

# College of Business

## Electronic Undergraduate Handbook 2009

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University of Western Sydney

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Information contained in this electronic handbook is correct at the time of production (September 2009), unless otherwise noted.

### **CRICOS Provider Code 00917K**

In accordance with the Education Services for Overseas Students (ESOS) Act 2000, the University of Western Sydney (UWS) is registered on the Commonwealth Register of Institutions and Courses for Overseas Students (CRICOS), Provider Code 00917K.

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## About the College of Business Electronic Undergraduate Handbook

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### Sessions and dates

There are two main sessions in 2009: 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](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 2009 at:

[http://handbook.uws.edu.au/hbook/UNIT\\_SEARCH.ASP](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

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

#### 2537.5

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.

#### Study Mode

Five years full-time. Law units are available at Campbelltown and Parramatta campuses. Arts units are available at various campuses (mainly Bankstown and Penrith), depending on the units chosen.

#### 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 Practitioner's Admissions Board for admission as a legal practitioner in N.S.W. after undertaking prescribed practical legal training.

#### Admission

Applications are 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

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.

#### 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 one of the key programs in the Arts degree (16 units) together with the LLB key program (24 units). The double degree combination therefore consists of 40 units

with no additional electives or choice beyond that already included within the separate Arts and Law key programs.

#### Recommended Sequence - Campbelltown campus

##### Full-time

##### Year 1

##### Autumn session

**200006.1** Introduction to Law  
**200008.1** Torts Law

Core Arts unit

Core Arts unit - [students doing B Arts (Psychology)/LLB should select 101184 Psychology: Human Behaviour.]

##### Spring session

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

Core Arts unit

Core Arts unit - [students doing B Arts (Psychology)/LLB should select 101183 Psychology: Behavioural Science.]

##### Year 2

##### Autumn session

**200011.1** Contracts

BA key program unit

BA key program unit

BA key program unit - [students doing B Arts (Psychology)/LLB should select a core Arts unit instead]

##### Spring session

**200012.1** Property Law

BA key program unit

BA key program unit

BA key program unit - [students doing B Arts (Psychology)/LLB should select a core Arts unit instead.]

##### Year 3

##### Autumn session

**200009.1** Constitutional Law

BA key program unit

BA key program unit

BA key program unit

##### Spring session

**200020.3** Professional Responsibility and Legal Ethics

BA key program unit

BA key program unit

BA key program unit

**Year 4****Autumn session**

**200018.2** Law of Associations  
**200016.2** Equity Trusts and Remedies 1

LLB alternate unit

LLB alternate unit

**Spring session**

**200014.1** Commercial Law  
**200200.1** Equity Trusts and Remedies 2

LLB alternate unit

LLB alternate unit

**Year 5****Autumn session**

**200015.1** Criminal Procedure and Evidence  
**200013.3** Administrative Law

LLB alternate unit

LLB alternate unit

**Spring session**

**200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

LLB alternate unit

LLB alternate unit

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

**200006.1** Introduction to Law  
**200008.1** Torts Law

Core Arts unit

Core Arts unit - [students doing B Arts (Psychology)/LLB should select 101184 Psychology: Human Behaviour.]

**Spring session**

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

Core Arts unit

Core Arts unit - [students doing B Arts (Psychology)/LLB should select 101183 Psychology: Behavioural Science.]

**Year 2****Autumn session**

**200011.1** Contracts

BA key program unit

BA key program unit

BA key program unit - [students doing B Arts (Psychology)/LLB should select a core Arts unit instead]

**Spring session**

**200012.1** Property Law

BA key program unit

BA key program unit

BA key program unit - [students doing B Arts (Psychology)/LLB should select a core Arts unit instead]

