced Torts and Civil Wrongs**Credit Points 10 Level 3****Prerequisite****200008.1** - Torts Law

Advanced torts and civil wrongs examines in detail specific issues of topical interest in the areas of torts. The particular issues covered may vary from time to time to reflect current developments.

69125.1 Advocacy

Credit Points 10 **Level** 3

Prerequisite

200017.1 - Dispute Resolution and Civil Procedure

Corequisite

200015.1 - Criminal Procedure and Evidence

This unit imparts basic courtroom trial skills giving practice in applying substantive law, practice, procedure and evidence in a simulated courtroom. It also explores both professional and ethical issues involved in the courtroom. There is a limit on enrolment in this unit because of the teaching method adopted.

200293.1 Alternative Dispute Resolution

Credit Points 10 **Level** 2

Assumed Knowledge

80 Credit Points of Assumed Knowledge is required for this unit.

Equivalent Units

69109 Alternative Dispute Resolution

This unit will examine the theory and practice of alternative dispute resolution generally, and in the context of the Australian legal system specifically, although the course does not focus specifically on the law. The unit is experientially-based, and students will be expected to participate in discussions, exercises and role-plays. The theory and practice of conflict and dispute resolution will be critically considered, as will the social, cultural and legal contexts within which alternative dispute resolution occurs. The unit is presented with a multi-disciplinary, analytical and practical approach. Although an introduction to mediation is included in this unit, it is not a unit on mediation. Although an introduction to mediation is included in this unit, it is not a unit on mediation. This unit will provide students with a broad understanding of the theory and practice of dispute resolution, and provide them with the basic skills required to resolve disputes more effectively.

200023.1 Analysis

Credit Points 10 **Level** 3

Assumed Knowledge

Advanced Calculus

Equivalent Units

14388 - Advanced Mathematical Topics OR J3762 - Solid State and Semiconductor Physics

This unit provides the theoretical basis of real and complex numbers, including differentiation and integration. Topics include: field axioms and completeness, sequences, series, convergence, compactness, continuity, differentiability, integrability, and related theorems in both the real and complex number systems.

69146.1 Anti-Discrimination Law

Credit Points 10 **Level** 3

Prerequisite

200009.1 - Constitutional Law

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. It also covers 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.

200628.1 Applied Business Project

Credit Points 10 **Level** 3

Assumed Knowledge

Completion of at least 12 units to have sufficient business knowledge to handle a project.

Equivalent Units

200365 Applied Business Project A

This unit consists of a detailed analysis and reflection on a practical project so as to demonstrate knowledge of relevant theory and also to demonstrate an understanding of the relevant variables in so far as they impact on successful or unsuccessful implementation.

200054.1 Applied Econometrics

Credit Points 10 **Level** 3

Prerequisite

200053.1 - Economic Modelling OR **200033.1** - Applied Statistics

This unit builds on the econometric methods of Economic Modelling. The focus is on the linear model in econometrics in its application to economic and

financial time series. The emphasis is on learning by doing in small group workshops.

200097.2 Applied Marketing Research

Credit Points 10 **Level** 3

Assumed Knowledge

An understanding of marketing concepts including the elements of consumer behaviour, marketing research methods, marketing communications, channel management and distribution, brand and product management, competitive strategy and quantitative methods in marketing. The basics of economics, finance and accounting, mathematics and statistics and general communications are also assumed

Prerequisite

200085.1 - Fundamentals of Marketing Research

This unit is designed for students who have completed the pre-requisite unit, Fundamentals of Marketing Research and who wish to gain higher level and practical skills in the development and implementation of a research design, as well as the opportunity of gaining experience with an outside client and a real-world research task. In this subject you will work on an actual marketing research project with an actual client. This provides you with challenges and responsibilities beyond the usual classroom.

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.

200535.1 Auditing and Assurance Services

Credit Points 10 **Level** 3

Assumed Knowledge

A basic knowledge of computing.

Prerequisite

200109.1 - Corporate Accounting Systems

Equivalent Units

AC301A Auditing; H3822 Auditing; 61151 Principles of Auditing; 200107 Auditing Principles.

Incompatible Units

61152 Auditing & Professional Practice

This unit studies the roles and responsibilities of the auditor, auditing principles and standards and the application of those standards, particularly in an electronic environment.

200047.1 Australia and the Global Economy

Credit Points 10 **Level** 1

Equivalent Units

H1740 - Australian Economic History 61325 - Australia and the Global Economy

This unit replaced by 200540.1 Globalisation and Australia in 2008. This unit provides an overview of the development of the Australian economy since 1788 in the context of the evolution of the global economy during the last two centuries. A strong emphasis is placed on the interaction of the processes promoting globalisation in the international economy, with the endemic tendencies towards social conflict and nationalism that have accompanied the consolidation of the capitalist nation state. Within this framework the specific factors that have given Australian economic development its unique character are analysed. The unit concludes by examining the socio-economic outcomes that ongoing globalisation is likely to produce in the twenty-first century and looks at the principal alternative economic strategies that Australian governments might follow over the next few decades.

100986.1 Australian History 1860-1920

Credit Points 10 **Level** 3

Equivalent Units

100247 Australian History 1860-1920

Special Requirements

Students must complete 60 credit points at 100 level.

This unit examines the transformation of Australia from a collection of small settler colonies to a modern, industrialising nation. The unit focuses on the creation of a national identity through examination of themes such as race, class, urbanisation, politics, sport gender and culture.

100987.1 Australian History Since 1920

Credit Points 10 **Level** 3

Equivalent Units

100906 Australian History Since 1920 and B3680 Australian History Since 1920

Special Requirements

Students must complete 60 credit points at 100 level.

This unit includes a general overview of major developments in Australian political and social history since 1920, and also focuses on particular issues such as the 1949 coal strike, the Petrov Affair, the Whitlam dismissal and the Super League 'war'.

100248.1 Australian Labour History

Credit Points 10 **Level** 2

Equivalent Units

63188 Labour History: Changing Concepts of Work in Australian History

Special Requirements

Students must complete 60 credit points at Level 100.

This unit examines the history of work, work relations, workers and workers' organisations in Australia from the time of European settlement. The unit investigates the concept of 'work', both paid and unpaid, voluntary and domestic. The focus is on social and political aspects of paid work, through the development of unionism, politics and arbitration. It also involves an analysis of structured and unstructured volunteer labour and its impact on Australian society.

F3015.1 Banking and Securities Law

Credit Points 10 **Level** 3

Prerequisite

F2001.1 - Commercial Law OR **200014.1** - Commercial Law

Financing considerations are a major factor in many commercial transactions. As the laws, which affect the finance and banking industry become increasingly complex, potential liabilities for breach of legal obligations are substantial. Accordingly, knowledge of financial law is essential for commercial lawyers and persons pursuing a career in banking or finance. This unit examines laws relating to the structure and regulation of the banking system, financial market instruments and other facilities, bills of exchange, negotiable instruments, promissory notes, cheques and payment orders and legal security concerns of financiers.

200518.1 Behavioural Finance

Credit Points 10 **Level** 3

Assumed Knowledge

Assumed knowledge will be addressed by students completing the pre-requisite units 200048 Financial Institutions and Markets and 200488 Corporate Financial Management. Students should have at least an introductory finance background before entering into this unit, Note that both 200048 and 200488 are core units in the Bachelor of Business (Applied Finance)

Prerequisite

200048.1 - Financial Institutions and Markets AND **200488.1** - Corporate Financial Management

Traditional theories of finance are based the assumption that investors are both rational and utility maximizing. The Efficient Markets Hypothesis in particular has assumptions about investor behaviour which underpin its key predictions. The tenants of behavioural finance disputes the validity of these assumptions. This unit challenges traditional theory by examining how decision making and investor behaviour may be driven by personal and market psychology.

200295.1 Bioethics

Credit Points 10 **Level** 2

Equivalent Units

69161 Bioethics

This unit covers some of the ethical and legal issues associated with medical practice and research, including issues raised by new developments in biotechnology. There is a strong emphasis on clarification of personal values. Topics covered include some of the following: the nature of moral thinking, issues of life and death, experimentation and research involving human and animal subjects, organ transplantation, genetic manipulation, new reproductive technologies, access and rationing of health care resources and ethical issues in psychiatry.

200088.1 Brand and Product Management

Credit Points 10 **Level** 3

Assumed Knowledge

A sound knowledge of marketing principles and of the key elements of consumer behaviour, marketing research and marketing communications.

Prerequisite

200083.1 - Marketing Principles

Equivalent Units

MK205A.1 - Brand Management

Brand and product management are key elements of a company's marketing strategy. This unit introduces participants to the major marketing management issues in these areas, including the significance of brand equity, the management of product life-cycles, product and brand positioning, new product development, management of brand and product portfolios, global product management and the relationship with price, channel and promotion strategies.

BG101A.1 Building 1

Credit Points 10 Level 1

Aims: To provide students with an overview of building regulations and construction techniques with an emphasis on low rise residential buildings; techniques of surveying land and buildings. **Content:** General process, local council, building regulations, permits, professions, players and makers, constraints (environmental and regulation), construction process (foundations, footings, framing, structure, cladding, services), history (architectural styles, economy), structural elements (bracing systems), envelope, surveying.

200336.1 Business Academic Skills

Credit Points 10 Level 1

Assumed Knowledge

HSC English or equivalent.

Equivalent Units

H1745 Business Skills for Professionals; 200155 Business Skills and Communication

The development of business skills in the form of the application of information collection, analysis and evaluation, logical reasoning skills and communication skills relevant to business and economic issues.

200207.1 Business and Commerce Honours Research Project

Credit Points 30 Level 5

Assumed Knowledge

An undergraduate major in the relevant discipline.

This unit requires students to complete an original research project involving the testing of an applied research problem relevant to the professional practice in the discipline of the students undergraduate major. This is an applied research project which examines issues relevant to a chosen profession rather than

theoretical research. The project should include a proposal, literature review and a report on original fieldwork.

200205.1 Business and Commerce Honours Seminar 1

Credit Points 10 Level 5

Assumed Knowledge

An undergraduate major in the relevant discipline

This unit consists of a series of supervised readings and seminar presentations. Students will focus in particular on the disciplinary area of the major studied in the first three years and will be assessed in this area of study. The Focus of this seminar will be on advanced academic and theoretical debates in the relevant discipline areas.

200204.1 Business and Commerce Honours Seminar 2

Credit Points 10 Level 5

Assumed Knowledge

An undergraduate major in the relevant discipline

This unit is a continuation of Business and Commerce Honours Seminar 1. Students will bring skills and knowledge acquired in Honours Seminar 1 to provide a foundation for more consolidated study in this unit. It consists of a series of supervised readings and seminar presentations. Students will focus, in particular, on the disciplinary area of the major studied in the first three years and will be assessed in this area of study. The focus of this seminar will be on the advanced academic and theoretical debates in the relevant discipline areas. Seminars will be run in conjunction with the relevant honours seminars conducted in the discipline area (e.g a student undertaking honours in Economics within the BBC program will attend Economics honours seminars in the School of Economics and Finance). However, from time to time, possibly twice a year, students will be expected to participate in seminar debate with other honours students studying in other BBC disciplines depending on the student mix. The disciplinary areas are those that form part of the Bachelor of Business and Commerce (Honours) programme.

200206.1 Business and Commerce Honours Thesis

Credit Points 50 Level 5

Assumed Knowledge

An undergraduate major in the relevant discipline

This unit requires students to complete an original research thesis involving the development and testing of an empirical research proposition in the discipline of the student's undergraduate major.

200382.1 Business and Competitive Intelligence

Credit Points 10 **Level** 3

Assumed Knowledge

Students entering this unit should be broadly familiar with Windows-based software and PC systems at an introductory level of knowledge, and have prior experience with Internet browser software.

Corporations, small businesses and government entities need information on both their own operations and the outside world, so that they can recognise and respond to business opportunities and dangers. These materials form the basis of 'business intelligence' and can become important organisation resources. Increasingly, this intelligence comes from electronic databases accessed through the Internet. This unit covers the main information management techniques and issues related to planning, sourcing, collecting, arranging, storing, retrieving, presenting and eventually disposing of electronic business information, collected from internal and published databases. The unit particularly provides students with skills used for exploiting external on-line and on-disc environments for business purposes.

200372.2 Business Honours Thesis

Credit Points 40 **Level** 5

200573.1 Business Leadership

Credit Points 10 **Level** 3

Special Requirements

Students must have completed at least 90 credit points in business related units. Students can only take this unit by invitation and must be enrolled in 2741 Bachelor of Business and Commerce (Advanced Business Leadership), 2739 Bachelor of Business and Commerce, 2504 Bachelor of Economics or 2727 Bachelor of Financial Advising. Students interested in taking this unit will have to apply to the Unit Coordinator who will decide whether the students fit the category of high potential students. The criteria will normally mean a UAI of at least 80 (or equivalent) or a grade point average of at least 5.0. If there are too many applicants the unit coordinator may rank the applicants and restrict the number of acceptances to an appropriate seminar size.

This unit studies the research literature in business leadership and explores its application to early stages

of a business or commerce career. Enrolment in this unit is by invitation only. Students interested in this unit should contact the Unit Coordinator to see whether they qualify.

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.

200162.1 Business Report

Credit Points 10 **Level** 3

Assumed Knowledge

Introduction to Operations Management.

This unit is structured as session-long, team-based projects and provides an opportunity for students to integrate the knowledge and skills acquired in units they have undertaken previously. Projects are selected by teams for approval by the unit coordinator (under special circumstances, approval may be given for projects to be undertaken on an individual basis). Students prepare a formal project proposal, which covers the problem to be addressed, the methodology to be used and the strategic plan for conduct of the project. The project culminates in the submission of a final report that includes appropriate outcomes and recommendations. Students also deliver a presentation based on their final report.

MG325A.1 Business Skills

Credit Points 20 **Level** 3

This unit will be replaced in 2004 by 200383 - Business Administration Project

200155.1 Business Skills and Communication

Credit Points 10 **Level** 1

Equivalent Units

This unit replaced by 200336.1 Business Academic Skills in 2008

First and foremost professional people should be able to manage themselves and their time. They also need the ability to work effectively with others, that is, they require good interpersonal skills. To effectively operate a business environment, practitioners require a range

of non-technical skills. The ability to communicate accurately and effectively is critical to success within a business environment. In this unit students develop essential communication skills, including the process and techniques of communication in the work environment, interpersonal skills, and the ability to communicate effective decisions designed to accomplish organisational goals.

200091.2 Business to Business Marketing

Credit Points 10 **Level** 3

Assumed Knowledge

It is assumed that students have basic knowledge of marketing concepts, theories and frameworks

Prerequisite

200083.1 - Marketing Principles

Equivalent Units

MK318A.1 Business-to- Business Marketing 61723.1 Business-to-Business Marketing

This unit encompasses introduction to B2B Marketing, differences between B2B and consumer marketing, organizational buying behaviour, B2B market segmentation, business marketing strategy, management of the 4P's in B2B Marketing, relationship and network marketing, Supply Chain Management and CRM strategies, and evaluating the marketing efforts and making the marketing strategy work.

200158.1 Business, Society and Policy

Credit Points 10 **Level** 2

Assumed Knowledge

General knowledge of management principles (such as in Management Foundations)

Corequisite

MG102A.1 - Management Foundations

This unit examines the interface between business, society and the state, and sensitises students to the impact of broad social, political and economic forces on the relationships between these three spheres. The unit also considers the role of different ideological models such as Keynesianism, neo-liberalism and mixed market, in shaping the relationships between business and government. It also examines the impact of increasing internationalisation and globalisation on business, society and the state.

200158.2 Business, Society and Policy

Credit Points 10 **Level** 2

Corequisite

200571.1 - Management Dynamics AND **MG102A.1** - Management Foundations OR **61611.1** - Management Studies OR **H1727.1** - Business Management

This unit examines the interface between business, society and the state, and sensitises students to the impact of broad social, political and economic forces on the relationships between these three spheres. The unit also considers the role of different ideological models such as Keynesianism, neo-liberalism and mixed market, in shaping the relationships between business and government. It also examines the impact of increasing internationalisation and globalisation on business, society and the state.

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.

200630.1 Child Law

Credit Points 10 **Level** 3

Prerequisite

200010.1 - Criminal Law

Equivalent Units

F3037.1 - Children and The Law

This unit examines legal responses (and lack of response) to children and young people. Historically, the child was viewed as an object of legal concern with few legal rights and inadequate means to access and participate in decisions and legal processes that affect them. Developments in international and domestic law indicate greater recognition of the child's capacity to make decisions and acknowledge his or her right to be heard in matters which will affect the child. This unit adopts a range of interdisciplinary and theoretical perspectives to critically evaluate developments in theory, laws, policies and practices relating to children and young people.

200014.1 Commercial Law

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation

Equivalent Units

69007.1 - Commercial Law OR F2001.1 - Commercial Law

This unit provides an introduction to the general principles of commercial law. It also examines key aspects of substantive commercial law principles as they arise in a practical context with reference to current developments in the business community. Topics include: the law of principal and agent, guarantee, bailment, negotiable instruments, insurance, credit, sale of goods, trade practices and consumer protection law.

200600.1 Commercial Property Management

Credit Points 10 **Level** 3

Assumed Knowledge

It is assumed that candidates attempting this unit are already in possession of a basic understanding of the nature of commercial real estate as an investment and asset class. It is assumed that this level of understanding includes a familiarity with the fundamental characteristics of retail, industrial and office-building properties, plus the sub-markets existing within each of those use categories, and how the characteristics differ between these 3 prime categories of commercial property use. It is also assumed that, prior to entry into this unit, students already possess a rudimentary understanding of investment analysis, risk analysis and financial appraisal (i.e. valuation) techniques, principles and practice as they apply to commercial real estate.

Equivalent Units

MG316A Commercial Property Management

This unit will examine the operation of commercial property management as a discrete discipline of the property industry. Students will examine the fundamental principles of the day to day management of the various classes of mainstream commercial investment property. This unit will also enable students to understand the various duties of the commercial manager, including legislative and regulatory provisions and obligations. Students will understand the nature of contemporary commercial leasing practice and the relationship between building owner, building manager and tenants, including the vested interests and objectives of all concerned parties.

200603.1 Commercial Valuation

Credit Points 10 **Level** 2

Assumed Knowledge

Good conceptual knowledge of property valuation methodology and valuation mathematics. Additionally students should have fundamental knowledge of computer applications.

Equivalent Units

VA201A Commercial Valuation

This unit will provide students with good understanding of theory and practice of commercial valuation. All aspects of commercial valuation will be covered, including commercial valuation reporting standard of the Australian Property Institute.

200556.1 Communication in Sport

Credit Points 10 **Level** 2

Equivalent Units

400321 Sport Management 2

This unit examines modern management and communication theories and applications of these theories within the context of sport. Students are introduced to various modes of communication within sport organisations and given an opportunity to bridge theory and practice.

200529.1 Comparative Law: Legal Systems of the World

Credit Points 10 **Level** 3

Prerequisite

[200008.1](#) - Torts Law AND [200010.1](#) - Criminal Law AND [200011.1](#) - Contracts AND [200013.1](#) - Administrative Law AND [200009.1](#) - Constitutional Law

This unit focuses on how different legal systems (e.g. Civil, Hindu, Islamic,) and different legal regimes (e.g. U.S., U.K., China, Japan, France, European Union) address contemporary legal problems. The jurisdictions and the topics covered will vary from year to year. The subject provides students with a broad overview of particular legal systems and through a concentration on the sources of law of particular jurisdictions evaluate their suitability to address contemporary Australian legal problems.

200631.1 Competition Law and Policy

Credit Points 10 **Level** 3

Prerequisite

[200009.1](#) - Constitutional Law AND [200016.1](#) - Equity Trusts and Remedies 1

Equivalent Units

69119.1 - Competition Law

In this unit students will study a diverse range of legal cases and principles with particular concentration on current developments in Trade Practices relating to the application of Competition Law and Policy. The Trade Practices Act 1974, Competition Policy Reform Act 1995 , Corporations Act 2001, and Australian Securities and Investments Commission Act, 2001 (Cth), and contextual recent Federal and State case law will feature. At the end of the unit, students will be expected to have competency in these areas. Some reference will also be made to equivalent overseas laws and to reform issues. Particular reference will be made to current EU and US competition law.

200606.1 Compulsory Acquisition and Litigation

Credit Points 10 Level 3

Assumed Knowledge

An understanding of the basic principles of land law, in particular, the various interests to be held in land and forms of tenure; An understanding of the NSW planning system, the development approval process and administrative law controls over decision making; An understanding of various valuation principles and methodologies and valuation of various types of property and interest in land

Equivalent Units

VA303A Compulsory Acquisition and Litigation

Compulsory acquisition and litigation is, as its name suggests, a combined unit which takes in both law and valuation. It is a capstone course in that it draws together what you have learnt in a number of valuation and law units. Hopefully it will enable you to perform better as a professional when you have completed the course. Students will demonstrate a comprehensive understanding of the principles of compensation and litigation in real estate.