**Year 3****Autumn session**

**200009.1** Constitutional Law

BA key program unit

BA key program unit

BA key program unit

**Spring session**

**200020.3** Professional Responsibility and Legal Ethics

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  
**200019.2** Revenue Law

LLB alternate unit

LLB alternate unit

**Spring session**

**200015.1** Criminal Procedure and Evidence  
**200013.3** Administrative Law

LLB alternate unit

LLB alternate unit

**LLB Alternate Units**

Students may choose 80 credit points of units from the following list

200021.1	Land Transactions Law
200186.1	Advanced Taxation Law
200220.2	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
200298.2	Immigration and Refugee Law
200529.2	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
200637.2	Intellectual Property
200638.1	International Business Transactions Law
200639.1	International Trade Law
200640.1	Medical Malpractice Law
200641.1	Wills and Succession
200646.1	Advocacy
200647.1	Planning and Environment Law
200648.1	Corporate Finance and Securities Regulation Law
200649.1	Jurisprudence
200650.1	Advanced Torts and Civil Wrongs
200651.1	Computer Law
200652.1	Space Law - Commercial Aspects
200653.1	Public International Law
200654.1	Anti-Discrimination Law
200655.1	Consumer Protection Law
200656.1	Conflicts of Law
200657.1	Corporate Governance
200658.1	Electronic Financial Transactions Law
200659.1	Insolvency Law and Policy
200660.1	Occupational Health and Safety Law
200661.1	Media Law
200662.1	Advanced Criminal Law
200663.1	International Moot Court
200694.1	Australian Moot Court
200697.1	Banking and Securities Law
200699.1	Clinical Legal Placement
200700.1	Law Honours Dissertation
200701.1	Issues in the Criminal Justice System
200702.1	Public Health Law
200704.1	Independent Study (Law)
200741.1	Indigenous Australians and the Law

### Honours Rules

- Refer to Honours Policy

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.

- 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.
- 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.
- The award of Honours Class 11 Division II 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.
- Honours Class 111 are not awarded in the LLB (Honours).

## Bachelor of Business and Commerce

### 2739.2

Students commencing from Spring 2009 should refer to 2739.3.

Students who commenced in 2008 should follow the recommended sequence for 2739.1 Bachelor of Business & Commerce:

2739.1 Bachelor of Business & Commerce

The Bachelor of Business and Commerce is a broadly based, multi-discipline undergraduate course offering flexibility and choice through a range of sixteen (16) 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.

Students in the Bachelor of Business and Commerce will need to make choices about their Key Program to identify their main study area. For example, choosing the Accounting key program will result in a student graduating with a Bachelor of Business and Commerce (Accounting). In addition to a Key Program, students are able to complete either a Major or a Sub-major using their elective units. This additional specialisation allows for greater career choice and is aimed at assisting students to gain employment in their chosen field.

The course is structured in such a way that students are given the flexibility to change their Key Program/Major/ Sub-major selection throughout the duration of the course, provided they have enough elective units available to do so. High achieving students also have the option of completing a separate Business and Commerce Honours course, subject to 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; or completed Diploma of Business UWS College; or completed relevant TAFE award.

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

### Course Structure

Qualification for this award requires the successful completion of 240 credit points which include seven compulsory units (common core) plus nine units associated with a particular key program and eight units as electives. Students must complete a minimum of 60 credit points at Level 3 within their Key Program.

The seven compulsory common core units are:

<b>200336.2</b>	Business Academic Skills
<b>200184.2</b>	Introduction to Business Law
<b>200571.1</b>	Management Dynamics
<b>200083.1</b>	Marketing Principles
<b>200101.2</b>	Accounting Information for Managers
<b>200525.1</b>	Principles of Economics

Choose one of

<b>200052.3</b>	Introduction to Economic Methods
<b>200032.2</b>	Statistics for Business

200336 Business Academic Skills must be completed in the first session of study

Course Enquiries:

Please contact the Head of Program for the Key Program your enquiry relates to. The 16 Key Programs available in the Bachelor of Business and Commerce and the Head of Program details are listed below under "Key Programs".

### Key Programs

#### **KT2000.1** Accounting

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

#### **KT2001.1** Applied Economics

This key program is constructed to provide general skills in economics along with specific core expertise in financial management and financial economics.

#### **KT2002.1** Applied Finance

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.

#### **KT2004.1** Economics and Finance

This key program is designed to provide a broad based and highly flexible education in understanding how the economy functions.

#### **KT2006.1** Financial Mathematics

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.

#### **KT2007.1** Global Operations and Supply Chain Management

This Key Program ensures that graduates possess the knowledge and skills in the areas of global operations, logistics and supply chain management.

#### **KT2008.1** Hospitality Management

This Key Program provides a hospitality industry focus for career management professionals.

#### **KT2009.1** Human Resource Development and Organisational Development

This key program has been accredited with the Australian Human Resources Institute (AHRI). This key program provides key studies in both human resource development and organisation development within a broad strategic management context.

#### **KT2010.1** Human Resource Management and Industrial Relations

This key program has been accredited with the Australian Human Resources Institute (AHRI). This key program is designed for people who seek careers in human resource management and industrial relations.

#### **KT2011.1** International Business

The global economy, which previously was for some an interesting, attractive, exciting but highly abstract concept, is today a reality.

#### **KT2012.1** International Business and 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.

#### **KT2013.1** International Trade and Finance

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.

#### **KT2014.1** Management

This key program relates to management careers in contemporary private, public or not-for-profit organisations in Australia and abroad.

#### **KT2015.1** Marketing

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.

#### **KT2016.1** Property

This key program uses the principles of a range of areas of property, business, planning and law for making effective decisions in property.

#### **KT2018.1** Sport Management

This key program is designed for people who seek careers in Australian and international sport management.



## Majors

### M2000.1 Accounting

This major is designed for students who wish to work in a business area where a basic understanding of accounting processes would be an advantage.

### M2001.1 Applied Marketing Management

Each of the units constituting this major is focussed upon a particular application of marketing management. The emphasis is on the development of applied skills in marketing.

### M2016.1 Applied Mathematics

This major is not available to students enrolled in the Financial Mathematics key program of the Bachelor of Business and Commerce.

### M2015.1 Commercial Law

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to commerce.

### M2504ECON.1 Economics

An add-on economics major or sub-major can complement almost any degree, be it in business or any other area. Economics gives a broad perspective on a very fundamental aspect of relationships between individuals, firms, institutions and countries.

### M2002.1 Employment Relations

This major is 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. This major provides students with an exploration of issues related to staff selection and recruitment, employee performance and retention, and international employment relations, as well as addressing issues related to legal requirements and policy development.

### M2504FIN.1 Finance

This major is available to all UWS students except students in the Bachelor of Economics or students undertaking an Applied Finance or Economics and Finance Key Program. Finance is important to everyone, whether they wish to work in the finance industry or simply manage effectively their own personal finances.

### M2014.1 Finance Law

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to finance.

### M2003.1 International Business

This major is available to all undergraduate students other than those completing an International Business Key Program. The international program has been developed in

response to the needs of the growing number of employers, the industry sectors and the student demands and interests in understanding the international dimensions of our changing world on a day to day, an example includes foreign exchanges impacting on businesses and consumers.

### M2013.1 Law and Human Rights

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on law relevant to human rights.

### M2007.1 Managing Global Logistics and Supply Chains

This major is available to all students except those enrolled in the Global Operations and Supply Chain Management Key Program within the Bachelor of Business and Commerce. Logistics and Supply Chain Management form the backbone of many businesses ranging from manufacturing to service industries.

### M2008.1 Managing Globally

This 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. This major provides students with students with the foundations of issues related to the international dimension/s of management, and the necessary understanding of the workings of global organisational systems.

### M2009.1 Managing Organisations

This major is available to all undergraduate students except those completing a Management or Enterprise Management Key Program. This major provides students with the foundations of contemporary management practices, relating to issues such as operations, social responsibility, cultural implications of a diverse workforce and strategic management in relation to the contemporary changing business environment.

### M2011.1 Marketing

This major is available to all undergraduate students other than those completing a Marketing Key Program within the Bachelor of Business and Commerce. This major provides students with a broad range of skills equipping them to operate in dynamic markets.

### M2012.1 Property

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.

## Sub-majors

### SM2000.1 Accounting

This sub-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. This sub major is designed for those who would

be working in a business environment where the ability to understand and communicate information contained in the financial reports would be an advantage.

**SM2001.1** Accounting Controllership

This sub-major is only available to students enrolled in an Accounting Key Program. The Accounting Controllership sub-major is suitable for students interested in a corporate accounting career.

**SM2002.1** Advanced Business

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. This sub-major seeks to equip students with a high level of knowledge relevant to business issues in general as well as knowledge relevant to a specific business discipline.

**SM2027.1** Commercial Law

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to commerce.

**S2504ECON.1** Economics

This sub-major is available to UWS students who are not enrolled in the Bachelor of Economics or students undertaking an Applied Economics or Economics and Finance Key Program.

**S2504FIN.1** Finance

This sub-major is available to UWS students who are not enrolled in the Bachelor of Economics or students undertaking an Applied Finance or Economics and Finance Key Program.

**SM2003.1** E-Marketing

This sub-major provides students with the skills to work in a wired world.

**SM2004.1** Employment Relations

This sub-major is 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. This sub-major provides students with an overview of issues related to staff selection and recruitment, employee performance and retention, and international employment relations, as well as addressing issues related to legal requirements and policy development.

**SM2026.1** Finance Law

This sub major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to finance.

**SM2005.1** Financial Mathematics

This sub-major is not available to students enrolled in the Financial Mathematics Key Program.