69008.1 Computer Law

Credit Points 10 Level 3

Prerequisite

200011.1 - Contracts

The legal consequences of the widespread use of computers are examined. Computerised transactions are analysed from technological and legal perspectives in order to determine and differentiate features distinct from other transactional forms. Matters including the abuse of computers, the privacy of computerised data, and electronic banking are critically analysed to reveal a variety of issues that are legally significant.

F3013.1 Conflict of Laws

Credit Points 10 Level 3

Prerequisite

200011.1 - Contracts AND **200008.1** - Torts Law

This unit provides a general introduction to the sources of conflict of laws, the international jurisdiction of domestic courts, the recognition and the enforcement of foreign judgements and decrees, and the problem of choice of law as it arises in various situations.

200009.1 Constitutional Law

Credit Points 10 Level 2

Corequisite

200006.1 - Introduction to Law

Equivalent Units

69010.1 - Constitutional Law OR F1006.1 - Constitutional Law OR LW202A.1 - Constitutional Law

This unit introduces the legal rules and doctrines governing state and commonwealth constitutional systems in Australia. Topics covered include: the constitution and operation of and legal relationships between, legislative, executive and judicial arms of state and commonwealth governments; the separation of powers; the legal relations between state and commonwealth laws and governmental institutions; and the legislative powers of the commonwealth as prescribed by the commonwealth constitution.

200084.1 Consumer Behaviour

Credit Points 10 Level 1

Equivalent Units

61721.1 - Consumer Behaviour OR MK105A.1 - Buyer Behaviour

A focus on the consumer is critical in marketing philosophy. Effective marketing strategies are necessarily formulated as a result of the understanding of basic consumer behaviour. This unit covers assumptions and concepts related to understanding the consumer, including but not limited to cultural and ethnic values, social class and status, personal influence, family and household influences, situational influences, consumer resources, involvement, motivation and knowledge, attitudes, individual differences in behaviour, personality, values and lifestyle, information processing, learning, influencing attitudes, diagnosis of decision process and behaviour, consumer decision-making process and need recognition, information search, alternative evaluation, purchase and its outcomes, retailing and consumer trends, market segmentation, diffusion of innovations,

global consumer markets, consumerism and social responsibility.

69133.1 Consumer Protection Law

Credit Points 10 **Level** 3

Prerequisite

200011.1 - Contracts

This unit examines the consumer protection provisions of the Trade Practices Act 1974 (Cth) and Fair Trading Act (NSW), including misleading or deceptive conduct, false or misleading representations, unconscionable conduct and the implication of terms in consumer transactions. The unit also considers the enforcement and remedy provisions in the Trade Practices Act and Fair Trading Act in relation to consumer protection.

200209.1 Contemporary Issues in Business and Commerce 1

Credit Points 10 **Level** 5

Assumed Knowledge

An undergraduate major in the relevant discipline.

This unit consists of a series of supervised readings and seminar presentations. Students will focus in particular on the disciplinary area of the major in the first three years and will be assessed in this area of study. However, students will be expected to participate in seminar debate in other business and commerce disciplines depending on the student mix. The focus of this unit is on key applied contemporary issues influencing and changing professional practice in the relevant disciplinary areas.

200208.1 Contemporary Issues in Business and Commerce 2

Credit Points 10 **Level** 5

Assumed Knowledge

An undergraduate major in the relevant discipline

This unit is a continuation of Contemporary Issues in Business and Commerce 1. Students will bring acquired skills and knowledge to provide a foundation for more consolidated study in this unit. It consists of a series of supervised readings and seminar presentations. Students will focus in particular on the disciplinary area of the major studied in the first three years and will be assessed in this area of study. However, students will be expected to participate in seminar debate in other business and commerce disciplines depending on the student mix. The focus of this unit is on key applied contemporary issues influencing and changing professional practice in the relevant disciplinary areas.

400335.2 Contemporary Issues in Sport Management

Credit Points 10 **Level** 3

Assumed Knowledge

Students should have an understanding of the objectives in Sport Marketing 1

Equivalent Units

B3087 Contemporary Issues in Sport Management

Sport management operates in an environment where political, economic and legal influences impact on the running of sporting organisations. This unit critically examines contemporary issues influencing the management of sport in Australia.

200108.1 Contemporary Management Accounting

Credit Points 10 **Level** 2

Prerequisite

200116.1 - Management Accounting Fundamentals

Equivalent Units

61122.1 - Advanced Management Accounting OR AC303A.1 - Advanced Management Accounting (V1) OR H2762.1 - Management Accounting

For information on this unit please contact the Unit Coordinators: Nigel Bubalo (Parramatta Campus) and Glenda Davis (Campbelltown Campus). This unit views contemporary areas of management accounting from a strategic perspective, and critically examines some of the traditional concepts and techniques discussed in Management Accounting Fundamentals.

200568.1 Contemporary Management Issues

Credit Points 10 **Level** 3

Prerequisite

200158.2 - Business, Society and Policy

Equivalent Units

H3740 Contemporary Management Issues

Contemporary Management Issues (CMI) provides an in-depth analysis of issues confronting managers in a rapidly changing world, including new forms of work; increased diversity in the workplace; organisational dysfunctions; business ethics and corporate social responsibility and environmental sustainability. CMI is designed to foster reflection and critical thinking, which will lead to deeper levels of understanding of the complex role played by managers in contemporary society. The unit is delivered in an engaged mode which means that students are provided with opportunities to interact with employers. This enables

them to develop an appreciation of the complexities involved in real world business settings. The experience outside the classroom allows a more effective application of the theories and concepts discussed in the unit.

H3740.1 Contemporary Management Issues

Credit Points 10 **Level** 3

Assumed Knowledge

MG102A Management Foundations

Prerequisite

MG102A.1 - Management Foundations

Equivalent Units

This unit replaced by 200568.1 Contemporary Management Issues in 2008

This unit examines contemporary management issues by way of the necessary interactions and linkages between the fundamental areas of management, including finance, business ethics, organisational change, industrial relations and human resource management, marketing and so forth.

200011.1 Contracts

Credit Points 10 **Level** 2

Corequisite

200006.1 - Introduction to Law

Equivalent Units

69018.1 - Law of Contract OR F1003.1 - Contracts OR LW301A.1 - Contracts

Contracts covers the formation of contracts, the requirement of writing, privity of contract, contractual terms and their interpretation, breach of contract, discharge of contractual obligations and elements vitiating its formation such as misrepresentation, misleading an deceptive conduct, mistake, undue influence, unconscionability, duress and discharge. Statutory developments are also considered such as the Contracts Review Act 1980 (NSW) and Trade Practices Act 1974 (Cth), as are the historic and theoretical aspects of the development of the law of contract.

200146.1 Convention Management

Credit Points 10 **Level** 2

Assumed Knowledge

Advanced unit - a basic knowledge of hospitality is assumed.

This unit provides students with the knowledge and an appreciation of the skills required to effectively design,

manage, stage and evaluate a broad range of meetings, incentives, conventions and exhibitions. It allows students to explore their ability to apply this knowledge and exercise their skills, within a framework of experiential, student-centred individual and group learning. Theoretical concepts are discussed during lectures and tutorials; the practical application of these concepts are explored by students when independently researching a public event, and when documenting an event to be staged by students.

200109.3 Corporate Accounting Systems

Credit Points 10 **Level** 3

Prerequisite

200536.1 - Intermediate Financial Accounting

This unit builds on the fundamental knowledge of accounting procedures gained in Intermediate Financial Accounting. It involves the comprehensive study of aspects of corporate accounting and reporting which are regulated by legislation, accounting standards, Australian Securities and Investment Commission and Stock Exchange requirements. This unit is designed to provide students with grounding in the regulation and practice of corporate reporting in Australia. The major orientation is towards the theoretical and practical aspects of corporate reporting, whilst at the same time exploring the reasons for regulatory disclosures.

200596.1 Corporate Finance

Credit Points 10 **Level** 3

Assumed Knowledge

Concepts of risk and return and basic capital expenditure analysis.

Equivalent Units

CO301A Corporate Finance

This unit extends students understanding of finance theories that are relevant to a corporate finance manager.

69116.1 Corporate Finance and Securities Regulation Law

Credit Points 10 **Level** 3

Prerequisite

200018.1 - Law of Associations

Special Requirements

Note: This unit is not to be counted for Credit with - F3009 Advanced Corporate Law or F3025 Securities market regulation.

This unit explores corporate financing techniques in the context of tax considerations and priority of security interests. In looking at corporate financing techniques it uses an interdisciplinary approach through economic analysis. It explores the regulation of secondary markets for corporate securities and other financial interests such as futures contracts. Topics include the theory and development of securities markets, internationalisation of securities markets and its consequences, regulation of market practices such as manipulation and insider trading, continuing corporate disclosure requirements, substantial shareholdings and the law relating to company takeovers, regulation of securities markets through licensing, conduct of securities business, and regulation of the futures industry.

200488.1 Corporate Financial Management

Credit Points 10 **Level** 2

Equivalent Units

200050.1- Financial Management OR 200110.1 - Corporate Financial Decision Making OR CO101A.1 - Principles of Finance OR D2792.1 - Financial Decision Making OR H2321.1 - Financial Management OR H2792.1 Financial Decision Making OR H3727.1 -

This unit introduces the fundamental concepts of finance theory and the tools of financial decision making in the context of the Australian institutional environment. These concepts relate primarily to the time value of money, risk and return, capital budgeting and capital structure. The unit's purpose is to develop an understanding of the basic practices of financial management from the perspective of a firm (both large and small). Students examine the investment, financing and dividend decisions of corporations.

200488.2 Corporate Financial Management

Credit Points 10 **Level** 2

Assumed Knowledge

HSC Mathematics, introductory economics or microeconomics

Prerequisite

200101.1 - Accounting Information for Managers OR **200103.1** - Accounting Reports and Decisions

Equivalent Units

200050 Financial Management OR 200110 Corporate Financial Decision Making

This unit introduces the fundamental concepts of finance theory and the tools of financial decision making in the context of the Australian institutional environment. These concepts relate primarily to the

time value of money, risk and return, capital budgeting and capital structure. The unit's purpose is to develop an understanding of the basic practices of financial management from the perspective of a firm (both large and small). Students examine the investment, financing and dividend decisions of corporations.

200010.1 Criminal Law

Credit Points 10 **Level** 2

Corequisite

200006.1 - Introduction to Law

Equivalent Units

69000.1 - Criminal Law OR F1005.1 - Criminal Law OR LW106A.1 - Criminal Law

This unit introduces students to the basic principles of criminal law and criminal responsibility and the criminal justice process as located in its broader social and political context.

200015.1 Criminal Procedure and Evidence

Credit Points 10 **Level** 4

Assumed Knowledge

200009 Constitutional Law 200011 Contracts 200008 Torts law 200013 Administrative law 200012 Property Law

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200010.1** - Criminal Law

Equivalent Units

F3001 Evidence and 69022 Litigation

The unit is designed to provide an understanding of the law, the theoretical underpinnings and the underlying policy issues, in the areas of evidence and criminal procedure.

200586.1 Cross Cultural Management

Credit Points 10 **Level** 2

Equivalent Units

MG206A Cross Cultural Management

21st century businesses are looking more and more similar in the way they are designed and operated. Yet to be successful and to gain comparative advantage it is imperative that these businesses manage their workforces differently. Critical to this different way of managing is culture. Culture is the cornerstone that makes people similar, yet different. Taking a multidisciplinary and "hands on" approach, this unit examines the impacts of culture on business practices and management styles.

200447.1 Debates in Management Practice

Credit Points 10 **Level** 5

Assumed Knowledge

Near completion of an undergraduate degree in management or a related social science. Admission to an honours degree in the School of Management or a credit average (5.0) overall in units undertaken in undergraduate work.

Special Requirements

Must be enrolled in an Honours Course

This unit provides a focus for debate in the honours program. Through interaction with academics and peers, the unit gives students an appreciation of the role of scholarship and the nature of advanced research in the broad field of management. Staff, visiting academics and practitioners and students give seminars on advanced topics nominated by the honours coordinator. Topics address current issues under debate in the broad field of management.

200446.1 Debates in Management Theories

Credit Points 10 **Level** 5

Assumed Knowledge

Near completion of an undergraduate degree in management or a related social science. Admission to an honours degree in the School of Management or a credit average (5.0) overall in units undertaken in undergraduate work.

Special Requirements

Must be enrolled in an Honours Course

This unit provides a focus for debate in the honours program. The aim of the unit is to enhance the student's understanding of theoretical debates in the broad field of management and its constituent disciplines in preparation for their research work.

200079.1 Derivatives

Credit Points 10 **Level** 3

Assumed Knowledge

200052.1 - Introduction to Economic Methods OR 200031.1 - Mathematics for Business 200488.1 - Corporate Financial Management

Equivalent Units

61344.1 - Risk Management OR H3686.1 - Options, Futures and Derivative Products

This unit provides an introduction to trading and the theory of pricing of options, futures and other

derivative products currently used in the domestic and international financial markets.

200068.1 Development Economics

Credit Points 10 **Level** 3

Assumed Knowledge

200046.1 Microeconomics and 200049.1 Macroeconomics or 200076.1 Introductory Economics.

This unit focuses on the development issues of developing countries. It studies the traditional and new theories of growth and development, with empirical applications to the developing world. Other major topics include income distribution, poverty, human development, agriculture and industry relationships, trade strategies, foreign aid, international debt, foreign investment and the role of the IMF, and environmental and health issues. Applications to the Latin American economies are emphasised in this unit.

200030.1 Differential Equations

Credit Points 10 **Level** 2

Assumed Knowledge

200189 - Concepts of Mathematics

Incompatible Units

200238 - Mathematics for Engineers 2

Differential equations arise naturally, both in abstract mathematics and in the study of many phenomena. This unit provides the theory of ordinary differential equations and an introduction to partial differential equations, together with methods of solution. Examples are drawn from a wide range of biological, chemical, physical and economic applications.

200017.1 Dispute Resolution and Civil Procedure

Credit Points 10 **Level** 4

Assumed Knowledge

200009 - Constitutional Law, 200010 - Criminal Law, 200012 - Property Law, 200013 - Administrative Law, 200016 - Equity Trusts and Remedies, 200014 - Commercial Law, 200018 - Law of Association

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200008.1** - Torts Law AND **200011.1** - Contracts

Equivalent Units

69022.1 - Litigation OR F2003.1 - Dispute Resolution

The aim of this unit is to introduce students to the fundamental concepts and theories of dispute resolution, and to consider the distinctive features of

alternative modes of dispute resolution including litigation, arbitration and mediation. The unit examines the major roles and practices governing court supervised processes, which are involved in superior court litigation. There is also an examination of how to differentially diagnose a dispute and how to match it to the most appropriate dispute resolution process. Topical issues connected with adversarial and alternative dispute resolution processes are considered.

200120.1 E-Business Fundamentals and Systems

Credit Points 10 Level 2

Developments in information systems, particularly those associated with the Internet, have created new opportunities for businesses. Organisations can better manage their internal operations and obtain competitive advantages such as breaking into new markets or offering enhanced levels of service by exploiting these systems. As a consequence, the term 'e-business' (electronic business) has arisen. It refers to activities such as buying and selling, servicing customers and collaborating with business partners, as well as conducting business transactions within an organisation, where these are computer-based or use digital communications. This unit introduces students to the concept of e-business (and its subset, electronic commerce or e-commerce) and shows how this is impacting on the ways businesses are conducted. The unit examines major examples of the types of systems supporting e-business, employing, where appropriate, case studies drawn from business, government, industry and society. It considers the characteristics of these systems, how they are utilised, the opportunities they create, the practical limitations they face, current developments and future trends. The unit particularly looks at their business, legal, ethical and social impacts and implications, both at national and international level.

200053.1 Economic Modelling

Credit Points 10 Level 2

Prerequisite

200052.1 - Introduction to Economic Methods OR **200032.1** - Statistics for Business

This unit builds on concepts explored in Introduction to Economic Methods. The unit broadens the application of the stochastic linear model in econometrics, exploring its use in the estimation of economic models and in the testing of economic hypotheses associated with these models. The emphasis is on learning by doing in small group workshops.

200053.2 Economic Modelling

Credit Points 10 Level 3

Prerequisite

200052.1 - Introduction to Economic Methods OR **200032.1** - Statistics for Business

This unit builds on concepts explored in Introduction to Economic Methods. The unit broadens the application of the stochastic linear model in econometrics, exploring its use in the estimation of economic models and in the testing of economic hypotheses associated with these models. The emphasis is on learning by doing in small group workshops.

200537.1 Economics and Finance Engagement Project

Credit Points 10 Level 3

Assumed Knowledge

Students need to have completed at least four (4) semesters of a course, key program or major run by the School of Economics and Finance.

Special Requirements

Must have achieved at least 150 credit points within the key programs of Economics and Finance, Applied Finance, International Trade and Finance or Applied Economics of the new course 2739 Bachelor of Business and Commerce.

This unit will provide students with exposure to problems with which economists and finance professionals are confronted in their daily work. They will be confronted with the multi-dimensional nature of the issues addressed by economists and finance professionals in real-life. Students will need to consider the nature of the problems as well as how realistic the solutions they are proposing are, and will learn how to systematically reflect on their contribution to the industry or community setting with which they engage.

200440.1 Economics and Finance Research Methods

Credit Points 10 Level 5

Assumed Knowledge

A knowledge of mathematics, statistics and basic econometrics associated with an undergraduate degree in economics or finance.

The unit is needed to provide a course in advanced econometrics which will expose the student to traditional and modern econometric methodologies and enable students to apply econometric methods to data analysis in their honours thesis. This unit exposes the student to a range of applied economic and

finance research techniques. The scope of the unit includes economic and financial model building, estimation. The unit completes research method with economic and financial hypotheses testing and forecasting.

200460.1 Economics Honours Thesis

Credit Points 30 **Level** 5

The aim of this unit is to further develop the student's research and problem solving skills. The student is required to implement the research plan, complete a substantive piece of research in a relevant field of Business and to communicate the results of that work to an interested and technically literate audience. The thesis is expected to be to a high professional standard. The thesis topic and structure will vary according to the area of interest of the student and the expertise of the supervisor. Throughout this unit, regular planned consultations between the student and supervisor will occur. Students are expected to work to a schedule devised in consultation with their supervisor. The schedule will include set dates for the presentation of draft chapters for review by the supervisor.

200073.1 Economics of Planning and the Environment

Credit Points 10 **Level** 2

This unit equips students with the skills to apply economic principles and theories to issues in planning and the environment. The aim is to provide a broad understanding of microeconomic and macroeconomic systems and how these determine policies for managing the environment. It is a foundation for further studies in environmental economics and core planning courses.

200489.1 Economics Research Seminar

Credit Points 10 **Level** 5

This unit exposes students to the issues, problems and pitfalls of applied research by examining the work of other researchers. This unit includes presentations from current researchers– the issue, the approach, the problems encountered, the conclusions, case studies of research projects, critical evaluation of examples of applied research, discussion of current controversies in research methodology, and discussion and application to the students own research.

200632.1 Elder Law

Credit Points 10 **Level** 3

Prerequisite

200008.1 - Torts Law AND **200011.1** - Contracts

Equivalent Units

69131.1 - Elder Law

This unit examines law relevant to an aging community. The legal issues are examined in a broad social, cultural and ethical context. Issues of legal capacity relevant not only to the law of contracts but also to medical treatment and end of life decisions are considered. Similarly the law relating to areas of special importance to the elder community such as age discrimination, pensions, retirement villages, wills and estate planning are also discussed.

69123.1 Electronic Financial Transactions Law

Credit Points 10 **Level** 3

Prerequisite

200011.1 - Contracts

This unit examines electronic financial transactions from a legal perspective. It explores in detail a variety of legal issues raised by different methods of transferring funds electronically, and provides a framework against which legal controls affecting these methods are critically evaluated.

200236.2 E-Marketing Project

Credit Points 10 **Level** 3

Assumed Knowledge

An understanding of marketing concepts including the elements of consumer behaviour, marketing research methods, marketing communications, channel management and distribution, brand and product management, competitive strategy and quantitative methods in marketing. The basics of economics, finance and accounting, mathematics and statistics and general communications are also assumed.

Prerequisite

200233.1 - Principles of E-Marketing

This unit brings together the knowledge and skills that have been developed in the e-marketing electives by completing a “real-life” research project on a specific entrepreneurial activity related to electronic business. The project may cover the marketing strategies of a new electronic business or how a conventional business is embracing electronic marketing as part of its overall business strategy. It is expected that students will apply not only appropriate marketing theory but also theory learned in earlier subjects.

200235.1 E-Marketing Strategy

Credit Points 10 **Level** 2

Corequisite

200233.1 - Principles of E-Marketing

This subject further develops electronic business and marketing strategy models and frameworks. Students will critically analyse current electronic and marketing strategy models and frameworks in different competitive environments. As electronic business and marketing strategy concepts are still in the emerging and formative stages, students will be rigorously challenged to rethink and redefine concepts are still in the emerging and formative stages, students will be rigorously challenged to rethink and redefine concepts of strategy for electronic business environments; as well as pre-existing concepts of electronic business marketing strategy.

200610.1 Employee Training and Development

Credit Points 10 **Level** 2

Prerequisite

200300.1 - Managing People at Work

Equivalent Units

61422 Employee Training and Development

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.