**SM2006.1** Financial Planning

This sub-major is available to all undergraduate courses except the Bachelor of Financial Advising. This sub-major is designed for students who desire a knowledge of basic financial planning issues.

**SM2007.1** Historical and Contemporary Employment Relations

The Historical and Contemporary Employment Relations sub-major is no longer offered.

**SM2029.1** Hospitality Event Experience

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

**SM2008.1** Hospitality Operations

This sub-major is available to all undergraduate students except those completing a Hospitality Management Key Program. This sub major covers the three broad areas of hospitality in food, accommodation and events.

**SM2009.1** Human Resource Development

This 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. This sub-major provides students with an overview of the strategic management focus of integrating organisational needs and employee skills within the changing contemporary business environment.

**SM2010.1** International Business

This sub-major is available to all undergraduate students other than those completing an International Business Key Program. International business has been developed in response to the needs of the growing number of employers, the industry sectors and the student demands and interests in understanding the international business and specifically international marketing.

**SM2025.1** Law and Human Rights

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on law relevant to human rights.

**SM2014.1** Managing Global Logistics and Supply Chains

This sub-major is available to all students except those enrolled in the Global Operations and Supply Chain Management Key Program within the Bachelor of Business and Commerce. This sub major offers an insight into the key elements of logistics and supply chain management.

**SM2015.1** Managing Globally

This 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. This major provides students with students an overview of issues related to the international dimension/s of management, and the necessary understanding of the workings of global organisational systems.

**SM2016.1** Managing Organisations

This sub-major is available to all undergraduate students except those completing a Management or Enterprise Management Key Program. This sub-major provides students with an overview of contemporary management practices, relating to issues such as operations, social responsibility, cultural implications of a diverse workforce and strategic management in relation to the contemporary changing business environment.

**SM2018.1** Marketing

This sub-major is available to all undergraduate students other than those completing a Marketing Key Program. This sub-major will introduce students to the principal areas of marketing.

**SM2019.1** Operations Management

This sub-major is available to all undergraduate students except those enrolled in a Global Operations and Supply Chain Management Key Program. This sub-major provides an understanding of the dynamic nature of operations management.

**SM2020.1** Property Investment

The Property Investment sub-major is available to all undergraduate students other than those completing the Property Key Program. This sub-major is useful to students in the finance and related areas who want to expand their expertise in property investment.

**SM2028.1** Property Law

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law.

**SM2021.1** Public Practice Accounting

This sub-major is only available to students enrolled in an Accounting Key Program. This sub major may appeal to students who are interested in a career in public accounting.

**SM2023.1** The Sport Industry

This sub-major is available to all students except those enrolled in the Sport Management Key Program within the Bachelor of Business and Commerce. This sub-major offers students an introduction and insight into a relatively new area of Sport Management.

**SM2024.1** Workplace Relations

The Workplace Relations sub-major is no longer offered.

## Bachelor of Business and Commerce

### 2739.3

This course version commences from Spring 2009.

The Bachelor of Business and Commerce is a broadly based, multi-discipline undergraduate course offering flexibility and choice through a range of sixteen 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.

Students in the Bachelor of Business and Commerce will need to make choices about their Key Program to identify their main study area. For example, choosing the Accounting key program will result in a student graduating with a Bachelor of Business and Commerce (Accounting). In addition to a Key Program, students are able to complete either a Major or a Sub-major using their elective units. This additional specialisation allows for greater career choice and is aimed at assisting students to gain employment in their chosen field.

The course is structured in such a way that students are given the flexibility to change their Key Program/Major/ Sub-major selection throughout the duration of the course, provided they have enough elective units available to do so. High achieving students also have the option of completing a separate Business and Commerce Honours course, subject to 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.

### Location

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

### Admission

Applications are via UAC.

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

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

### Course Structure

Qualification for this award requires the successful completion of 240 credit points which include seven compulsory units (common core) plus nine units associated with a particular key program and eight units as electives. Students must complete a minimum of 60 credit points within their Key Program at Level 3.

The seven compulsory common core units are:

<b>200336.2</b>	Business Academic Skills
<b>200184.2</b>	Introduction to Business Law
<b>200571.1</b>	Management Dynamics

**200083.1** Marketing Principles  
**200101.2** Accounting Information for Managers  
**200525.1** Principles of Economics

Choose one of

**200052.3** Introduction to Economic Methods  
**200032.2** Statistics for Business

200336 Business Academic Skills must be completed in first session of study.

Course Enquiries:

Please contact the Head of Program for the Key Program your enquiry relates to. The 16 Key Programs available in the Bachelor of Business and Commerce and the Head of Program details are listed below under "Key Programs".

## Key Programs

**KT2000.1** Accounting

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

**KT2001.1** Applied Economics

This key program is constructed to provide general skills in economics along with specific core expertise in financial management and financial economics.

**KT2002.1** Applied Finance

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.

**KT2004.1** Economics and Finance

This key program is designed to provide a broad based and highly flexible education in understanding how the economy functions.

**KT2006.1** Financial Mathematics

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.

**KT2007.1** Global Operations and Supply Chain Management

This Key Program ensures that graduates possess the knowledge and skills in the areas of global operations, logistics and supply chain management.

**KT2008.1** Hospitality Management

This Key Program provides a hospitality industry focus for career management professionals.

**KT2009.1** Human Resource Development and Organisational Development

This key program has been accredited with the Australian Human Resources Institute (AHRI). This key program provides key studies in both human resource development and organisation development within a broad strategic management context.

**KT2019.1** Human Resource Management and Industrial Relations

This key program has been accredited with the Australian Human Resources Institute (AHRI). This key program is designed for people who seek careers in human resource management and industrial relations.

**KT2011.1** International Business

The global economy, which previously was for some an interesting, attractive, exciting but highly abstract concept, is today a reality.

**KT2012.1** International Business and 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.

**KT2013.1** International Trade and Finance

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.

**KT2014.1** Management

This key program relates to management careers in contemporary private, public or not-for-profit organisations in Australia and abroad.

**KT2015.1** Marketing

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.

**KT2016.1** Property

This key program uses the principles of a range of areas of property, business, planning and law for making effective decisions in property.

**KT2018.1** Sport Management

This key program is designed for people who seek careers in Australian and international sport management.

## Majors:

**M2000.1** Accounting

This major is designed for students who wish to work in a business area where a basic understanding of accounting processes would be an advantage.

**M2001.1** Applied Marketing Management

Each of the units constituting this major is focussed upon a particular application of marketing management. The emphasis is on the development of applied skills in marketing.

**M2016.1** Applied Mathematics

This major is not available to students enrolled in the Financial Mathematics key program of the Bachelor of Business and Commerce.

**M2015.1** Commercial Law

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to commerce.

**M2504ECON.1** Economics

An add-on economics major or sub-major can complement almost any degree, be it in business or any other area. Economics gives a broad perspective on a very fundamental aspect of relationships between individuals, firms, institutions and countries.

**M2504FIN.1** Finance

This major is available to all UWS students except students in the Bachelor of Economics or students undertaking an Applied Finance or Economics and Finance Key Program. Finance is important to everyone, whether they wish to work in the finance industry or simply manage effectively their own personal finances.

**M2014.1** Finance Law

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to finance.

**M2020.1** Human Resource Management and Industrial Relations

This major provides students with an exploration of issues related to the complimentary fields of human resource management and industrial relations.

**M2003.1** International Business

This major is available to all undergraduate students other than those completing an International Business Key Program. The international program has been developed in response to the needs of the growing number of employers, the industry sectors and the student demands and interests in understanding the international dimensions of our changing world on a day to day, an example includes foreign exchanges impacting on businesses and consumers.

**M2013.1** Law and Human Rights

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on law relevant to human rights.

**M2007.1** Managing Global Logistics and Supply Chains

This major is available to all students except those enrolled in the Global Operations and Supply Chain Management Key Program within the Bachelor of Business and Commerce. Logistics and Supply Chain Management form the backbone of many businesses ranging from manufacturing to service industries.

**M2008.1** Managing Globally

This 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. This major provides students with students with the foundations of issues related to the international dimension/s of management, and the necessary understanding of the workings of global organisational systems.

**M2009.1** Managing Organisations

This major is available to all undergraduate students except those completing a Management or Enterprise Management Key Program. This major provides students with the foundations of contemporary management practices, relating to issues such as operations, social responsibility, cultural implications of a diverse workforce and strategic management in relation to the contemporary changing business environment.

**M2011.1** Marketing

This major is available to all undergraduate students other than those completing a Marketing Key Program within the Bachelor of Business and Commerce. This major provides students with a broad range of skills equipping them to operate in dynamic markets.

**M2012.1** Property

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.

**Sub-majors****SM2000.1** Accounting

This sub-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. This sub major is designed for those who would be working in a business environment where the ability to understand and communicate information contained in the financial reports would be an advantage.