200619.1 Employment Relations Advanced Seminar 1

Credit Points 10 **Level** 3

Equivalent Units

61451 Employment Relations Advanced Seminar 1

As well as focusing on current academic debates in the discipline, some topics introduce students to the nature of research in employment relations. The academic debates focus on the employment relations concept as an integrating framework to explore the

world of contemporary employment and the impact on work of major trends including technological change and globalisation.

200620.1 Employment Relations Advanced Seminar 2

Credit Points 10 **Level** 3

Equivalent Units

61452 Employment Relations Advanced Seminar 2

This unit involves seminar discussion of a number of theory and policy issues connected to the employment relations field. The unit furnishes students with a more complete understanding of the theoretical background and policy implications of employment relations. Students contribute to seminars by regularly presenting papers.

200614.1 Enterprise Industrial Relations

Credit Points 10 **Level** 2

Prerequisite

200300.1 - Managing People at Work

Equivalent Units

61432 Enterprise Industrial Relations

This unit looks at workplace reform and restructuring -- the devolution approach to industrial relations management, workplace reform, organisation and behaviour, the role of workplace committees, trade unions at the enterprise level, shop-floor and industry unionism; the enterprise bargaining process -- overall framework definitions, dimensions and scope; strengths and weaknesses; the processes -- negotiation, psychological, sociological and economic approaches, stages; impact of enterprise bargaining, workplace flexibility, efficiency, remuneration practices and employee satisfaction; grievance handling and grievance procedures; differences with other forms of negotiation, formal or informal; consultation and participation; issues involved, differences with negotiation; impact of changes in wage determination on workplace, particularly the work choices changes and current and future strategic and legislative directions in enterprise bargaining and workplace agreements.

200557.1 Enterprise Internship

Credit Points 10 **Level** 3

Prerequisite

200558.1 - Enterprise Simulation

This unit builds on knowledge and skills developed in the unit 200558 Enterprise Simulation and provides students with the opportunity to apply knowledge of

business management in the small to medium enterprise (SME) sector. The students will be able to complete this unit by participating in the second and final stage of the Tertiary Young Achievers Australia (YAA) Program, or take part in a placement in a SME organisation. Alternatively, a consultant organisational analysis of an existing, or newly evolving, business completed in the Enterprise Simulation may be implemented.

200558.1 Enterprise Simulation

Credit Points 10 Level 3

This unit endeavours to provide students with the opportunity to achieve personal applied knowledge of business management and planning in the small to medium enterprise (SME) sector. The unit also prepares students, in a simulated academically supported manner, for their final engaged unit in the College of Business Enterprise Key Program. The students will be able to complete this unit by participating in the first stage of the Young Achievers Australia (YAA) Program, or take part in a Business Simulation Program competing with other student group. Negotiation of an individual consultant learning contract to undertake an organisational analysis of an existing, or newly evolving, business may also be completed.

200154.1 Entrepreneurial Management and Innovation

Credit Points 10 Level 2

Corequisite

MG102A.1 - Management Foundations

This unit examines the theory, practise and nature of entrepreneurship, as a virtual but often neglected and misunderstood mode of management. A basic premise underlying this unit is that all business entities require enterprising management to enhance their survival ability. This proposition is relevant to new and older, small and large organisations. Additionally, contemporary management practice requires the modern manager to be creative in a learning context and the ways in which these creative environments are reached through entrepreneurship are explored.

200154.2 Entrepreneurial Management and Innovation

Credit Points 10 Level 2

Corequisite

200571.1 - Management Dynamics AND **MG102A.1** - Management Foundations OR **61611.1** - Management Studies OR **H1727.1** - Business Management

This unit examines the theory, practice and nature of entrepreneurship, as a virtual but often neglected and misunderstood mode of management. A basic premise underlying this unit is that all business entities require enterprising management to enhance their survival ability. This proposition is relevant to new and older, small and large organisations. Additionally, contemporary management practice requires the modern manager to be creative in a learning context and the ways in which these creative environments are reached through entrepreneurship are explored.

200609.1 Entrepreneurial Team

Credit Points 10 Level 3

Incompatible Units

200365 Applied Business Project A; 61125 International Business Project 1; 61126 International Business Project 2; 61999 Generic International Business Project (UG)

Special Requirements

Students must have completed at least 90 credit points of business related units. Students can only take this unit by invitation and must be enrolled in 2741 Bachelor of Business and Commerce (Advanced Business Leadership), 2739 Bachelor of Business and Commerce, 2504 Bachelor of Economics or 2727 Bachelor of Financial Advising. Students interested in taking this unit will have to apply to the unit coordinator who will decide whether the students fit the category of high potential students. The criteria will normally mean a UAI of at least 80 (or equivalent), or a grade point average of at least 5.0. If there are too many applicants the unit coordinator may rank the applicants and restrict the number of acceptances to an appropriate seminar size.

This unit is intended to provide an opportunity for high performing students to join a team to participate in a team which will either enter into a business competition or will perform a consulting project for a local business or a non-profit enterprise. Enrolment in this unit is by invitation only. If you are interested in the unit please contact the unit coordinator.

200016.2 Equity Trusts and Remedies 1

Credit Points 10 Level 3

Prerequisite

200007.1 - Law Foundation AND **200006.1** - Introduction to Law AND **200012.1** - Property Law AND **200008.1** - Torts Law AND **200011.1** - Contracts

200200.1 Equity Trusts and Remedies 2

Credit Points 10 **Level** 3

Prerequisite

200016.1 - Equity Trusts and Remedies 1

Equivalent Units

69031.1 - Trusts Partnerships and Non-Profit Associations Law OR F2004.1 - Remedies

This unit examines the principles of the Law of Equity, Trusts and Remedies in Australia. It examines the major common law, equitable and statutory remedies available to wronged parties in a variety of circumstances. Emphasis is on the analysis of practical and theoretical advantages and disadvantages of various remedies. Topics include the effectiveness of common law and statutory remedies; the nature and application of the trust; the type of trusts; the right of beneficiaries and the scope of remedies.

LW309A.1 Estate and Succession Planning

Credit Points 10 **Level** 3

Assumed Knowledge

The Australian Legal system, sources of law, statutory interpretation and basic concepts of contracts and torts.

Prerequisite

200184.1 - Introduction to Business Law

Special Requirements

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

This unit replaced by 200624 Estate and Succession Planning in 2008. The unit aims to provide a detailed study of laws which impact on estate and succession planning, with a focus on identifying practical and strategic planning opportunities and outcomes. The unit forms part of the elective stream of a sub-major in financial planning. Some issues considered in this unit also have an impact in respect to investments, insurance and risk management, superannuation and taxation consequences.

200624.1 Estate and Succession Planning

Credit Points 10 **Level** 3

Prerequisite

200184.1 - Introduction to Business Law

Equivalent Units

LW309A Estate and Succession Planning

The unit aims to provide a detailed study of laws which impact on estate and succession planning, with a focus on identifying practical and strategic planning opportunities and outcomes. The unit forms part of the elective stream of a sub-major in financial planning. Some issues considered in this unit also have an impact in respect to investments, insurance and risk management, retirement, superannuation and taxation consequences.

300119.1 E-Transformation

Credit Points 10 **Level** 3

Assumed Knowledge

Principles of E-Business, e-business models, technologies supporting e-business, e-business applications.

The e-business revolution is driven by advances in IT and the Internet, and global changes in business strategies. Transitioning to e-business is, however, not an easy task; it is an evolutionary process that needs to be developed and implemented comprehensively, addressing various issues and considerations in e-transformation. This unit deals with the issues and challenges in making a successful e-transformation (how to change an existing business into an e-business), including transformation strategies and processes, and business modelling and implementation aspects.

200589.1 Export Strategy and Applications

Credit Points 10 **Level** 3

Assumed Knowledge

Principles of international business including the dynamics of foreign business markets, international marketing and research methods, comparative global economics, international corporate finance and strategy. The basics of economics, accounting, law, statistics and business communications are also assumed.

Prerequisite

200591.1 - Introduction to International Business

Equivalent Units

61126 International Business Project 2

Internationalisation has become a strategic necessity for many firms wishing to survive and grow in today's increasingly competitive domestic economy. Globalisation in its many forms is a powerful driver of change. 'Export Strategy & Applications' will give students the practical skills needed to manage the day to day international trading activities of any company. This unit examines how and why exporting firms select

and plan their entry into foreign markets, the management of intermediaries in the distribution channel, ways of promoting goods and services overseas, and the methods of trade finance, insurance and logistics that companies use on a daily basis as they pursue success internationally. This unit provides students with those essential skills sought by any employer company operating in international markets.

200633.1 Family Law

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law

Equivalent Units

F2005.1 - Family Law

The purpose of this unit is to graduate reflective, ethical and effective family lawyers. This unit adopts a range of interdisciplinary and theoretical perspectives and legal principles to critically evaluate developments in theory, laws, policies and practices concerned with the legal regulation of intimate relationships, particularly after separation. Family Law endeavours to regulate vital interpersonal and property disputes at times of high personal stress, and often animosity. Family Law is therefore called on to make difficult decisions in balancing the competing rights, obligations and interests of partners, children and others following separation.

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.

200634.1 Feminist Legal Theory and Practice

Credit Points 10 **Level** 3

Assumed Knowledge

This would be a later year elective, and students ought to be familiar with generic legal skills of reading cases and understanding legislation, as well as have facility in legal research.

Prerequisite

200006.1 - Introduction to Law

Equivalent Units

69014.1 Feminist Jurisprudence

This unit will assist students to develop a theoretical appreciation of the feminist critique of law and a practical understanding of the relevance of this critique and of the role of law in women's lives. The unit will link theory and practice by applying the insights of feminist theory and feminist legal theory to practical issues affecting women. The unit will critically examine the role of law in sustaining women's inequality, contributing to their economic dependence, constructing relationships, controlling women's reproductive bodies and perpetrating gendered harms. It will also consider the value and limits of law in achieving change.

200111.1 Financial Accounting Applications

Credit Points 10 **Level** 1

Prerequisite

200101.1 - Accounting Information for Managers OR **200103.1** - Accounting Reports and Decisions

Equivalent Units

AC105A Finance and Accounting OR AC103A - Introductory Financial Accounting OR H2818 - Financial and Management Accounting II OR 61111 - Introductory Financial Accounting

This unit gives students the practical skills necessary to analyse value transactions of an entity, then be able to measure and record these values in a consistent manner, either manually or in an electronic method using a standard accounting package. Students then are able to use this data to prepare basic accounting reports.

200270.1 Financial Advisory Relationships

Credit Points 10 **Level** 1

In this unit students will develop an array of essential skills required by professional financial advisers. Skills addressed include creation of the client adviser relationship, interpersonal skills and approaches to dealing with the broad needs of clients, psychological aspects of client behaviour, communication and the creation of trust in the business environment, team building, professional writing skills, time management, counselling and assessment of client financial literacy and the promotion of professional services. Overriding all these skills is an appreciation of managing ethics in the workplace.

200059.1 Financial Economics

Credit Points 10 **Level** 3

Assumed Knowledge

200052.1 - Introduction to Economic Methods (or equivalent).

Prerequisite

200046.1 - Microeconomics AND **200488.1** - Corporate Financial Management

This unit provides students with a unifying theoretical perspective on the most important concepts in the field of finance. The presentation is rigorous and students develop their ability to critically evaluate the principal theoretical results in the finance literature.

200048.1 Financial Institutions and Markets

Credit Points 10 **Level** 3

The investment, financing and risk management decisions that all firms make are implemented by creating and trading financial instruments in financial markets, often with the involvement of a variety of institutions. Using the Australian financial system as an illustration, this unit introduces students to the theory and functions of financial intermediaries and the operation of financial systems. Students also develop an understanding of the role and functions of markets in equities, debt, foreign exchange, options and futures, and theories of interest rate determination and the term structure of interest rates.

200062.1 Financial Institutions Lending

Credit Points 10 **Level** 3

Assumed Knowledge

Financial Institutions Management

The focus of this unit is primarily on loan policy questions, such as the appropriate loan portfolio mix or how risks can be adequately priced into loans, rather than on the operational issues which tend to be more the focus of the internal training programs of banks and other financial institutions.

200061.1 Financial Institutions Management

Credit Points 10 **Level** 3

Assumed Knowledge

In order to optimise learning outcomes and skill development students are encouraged to have successfully completed or have the assumed equivalent knowledge of the following units: 200488 Corporate Financial Management, and 200048 Financial Institutions and Markets.

This unit provides an introduction to the theory and analytical techniques relevant to the management of Australian financial institutions. The unit presents a thorough examination of the major financial risks faced by Australian banks, and methods of measuring and managing these risks.

200627.1 Financial Planning

Credit Points 10 **Level** 3

Assumed Knowledge

Basic principles of Finance, Accounting, Taxation and Economics.

Prerequisite

200488.1 - Corporate Financial Management

Equivalent Units

CO302A Financial Planning

The unit endeavours to provide students with an understanding of the complex process and contextualisation of the Australian Financial Planning Industry. This unit aims to introduce students to the principles of personal financial planning and the provision of personal financial advice including the preparation of a Statement of Advice (SOA). Topics covered include the current Australian regulatory environment, strategies for the accumulation of wealth and risk protection, retirement planning, estate planning, taxation consequences, debt and credit management and home ownership. This unit meets ASIC requirements (PS146) in relation to both knowledge and skills.

200271.1 Financial Services Law

Credit Points 10 **Level** 2

Assumed Knowledge

The Australian Legal system, sources of law, statutory interpretation and basic concepts of contracts and torts.

Prerequisite

200184.1 - Introduction to Business Law

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 regulatory issues relating to financial services. It covers issues such as financial services reform, retail versus wholesale clients, FSRA, Australian Financial Services Licence, conduct and obligations, institutional issues, impact on investments, statutory regulation of financial markets, ASIC's power, liability and enforcement.

200582.1 Financial Statement Analysis (UG)

Credit Points 10 **Level** 2

Assumed Knowledge

Successful completion of principles of accounting, finance and business statistics units at University level.

Equivalent Units

CO205A Financial Statement Analysis

This unit provides a substantial grounding in the theories and practices of financial statement analysis so as to enable the student to make knowledgeable decisions relating to the financial analysis of firms. Topics covered include an overview of financial reporting, income vs cash flows, overview of financial statement analysis, data issues in analysing financial statements, GAAP and income recognition and asset valuation, GAAP and liability recognition and related expenses, GAAP: inter-corporate entities, profitability analysis, risk analysis, pro forma financial statements, valuation using cash flows and valuation using earnings.

200145.1 Food Services Systems

Credit Points 10 **Level** 2

Assumed Knowledge

Advanced unit, basic knowledge of hospitality management is assumed.

Food services employ different catering systems for mass food production. A systems approach is examined. Cook-serve, cook-chill, cook-freeze and sous-vide systems are described. Technological and managerial principles are given with an emphasis on HACCP and quality control management. Production management in large scale catering is examined - including topics like capacity management, estimation of raw materials needs and organisation of supply, production scheduling (labour/equipment), stock estimation and rotation, delivery schedules and application of IT technology.

200574.1 Frontiers of Business Theory and Analysis

Credit Points 10 **Level** 3

Special Requirements

Students must have completed at least 90 credit points in business related units. Students can only take this unit by invitation and must be enrolled in 2741 Bachelor of Business and Commerce (Advanced Business Leadership), 2739 Bachelor of Business and Commerce, 2504 Bachelor of Economics or 2727 Bachelor of Financial Advising. Students interested in

taking this unit will have to apply to the Unit Coordinator who will decide whether the students fit the category of high potential students. The criteria will normally mean a UAI of at least 80 (or equivalent) or a grade point average of at least 5.0. If there are too many applicants the unit coordinator may rank the applicants and restrict the number of acceptances to an appropriate seminar size.

This unit looks at selected controversies in business, industry and commerce. Each selected issue will be examined in terms of the way in which the problem is defined, and competing definitions of the problem. Relevant theoretical perspectives will be examined and evaluated. Enrolment in this unit is by invitation only. Students interested in this unit should contact the Unit Coordinator to see whether they qualify.

200085.1 Fundamentals of Marketing Research

Credit Points 10 **Level** 2

Prerequisite

200083.1 - Marketing Principles AND **200084.1** - Consumer Behaviour

Corequisite

200032.1 - Statistics for Business

Equivalent Units

61722.1 -Marketing Research OR H2799.1 - Marketing Research OR MK204A.1 - Marketing Research C

This unit replaced by 200592.1 Marketing Research in 2008. This unit provides a comprehensive appreciation of the methods, uses and limitations of contemporary marketing research. The emphasis is on a conceptual understanding of research method, rather than on applied research application, which is the focus of a later unit.

200538.1 Global Labour Markets

Credit Points 10 **Level** 3

Prerequisite

200525.1 - Principles of Economics

Equivalent Units

200066 Labour Economics

This unit will study the labour market in a global economy. It will study employment, unemployment, labour market participation, and wages in a global economy. It will study the role of international migration in employment, unemployment, and wage determination. The role of global labour markets in determining the salaries of CEOs and unskilled workers will be considered. We will also discuss the

role of outsourcing of activities from the developed world to developing countries, e.g. call centres.

200642.1 Global Logistics and Supply Chain Management

Credit Points 10 **Level** 3

Assumed Knowledge

Business Systems knowledge covered in 200571 Management Dynamics.

Equivalent Units

200164 - Logistics and Supply Chain Management

This unit introduces students to global logistics and supply chain management focusing on the activities comprising of logistics and the relationships between organisations within a supply chain. The unit considers the processes undertaken by organisations in a supply chain in moving products from source to consumer. The approach of this unit is both conceptual and practical, involving analysing operational activities, considering both tactical and strategic issues as well as financial elements. This unit also considers the latest trends in global logistics and supply chain management

200552.1 Global Materials Management and Distribution (ERP)

Credit Points 10 **Level** 3

Assumed Knowledge

Students are expected to have gained an introductory level of knowledge in logistics and supply chain management.

Equivalent Units

200476 Materials Management and Distribution (ERP)

This unit is designed to provide students the knowledge and skills required in developing and managing materials and distribution systems within Enterprise Resource Planning (ERP) environments. The unit introduces the structure, processes and the role of enablers in understanding materials and distribution systems and equips the students with basic decision-making tools, techniques and concepts. It also illustrates how technology can be utilized to better manage the materials flow across the global supply chain with emphasis on the effective use of data and information, coordination and integration of cross functional activities and processes etc towards achieving best practice performance levels.

200588.1 Global Operations and Logistics Management

Credit Points 10 **Level** 3

Incompatible Units

61651 Introduction of Operations Management

This unit is designed for students interested in the processes undertaken by all organisations in providing products and services to customers. The purpose of this unit is to familiarise the student with the internal activities of manufacturing and service organisations as well as external activities to source, produce and distribute products and services. The unit considers both tactical and strategic considerations. The focus is on the complex global environment organisations now find themselves working within. This unit also considers the latest trends in logistics and operations management.

200555.1 Global Warehousing and Transport Management

Credit Points 10 **Level** 3

Assumed Knowledge

Students are expected to have gained an introductory level of knowledge in logistics and supply chain management.

Equivalent Units

200477 Warehousing and Transport Management

This unit explores the interrelated involvement of global warehousing and transport in the effective management of logistics. It covers, in integrated fashion transport and warehousing in a global environment. This includes the diverse and complex, yet necessarily integrated, areas of: transportation and the economy; carrier operations; relationship management; technology and strategies; information management and technologies; network strategies; warehouse activity profiling; warehouse performance measures; warehouse automation; warehouse operations. Through exploration of these areas the unit seeks to engender within students an appreciation and understanding of the key operational elements that constitute world class practice for global warehousing and transportation management.

200533.1 Globalisation and Asia

Credit Points 10 **Level** 3

Assumed Knowledge

200525 Principles of Economics

Equivalent Units

200067 Asian Economies

This unit aims to examine the role of the diverse economies of East Asia, Southeast Asia, and South Asia in the Global economy, and the complex economic, historical, political, social and cultural factors which have influenced and continue to shape the transformation of these economies. The unit will evaluate alternative development paradigms in light of the experience of these economies. The discussion will be cast within the wider debate about the role of foreign trade and investment flows. The unit will take the political economy approach to understanding both the transformation of these economies and their role in the Global Economy.

200540.1 Globalisation and Australia**Credit Points** 10 **Level** 1**Equivalent Units**

200047 Australia and the Global Economy; H1740 Australian Economic History; 61325 Australia and the Global Economy

This unit provides an overview of the development of the Australian economy since 1788 in the context of the evolution of the global economy during the last two centuries. A strong emphasis is placed on the interaction of the processes promoting globalisation in the international economy, with the endemic tendencies towards social conflict and nationalism that have accompanied the consolidation of the capitalist nation state. Within this framework the specific factors that have given Australian economic development its unique character are analysed. The unit concludes by examining the socio-economic outcomes that ongoing globalisation is likely to produce in the twenty-first century and looks at the principal alternative economic strategies that Australian governments might follow over the next few decades.

200541.1 Globalisation and Trade**Credit Points** 10 **Level** 2**Assumed Knowledge**

200525 Principles of Economics

Equivalent Units

200071 International Trade Theory and Policy

This unit introduces students to the history and analytical methods of international trade theories and their applications. The theories are applied to contemporary issues in their institutional settings, in particular to: growth and development; economic integration and trading blocs; and the transformation of

formerly planned economies as participants in global market structures.

200532.1 Government and the Economy**Credit Points** 10 **Level** 3**Assumed Knowledge**

200525 - Principles of Economics and 200549 - The Australian Macroeconomy

Equivalent Units

200063 Public Finance

This unit focuses on the nature of state activity in the economy. The unit introduces students to different analytical approaches to the economic role of the state and considers their practical implications for economic policy analysis.

200064.1 History of Economic Thought**Credit Points** 10 **Level** 2**Prerequisite**

200046.1 - Microeconomics OR 61321.1 - Microeconomics AND 200049.1 - Macroeconomics OR 61331.1 - Macroeconomics

This unit introduces the ideas of the most influential economic writers since Aristotle. Their theoretic contributions are discussed in the context of the political and philosophical debates and the economic issues of their times. The unit focuses on the theories of value and distribution; business cycles; and money and economic growth. It examines the criteria for progress in economic thought and considers the role of ideology and values. Students read selections from the writings of Smith, Ricardo, Mill, Marx, Marshall, Keynes and institutional writers.

200643.1 History of Labour Management Thought**Credit Points** 10 **Level** 2**Prerequisite**

200300.1 - Managing People at Work

This unit traces the development of labour management theory and practice in Australia. Topics are arranged both chronologically, examining the changes over time and thematically. Issues to be investigated include: the development of recruitment, selection, training and reward arrangements; the changing nature of job and organisational design and control; and the historical relationship between management and trade unions. The extent and nature of contemporary change in labour management will then be assessed against previous experience.

200559.1 Hospitality Business Research Methods

Credit Points 10 **Level** 3

Assumed Knowledge

Units offered in semesters 1-4 of the Hospitality Management Program or equivalent.

Incompatible Units

200581 Sport Management Research Methods

The purpose of this unit is to introduce students to research methods used in business. It examines the role of research, theoretical frameworks and methodological considerations in hospitality business research. The role of and appropriateness of both qualitative and quantitative methodologies and analysis methods is examined. The importance of appropriate design and interpretation of research is stressed. Students are also introduced to both qualitative and quantitative software and their applications.

200560.1 Hospitality Employee and Guest Relations

Credit Points 10 **Level** 3

Assumed Knowledge

Basic knowledge of hospitality industry is assumed.

The unit gives attention to the service-focussed, experiential nature of hospitality products, and focuses on the interpersonal aspects of managing employees and customers in these types of environments. Students will gain an appreciation of human behaviour in hospitality organisations, and will learn how to apply this knowledge in workplace situations. The unit provides students with an understanding of the skills required to be an effective team leader in the hospitality industry, with reference to the different types of work team arrangements. Students are introduced to some of the sources of customer satisfaction and dissatisfaction in hospitality settings, and to the challenges these present for both front-line staff and team leaders.

200561.1 Hospitality Management Applied Project

Credit Points 10 **Level** 3

Prerequisite

[200559.1](#) - Hospitality Business Research Methods

Equivalent Units

200140 Tourism and Hospitality Research Project

Incompatible Units

200580 Sport Management Applied Project

The unit is designed to allow students an opportunity to integrate knowledge gained from operational and theoretical perspectives of hospitality studies by application to a research project in hospitality. Students are encouraged to select and prepare a comprehensive project reflecting their grasp of the meta discipline theory and it's application to extant businesses. Additionally, it allows for a demonstration of written and verbal scholarly research and presentation grounded in primary and secondary data. Students will also be encouraged to focus their self directed and individually facilitated studies in aspects relevant to their careers or interests. This unit is also aimed at encouraging high achieving students to consider progression to an Honours degree.

200584.1 Hospitality Management Operations

Credit Points 10 **Level** 3

Equivalent Units

HS206A Hospitality Management Operations

Characteristics of Service organisations. Service quality and operations management concepts applied to Hospitality businesses. Basic concepts of Human Resource Management and the importance of people inputs. Strategic decision making in Service organisations.

200562.1 Hospitality Markets

Credit Points 10 **Level** 3

Assumed Knowledge

Basic knowledge of hospitality industry is assumed.

Incompatible Units

MK301A Hospitality Marketing

With focus on the experiential nature of hospitality products, the unit canvasses a contemporary selection of specialised food services, lodging and other hospitality businesses, including resorts, cruise ships and registered clubs. The unit develops students understanding of the micro and macro environments of such businesses, with concentration on the factors influencing business development. There is also consideration of the design, development and commercial viability of such products, especially in the context of consumer expectations.

200618.1 Human Resource Strategy

Credit Points 10 **Level** 3

Prerequisite

[200300.1](#) - Managing People at Work AND [61423.1](#) - Management of Employee Performance

Equivalent Units

61449 Human Resource Strategy

This unit covers employment relations -- concepts and practice, origins and influences; models of human resource management, personnel management and industrial relations, employer/employee relations; the strategic model; ethics, standards, professionalism and professional associations; strategic planning for human resources in dynamic environments -- human resource and business strategies, managerialism, mediation and productivity -- employment relations/strategic HRM policy initiation, development and evaluation; control and accountability -- nature of control systems (turnover, absenteeism, attitude surveys); the role, nature and impacts of HR audits, benchmarking HRM, professionalism, professional associations, ethics and standards.

200381.2 Human Resources Development Seminar

Credit Points 10 **Level** 3

Prerequisite

200376.1 - Managing and Developing Careers AND **200610.1** - Employee Training and Development AND **200157.1** - Organisational Learning and Development AND **200570.1** - Management of Change

This unit uses engaged learning to allow students to apply knowledge and develop skills developed in the Human Resource Development and Organisational Development Key Program. Student will participate in consultancy teams that will undertake empirical research and problem diagnosis and solution for a specified project, normally for a real-world organisation, which may include commercial firms, not-for-profit organisations and community/public organisations. Projects will be reported upon and presented to clients from the organisation. Project topics may include training needs analysis, HRD evaluation, a change management project, employee attitude or organisational climate surveys, employee well-being and health promotion, work/life balance initiatives, etc.

200635.1 Human Rights Law

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law OR **LW211A.1** - Law and Society (V1)

Equivalent Units

69142.1 - Human Rights Law

This unit examines the foundations of the concept of human rights under international law. It contains an

historical review of international measures for the protection of human rights and how international law came to be concerned with the rights of individuals. Special attention is given to key international human rights instruments such as The Charter of the United Nations, The Universal Declaration of Human Rights and The International Covenant on Civil and Political Rights. It also examines the extent to which international human rights have been compromised by issues of sovereignty, cultural relativism and political resistance towards comprehensive incorporation of some of the fundamental principles into domestic law.

200298.1 Immigration and Refugee Law

Credit Points 10 **Level** 3

Prerequisite

200013.1 - Administrative Law OR **LW211A.1** - Law and Society (V1) OR **200184.1** - Introduction to Business Law

Equivalent Units

F3040.1 - Immigration and Refugee Law

This unit combines a detailed examination of the actual law and processes of Australian immigration and refugee law with a rigorous critique from an historical, international and political standpoint.

F3500.1 Independent Study A (Law)

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200008.1** - Torts Law AND **200009.1** - Constitutional Law AND **200010.1** - Criminal Law AND **200011.1** - Contracts AND **200012.1** - Property Law AND **200013.1** - Administrative Law

F3501.1 Independent Study B (Law)

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200008.1** - Torts Law AND **200009.1** - Constitutional Law AND **200010.1** - Criminal Law AND **200011.1** - Contracts AND **200012.1** - Property Law AND **200013.1** - Administrative Law

CO812A.1 Indirect Property Investment

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of property markets and property investment.

This unit extends the issues of property investment by examining indirect property as effective property investment vehicles.

200615.1 Industrial Relations Strategy

Credit Points 10 **Level** 3

Prerequisite

200300.1 - Managing People at Work AND **61432.1** - Enterprise Industrial Relations

Equivalent Units

61433 Industrial Relations Strategy

This unit covers change in industrial relations -- theoretical models, Dunlop, Marx, role of values (fairness and equity); links with strategy; contemporary pressures for change in Australian industrial relations -- social, economic, political; role of strategy in industrial relations -- strategy and the concept of strategic choice; employer strategies -- standard modern, sophisticated modern, sophisticated paternalist, alternative approaches, practical applications; trade union strategies -- national, workplace, political; major preferred strategies, alternatives, practical applications; government strategies and public policy -- liberalism, pluralism, Marxist interpretations, corporatism and its variations, practical applications; the context of strategy development and change -- award restructuring, flexible work practices and enterprise bargaining; industrial democracy and consultation; technological change and redundancy; white collar and professional unionism; strategic unionism; evaluating strategic responses to contemporary change; developing advanced.

200531.1 Industry Economics and Markets

Credit Points 10 **Level** 3

Assumed Knowledge

This unit requires an elementary knowledge of microeconomic principles.

Prerequisite

200525.1 - Principles of Economics OR **200076.1** - Introductory Economics OR **200046.1** - Microeconomics

Equivalent Units

200058.1 Industry Economics and Policy

The first part of this unit develops an understanding of the relationships between industry structure, the conduct of firms, and market performance. Alternative theories of the firm and strategic market behaviour are considered. The unit then examines the characteristics

and operation of particular markets, including public goods and utilities, human resources, and natural and environmental resources. The analysis developed in the unit is used to provide insights into applied policy areas such as competition policy, regulation of public enterprises, microeconomic reform and industry policy.

200163.1 Innovation and Product Development

Credit Points 10 **Level** 2

Assumed Knowledge

Assumed understanding of business management fundamentals in the context of an enterprise's competitive activities in the marketplace.

Innovation is an imperative for the competitiveness of enterprises. This unit gives students an understanding of innovation and product development as management processes within an enterprise that provide impetus for their continuing competitiveness. Studies have shown that the development of new products has a greater leverage on a company's profits than any other growth strategy, including acquisition. This unit also gives students insight into how the process of innovation can be enhanced within enterprises. It also examines various processes adopted by enterprises for undertaking new product development, and how product development can be a means of achieving growth for a firm.

F3016.1 Insolvency Law

Credit Points 10 **Level** 3

Prerequisite

F2010.1 - Law of Associations OR **200018.1** - Law of Associations

The laws regulating insolvency administration have developed over time into an integral component of the legal system. Insolvency law introduces the policies underlying laws, which regulate the administration of insolvent entities, and examines both the law and procedure applying when individuals or corporations are unable to meet their financial obligations. The unit assumes an understanding of principles of contractual and tortious liability, concepts of property, and basic court procedures.

200272.1 Insurance Advising - Theory and Practice

Credit Points 10 **Level** 3

Equivalent Units

CO309A.1 - Insurance and Risk Management

This unit provides a substantial grounding in the theories and practices of insurance and risk management so as to enable the student to make

knowledgeable risk management decisions. Topics covered include introduction to risk and the risk management process, risk management techniques, property and liability exposures, risk management for home owners, business liability and insurance, health insurance, life insurance, loss of income exposures, annuities and employee benefits, insurance industry, government regulation of insurance, and implementing risk management decisions.

200637.1 Intellectual Property

Credit Points 10 **Level** 3

Prerequisite

200012.1 - Property Law

Equivalent Units

F3017.1 - Intellectual Property

In modern society, increasing reliance is placed on and value attached to intangibles such as patents, copyright, trademarks and designs. This unit builds upon concepts learned in Property Law, and analyses the extent to which the legal system recognises, protects and regulates the exploitation of exclusive rights in certain intangible industrial and intellectual properties.

200536.1 Intermediate Financial Accounting

Credit Points 10 **Level** 2

Prerequisite

200111.1 - Financial Accounting Applications

Equivalent Units

200112 Financial Accounting Issues; 61112 The Anatomy of Financial Accounting.

Incompatible Units

AC304A Advanced Financial Accounting; H3327 Financial Accounting 3.

This unit extends the knowledge and understanding of financial accounting through the application of problem solving to selected entities drawing upon accounting theory and critical analysis.

200113.1 International Accounting Studies

Credit Points 10 **Level** 3

Assumed Knowledge

Knowledge of corporate accounting systems, management accounting and profitability analysis.

This unit examines financial and management accounting and how they are influenced by cultural, political and legal factors. It includes an analysis of the classification of countries and agencies, and

discussion of the harmonisation process and methods of promoting harmonisation.

200622.1 International and Comparative Employment Relations

Credit Points 10 **Level** 3

Prerequisite

200300.1 - Managing People at Work

Equivalent Units

61474 International and Comparative Employment Relations

The countries studied may include Europe, Scandinavia, North America, and the Pacific Rim. Through comparative study of the countries, selected attention is placed on the divergence of industrial relations systems as well as those aspects of industrial relations that show convergence. Emphasis is placed on describing how the industrial relations system operates in each of the countries and by so doing attention is also paid to the challenges and trends facing each of those countries and how the principal participants are responding to the changes. Throughout the unit the focus is comparative industrial relations, rather than a study of each of the systems in isolation. Attention is also given to international trade union practices and international management practices in the context of transnational corporations.

200595.1 International Business Finance

Credit Points 10 **Level** 1

Incompatible Units

61124 - International Business Finance

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 these. It also considers the management of risks arising in offshore transactions.

200590.1 International Business Project

Credit Points 10 **Level** 3

Assumed Knowledge

This is a capstone International Business unit. It is assumed that students have basic international business knowledge and research skills.

Prerequisite

200591.1 - Introduction to International Business

Equivalent Units

61125 International Business Project 1

This is a capstone unit in International Business. The aim of the unit is to give students a real-life action learning project in which they undertake an international business strategic planning and analysis exercise for a client organisation. This project usually involves students working in small teams for a client organisation under the direct supervision of the lecturer.

200626.1 International Business Strategy

Credit Points 10 **Level** 3

Assumed Knowledge

An understanding of the basic principles of marketing and international business.

Prerequisite

200083.1 - Marketing Principles AND **200591.1** - Introduction to International Business

Equivalent Units

61119 International Business Strategy

In an environment where operating internationally is becoming the norm rather than the exception, firms are faced with ever increasing complexity when formulating their business strategy. This requires an understanding of how firms become and remain international, the basic modes of international involvement, the practice of multinational management and how firms can establish a balance between the sometimes conflicting demands of headquarters, the subsidiary and the governments of all the countries where the multinational enterprise operates. This unit will cover these issues and will deal with both large and small companies that must be global to survive.

200638.1 International Business Transactions Law

Credit Points 10 **Level** 3

Prerequisite

200011.1 - Contracts AND **200014.1** - Commercial Law OR **200018.1** - Law of Associations

Equivalent Units

69153.1 - International Business Transactions Law

This unit is designed to be taught offshore as well as in Australia. It examines the legal regimes governing international business; what lawyer do when negotiating and drafting international trade; licensing, and investment arrangements; what needs to be taken into account when dealing with developed, developing, and non-market economies; and the interplay of law, politics and culture in these contexts.

200220.1 International Criminal Law

Credit Points 10 **Level** 3

Assumed Knowledge

Students must either have completed, or be studying concurrently, Public International Law - Unit number: 69026

Prerequisite

F3023.1 - Public International Law

This unit will analyse current international criminal law within the international legal system in light of recent developments including the establishment of the International Criminal Court, the jurisprudence of the ad hoc International Criminal Tribunals and proceedings against Pinochet and Milosevic. This will also involve consideration of 'national' attempts to implement justice, through domestic courts and Truth and Reconciliation Commissions and the need for States to reform their national laws. The unit will examine substantive and procedural international criminal law principles, the functioning of the various international tribunals, specific international crimes and defences, with reference to recent important cases.

200234.1 International E-Business Marketing

Credit Points 10 **Level** 3

Corequisite

200094.1 - International Marketing

This unit is designed to create an awareness of the changes in approach that are required if the Internet and other forms of E-Business are used as the vehicle for creating awareness, promoting the offering and effecting its distribution in international markets.

200055.2 International Finance

Credit Points 10 **Level** 3

Prerequisite

200488.1 - Corporate Financial Management AND **200049.1** - Macroeconomics OR **200076.1** - Introductory Economics OR **200525.1** - Principles of Economics OR **200549.1** - The Australian Macroeconomy

The general aim of this unit is to examine how financial and non-financial firms use key foreign exchange and interest rate products to manage the risk associated with their international investment and financing decisions. This unit complements other aspects of managerial decision-making, including the marketing and production decisions of the international firm.

200594.1 International Financial Management

Credit Points 10 **Level** 2

Assumed Knowledge

Foundation knowledge of accounting, financial and economics obtained through successful university study at degree level.

Incompatible Units

61372 - International Finance

This unit focuses on the financial management of the individual firm in the international marketplace. It provides grounding in the literature pertaining to international financial management and enhances professional international financial management skills through an exposure to practical managerial decision-making in the area. The unit uses both an extensive reading component and active class discussion of international financial management literature, current issues, and business cases. This unit builds on the student's knowledge of accounting, finance and economics and complements their study of international business and marketing.

200621.1 International Human Resource Management

Credit Points 10 **Level** 2

Equivalent Units

61472 International Human Resource Management

This unit covers concepts of international human resource management (HRM); the international environment for 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 multi-national organisations. Application of overseas experience (policy/concepts/practice) to Australian HRM will be an important outcome of this unit.

200544.1 International Labour Economics

Credit Points 10 **Level** 3

Prerequisite

200525.1 - Principles of Economics

Equivalent Units

200066 Labour Economics

This unit will study the labour market in a global economy. It will study employment, unemployment, labour market participation, and wages in a global

economy. It will study the role of international migration in employment, unemployment, and wage determination. The role of global labour markets in determining the salaries of CEOs and unskilled workers will be considered. We will also discuss the role of outsourcing of activities from the developed world to developing countries, e.g. call centres.

61671.1 International Management

Credit Points 10 **Level** 3

Prerequisite

MG102A.1 - Management Foundations OR **61611.1** - Management Studies OR **H1727.1** - Business Management

Equivalent Units

This unit replaced by 200623.1 International Management in 2008

IN an era of ever increasing globalisation, it is essential that students of management are aware of salient global factors and issues that determine the process of applying management concepts and techniques in a multinational environment. This unit provides this knowledge through an examination of topics such as: the nature of international management and emergence of the global economy; determinants of the international competitiveness of nations, agencies and firms (with a focus on the Australian Situation); the cultural/political/economic/financial dimensions of the international management environment; international law; dimensions of international business strategy; the internationalisation of the firm, and organisation and control of international operations.

200623.1 International Management

Credit Points 10 **Level** 3

Prerequisite

200571.1 - Management Dynamics OR **MG102A.1** - Management Foundations OR **61611.1** - Management Studies OR **H1727.1** - Business Management

Equivalent Units

61671 International Management

International Management provides an overview of issues confronting managers working in a complex globalised environment. Areas such as global and regional integration, the role of ethics and social responsibility, as well as the changing political, legal and technological environment require consideration by management in multinational organisations. The role of culture and human resource management is another significant area of failure by global managers.

Finally global strategic issues such as managing political risk and government relations will be analysed to allow a deeper level of understanding of the complexities of managing in an internationally competitive marketplace.

200094.1 International Marketing

Credit Points 10 **Level** 3

Prerequisite

200083.1 - Marketing Principles

Equivalent Units

MK304A - Marketing 3.1 (V1), 61771 - International Marketing

International marketing has become a necessary way of life for firms that wish to survive and grow in today's dynamic world economy. Most problems encountered by the international marketer result from the strangeness of the environment within which marketing programs must be implemented. Success hinges, primarily, on the ability to assess and adjust properly to the impact of a strange environment. In this unit, international economic, cultural, political and legal environment will be studied as a prelude to planning marketing strategies for international markets. The unit will examine the role of marketing research, international finance, market entry and expansion strategies and the marketing mix in international marketing. The aim of this unit is to provide students with a sound theoretical basis and practical application of theory in international marketing.

51020.2 International Marketing Management

Credit Points 10 **Level** 7

This unit provides students with the opportunity to expand their view of marketing from that of a business activity conducted in a domestic marketplace to one in which the firm's marketplace can be viewed as the world. This involves looking at marketing activities of companies doing business across national borders. Students will also be exposed to issues surrounding market entry for sourcing as well as market penetration purposes.

200374.2 International Marketing Research

Credit Points 10 **Level** 2

Assumed Knowledge

An understanding of the basic principles of marketing, international business and statistics

Prerequisite

200083.1 - Marketing Principles AND **200032.1** - Statistics for Business AND **200591.1** - Introduction to International Business

This unit aims to provide students with tools to undertake and critically evaluate simple international marketing research projects. It covers basic marketing research concepts and statistical techniques with emphasis on the impact of the international environment in conducting both primary and secondary data research.

200639.1 International Trade Law

Credit Points 10 **Level** 3

Prerequisite

200011.1 - Contracts AND **200014.1** - Commercial Law OR **200018.1** - Law of Associations

Equivalent Units

69121.1 - International Trade Law

This unit examines the legal regime governing the international exchange of goods, services and capital. While the focus of the unit will be the WTO and the GATT and GATS agreements, attention will also be given to the interaction of trade and monetary issues, and the interplay of law, politics and diplomacy in regulating these issues. Topics include: the international legal framework for international trade and finance; international, structural and transactional aspects of international trade and finance; the impact of national and foreign trade policies on world trading activities; the role and interest of Australia as a trading nation; and trade as a political issue.