**SM2001.1** Accounting Controllership

This sub-major is only available to students enrolled in an Accounting Key Program. The Accounting Controllership sub-major is suitable for students interested in a corporate accounting career.

**SM2002.1** Advanced Business

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. This sub-major seeks to equip students with a high level of knowledge relevant to business issues in general as well as knowledge relevant to a specific business discipline.

**SM2027.1** Commercial Law

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their

knowledge and understanding of the law. The focus is on the law relevant to commerce.

**S2504ECON.1** Economics

This sub-major is available to UWS students who are not enrolled in the Bachelor of Economics or students undertaking an Applied Economics or Economics and Finance Key Program.

**S2504FIN.1** Finance

This sub-major is available to UWS students who are not enrolled in the Bachelor of Economics or students undertaking an Applied Finance or Economics and Finance Key Program.

**SM2003.1** E-Marketing

This sub-major provides students with the skills to work in a wired world.

**SM2026.1** Finance Law

This sub major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to finance.

**SM2005.1** Financial Mathematics

This sub-major is not available to students enrolled in the Financial Mathematics Key Program.

**SM2006.1** Financial Planning

This sub-major is available to all undergraduate courses except the Bachelor of Financial Advising. This sub-major is designed for students who desire a knowledge of basic financial planning issues.

**SM2029.1** Hospitality Event Experience

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

**SM2008.1** Hospitality Operations

This sub-major is available to all undergraduate students except those completing a Hospitality Management Key Program. This sub major covers the three broad areas of hospitality in food, accommodation and events.

**SM2009.1** Human Resource Development

This 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. This sub-major provides students with an overview of the strategic management focus of integrating organisational needs and employee skills within the changing contemporary business environment.

**SM2031.1** Human Resource Management and Industrial Relations

This sub major provides students with an insight into the issues related to the complimentary fields of human resource management and industrial relations.

**SM2010.1** International Business

This sub-major is available to all undergraduate students other than those completing an International Business Key Program. International business has been developed in response to the needs of the growing number of employers, the industry sectors and the student demands and interests in understanding the international business and specifically international marketing.

**SM2025.1** Law and Human Rights

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on law relevant to human rights.

**SM2014.1** Managing Global Logistics and Supply Chains

This sub-major is available to all students except those enrolled in the Global Operations and Supply Chain Management Key Program within the Bachelor of Business and Commerce. This sub major offers an insight into the key elements of logistics and supply chain management.

**SM2015.1** Managing Globally

This 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. This major provides students with students an overview of issues related to the international dimension/s of management, and the necessary understanding of the workings of global organisational systems.

**SM2016.1** Managing Organisations

This sub-major is available to all undergraduate students except those completing a Management or Enterprise Management Key Program. This sub-major provides students with an overview of contemporary management practices, relating to issues such as operations, social responsibility, cultural implications of a diverse workforce and strategic management in relation to the contemporary changing business environment.

**SM2018.1** Marketing

This sub-major is available to all undergraduate students other than those completing a Marketing Key Program. This sub-major will introduce students to the principal areas of marketing.

**SM2019.1** Operations Management

This sub-major is available to all undergraduate students except those enrolled in a Global Operations and Supply Chain Management Key Program. This sub-major provides an understanding of the dynamic nature of operations management.

**SM2020.1** Property Investment

The Property Investment sub-major is available to all undergraduate students other than those completing the Property Key Program. This sub-major is useful to students in the finance and related areas who want to expand their expertise in property investment.

**SM2028.1** Property Law

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law.

**SM2021.1** Public Practice Accounting

This sub-major is only available to students enrolled in an Accounting Key Program. This sub major may appeal to students who are interested in a career in public accounting.

**SM2023.1** The Sport Industry

This sub-major is available to all students except those enrolled in the Sport Management Key Program within the Bachelor of Business and Commerce. This sub-major offers students an introduction and insight into a relatively new area of Sport Management.

## Bachelor of Business and Commerce (Advanced Business Leadership)

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**2741.2**

This course version is to be replaced by version 3 from Spring 2009.

This course is a broadly based, multi-discipline undergraduate course offering flexibility and choice through a range of sixteen (16) 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 the 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 2739.2 Bachelor of Business and Commerce for a list of the Key Programs available.

**Study Mode**

Three years full-time.