200071.1 International Trade Theory and Policy

Credit Points 10 **Level** 2

Prerequisite

200046.1 - Microeconomics OR **200076.1** - Introductory Economics

In 2008, this unit replaced by 200541 Globalisation and Trade. This unit introduces students to the history and analytical methods of international trade theories and their applications. The theories are applied to contemporary issues in their institutional settings, in particular to: growth and development; economic integration and trading blocs; and the transformation of formerly planned economies as participants in global market structures.

200184.1 Introduction to Business Law

Credit Points 10 **Level** 1

Equivalent Units

61511.1 - Introduction to Legal Principles OR F1011.1 - The Australian Legal System OR F1012.1 Introduction to Business Law OR LW110A.1 - Business Law

Special Requirements

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

This is an introductory law unit designed to introduce the fundamentals of law in a commercial context. The unit introduces students to the basic principles of law and the legal system as well as examining some of the major areas of law that impact on commercial dealings. This unit examines the structure of the legal system, the way law is made, legal reasoning and problem solving. The main areas of law covered include contracts, torts and agency.

200052.2 Introduction to Economic Methods

Credit Points 10 **Level** 1

Assumed Knowledge

HSC Mathematics or equivalent

Equivalent Units

61301 Introduction to Economic Methods

Introduction to Economic Methods will cover basic concepts in Mathematics and Statistics to help their understanding of subjects like accounting, management, marketing, finance, and economics. In addition, the analytical techniques, concepts and models that will be discussed in this unit will play a foundation role in a Business degree. Topics include: Use of summation signs; financial mathematics; differential calculus and its application in business; collection, analysis and interpretation of data using simple descriptive statistical methods; probability distributions, and hypothesis testing.

200128.1 Introduction to Information Systems

Credit Points 10 **Level** 1

Assumed Knowledge

2 unit Mathematics and 2 unit English (General)

Equivalent Units

CP103A Information Systems (V1); CP104A Information Technology Fundamentals; CP105A Introduction to Information Systems (V1); 61641

Computer Applications in Management; 300573 Information Systems in Context

Incompatible Units

300134 Introduction to Information Technology

Topics covered in this unit include: computing fundamentals; history of computing; computer hardware; computer software; computers and society; use of business application packages - word processing, spreadsheets, database, graphics; management information systems; database systems; networks and data communications; security, privacy and ethics.

200591.1 Introduction to International Business

Credit Points 10 **Level** 1

Equivalent Units

61128 International Business and Asian Environment

This unit introduces students to the nature of international business operations in the world economy with a focus on the Asian region. The first part of the unit covers the growth in the proportion of international business in world trade; the emergence of different types of organisations involved in international trade, including multinational corporations; the nature of international business strategy, planning and operations, including the growing role of electronic commerce; how international business differs from domestic business; and the interaction of international business with its environment, including ethical issues. The second part of the unit introduces some of the main features of the socio-economic environment of the countries of Asia, including social, cultural, political, legal and economic factors that affect business operations.

200006.1 Introduction to Law

Credit Points 10 **Level** 1

Equivalent Units

69021.1 - Legal Method and Research OR F1001.1 - Introduction to Law OR LW105A.1 - Introduction to Law

This unit introduces students to the basic structure of law, information retrieval, legal research techniques and the judicial process. The unit covers the mechanical aspects of legal research; sources of law, including the common law tradition, statute law and delegated legislation; and the judicial process and its interface with contemporary legal theory.

61651.1 Introduction to Operations Management

Credit Points 10 **Level** 1

Equivalent Units

This unit replaced by 200571.1 Management Dynamics in 2008

Operations management is one of the most challenging topics in the business area. The purpose of this unit is to familiarise the students with the nature and processes of operations management and decision-making techniques that are used to overcome or minimise some common operating problems within organisations. This includes location, production design and specification, quality standards and control, total quality management, inventory control, and productivity measurement. In this unit, a balance of service and manufacturing applications is maintained.

200601.1 Introduction to Property

Credit Points 10 **Level** 1

Equivalent Units

VA101AZ Introduction to Property

This unit is broken down to four main topic areas. The first topic area will cover the various professions within the property industry with particular emphasis on the valuation profession. The second session will concentrate on the areas of academic and industry report writing. This section will also address the areas of academic study, lecture procedures and examination technique. The third section will cover topics in relation to residential valuation and introduce the valuation methodologies for the more advanced property types as well as the skills required for data collection. The fourth section will introduce the valuation mathematics required for later valuation units.

200563.1 Introduction to Retail Operations

Credit Points 10 **Level** 1

This unit introduces students to the processes of retail and permits students to gain an introductory understanding of these within a theoretical frame.

200564.1 Introduction to Sport Management

Credit Points 10 **Level** 1

Equivalent Units

400319 Sport Management 1

This unit examines the management and leadership components of sport organisations. Several areas will be examined such as developing goals, decision making, strategic planning, leadership styles, and

human resource management with the objective of developing a management and leadership philosophy.

200076.1 Introductory Economics

Credit Points 10 **Level** 1

Equivalent Units

D1023.1 - Economics for Technology Management (A) OR D1801.1- Economics for Technology Management OR EC102A.1 - Principles of Economics

Incompatible Units

61321.1- Microeconomics OR 61331.1 - Macroeconomics OR EC101A.1 - Economics of Planning and the Environment OR H1728.1 - Macroeconomics 1 OR H1732.1 - Microeconomics 1

This unit replaced by 200525 Principles of Economics in 2008. This unit introduces students from other disciplines to the fundamentals of economics. Topics include: demand as consumer choice in individual markets and in the economy as a whole; costs of production as basic to supply; national income measurement and determination; the role and functions of money and the financial system; inflation; employment; government and externalities; the effects of market structure on costs and profitability; the distinction between the long run and short run, particularly with regard to aggregate supply. Students who want a more comprehensive understanding of economics or who may want to take higher level economic or finance electives should take Macroeconomics and Microeconomics.

200057.2 Investment Management

Credit Points 10 **Level** 3

Assumed Knowledge

200488 Corporate Financial Management.

This unit describes the theory and practice of investment decision making. The general objective of the unit is to introduce students to finance theory and to the tools of financial decision making by providing a conceptual framework within which the key financial decision of investment can be analysed.

200115.1 Issues in Corporate Social Accountability

Credit Points 10 **Level** 3

Assumed Knowledge

Knowledge of introductory accounting.

This unit extends its analysis of financial and management accounting to incorporate changing expectations of corporate social responsibility.

69118.1 Issues in the Criminal Justice System

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law OR **LW211A.1** - Law and Society (V1) OR **200184.1** - Introduction to Business Law

This unit introduces candidates to the criminal justice system through an examination of theoretical justifications for punishment and the policy and practice of various criminal justice agencies. Attention is paid to the significance of race, class and gender, and how these variables impact upon justice within the criminal justice system. Where possible, visits to criminal justice agencies are organised, and practitioners are invited to seminars to enable candidates to gain a more practical understanding of the criminal justice system.

200448.1 Issues in Workplace Reform

Credit Points 10 **Level** 5

Assumed Knowledge

Near completion of an undergraduate degree in management or a related social science. Admission to an honours degree in the School of Management or a credit average (5.0) overall in units undertaken in undergraduate work.

Special Requirements

Must be enrolled in an Honours Course

The unit provides a deeper understanding of the employment relations concept by analysing important contemporary issues affecting relations between employees and their employing organisations. The impact of labour market policies on employment decisions and strategic choice is examined. Different perspectives on human resource management and industrial relations are discussed. The role of corporate strategies, culture and institutional structure are examined in the contemporary context.

F3033.1 Jessup International Moot

Credit Points 10 **Level** 3

Prerequisite

F3023.1 - Public International Law

The prestigious Jessup International Moot was founded in the United States in 1962 in honour of Professor PC Jessup, Professor of International Law and Diplomacy (University of Columbia), and Judge of the International Court of Justice (1960-1969). The Moot is probably the most prestigious international moot, organised under the auspices of the American

Society of International Law. This unit involves a complex international law problem. Students learn the substantive content of public international law and comparative law at an advanced level. Participating in this extremely rigorous and demanding international moot competition will develop students' analytical, research, writing and presentation skills.

F3019.1 Jurisprudence

Credit Points 10 **Level** 3

Prerequisite

200007.1 - Law Foundation

This unit provides a theoretical perspective on the law and its institutions, relevant to an understanding of both the notion of law itself and the way in which the legal system operates. Students analyse and compare differing theories of the nature and role of law and legislation.

200134.1 Knowledge Management

Credit Points 10 **Level** 3

This unit enables students to: develop an understanding of how information systems support the decision making process; understand the various types of management information systems and their application in a business context; describe the decision-making process and select appropriate computer based information systems to assist in that decision; design and construct a simple management information system; appreciate the issues involved in using a management information system, especially their limitations and future potential.

200599.1 Land Law

Credit Points 10 **Level** 2

Assumed Knowledge

200184 Introduction to Business Law

Equivalent Units

LW209A Land Law

Land Law seeks to give students an understanding and appreciation of the main legal concepts concerning property and interests in land, and of some of the technical rules used in land law, in a way which will be relevant to students development as property professionals. Students who successfully complete this unit will be familiar with and understand the main concepts of land law, be able to relate these concepts one to the other and to the practice of the property profession, and be familiar with the legal terminology relating to these concepts.

200021.1 Land Transactions Law

Credit Points 10 **Level** 3

Assumed Knowledge

Property Law

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200012.1** - Property Law

This unit gives students an in-depth treatment of various aspects of the law relating to the transfer of land and interests in land. Transactions dealing with land are examined from both a commercial and residential perspective. These matters form an integral part of the practice of law and are approached from a practical perspective. Topics include the contract for the sale of land, old system, Torrens and strata titles, mortgages and leases.

200296.1 Law Economics and Business Ethics

Credit Points 10 **Level** 2

Equivalent Units

69017 Law Economics and Business Ethics

This unit considers ethical analysis of institutions and practices of contemporary market capitalism as a foundation for possible future legal reforms. Topics covered include; market efficiency and externalities, corporations and regulation, principles of distributive justice, the ethics of globalization, class and crime.

200007.1 Law Foundation

Credit Points 10 **Level** 1

Corequisite

200006.1 - Introduction to Law

Equivalent Units

69055.1 - Law Foundation Subject OR F1002.1 - The Legal Context OR LW201A.1 - Legal Context: Reasoning, Writing and Professional Responsibility

This unit gives students an introduction to a range of perspectives on the history and philosophy of the humanities, science and the social sciences and their relationship to law.

200018.2 Law of Associations

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation

Equivalent Units

69011.1 - Corporations Law OR F2010.1 - Law of Associations

This unit deals with issues that arise in relation to the selection of appropriate structures for the conduct of non-profit and commercial dealings. Students examine the legal and practical requirements involved in creating, operating and winding up associations, partnerships and corporations. Emphasis is on the creation and operation of corporations, and the duties and liabilities of directors and officers, as well as the rights and obligations of shareholders.

200183.1 Law of Business Organisations

Credit Points 10 **Level** 2

Assumed Knowledge

General knowledge of Australian business law.

Equivalent Units

61522.1 - Business Associations Law OR F2006.1 - Business Associations Law OR LW208A.1 - Law of Business Organisations

Special Requirements

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

Topics in this unit include: partnership, trusts, corporation law and constitution of companies, membership and share capital, corporate officers, meetings, accounts and reports, arrangements and reconstruction, receivers and winding up, share acquisition and takeovers, key offences.

200554.1 Law of Commercial Obligations

Credit Points 10 **Level** 2

Prerequisite

200184.1 - Introduction to Business Law

Equivalent Units

LW206A Law of Commercial Obligations; CLWB27 Law of Commercial Obligations

This unit deals with legal issues concerning controls over and enforcement of various kinds of legal obligations in business. Topics covered include: sale of goods, consumer protection, manufacturers' liability, insurance, negotiable instruments and banking, property trusts, securities and insolvency.

200297.1 Law of Employment

Credit Points 10 **Level** 3

Prerequisite

200011.1 - Contracts

Equivalent Units

69019 Law of Employment

This unit focuses on the law that regulates individual aspects of employment relationships including the contract of employment rather than the focus on collective aspects of the law of employment. It aims to place an examination of the development, nature and scope of relevant legal principles in the context of the key features of the contemporary Australian labour market.

200144.1 Lodging Management

Credit Points 10 **Level** 1

Assumed Knowledge

Introductory unit, but a basic knowledge of hospitality is assumed.

The lodging sector is an integral component of the hospitality experience. The segment contributes significantly to guest satisfaction through intangible (service) and tangible product. The need to stay competitive in this growing and competitive market creates a need for organisations to look beyond the historical components such as affordability, suitability and luxury. This unit gives students the opportunity to develop an understanding of these lodging issues as they relate to hospitality organisations.

200546.1 Macroeconomic Issues

Credit Points 10 **Level** 3

Assumed Knowledge

200053 Economic Modelling (or equivalent).

Prerequisite

200547.1 - Macroeconomic Theory AND **200051.1** - Macroeconomic Analysis

Equivalent Units

200060 Macroeconomic Theory

Macroeconomic Issues builds on concepts examined in earlier units in macroeconomics and applies them to selected areas of debate concerning macroeconomic policy formulation. The unit examines key areas of debate within macroeconomic theory and develops an understanding of approaches used in the theoretical and empirical modelling of key macroeconomic aggregates. Macroeconomic policies are analysed for

an open economy with special reference to the Australian economy. Major policy areas considered include inflation, unemployment and labour markets, exchange rate adjustments and the current account, the role and effectiveness of monetary and fiscal policy, and Australia's recent economic growth performance.

200547.1 Macroeconomic Theory

Credit Points 10 **Level** 2

Assumed Knowledge

HSC Mathematics

Prerequisite

200549.1 - The Australian Macroeconomy

Equivalent Units

200051 Macroeconomic Analysis

Macroeconomic Theory aims to provide alternative theoretical explanations of the working of the macroeconomy. The unit will be based on the analytical narratives of macroeconomic developments taught in Australian Macroeconomy. Starting from the basic IS-LM model, it derives the aggregate demand (AD) curve and examines the components of commodity and money markets. It also analyses the labour market and derives the aggregate supply (AS) curve of an economy. Using the AD-AS model, it examines the interdependent nature of macroeconomic problems (e.g. inflation, unemployment), and the effectiveness of fiscal and monetary policies within a closed economy context. The basic model is then extended to analyse open economy issues (e.g., exchange rates and balance of payments, external shocks and international interdependence). Whenever appropriate, alternative approaches to macroeconomics are evaluated.

200116.1 Management Accounting Fundamentals

Credit Points 10 **Level** 1

Prerequisite

200101.1 - Accounting Information for Managers OR **200103.1** - Accounting Reports and Decisions

Equivalent Units

61121.1 - Introductory Management Accounting OR AC104A.1- Introductory Management Accounting OR H2818.1 - Financial and Management Accounting 2

Special Requirements

Justification: This is a professional unit which assumes knowledge of the prerequisite unit which builds on and extends that unit.

This unit provides an introduction to management accounting in an e-commerce environment. The interrelations of management accounting to other functional areas, to suppliers, to customers, and to other sources of external information relevant to planning and control are examined. Topics include the development and logic of routine and non-routine analysis performed to support management decision making.

200156.1 Management and Decision Making

Credit Points 10 **Level** 1

This unit introduces students to the key role of managers as decision-makers and to the main models of decision making. Students will also address contemporary issues in decision making, including the impact of emotions on problem formulation and analysis, ethical aspects, creativity and the causes and impacts of poor decision making in organisations.

200571.1 Management Dynamics

Credit Points 10 **Level** 1

Corequisite

200336.1 - Business Academic Skills

Special Requirements

At Blacktown campus the Nirimba precinct high school students can take this unit - the Child Protection (Prohibited Employment) Act 1998 (NSW) applies. ONLY STUDENTS ENROLLED IN 2739 BACHELOR OF BUSINESS AND COMMERCE AND COMPLETING THE PROPERTY KEY PROGRAM CAN ENROL IN BLACKTOWN CAMPUS EXTERNAL OFFERING.

This unit provides an opportunity for students to engage with the dynamics of the management of organisations. Students will be introduced to the connection between the way work and systems are organised and managed and their impact on individuals and societies. This is achieved by using case based opportunities to examine real life contexts. This is an essential unit for business students that can be taken by any student needing a broad initial understanding of management.

MG102A.1 Management Foundations

Credit Points 10 **Level** 1

This is an entry-level management unit that focuses on the development of an understanding of managing in an organisational context. The objectives of the unit are: to acquire knowledge of management processes, to analyse classical and contemporary management theories and to describe the dynamic nature of

managerial practice in changing social and economic environments. This unit will explain how management theory is evolving and owes much to modern and post-modern thinking as well as economic planning principles and the behavioural, social and political sciences. This unit is a foundation unit for students of management and allied degrees and can be taken as an elective by students from other courses wishing to learn more about management policies and practice.

H3741.1 Management of Change

Credit Points 10 **Level** 3

Assumed Knowledge

MG102A Management Foundations

Prerequisite

MG102A.1 - Management Foundations

Equivalent Units

This unit replaced by 200570.1 Management of Change in 2008

This unit introduces the concepts of organisational change, the need to manage change as a change agent and how to develop and optimise change models and schemes.

200570.1 Management of Change

Credit Points 10 **Level** 3

Assumed Knowledge

200571 Management Dynamics

Equivalent Units

H3741 Management of Change

This unit introduces the concepts of organisational change, the need to manage change as a change agent and how to develop and optimise change models and schemes. In this unit we will build upon the work you have done in Management Foundations, Organisational Behaviour and Organisational Learning and Development and encourage you to consider the world from different perspectives. We wish you to challenge your own ways of learning and to try to include more reflection in the work that you do. The unit will be driven by theory as well as practice and will need you to read conflicting viewpoints in order to understand the complexity of the relationships we are discussing.

200255.1 Management of E-Business Processes

Credit Points 10 **Level** 2

Assumed Knowledge

Concepts and other issues covered in CP108A Principles of the Internet.

Equivalent Units

200125 - Information Systems and Business Processes

The Internet and WWW have recast the role of e-business systems in organizations and the management of these systems. Many organizations use web-based technologies to bring about fundamental changes in the way they interact with their suppliers and customers. It is becoming increasingly important to digitally enable the core business processes of their organization. A vital factor for successful e-business organizations is their ability to manage their core business processes and information resources. This unit covers e-business planning, strategies for managing information, knowledge and business networks in e-business, and strategic management for e-business systems including their connection to enterprise resource planning (ERP) systems, supply chain management systems (SCM) as well as customer relationship management systems (CRM).

200611.1 Management of Employee Performance

Credit Points 10 Level 3

Prerequisite

200300.1 - Managing People at Work

Equivalent Units

61423 Management of Employee Performance

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.

200528.1 Management of Projects

Credit Points 10 Level 2

Equivalent Units

61654 Facilities Location and Project Management
61823 Business Modelling

This unit introduces students to project management and to the role of project management in organizations. Stages of the project lifecycle are considered in detail and all aspects of project management are covered following the approach recommended by the Australian Institute of Project Management. A range of projects is considered, including organisational change as a project, product development advertising and promotional campaigns, construction projects, IT projects, and the implementation of corporate strategy as a project. Because of the importance of project management to most organisations, the methods and techniques of managing projects from inception to completion is included. Project management skills are required by managers from all areas of management, accounting, economics, hospitality, hospital management, engineering, computing and law. As such this unit can be picked up by students from these varied areas and more as an elective to give them real skills to work successfully in a project environment and to accomplish project objectives.

200081.1 Managerial Economics

Credit Points 10 Level 2

Assumed Knowledge

Microeconomics {or} Introduction to Economics

This unit develops and applies economic theories and principles introduced in previous units. Practicality is emphasised, with economic methods, theories and practices being applied to managerial decision making. Topics include: the firm's environment, production, costs, profit maximisation, constrained optimisation, markets, firm behaviour, project management, and the impact of government policy.

200081.2 Managerial Economics

Credit Points 10 Level 3

Assumed Knowledge

Microeconomics {or} Introduction to Economics

This unit develops and applies economic theories and principles introduced in previous units. Practicality is emphasised, with economic methods, theories and practices being applied to managerial decision making. Topics include: the firm's environment, production,

costs, profit maximisation, constrained optimisation, markets, firm behaviour, project management, and the impact of government policy.