**Location**

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal

**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**

<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200083.1</b>	Marketing Principles

**Spring session**

<b>200571.1</b>	Management Dynamics
<b>200184.2</b>	Introduction to Business Law

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	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**

<b>200572.1</b>	Advanced Business Seminars
<b>200573.1</b>	Business Leadership

And two electives

**Spring session**

<b>200574.1</b>	Frontiers of Business Theory and Analysis
<b>200609.1</b>	Entrepreneurial Team

Key Program specialist business Engaged Unit

And one elective

## Bachelor of Business and Commerce (Advanced Business Leadership)

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**2741.3**

This course version will commence Spring 2009.

This course is a broadly based, multi-discipline undergraduate course offering flexibility and choice through a range of sixteen (16) 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 the 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 2739.3 Bachelor of Business and Commerce for a list of the Key Programs available.

### Study Mode

Three years full-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal

### 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

<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200083.1</b>	Marketing Principles

##### Spring session

<b>200571.1</b>	Management Dynamics
<b>200184.2</b>	Introduction to Business Law

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	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

<b>200572.1</b>	Advanced Business Seminars
<b>200573.1</b>	Business Leadership

And two electives

##### Spring session

<b>200574.1</b>	Frontiers of Business Theory and Analysis
<b>200609.1</b>	Entrepreneurial Team

Key Program specialist business Engaged Unit

And one elective

## Bachelor of Business and Commerce (Honours)

### 2577.2

The Business & Commerce honours program provides full-time undergraduate students with an extra year (and part-time students an equivalent two years) of high quality study to enhance their applied and analytical skills and knowledge of current research literature, and provides training in research methods in the college and schools therein. The training in applied and theoretical research will equip students for employment as business professionals as well as the required skills to undertake further research study. Students must complete two units and a thesis.

### 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

As per UWS Honours Policy (refer Clause 13): Honours Policy

Admission requires a Grade Point Average (GPA) calculation of greater than a Credit Average (greater than 5.0). The calculation is taken over all semesters. However, for students whose overall GPA is no less than 4.5, a case for admission may be made based upon a GPA calculation from a selection of units in the second or third year of study (as approved by the College) amounting to no less than 80 credit points, and meeting the threshold of 5.0. The definition and calculation of a Grade Point Average is detailed in Part C of the Graduation Policy.

For further information on how to apply, refer to the Honours Admission page on the UWS Website: Admissions - Honours



## Course Structure

### Recommended Sequence

Qualification for this award requires the successful completion of 80 credit points including the units listed below.

### Full-time

#### Autumn session

- 200714.1** Business Research Methods
- 200412.3** Research Proposal and Seminar
- 200712.1** Business and Commerce Honours Thesis A

#### Spring session

- 200713.1** Business and Commerce Honours Thesis B

### Part-time

#### Year 1

#### Autumn session

- 200714.1** Business Research Methods

#### Spring session

- 200412.3** Research Proposal and Seminar

#### Year 2

#### Autumn session

- 200712.1** Business and Commerce Honours Thesis A

#### Spring session

- 200713.1** Business and Commerce Honours Thesis B

## Bachelor of Business and Commerce/ Bachelor of Laws

### 2740.2

This course version is replaced by version 3 from Spring 2009.

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
Campbelltown Campus	Full Time	Internal
Parramatta 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

Applications are 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

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.

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

### Year 1

#### Autumn session

- 200006.1** Introduction to Law
- 200008.1** Torts Law
- 200336.2** Business Academic Skills
- 200101.2** Accounting Information for Managers

#### Spring session

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

Choose two of

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

### 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

**200032.2** Statistics for Business  
**200052.3** Introduction to Economic Methods

**Year 3****Autumn session**

**200009.1** Constitutional Law  
**200109.3** Corporate Accounting Systems  
**200534.1** Accounting Information Systems

Choose one of

**200488.2** Corporate Financial Management

Or one elective

**Spring session**

**200020.3** Professional Responsibility and Legal Ethics  
**200535.1** Auditing and Assurance Services  
**200118.2** The Accountant as a Consultant  
**200267.1** Advanced Accounting

**Year 4****Autumn session**

**200016.2** Equity Trusts and Remedies 1

**Campbelltown students**

**200018.2** Law of Associations

**Parramatta students**

**200014.1** Commercial Law

And two LLB Alternate units

**Spring session**

**200200.1** Equity Trusts and Remedies 2

**Campbelltown students**

**200014.1** Commercial Law

**Parramatta students**

**200018.2** Law of Associations

And two LLB Alternate units

**Year 5****Autumn session****Campbelltown students**

**200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

**Parramatta students**

**200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

And two LLB Alternate units

**Spring session****Campbelltown students**

**200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

**Parramatta students**

**200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

And two LLB Alternate units

**Bachelor of Business and Commerce (Applied Finance)/Bachelor of Laws****Year 1****Autumn session**

**200006.1** Introduction to Law  
**200008.1** Torts Law  
**200101.2** Accounting Information for Managers  
**200336.2** Business Academic Skills