200376.1 Managing and Developing Careers

Credit Points 10 **Level** 2

Assumed Knowledge

A basic knowledge of employment relations principles and processes as presented in Managing People at Work

Prerequisite

200300.1 - Managing People at Work

Managing and Developing Careers is an introductory unit designed to identify the determinants of the process of career management and analyse the roles of key stakeholders in this process including employers, unions, employees, government and societal groups. This unit will explain the nature and process of career management using a stakeholder focus. In achieving these goals, this unit will evaluate the different approaches to career management and relate such approaches to contemporary issues in the field of career management

200150.1 Managing Diversity

Credit Points 10 **Level** 3

Prerequisite

200300.1 - Managing People at Work

Diversity in the workplace has come to refer to those groups most likely to be affected by the homogeneous and normative assumptions of traditional employment systems. While race, gender and religion are the most recognised forms of diversity it has also come to refer to the needs of other groups such as the disabled, the aged and those disadvantaged because of family obligations. The management of diversity is concerned with addressing the needs of such groups in ways that are equitable and organisationally sustainable. This has become increasingly important in a pluralistic society.

200256.1 Managing E-Business Security

Credit Points 10 **Level** 3

Assumed Knowledge

Concepts and other issues covered in CP108A Principles of the Internet.

Modern organisations (both large and small) are heavily dependent on their e-business systems to complete the necessary operational tasks that must be completed each working day. Indeed many e-business systems operate 24 hours a day, 7 days a week.

Growing interconnections between different networks mean that organization risk, either in system downtime or loss of assets, is increasing. Therefore managing effectively e-business security becomes very important. Organisations need to be prepared in event of an attack on their e-business systems, or in the event of a disaster to minimise the damage sustained and to return to an operational state in the minimum amount of time. This unit aims to give students an understanding of the threats to e-business security and to develop a range of skills and techniques that can be applied, within a management context, to mitigate this risk to the organisation.

200175.3 Managing Human Resources and Industrial Relations

Credit Points 10 **Level** 3

Prerequisite

200300.1 - Managing People at Work

This unit integrates the study of strategic theory and practice in the management of human resource management and industrial relations as they co-exist together in the employment relations model. The dynamic contemporary environment influencing strategic planning of business, human resource and industrial relations is analysed. Models of strategic choice theory, strategic planning, human resource management and industrial relations strategy are used to examine the strategy in employment relations. Models from Dunlop, Porter, Kochan, Penrose, Schuler and Jackson as well as postmodernist and Marxist critiques are considered. The application of ethics and standards at work in the development and implementation and evaluation of strategy is examined.

200300.1 Managing People at Work

Credit Points 10 **Level** 1

Equivalent Units

200151 Management of Employment Relations

This introductory unit examines the human resources (HR) and industrial relations (IR) processes of the workplace. The unit examines the role of government, trade unions and management in the workplace; the HR and IR processes that implement change, such as HR planning, strategies, the role of equal employment opportunity and affirmative action, effective recruitment and selection of staff and the training and assessment of those staff; a conceptual framework for reform; the role of conflict in the workplace; the methods used to introduce and assess change; wage determination, award re-structuring and enterprise bargaining; and negotiation and consultation processes.

200264.1 Managing Professionals

Credit Points 10 **Level** 1

Based on the understanding of the nature of professional work and its essentially collaborative nature, this unit examines the types of organisational structures in which professionals work and identifies the leadership and interpersonal skills needed to mould people engaged on professional work into a co-operative, self directed workforce. It recognizes the importance of encouraging effectiveness and ethics in professional roles and proposes the concept of a 'community of practice' as a means for sharing essential knowledge and developing strategic agendas.

200086.2 Marketing Communications

Credit Points 10 **Level** 2

Assumed Knowledge

Basic principles of marketing

Prerequisite

200083.1 - Marketing Principles

Developing and managing an effective integrated marketing communications program is a vital part of successful marketing. Moreover, marketing communications is a highly visible and demanding aspect of brand marketing. This unit, grounded in marketing principles & consumer behaviour, provides students with a basic understanding of the major types/elements that constitute a marketing communications/promotional mix - advertising, sales promotions, personal selling, sponsorship marketing, point of purchase communications and public relations

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.

200090.2 Marketing of Services

Credit Points 10 **Level** 3

Assumed Knowledge

An advanced understanding of Marketing theory and practice

Prerequisite

200083.1 - Marketing Principles

Equivalent Units

MK319A.1 Services Marketing 61726.1 Services Marketing

Given the service-based nature of modern economies, business graduates will either work for firms whose central offering is service or be employed by organisations that use service as an integral supporting element in what they do and what they offer. Therefore, increasingly, knowledge and skills in the field of marketing of services are required by personnel operating across various industries and in a range of roles. The unit aims to: expose students to relevant theory and practice in the field of services marketing; develop participants into more complete marketers capable of operating in service marketing environments.

200096.2 Marketing Planning Project

Credit Points 10 **Level** 3

Assumed Knowledge

An understanding of marketing concepts including the elements of consumer behaviour, marketing research methods, marketing communications, channel management and distribution, brand and product management, competitive strategy and quantitative methods in marketing. The basics of economics, finance and accounting, mathematics and statistics and general communications are also assumed.

Prerequisite

200083.1 - Marketing Principles

Equivalent Units

61734.1 Marketing Project. MK311A.1 Marketing Planning Project.

Marketing planning project (MPP) assimilates and builds on the wide range of marketing units that students have previously completed. MPP assimilates students' specialist knowledge developed in other units through the use of a 'real-life' case context in which students demonstrate their mastery of marketing in the development and presentation of a professional marketing plan.

200083.1 Marketing Principles

Credit Points 10 **Level** 1

Equivalent Units

61711.1 - Marketing Principles OR H2808.1 Principles of Marketing OR MK104A.1 - Marketing Fundamentals

This unit is a survey of the marketing process, introducing students to the marketing concept, strategic and marketing planning, marketing research, consumer and customer behaviour, issues of market segmentation, targeting and positioning as well as all the elements of the marketing mix (product/service, pricing, distribution and marketing communication strategies).

200592.1 Marketing Research

Credit Points 10 **Level** 2

Assumed Knowledge

Basic principles of marketing, consumer behaviour and statistics.

Prerequisite

200032.1 - Statistics for Business AND **200083.1** - Marketing Principles

Equivalent Units

200085 Fundamentals of Marketing Research

Marketing Research provides a comprehensive appreciation of the methods, uses and limitations of contemporary marketing research. The emphasis is on a conceptual understanding of research method rather than applied research application, which is the focus of a later unit. Students gain exposure to concepts such as research design, information collection, data processing and analysis and results communication. Students gain exposure to qualitative and quantitative techniques with an appreciation of the role of computer processing in marketing research.

200024.1 Mathematical Finance

Credit Points 10 **Level** 3

Prerequisite

200026.1 - Advanced Mathematics for Business OR **200030.1** - Differential Equations

The first section of the unit covers the idea of hedging and pricing by arbitrage in the discrete-time setting of binary trees. The key probabilistic concepts of conditional expectation, martingales, change of measure and representation are introduced in a simple framework. The second (and main) part of the unit concentrates on classical Black-Scholes analysis, assuming a lognormal random walk for asset prices. Ito's lemma and simple arbitrage arguments are used to derive the Black-Scholes partial differential equation for the fair value of an option. A variety of different kinds of options are considered and it is shown how, by suitably selecting boundary and final conditions for the Black-Scholes equation, virtually all derivative securities may be valued in a Black-Scholes

framework. The unit concludes with a variety of 'exotic options': digital, pay-later, gap options and American options and the free boundary value problems. The link between the existence of equivalent martingale measures and the ability to price and hedge is formalised.

200022.1 Mathematical Modelling

Credit Points 10 **Level** 3

Assumed Knowledge

Differential Equations.

Equivalent Units

14336 - Mathematical Modelling 1 OR J3674 - Mathematical Modelling OR 14407 - Differential Equations Modelling

This unit concentrates on the solution of some mathematical problems that are suitable for interpretation in a deterministic manner. Selected real-world problems are approximated by mathematical models that are amenable to being written in terms of linear and non-linear equations and ordinary differential equations. In some instances analytic solutions are obtained, while in others computer programs provide numerical results. In either situation, there is emphasis on interpreting models, modifying them as required and using them for prediction.

200031.2 Mathematics for Business

Credit Points 10 **Level** 1

Assumed Knowledge

NSW HSC Mathematics subject (old 2U) or equivalent.

Incompatible Units

200195 - Mathematical Methods A; 200196 - Mathematical Methods B; 200189 - Concepts of Mathematics; 200237 - Mathematics for Engineers; 14505 - Engineering Mathematics 1.

This unit presents some fundamental ideas and techniques of mathematics in common use, with a focus on basic mathematical tools that are particularly relevant to business, economics and finance. It provides a sound base for the application of basic mathematical tools to a variety of technological and business areas, and introduces students to relevant themes in both calculus and algebra.

F3031.1 Media Law

Credit Points 10 **Level** 3

Prerequisite

200008.1 - Torts Law

This unit examines various aspects of law relating to the mass media. Through close reading of the cases, legislation and literature, the unit explores the structure and regulation of the media, the laws of defamation and contempt, free speech in the Australian Constitution and the nature and operation of laws surrounding pornography, vilification and privacy. Drawing on a range of theoretical, jurisprudential and international comparative literature, students will critically consider the political, social and legal contexts of media law in Australia.

200294.1 Mediation

Credit Points 10 **Level** 2

Prerequisite

200293.1 - Alternative Dispute Resolution

Equivalent Units

69108 Mediation

This unit will examine the theory and practice of mediation, specifically in the context of the Australian legal system. It builds upon the more general introduction given in the unit Alternative Dispute Resolution (which is a prerequisite for this course). This unit will assume that students have read the textbook for Alternative Dispute Resolution. This unit is experientially based, and students will be expected to participate in discussions, exercises and role-plays. The theory and practice of mediation will be critically considered, as will the social and legal contexts within which mediation is practised. The unit is presented with a multi-disciplinary, analytical and practical approach. Given the very broad range of areas within which mediation can be applied, students will be able to focus on an area or areas of particular personal or professional interest to them (for example, mediation of commercial disputes, mediation under anti-discrimination or family law). This unit is intended to be an introduction to the practice of mediation.

200640.1 Medical Malpractice Law

Credit Points 10 **Level** 3

Prerequisite

200008.1 - Torts Law AND **200009.1** - Constitutional Law AND **200010.1** - Criminal Law AND **200011.1** - Contracts AND **200012.1** - Property Law AND **200013.1** - Administrative Law

Equivalent Units

69056.1 - Medical Malpractice Law

The relationship between the provider of health services and the patient has, in recent times, become more complex and provides a significant field for

litigation, reform and legal scholarship. Advances in medical science have yielded increasingly complex questions concerning patient's rights, obligations of health care providers and the extent to which the State should intervene in that relationship. This unit aims to provide knowledge and understanding of core practical issues in Australian medical litigation; together with an overview of some cutting edge legal and policy issues that arise in medical litigation.

200530.1 Microeconomic Theory and Applications

Credit Points 10 **Level** 3

Assumed Knowledge

200052 Introduction to Economic Methods (or equivalent).

Prerequisite

200531.1 - Industry Economics and Markets

Equivalent Units

200058.1 Industry Economics and Policy;

Incompatible Units

200056.1 Microeconomic Analysis

The aim of this unit is to extend students' knowledge of microeconomic theory developed in the unit Industry Economics and Markets. After a more formal presentation, the rather idealistic assumptions used in the context of the perfectly competitive markets will be relaxed in order to model typical situations encountered in the business world. The theory of choice will be extended to situations where individuals face uncertainty regarding the outcome of their own actions. In terms of market structure, we will investigate the consequences in terms of price, quantity and consumer's surplus, of monopoly, oligopoly or duopoly markets. As some of these market structures imply that the individuals' decisions might strongly affect or be affected by a limited number of other decision makers, an introduction to Game Theory will be presented. Finally, our concerns for investigating more realistic economic situations will lead us to make a brief incursion into markets characterised by asymmetric information, the presence of public goods or the existence of externalities.

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.

200613.1 Negotiation, Bargaining and Advocacy

Credit Points 10 Level 3

Prerequisite

200300.1 - Managing People at Work

Negotiation, bargaining and advocacy are central activities in the industrial relations process. The effective industrial relations practitioner requires knowledge of the theoretical perspectives in negotiation together with an ability to critique the relevance and application of these perspectives. The importance of strategy and judgement in negotiation is highlighted and students are given the opportunity to develop their skills through negotiation exercises. An important theme in the unit is the assessment of the contextual and regulatory factors that shape negotiation, bargaining and advocacy practice. This aspect draws on contemporary debates in these spheres most notably concerning the Australian context.

200093.2 New Frontiers in Marketing

Credit Points 10 Level 3

Assumed Knowledge

An appreciation of marketing fundamentals

Prerequisite

200083.1 - Marketing Principles

Special Requirements

Students should be in their final year of undergraduate university studies.

In this elective unit, final-year students explore emerging/contemporary issues in marketing, including: controversial new products and services; business etiquette/ethics; and the need for environmentally-friendly marketing. In a practical and fun way, students apply marketing learning to imaginary scenarios and dramatic situations they are likely to face in industry. At one level, the unit aims to expose students to a range of contemporary marketing issues. At another level, the unit aims to immerse students in enjoyable, thought provoking and stimulating applied learning in the form of experiential learning. At yet another level, the unit seeks to develop students into more complete and reflective practitioners who are better able to cope with the changing demands of business.

200092.1 New Product Marketing

Credit Points 10 Level 3

Prerequisite

200085.1 - Fundamentals of Marketing Research

Equivalent Units

61724.1 - New Product Development OR H3815.1 - New Project Development OR MK315A.1 - New Product Development

200617.1 Occupational Health and Safety

Credit Points 10 Level 3

Equivalent Units

61442 Occupational Health and Safety

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.

69115.1 Occupational Health and Safety Law

Credit Points 10 Level 3

Prerequisite

200010.1 - Criminal Law AND **200008.1** - Torts Law

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.

200565.1 Operations and Logistics in Practice

Credit Points 10 Level 3

Assumed Knowledge

Students are expected to have gained an introductory level knowledge in operations and logistics management.

Prerequisite

200588.1 - Global Operations and Logistics Management

Incompatible Units

200388 Logistics Management in Practice; 200166 Operations Management in Practice

The purpose of this unit is to help students develop a range of skills and practical insights by presenting operations and logistics models in real world settings. The unit will provide a framework for researching a range of topics via primary and secondary sources. Students will analyse topics and discuss contemporary operations and logistics issues in a workshop environment. The unit will also provide a framework to assist students in researching and assessing trends. Overall, this unit has been designed to provide a more advanced holistic view of operations and logistics management.

200159.1 Organisation Analysis and Design

Credit Points 10 **Level** 3

Assumed Knowledge

General knowledge of management principles (such as in MG102A: Management Foundations).

Prerequisite

MG102A.1 - Management Foundations

This unit is concerned with different approaches to the theory and design of organisations, and the relationship between organisations and their environments. It examines historical shifts in organisational structure and emerging forms, including network structures, horizontal and virtual organisations. The impacts on organisations of globalisation, advances in information technology and social change are also considered.

200159.2 Organisation Analysis and Design

Credit Points 10 **Level** 3

Assumed Knowledge

General knowledge of management principles (such as in MG102A: Management Foundations).

Prerequisite

200571.1 - Management Dynamics AND **MG102A.1** - Management Foundations OR **61611.1** - Management Studies OR **H1727.1** - Business Management

This unit is concerned with organisational theories, forms and practices. Tensions and paradoxes that arise through processes of 'getting things done' in organisations are examined. Various classical and contemporary approaches to conceptualising organisations are introduced and critically appraised. Historical shifts in organisational structure and design preferences are examined. A holistic, complexity

informed perspective is brought, that takes organising as a social meaning making process where order and disorder are in tension and unpredictability is shaped and managed. Students are invited to learn through involvement in, and reflection upon, a range of individual and collaborative activities.

MG204A.1 Organisational Behaviour

Credit Points 10 **Level** 2

Corequisite

MG102A.1 - Management Foundations

Equivalent Units

This unit replaced by 200585.1 Organisational Behaviour in 2008

EXTERNAL offering for students of the Bachelor of Business (Property Economics) 301P only. Organisational Behaviour focuses on people in workplaces: what motivates them, how they interact with others, and how organisational structure, culture, leadership and politics influence their behaviour. In weekly workshops, supported by web based learning, students will gain an understanding of human behaviour in organisations, and learn how to apply this knowledge in workplace situations. Students will reflect on their own competencies as a team member and leader to develop skills for working in self managing teams.

200585.1 Organisational Behaviour

Credit Points 10 **Level** 2

Prerequisite

200571.1 - Management Dynamics OR **MG102A.1** - Management Foundations

Equivalent Units

MG204A Organisational Behaviour

Organisational Behaviour focuses on people in the work place, what motivates them, their attitudes, and how they interact with others. The effects of different communication and types of conflict are also examined. The unit focuses on the individual and group processes of organisational behaviour. Students will also gain an understanding of the importance of research in what might be classified as the non-tangibles in organisational effectiveness. This unit aims to develop personal and interpersonal skills of prospective managers for working in contemporary organisational settings.

200157.1 Organisational Learning and Development

Credit Points 10 **Level** 3

Prerequisite

MG102A.1 - Management Foundations

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.

200157.2 Organisational Learning and Development

Credit Points 10 **Level** 3

Prerequisite

200571.1 - Management Dynamics AND **MG102A.1** - Management Foundations OR **61611.1** - Management Studies OR **H1727.1** - Business Management

Organisational Learning and Development introduces a powerful way of understanding the nature of contemporary organisations and the key strategic tasks they face. Promotion of individual self-development within a continuously self-transforming organisation is presented as essential if organisations are to innovate and evolve, and so meet the challenges of a turbulent world. The unit introduces the idea that promoting organisational learning means adopting an appropriate management philosophy, one that challenges traditional theories of management. The concept and practice of organisational learning and implications for management approaches are introduced and critically evaluated. Students are stimulated to learn through involvement in reflection upon a range of individual and collaborative activities.

200265.1 Personal Asset Management

Credit Points 10 **Level** 2

Assumed Knowledge

Basic Principles of Finance

Incompatible Units

CO201A - Investments

This unit provides students with necessary knowledge and skills to construct and manage a portfolio of personal assets. Emphasis is placed on how the individual, rather than the firm, approaches financing and investing decisions. The unit will consider the theories of portfolio construction, concepts of investment risk, return and diversification, matching

asset allocation based on client's individual risk profile, design and management of a personal investment portfolio and the law as it relates to investments.

200644.1 Perspectives on Labour Management

Credit Points 10 **Level** 3

Prerequisite

200300.1 - Managing People at Work

This unit traces the development of labour management theory and practice in Australia. Topics are arranged both chronologically, examining the changes over time and thematically. Issues to be investigated include: the development of recruitment, selection, training and reward arrangements; the changing nature of job and organisational design and control; and the historical relationship between management and trade unions. The extent and nature of contemporary change in labour management will then be assessed against previous experience.

200148.1 Planning and Design of Hospitality Facilities

Credit Points 10 **Level** 3

Assumed Knowledge

Advanced unit, assumes basic knowledge of hospitality management.

An understanding of planning and design is critical to the effective long-term sustainability and performance of hospitality businesses. Topics in this unit include: an examination of design processes; the role of government and building authorities; design principles for hospitality facilities; and managerial aspects related to commissioning and evaluating hospitality facilities.

69023.1 Planning and Environment Law

Credit Points 10 **Level** 3

Prerequisite

200013.1 - Administrative Law

This unit seeks to achieve a balance among theory, policy and practical issues in its approach, and it incorporates a strong interdisciplinary component in the introductory phase. It examines the planning and pollution control laws in the state of New South Wales. Topics covered include an analysis of the functions of the relevant ministers, State government departments, and local councils; the role of public agencies; the effect of environmental planning instruments; and heritage issues and the impact of the planning system.

200065.1 Political Economy

Credit Points 10 **Level** 3

Prerequisite

200046.1 - Microeconomics AND **200049.1** - Macroeconomics OR **200076.1** - Introductory Economics

This unit examines various political economy approaches to the analysis of economics, mainly associated with Austrian, Marxian, post-Keynesian and evolutionary schools of thought. These may be regarded as the main alternatives to neo-classical economic theory. As they do not represent a unified body of thought, the unit will survey the main contributions of each, focusing on both the positive aspects of theory and the negative aspects relating to the critique of neo-classical theory.

200078.1 Portfolio Management

Credit Points 10 **Level** 3

Assumed Knowledge

200057.1 - Investment Management

This unit covers the contemporary theory of portfolio analysis and management. Topics include: risk and diversification; the two and n security case; the Markowitz efficient frontier; investor indifference curves and optimal portfolios; CML and optimal portfolios; beta, SML and the discount rate re-visited; Sharpe single index model and APT asset allocation; investments to the portfolio and portfolio strategies; measuring portfolio performance and security selection decisions; active portfolio management; international diversification; process of portfolio management; and risk management and hedging.

200583.1 Power Politics and Knowledge

Credit Points 10 **Level** 3

Equivalent Units

H3743 Power Politics and Knowledge

This unit examines the complex interaction between power, politics and knowledge - both in organisational settings and in society as a whole. This is accomplished through an appraisal of a range of relevant sociological and organisational studies theories, and their application to 'real-life' situations in organisational settings. The rationale for the inclusion of a sociological perspective in this unit is that organisations do not operate in a social vacuum, but are constantly subject to broader social, economic, political and cultural influences that bear upon the

distribution and exercise of power in organisations and in society as a whole.

61621.1 Power, Control and Decision-Making

Credit Points 10 **Level** 3

This unit examines the power structures and power relations within an organisation that impact upon the productivity of the organisation. In particular, students learn to analyse how the interactions between the different constituencies of organisations, such as clients, stakeholders, interest groups and minority groups can change the power structures of organisations. Topics that are examined closely are issues such as resistance and empowerment, communication within organisations and the social changes that are resulting in organisational changes. It is from these theoretical bases that students then examine the decision-making processes within organisations, critiquing the different models of decision-making through consideration of the dysfunctions of business and managerial failure.

H3743.1 Power, Politics and Knowledge

Credit Points 10 **Level** 3

Equivalent Units

This unit replaced by 200583.1 Power Politics and Knowledge in 2008

This unit examines the complex interaction between power, politics and knowledge - both in organisational settings and in society as a whole. This is accomplished through an appraisal of a range of relevant sociological and organisational studies theories, and their application to 'real-life' situations in organisational settings. The rationale for the inclusion of a sociological perspective in this unit is that organisations do not operate in a social vacuum, but are constantly subject to broader social, economic, political and cultural influences that bear upon the distribution and exercise of power in organisations and in society as a whole.

200525.1 Principles of Economics

Credit Points 10 **Level** 1

Assumed Knowledge

HSC Mathematics

Equivalent Units

200076 Introductory Economics; 200046 Microeconomics; EC102A Principles of Economics

This unit is an introduction to economic concepts and contemporary economic issues. It introduces students to basic concepts such as markets and their operation,

the behaviour of firms, the efficiency and potential failings of free markets, the role of government, key macroeconomic variables and problems such as unemployment. It illuminates these concepts via application to contemporary economic issues and debates over different theoretical perspectives. This unit also exposes students to recent developments in economics via presentations by specialist guest lecturers.

200233.1 Principles of E-Marketing

Credit Points 10 **Level** 2

This subject introduces students to emerging electronic business environments and their implications for the marketing manager. There will be emphasis on how organisations may rethink the ways in which they build relationships directly with customers. Using the Internet as an template for emerging new businesses, students will be introduced to electronic business models, concepts and tools. Students will explore at an introductory level legal, social and organisational issues related to the development of virtual communities and corporations within emerging electronic environments.

200566.1 Principles of the Internet

Credit Points 10 **Level** 1

Equivalent Units

CP108A Principles of the Internet

The aim of this unit is to give students a thorough understanding of the principles underlying the internet and to provide them with the skills to use the facilities offered by the internet.

200602.1 Principles of Valuation

Credit Points 10 **Level** 1

Assumed Knowledge

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

Equivalent Units

VA102A Principles of Valuation

This unit covers five main topic areas. The first topic area, as well as revising valuation methodology, will extend the students knowledge in relation to industrial property valuation. The next area will concentrate on the hypothetical development method of valuation, which will also include strata valuation principles. The third main topic area introduces the valuation of partial interests and higher valuation mathematics. The fourth area covers statutory valuation and rating, taxing of

property. The last area will introduce the students to commercial property valuation, elementary acquisition and resumption principles and valuer liability.

200040.1 Probability & Stochastic Processes

Credit Points 10 **Level** 3

Assumed Knowledge

Concepts of Mathematics, and Statistical Theory.

This is an introduction to stochastic processes for students familiar with elementary probability. This unit presents the theory and application of time-dependent processes. In addition the unit applies some methods of probability and stochastic processes to real-world problems. Topics include: Markov chains, Poisson processes, continuous-time Markov chains, branching processes, birth and death processes, queuing systems, and stationary processes.

200575.1 Processes and Evaluation in Employment Relations

Credit Points 10 **Level** 3

Prerequisite

200618.1 - Human Resource Strategy AND **200615.1** - Industrial Relations Strategy

This unit applies theory and skills developed throughout the key program in HRM/IR to real-world organisational and policy challenges and opportunities. Students will develop and use employment relations concepts and 'metrics' to design implementation plans and to evaluate policies, practices and change initiatives. Evaluation of non-employment relations policies and procedures in terms of their potential impact on employment relations performance will also be assessed. Sustainable and competitive employment relations will be evaluated at organisational, local, regional, national and industry levels.

200165.1 Productivity and Technology Management

Credit Points 10 **Level** 3

This unit provides an understanding of productivity measurement and improvement concepts at the enterprise level, and examines the necessary tools and techniques to implement productivity management programs in contemporary operations. Students also examine the development and maintenance of the operations function in a competitive business environment; the management of technology; and the interactions between technological change and productivity. The unit is relevant to managers or

technologists with responsibilities for managing technological change.

200278.1 Professional Legal Skills 1

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200008.1** - Torts Law AND **200009.1** - Constitutional Law AND **200010.1** - Criminal Law AND **200011.1** - Contracts AND **200012.1** - Property Law AND **200013.1** - Administrative Law AND **200014.1** - Commercial Law AND **200015.1** - Criminal Procedure and Evidence AND **200016.1** - Equity Trusts and Remedies 1 AND **200017.1** - Dispute Resolution and Civil Procedure AND **200018.1** - Law of Associations AND **200019.1** - Revenue Law AND **200020.1** - Professional Responsibility and Legal Ethics AND **200200.1** - Equity Trusts and Remedies 2

Special Requirements

Students are to complete any 10 of the listed prerequisites.

Professional Legal Skills 1 is the first of a stream of two units which will focus on the following professional legal skills: (i) administrative law practice, (ii) some aspects of civil litigation practice, (iii) certain lawyer's skills and (iv) certain aspects of problem solving. The areas and skills covered will mirror the Competency Standards for practical legal training that have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee.

200279.1 Professional Legal Skills 2

Credit Points 10 **Level** 3

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200008.1** - Torts Law AND **200009.1** - Constitutional Law AND **200010.1** - Criminal Law AND **200011.1** - Contracts AND **200012.1** - Property Law AND **200013.1** - Administrative Law AND **200014.1** - Commercial Law AND **200015.1** - Criminal Procedure and Evidence AND **200016.1** - Equity Trusts and Remedies 1 AND **200017.1** - Dispute Resolution and Civil Procedure AND **200018.1** - Law of Associations AND **200019.1** - Revenue Law AND **200020.1** - Professional Responsibility and Legal Ethics AND **200200.1** - Equity Trusts and Remedies 2

Special Requirements

Students are to complete any 10 of the prerequisite units.

Professional Legal Skills 2 is the second of a stream of two units which will focus on the following professional legal skills: (i) some aspects of civil litigation practice, (ii) criminal law practice and (iii) certain lawyer's skills. The areas and skills covered will mirror the Competency Standards for practical legal training that have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee.

69114.1 Professional Negligence

Credit Points 10 **Level** 3

Prerequisite

200011.1 - Contracts AND **200008.1** - Torts Law

The unit examines the concepts of responsibility, negligence, and liability for physical injury and economic loss which govern liability in a wide range of professions (e.g. accountants, auditors, engineers, health workers including medical practitioners, and solicitors). It focuses on the tort-contract catena and the problems associated with the legal determination of appropriate standards of care. Techniques of risk shifting through disclaimer clauses and other devices and issues relating to concurrent liability and contribution are studied. Insurance implications are considered.

200576.1 Professional Practice in Sport Management

Credit Points 10 **Level** 2

Prerequisite

200571.1 - Management Dynamics

Equivalent Units

400648 Professional Practice in Sport Management 2

Special Requirements

Some placement agencies require completion of a Prohibited Persons Declaration; Criminal Record Check Clearance and Immunisation.

200020.2 Professional Responsibility and Legal Ethics

Credit Points 10 **Level** 4

Assumed Knowledge

120 credit points from the following: Introduction to Law, Torts Law, Law Foundation, Criminal Law, Contracts, Property Law, Constitutional Law, Administrative Law, Equity Trusts and Remedies 1, Commercial Law, Equity Trusts and Remedies 2, Law of Associations, Revenue Law, Dispute Resolution and Civil Procedure and Criminal Procedure and Evidence.

Prerequisite

200010.1 - Criminal Law

Corequisite

200200.1 - Equity Trusts and Remedies 2

Equivalent Units

69024 Professional Conduct and Legal Ethics OR F1002 The legal Context

This unit examines the nature of the legal profession and its role in society. It deals with the professional, legal and ethical responsibilities lawyers owe to the law, the courts, their clients, to fellow practitioners, as well as the state and society at large. The unit does this, in part, by a consideration of professionalism; ethics; the history, structure and regulation of the legal profession by professional bodies and the impact of lawyers and society on each other.

200598.1 Property Development

Credit Points 10 **Level** 3

Assumed Knowledge

It is assumed that students will have a sound knowledge of valuation practices and principles; economic theory and town planning principles.

Equivalent Units

DN310A Property Development

This unit critically evaluates the wide ranging nature of the property development process, from initial development concept through to the end use of completed development projects. Considers the implications of the property development process and development decisions from the wide ranging points of view of developers, end users, financiers, public authorities and the community at large. Gains both a theoretical and an applied understanding of development appraisal techniques, including financial and feasibility aspects inherent in those techniques.

200435.1 Property Development Controls

Credit Points 10 **Level** 1

Property Development Controls provides students with an understanding of the property planning process from both a State government and Local government perspective. The unit will cover the areas of planning instruments, planning process, property development control issues and planning applications. The unit will also address the areas of Planning and Environment Law, with specific reference to the legal framework that regulates planning and development in NSW and the impact of environmental law on the property industry in Australia.

200597.1 Property Finance and Tax

Credit Points 10 **Level** 3

Assumed Knowledge

It is assumed that students will have a sound knowledge of valuation and financial mathematics; concepts of discounted cash flow analysis and application; statutory valuation legislation and procedures and property portfolio analysis and property investment analysis and application.

Equivalent Units

CO308A Property Finance and Tax

The aim of this unit is to provide an insight into the corporate financial operations of property development companies, to understand the alternatives available for financing them and methods of evaluating these alternatives. In addition, the taxation aspects of property transactions are examined.

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.

200437.1 Property Investment

Credit Points 10 **Level** 3

Assumed Knowledge

Students undertaking this unit require the background knowledge achieved through prior study in the general principles of valuation.

This unit is designed to provide students with the knowledge required for making property investment decisions. It teaches students how to systematically analyse potential property investments in the real world. The analysis is based on the discounted cashflow models, which utilizes techniques such as NPV, IRR and MIRR, etc.

200012.1 Property Law

Credit Points 10 **Level** 2

Corequisite

200006.1 - Introduction to Law

Equivalent Units

69025.1 - Property Law OR F2002.1 - Property Law

The unit introduces basic concepts and principles of Property law, including the meaning of property; legal and equitable estates and other interests in land; and the Torrens system of registered title.

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.

200438.1 Property Portfolio Analysis (V2)

Credit Points 10 **Level** 3

Assumed Knowledge

Students require some 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. Indirect property investment vehicles in Australia and overseas are assessed, including listed property trusts, property syndicates, property securities funds and listed property trust futures. The performance analysis of both direct and indirect property is also examined to assess the strategic contribution of property to an investment portfolio.

200360.1 Property Project

Credit Points 10 **Level** 3

This unit is an integrating one, which brings together the skills property students have developed during the course. The unit encourages Property students to demonstrate their ability to solve multi disciplinary problems in relation to current and future property issues. The unit will also allow students to critically evaluate problems in the property industry to determine and assess potential policy options. Students research topics are determined from year to year by discussions between the individual student, the unit coordinator and the student's chosen supervisor.

69113.1 Public Health Law

Credit Points 10 **Level** 3

Prerequisite

200008.1 - Torts Law AND **200013.1** - Administrative Law AND **200009.1** - Constitutional Law AND **200011.1** - Contracts

This unit looks at selected aspects of the law as it applies to public health. It examines the regulatory framework for public health, including health care authorities and public and private hospitals. Key aspects of the law as it applies to disease and infection control in the public domain will be dealt with, together with mass screening and immunisation programs. Quality assurance will be dealt with. Some consideration may be given to health insurance issues.

F3023.1 Public International Law

Credit Points 10 **Level** 3

Prerequisite

200009.1 - Constitutional Law

Equivalent Units

69026.1 - Public International Law

As developments in technology and travel continue to shrink the distance between nations, issues of public international law become increasingly important. This unit explores the nature, role and characteristics of international law; concepts of statehood; sovereignty and jurisdiction; the relationship between domestic and international law; the role and law of treaties; and the role of international organisations such as the United Nations and International Court of Justice. The specific issues covered reflect contemporaneous and contentious issues of international law.

200117.1 Public Sector Accounting

Credit Points 10 **Level** 3

Assumed Knowledge

Financial Accounting Issues.

This unit examines the role of government organisations in our society, including their 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.

200577.1 Purchasing Warehousing and Merchandising

Credit Points 10 **Level** 3

This unit is aimed at providing exposure to real-life purchasing, warehousing and merchandising in a retail environment. Students will gain knowledge of purchasing, the flow of products from suppliers, its warehousing and merchandising. Students will develop an ability to critically analyse these retail operations using appropriate tools and techniques.

200167.1 Quality Management

Credit Points 10 **Level** 3

This unit provides an understanding of the concepts of quality management and equips students with tools and techniques for effective quality improvement in business organisations. It covers concepts of quality and total quality management; quality of design conformance and performance; planning for quality in the design of products, services and processes; tools for quality management; quality costs; quality system standards; and accreditation. The importance to quality improvement of culture, strategy, customer focus, leadership and teamwork is emphasised.

200045.1 Quantitative Project

Credit Points 10 **Level** 3

Assumed Knowledge

Six units of Mathematics, Statistics and/or Operations Research, at Level 2 or Level 3

This unit provides an opportunity for students to carry out a major project, in the form of a directed investigation under the supervision of an academic staff member. With the assistance of their supervisor, students will define the problem to be studied and then apply and develop the appropriate methodology. The final report presented by the student will consist of an appropriate simple literature review, presentation of analytical and/or theoretical results, analysis and discussion, followed by an appropriate conclusion. Students are also expected to give an oral presentation at the end of the session, outlining the results of their investigation.

200182.1 Quantitative Techniques

Credit Points 10 **Level** 1

Assumed Knowledge

HSC Mathematics (two unit)

Incompatible Units

200192 Statistics for Science, 200263 Biometry, 200052 Introduction to Economic Methods, 200032 Statistics for Business.

This unit provides students with a range of basic skills in mathematics and statistics, which are useful in business and the finance industry. After reviewing basic methods of algebra, functions and their uses are discussed. The mathematics of finance are covered in some depth, including interest, present and future values, annuities, periodic payment, depreciation bonds and debentures. The uses and abuses of statistics are discussed by looking at ways of presenting data, both in tables and pictorially. Finally probability, decision making and index numbers are introduced.

200607.1 Recruitment and Selection

Credit Points 10 **Level** 1

Prerequisite

200300.1 - Managing People at Work

Equivalent Units

61421 Recruitment and Selection

This unit covers employment function and strategic content; the employment function within the total human resource management model -- relationship between line and staff, workforce planning, job analysis, job description, job specification; and credentialism; constraints on the employment function; privacy, anti-discrimination, equal employment opportunity, affirmative action, and implications for the employment function; recruitment and selection -- internal and external sources, advertising, consultants and government agencies, selection methods, types of interview, interviewing skills; selection testing -- types of tests, validity, reliability and establishment of testing programs; the selection decision, job offer and contract of employment.

200037.1 Regression Analysis & Experimental Design

Credit Points 10 **Level** 3

Assumed Knowledge

200032 Statistics for Business or 200192 Statistics for Science and desirably 200033 Applied Statistics.

Equivalent Units

14410 - Regression Analysis and Experimental Design OR J3692 - Regression and Multivariate Analysis OR J3717 - Design and Analysis of Experiments

This unit covers linear regression analysis and experimental design, with analysis of variance being the primary analytical tool. Topics in linear regression are: the statistical model, the method of least squares, sampling distributions of least squares estimators, statistical inferences and testing hypotheses, methods for model building, detecting violations of the regression assumption and remedies, logistic regression, and Poisson regression. Topics in designed experiments are: completely randomised experiment, factorial experiment, randomised block, Latin square, random model, and mixed model. For each design the following aspects are covered: the statistical model, the normal equations and their solutions, sums of squares and basic algebraic identity, the ANOVA table and relevant tests, and treatment comparisons.

200612.1 Remuneration Theory and Practice

Credit Points 10 **Level** 3

Prerequisite

200300.1 - Managing People at Work

Equivalent Units

61425 Remuneration Theory and Practice

The unit introduces students to critical perspectives in the theory and practice of remuneration. The structure of the course is thematic and considers in turn: the wider context in which remuneration strategies are devised; the strategic decisions that arise in the organisational context if remuneration is to meet regulatory requirements, the organisation's objectives and the expectations of the workforce, and; the component parts (base pay, variable pay) of remuneration systems. Throughout the course contemporary debates in remuneration, with particular application to the Australian context, will be highlighted.

H2810.1 Research and Communication for Management

Credit Points 10 **Level** 2

This unit introduces students to scientific research methods and increases awareness of the uses of research skills in business and industry. The development of essential skills in written, graphical, oral and non-verbal communications is emphasised. Research experimental design, data collection methods and techniques, data analysis and report presentation are discussed to enable students to grasp the importance of research in the day to day management and running of businesses. The principles of quality management and assurance and

their role in manufacturing and service industries are also examined.

69027.1 Research Project

Credit Points 10 **Level** 4

Prerequisite

200006.1 - Introduction to Law AND **200007.1** - Law Foundation AND **200008.1** - Torts Law AND **200009.1** - Constitutional Law AND **200010.1** - Criminal Law AND **200011.1** - Contracts AND **200012.1** - Property Law AND **200013.1** - Administrative Law AND **200014.1** - Commercial Law AND **200016.1** - Equity Trusts and Remedies 1 AND **200018.1** - Law of Associations AND **200200.1** - Equity Trusts and Remedies 2

Students are encouraged to engage in sustained research activity at an advanced stage of their study program, with a view to producing a research paper of publishable quality. Enrolment in this unit is subject to approval by the undergraduate course coordinator or chair of school.

200412.2 Research Proposal and Seminar

Credit Points 10 **Level** 5

Special Requirements

Restriction to students enrolled in a Bachelors honours course.

200089.1 Retail Management

Credit Points 10 **Level** 3

Assumed Knowledge

A sound knowledge of marketing principles and of the key elements of consumer behaviour, marketing communications and brand and product management.

Prerequisite

200083.1 - Marketing Principles

Equivalent Units

MK312A.1 - Retailing Management

Incompatible Units

Although not equivalent, students will not be allowed to count 200031, 200195, 200196, 200237

Successful retail management is fundamental to consumer marketing. This unit examines the major issues in retail management including retail buyer behaviour, merchandising, retail location analysis, retail logistics and the changing and rapidly emerging forms of non-store retailing.

200578.1 Retail Report

Credit Points 10 **Level** 3

This unit is structured as semester-long team-based projects and provides an opportunity for students to integrate the knowledge and skills acquired in subjects they have undertaken previously. Projects will be selected by teams for approval by the unit coordinator. (Under special circumstances approval may be given for projects to be undertaken on an individual basis). Students prepare a formal project proposal which covers the problem to be addressed, the methodology to be used and the strategic plan for conduct of the project. The project will culminate in the submission of a final report which includes appropriate outcomes and recommendations. Students will also deliver a presentation based on their final report.

200569.1 Retirement Planning

Credit Points 10 **Level** 3

Prerequisite

[200184.1](#) - Introduction to Business Law

Equivalent Units

LW310A Retirement Planning

This unit aims to provide a study of the laws which impact on advice and decisions relating to retirement planning, with a focus on identifying practical and strategic planning opportunities and outcomes. It forms part of the elective stream of financial planning. Some issues considered in this unit also have an impact in respect to investments, insurance and risk management, superannuation and taxation consequences.

LW310A.1 Retirement Planning

Credit Points 10 **Level** 3

Assumed Knowledge

The Australian legal systems, sources of law, statutory interpretation and basic concepts of contracts and torts.

Prerequisite

[200184.1](#) - Introduction to Business Law

Special Requirements

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

This unit replaced by 200569 Retirement Planning in 2008. This unit aims to provide a study of the laws which impact on advice and decisions relating to retirement planning, with a focus on identifying practical and strategic planning opportunities and

outcomes. It forms part of the elective stream of a sub-major in financial planning. Some issues considered in this unit also have an impact in respect to investments, insurance and risk management, superannuation and taxation consequences.

200019.1 Revenue Law

Credit Points 10 **Level** 4

Prerequisite

[200006.1](#) - Introduction to Law AND [200007.1](#) - Law Foundation

Equivalent Units

69152.1 - Taxation Principles OR F3004.1 - Revenue Law

A knowledge of revenue law is essential for all students intending to embark on a career in business, commerce or the public sector. This unit will be of particular assistance to graduates taking up a career in the accounting profession, law or taxation administration or practice. The unit aims to provide students with: a knowledge and understanding of the overall system of taxation; a critical analysis of particular aspects of taxation, such as the concept of income and capital, allowable deductions, taxation of business entities, residence of taxpayers and source of income; a knowledge of the practical side of taxation, including, tax accounting and tax administration; and an appreciation of the policy basis of taxation and anti-avoidance.

200019.2 Revenue Law

Credit Points 10 **Level** 4

Prerequisite

[200006.1](#) - Introduction to Law AND [200007.1](#) - Law Foundation

A knowledge of revenue law is essential for all students intending to embark on a career in business, commerce or the public sector. This unit will be of particular assistance to graduates taking up a career in the accounting profession, law or taxation administration or practice. The unit aims to provide students with: a knowledge and understanding of the overall system of taxation; a critical analysis of particular aspects of taxation, such as the concept of income and capital, allowable deductions, taxation of business entities, residence of taxpayers and source of income; a knowledge of the practical side of taxation, including, tax accounting and tax administration; and an appreciation of the policy basis of taxation and anti-avoidance. Please Note: The following unit - 200187 Taxation Law is incompatible with this unit and can not be counted for credit.

200605.1 Rural Valuation

Credit Points 10 **Level** 3

Assumed Knowledge

Students undertaking this unit should have an understanding of valuation principles and the different types of land tenure and systems of land title in New South Wales.

Equivalent Units

VA302A Rural Valuation

To provide students with a background in relation to the general physical and economic factors of rural land and its development. To identify information and factors to be considered in the valuation of rural land and the process of rural sales analysis. To provide an understanding of the theory and techniques necessary to complete valuations of predominant types of rural property holdings. To identify and be aware of those environmental factors that influence rural land productivity and value.

200095.2 Sales Management

Credit Points 10 **Level** 3

Assumed Knowledge

Assumed knowledge of basic marketing principles.

Prerequisite

200083.1 - Marketing Principles

The aim of the unit is to provide students with a sound theoretical basis and practical application of theory in sales management, and acknowledges sales as a common first step into marketing and management careers for graduates. This will be achieved by: (1) examining the sales role within the discipline of marketing and its importance as a function within contemporary organisations; (2) considering the varied roles played by salespeople within organisations; and (3) presenting concepts and techniques for organising the sales function in a professional manner, such that these functions more effectively contribute to the corporate goals of the organisation.

F3094.1 Space Law - Commercial Aspects

Credit Points 10 **Level** 3

Prerequisite

F3023.1 - Public International Law

This introductory unit may be of equal value to law students, political science students, commercial students and practising lawyers interested in strengthening their understanding of the issues emerging in the commercialisation of outer space.

Brief introductions to selected concepts of international law relevant to the understanding of space law are provided. This unit identifies selected early space commentators and some useful pre-Sputnik writing on space law and proposed space policies. It includes the content of the individual instruments in the five United Nations generated Space Treaties and five key Declarations of Principles related to activities in space.

200550.1 Sport and the Law

Credit Points 10 **Level** 3

Prerequisite

200184.1 - Introduction to Business Law

Equivalent Units

F3093 Sport and the Law

This unit considers the legal aspects of a range of different situations and relationships pertaining to sports industries and, in particular, to the management of sports organisations. Students examine different areas of law which may be relevant to sports participants, administrators, spectators and the like. This is an undergraduate law service unit. Legal regulation, litigation and media management is a major reality for those involved in sports businesses and a familiarity with sports law is an essential prerequisite for students embarking of a sport related career. This unit will focus primarily upon the legal issues relating to common situations and relationships that arise in sport.

200579.1 Sport Event and Facility Management

Credit Points 10 **Level** 3

Equivalent Units

400336 Venue Management; 400334 Event Management and Sport Organisations

This unit is designed to provide knowledge and understanding of the principles and practical skills required to organise and manage major competitions, special events and the facilities which host them. In addition, this unit calls for students to apply previously learned management strategies, leadership theories, communication skills, and personnel management tactics.

200580.1 Sport Management Applied Project

Credit Points 10 **Level** 3

Prerequisite

200581.1 - Sport Management Research Methods

Incompatible Units

200561 Hospitality Management Applied Project

The unit is designed to allow students an opportunity to integrate knowledge gained from operational and theoretical perspectives of Sport studies by application to a research project in Sport. Students are encouraged to select and prepare a comprehensive project reflecting their grasp of the meta discipline theory and its application to extant businesses. Additionally, it allows for a demonstration of written and verbal scholarly research and presentation grounded in primary and secondary data. Students will also be encouraged to focus their self directed and individually facilitated studies in aspects relevant to their careers or interests. This unit is also aimed at encouraging high achieving students to consider progression to an Honours degree.

200581.1 Sport Management Research Methods

Credit Points 10 **Level** 3

Incompatible Units

200559 Hospitality Business Research Methods

The purpose of this unit is to introduce students to research methods used in business. It examines the role of research, theoretical frameworks and methodological considerations in sport business research. The role of and appropriateness of both qualitative and quantitative methodologies and analysis methods is examined. The importance of appropriate design and interpretation of research is stressed. Students are also introduced to both qualitative and quantitative software and their applications.

200244.1 Sports Management - Planning and Development

Credit Points 10 **Level** 3

Assumed Knowledge

A general understanding of sports management issues gained from studying other sports management units within the Sports Management major.

This unit provides an in-depth study of the planning and development of sport for the Australian society. An introductory framework will be provided emphasizing the historical perspectives of sport and leisure and its history and role within Australian society. The unit then examines sport and leisure planning both for a public and private sector perspective. Particularly the role of Government in sport, Sports Planning and development. Current and future issues and trends in sports planning such as sports as a tourism product will also be considered.

200266.1 State Taxes and GST

Credit Points 10 **Level** 3

Assumed Knowledge

The Australian legal system, sources of law, statutory interpretation and basic concepts of contracts and torts.

Prerequisite

200184.1 - Introduction to Business Law

Special Requirements

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

This unit examines the Commonwealth statutory regime to the Goods and Services Tax and the NSW statutory regimes relating to Payroll Tax, Land Tax and Stamp Duty. It provides the framework to critically assess proposals for reform of these taxes.

200032.1 Statistics for Business

Credit Points 10 **Level** 1

Assumed Knowledge

HSC Mathematics or equivalent.

Equivalent Units

C1022.1 - Introductory Statistics OR J1737.1 - Statistics 1.1 OR J1762.1 Fundamentals of Statistics OR ST202A.1 Business Statistics OR 61811.1 - Inferential Statistics

Incompatible Units

200192 - Statistics for Science, 200263 Biometry

This level 100 unit introduces the basic concepts and techniques of statistics that are particularly relevant to problem solving in business. It also provides a sound base for more advanced study in statistics and forecasting in subsequent sessions. Topics include: presentation of data; descriptive statistics; the role of uncertainty in business decision making; hypothesis testing; and basic forecasting.

200192.1 Statistics for Science

Credit Points 10 **Level** 1

Assumed Knowledge

HSC Mathematics or equivalent.

Equivalent Units

14324.1 - Statistics 1 OR 14327.1 - Statistical Methods OR 200032.1 - Statistics for Business OR J1730.1 - Mathematics 1.2 OR ST003A.1 - Statistics 1.2D OR ST109A.1 - Statistics 1.1 OR 200263 Biometry

This level 100 unit introduces the basic concepts and techniques of statistics that are particularly relevant to problem solving in science and technology. It also provides a sound base for more advanced study in statistics in subsequent sessions. Topics include: presentation of data; descriptive statistics; the role of uncertainty in decision making; hypothesis testing; and simple linear regression.

200449.1 Strategic Issues in Tourism and Hospitality Management

Credit Points 10 **Level** 5

Assumed Knowledge

Near completion of an undergraduate degree in hospitality, tourism, management or a related social science. Admission to an honours degree in the School of Management or a credit average (5.0) overall in units undertaken in undergraduate work.

Special Requirements

Must be enrolled in an Honours Course

The unit provides a deeper understanding of the strategic management concept by analysing important contemporary issues affecting management of hospitality and tourism related businesses. The impact of strategy on informed decision making and strategic choice is examined. Different perspectives on strategic management are discussed. The role of corporate strategies, culture and institutional structure are examined in the contemporary context.

200587.1 Strategic Management

Credit Points 10 **Level** 3

Prerequisite

200571.1 - Management Dynamics AND **MG102A.1** - Management Foundations

Equivalent Units

MG302A Strategic Management

The choice perspective of strategic management. External environmental assessment and choice. Analysis of international strategic capabilities. Strategy formulation: choice of mission, strategic goals, and a strategy. Implementing strategies through plans, functional strategies, and budgets. Implementing strategy through organisation structure. Implementing strategy through culture, leadership, and human resource management. Control of strategy. Special cases of strategic management: entrepreneurial and non-profit organisations. Strategic management in the international area. Social issues in strategic management. Strategic management in the future.

MG302A.1 Strategic Management

Credit Points 10 **Level** 3

Equivalent Units

This unit replaced by 200587.1 Strategic Management in 2008

The choice perspective of strategic management. External environmental assessment and choice. Analysis of international strategic capabilities. Strategy formulation: choice of mission, strategic goals, and a strategy. Implementing strategies through plans, functional strategies, and budgets. Implementing strategy through organisation structure. Implementing strategy through culture, leadership, and human resource management. Control of strategy. Special cases of strategic management: entrepreneurial and non-profit organisations. Strategic management in the international area. Social issues in strategic management. Strategic management in the future.

200087.1 Strategic Marketing Management

Credit Points 10 **Level** 3

Assumed Knowledge

A sound understanding of introductory marketing concepts, buyer behaviour, marketing research techniques and relationship marketing

Prerequisite

200083.1 - Marketing Principles

Equivalent Units

61733.1 - Marketing Management OR MK310A.1 - Marketing Strategy OR H2742.1 - Legal Regulation of Economic Activity

Managers are faced with the objectives of making their organisation more market oriented, more "in tune" with customer needs and more aware of competitive threats and opportunities. Failure to become attuned to the "market place" and customer increases the likelihood of corporate failure and customer dissatisfaction. This unit introduces you to the main elements of strategic marketing management. It clarifies the role of marketing strategy within the broad framework of corporate and business level strategies. A constant theme running through the unit is the development, evaluation and implementation of marketing strategies.

200039.1 Surveys and Multivariate Analysis

Credit Points 10 **Level** 3

Assumed Knowledge

200192 Statistics for Business or 200032 Statistics for Science.

Equivalent Units

J3693 Sample Survey Techniques, J3692 Regression and Multivariate Analysis

In the first half of this unit students gain an appreciation of survey methodology, including questionnaire design, as well the application of sampling techniques. These include simple random sampling, stratification, supplementary information and cluster sampling. The second half of the unit covers the principal methods of multivariate data analysis, principal components, factor analysis, discriminant analysis, and cluster analysis.

200188.1 Systems Design and Audit

Credit Points 10 **Level** 3

Assumed Knowledge

An understanding of accounting procedures and systems; corporate structures and consolidation accounting.

Prerequisite

200109.1 - Corporate Accounting Systems

Incompatible Units

200107 - Auditing Principles 200114 - Issues in Accounting Information Systems

This unit examines the development and operation of information systems and the subsequent audit of financial information produced by these systems.

200187.1 Taxation Law

Credit Points 10 **Level** 3

Prerequisite

200184.1 - Introduction to Business Law

Equivalent Units

61523.1 - Taxation Law and Practice OR AC302A.1 - Taxation (V1) OR F3002.1 - Taxation Law

Special Requirements

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

Topics in this unit include: constitutional basis of taxation; income tax assessment; concept of income tax; allowable deductions; other federal and state

taxes; taxation of business associations (partnerships, companies, trusts and primary producers); taxation accounting, administration and practice; taxation planning and avoidance.

200118.2 The Accountant as a Consultant

Credit Points 10 **Level** 3

Prerequisite

200108.1 - Contemporary Management Accounting

Equivalent Units

H3328 - The Accountant as a Management Consultant

Special Requirements

The need to seek college approval relating to ethics risks and the need for university insurance to cover engaged learning.

This unit focuses on the role that accountants play in the effective management of businesses, using case studies covering a range of accounting areas.

200549.1 The Australian Macroeconomy

Credit Points 10 **Level** 1

Assumed Knowledge

HSC Mathematics

Equivalent Units

200049 Macroeconomics

This unit is an introduction to macroeconomic concepts, analysis and issues in the Australian context. Basic concepts introduced and applied include: national income accounting, economic structure, price indexes and inflation, the balance of payments, and labour market aggregates. These concepts are applied in describing and explaining the recent evolution of the Australian economy in terms of growth, structural change, price stability, and employment. This leads to a discussion of major policy issues such as the role of governments in managing economic fluctuations, and the implications of Australia's foreign liabilities. The course ends with a brief introduction to modelling income determination.

200072.1 The Contemporary Global Economy

Credit Points 10 **Level** 2

Assumed Knowledge

Microeconomics {and} Macroeconomics {or} Introductory Economics

This unit assists students to develop a critical view at the forces shaping the global economy. Students are given a clear understanding of economic structures of different regions of the global economy and the ways

that they interact through a labyrinth of diverse markets and institutional arrangements. Particular emphasis is given to the roles of multilateral institutions, such as the IMF, the World Bank, UN agencies and multinational corporations in relation to the role of nation states.

200645.1 The Contemporary Labour Movement

Credit Points 10 **Level** 3

Prerequisite

200614.1 - Enterprise Industrial Relations

This unit provides an in-depth study of the labour (trade union) movement both in Australia and overseas. The unit covers topics related to three distinct themes: the origins, growth and decline of trade unions; union management, union member and union political party relations, and potential strategies for union renewal. The aim of the unit is to equip students with the ability to analyse in innovative ways key aspects of the contemporary labour movement and to contemplate the possible future shape and direction of collective employment relations.

200098.1 The Markets of Asia

Credit Points 10 **Level** 3

Equivalent Units

61751.1 - Regional Market Study (Asia)

Markets of Asia unit offers a balanced and practical introduction to the dynamic and robust Asian market place. Most of the students undertaking this unit will have exposure to countries other than Australia and would have travelled internationally or have an intention to do so. In the present context of globalisation, business is international business. In Australia today even a small locally based manufacturing company's operations are in some way influenced by the tentacles of Asian businesses. This is a journey that starts with a major Asian powerhouse, Peoples Republic of China and ends at the doorstep of another Asian powerhouse, India.

200099.2 The Markets of Europe

Credit Points 10 **Level** 3

Assumed Knowledge

A knowledge of the basic principles of marketing, consumer behaviour and international marketing

Prerequisite

200083.1 - Marketing Principles AND **200094.1** - International Marketing

This unit will profile the member states of the European Union in terms of their marketing

environment, with emphasis on those various features, similarities, differences and interactions deemed to be of commercial and marketing significance. A major focus of the course will be the impact of European integration and the relevance of the European Union. The European Union will be discussed in its global context, particularly its relationship with Central and Eastern Europe and the Asia-Pacific. The course therefore gives students the opportunity to undertake macro-environmental analysis and examine the effects of environmental influences on marketing, while also learning about other cultures.

200077.1 The Superannuation Industry

Credit Points 10 **Level** 3

Assumed Knowledge

200049.1 - Macroeconomics OR 200076.1 - Introductory Economics 200488.1 - Corporate Financial Management

This unit provides students with an understanding of the economics of retirement and retirement income provision, with particular emphasis on the Australian superannuation industry. On completion of this unit, students should have a comprehensive understanding of superannuation in Australia, as well as an appreciation of the economic issues associated with alternative models of retirement income provision.

200038.1 Time Series and Forecasting

Credit Points 10 **Level** 3

Assumed Knowledge

200192 - Statistics for Science, or 200032 - Statistics for Business, or 200263 - Biometry.

Equivalent Units

J3697 Time Series and Forecasting, 14372 Time Series

Incompatible Units

200041 Applied Regression Analysis and Forecasting

This Level 300 unit presents the basic techniques of time series analysis with emphasis on model identification, parameter estimation and diagnostic checking. The use of time series models for the process of forecasting future behaviour is discussed. In addition, alternative forecasting approaches, in particular econometric methods, are introduced and some guidelines for choosing an appropriate forecasting method are outlined.

200008.1 Torts Law

Credit Points 10 **Level** 2

Corequisite

200006.1 - Introduction to Law

Equivalent Units

69030.1 - Torts Law OR F1004.1 - Torts OR LW302A.1 -Torts law

Torts law is the first substantive law unit in the LLB. It introduces students to the legal principles and policy of a variety of torts, defences and remedies. It introduces students to the generic legal skills of case reading, analysis and note taking, statutory interpretation and legal problem solving, as well as placing the law in the wider political and social context.

200075.1 Urban and Regional Economics

Credit Points 10 **Level** 3

Assumed Knowledge

Microeconomics {and} Macroeconomics {or} Introductory Economics

This unit deals with: models of short-run fluctuations of regional aggregates and the economic relations between regions; models of long-run change in regional aggregates and the long-run economic relations between regions; equilibrium models of intra-urban location; optimal models of intra-urban allocation; and optimal allocation of capital to urban land.

200161.1 Urban Governance, Policy and Management in Latin America

Credit Points 10 **Level** 3

Assumed Knowledge

Completion of Introduction to Latin American Studies is recommended

Latin America and the Caribbean (LAC) region has the two largest cities in the world; each country in LAC has a well-developed but problematic urban system; and globalisation is affecting cities and urban populations in complex ways. This unit examines forms of urban governance, and programs and practices in urban management. The role of authoritarian governance and its impacts on urban social and economic development are considered. The unit also examines forms of democratic management in which citizens and urban social groups participate in managing urban issues, and the constraints and limits of democratic urban management. Important cases of urban revitalisation and their lessons for urban management are considered.

200604.1 Valuation of Special Premises

Credit Points 10 **Level** 3

Assumed Knowledge

It is assumed that students will have a sound knowledge of valuation principles and practices; accounting principles; commercial property practices; property investment analysis and application and property portfolio analysis.

Equivalent Units

VA301A Valuation of Special Premises

The value of special premises constitutes an important segment of valuation practice in Australia. A number of special valuation considerations arise in the appraisal of this class of premises. However, the most compelling reason for studying the valuation of special premises is the fact that these classes of property provide an ideal vehicle whereby valuation principles and methods of valuation can be critically evaluated by students.

200567.1 Virtual Organisations

Credit Points 10 **Level** 2

Assumed Knowledge

A basic understanding of the internet and associated services and basic knowledge of information technologies required to support e-business activities.

Equivalent Units

H2852 Virtual Organisations

This unit examines new ways of organising and managing organisations efficiently and effectively using advances in information technology enabling people in different physical locations to work together. Included in the examination of the virtual organisation, is a study of potential strengths and weaknesses, real life applications, the infrastructure to support this organisation and emerging trends.

200641.1 Wills and Succession

Credit Points 10 **Level** 3

Prerequisite

200012.1 - Property Law

Equivalent Units

F3029.1 - Wills and Succession

Wills and Succession is that body of law that deals with the devolution of property upon death. The unit encompasses inter alia the law relating to intestacy, the making of a valid will, the administration of the estate and what is known as testator's family

maintenance. This unit is of particular importance to those students who intend to practice either as a solicitor or barrister as Wills and Succession forms a significant part of private practice.

200243.2 Work Employment and the Labour Market

Credit Points 10 **Level** 3

Prerequisite

200300.1 - Managing People at Work

61441.1 Workplace Behaviour

Credit Points 10 **Level** 1

Equivalent Units

This unit replaced by 200616.1 Workplace Behaviour in 2008

This unit introduces students to the individual (psychological) and social (sociological) factors that influence workplace behaviour and relations in the workplace. The structure of the course is thematic, drawing on the major theoretical frameworks of psychology and sociology. Relevant workplace experiences are used to bring these experiences to light. The critical assumption made in this unit is that workplace behaviour and relations can only be understood within an integrated sociological-psychological framework. It is this framework that is used to analyse motivation, learning, work organisation, technology, conflict and workplace change. Throughout the unit the changing nature and meaning of work in the modern industrial society will be highlighted.

200616.1 Workplace Behaviour

Credit Points 10 **Level** 3

Equivalent Units

61441 Workplace Behaviour.

This unit introduces students to the individual (psychological) and social (sociological) factors that influence workplace behaviour and relations in the workplace. The structure of the course is thematic, drawing on the major theoretical frameworks of psychology and sociology. Relevant workplace experiences are used to bring these experiences to light. The critical assumption made in this unit is that workplace behaviour and relations can only be understood within an integrated sociological-psychological framework. It is this framework that is used to analyse motivation, learning, work organisation, technology, conflict and workplace change. Throughout the unit the changing nature and

meaning of work in the modern industrial society will be highlighted.

200551.1 Workplace Law

Credit Points 10 **Level** 3

Prerequisite

200184.1 - Introduction to Business Law

Equivalent Units

61531 Industrial Relations Law

This unit explores the legal aspects of the employer/employee relationship. It provides an overview of the evolution of employment law, explores the Constitutional situation with particular reference to the 2006 High Court Work Choices decision, the players (FPC, AIRC, Unions, OWS, OEA), the nature of the relationship, the employment contract including implied terms, the distinction between employees and independent contractors and its significance, conditions of employment, collective bargaining making and AWAs, protected industrial action, dispute settlement, termination (common law and statute law), enforcement (POWS, Unions, remedies) and introduction to anti-discrimination laws.

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