**Spring session**

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

Choose two of

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

**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**

<b>200012.1</b>	Property Law
<b>200057.2</b>	Investment Management
<b>200549.1</b>	The Australian Macroeconomy

Choose one of

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

**Year 3****Autumn session**

<b>200009.1</b>	Constitutional Law
<b>200078.1</b>	Portfolio Management
<b>200537.1</b>	Economics and Finance Engagement Project

Choose one of

<b>200055.3</b>	International Finance
<b>200059.1</b>	Financial Economics
<b>200077.1</b>	The Superannuation Industry
<b>200079.1</b>	Derivatives
<b>200518.1</b>	Behavioural Finance

**Spring session**

<b>200020.3</b>	Professional Responsibility and Legal Ethics
<b>200053.2</b>	Economic Modelling

Choose one of

<b>200055.3</b>	International Finance
<b>200059.1</b>	Financial Economics
<b>200077.1</b>	The Superannuation Industry
<b>200079.1</b>	Derivatives
<b>200518.1</b>	Behavioural Finance

And one elective

**Year 4****Autumn session**

<b>200016.2</b>	Equity Trusts and Remedies 1
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**Campbelltown students**

<b>200018.2</b>	Law of Associations
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**Parramatta students**

<b>200014.1</b>	Commercial Law
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And two LLB Alternate units

**Spring session**

<b>200200.1</b>	Equity Trusts and Remedies 2
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**Campbelltown students**

<b>200014.1</b>	Commercial Law
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**Parramatta students**

<b>200018.2</b>	Law of Associations
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And two LLB Alternate units

**Year 5****Autumn session****Campbelltown students**

<b>200013.3</b>	Administrative Law
<b>200015.1</b>	Criminal Procedure and Evidence

**Parramatta students**

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

And two LLB Alternate units

**Spring session****Campbelltown students**

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

**Parramatta students**

<b>200013.3</b>	Administrative Law
<b>200015.1</b>	Criminal Procedure and Evidence

And two LLB Alternate units

**Bachelor of Business and Commerce (Human Resource Management and Industrial Relations)/Bachelor of Laws****Year 1****Autumn session**

<b>200006.1</b>	Introduction to Law
<b>200008.1</b>	Torts Law
<b>200101.2</b>	Accounting Information for Managers
<b>200336.2</b>	Business Academic Skills

**Spring session**

<b>200007.1</b>	Law Foundation
<b>200010.1</b>	Criminal Law
<b>200300.1</b>	Managing People at Work

Choose one of

<b>200083.1</b>	Marketing Principles
<b>200525.1</b>	Principles of Economics
<b>200571.1</b>	Management Dynamics

**Year 2****Autumn session**

<b>200011.1</b>	Contracts
<b>200614.1</b>	Enterprise Industrial Relations

Choose two of

<b>200083.1</b>	Marketing Principles
<b>200525.1</b>	Principles of Economics
<b>200571.1</b>	Management Dynamics

**Spring session**

- 200012.1 Property Law  
200611.1 Management of Employee Performance

Choose one of

- 200032.2 Statistics for Business  
200052.3 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**

- 200009.1 Constitutional Law  
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

**Spring session**

- 200020.3 Professional Responsibility and Legal Ethics  
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**

- 200016.2 Equity Trusts and Remedies 1

**Campbelltown students**

- 200018.2 Law of Associations

**Parramatta students**

- 200014.1 Commercial Law

And two LLB Alternate units

**Spring session**

- 200200.1 Equity Trusts and Remedies 2

**Campbelltown students**

- 200014.1 Commercial Law

**Parramatta students**

- 200018.2 Law of Associations

And two LLB alternate units

**Year 5****Autumn session****Campbelltown students**

- 200013.3 Administrative Law  
200015.1 Criminal Procedure and Evidence

**Parramatta students**

- 200017.1 Dispute Resolution and Civil Procedure  
200019.2 Revenue Law

And two LLB Alternate units

**Spring session****Campbelltown students**

- 200017.1 Dispute Resolution and Civil Procedure  
200019.2 Revenue Law

**Parramatta students**

- 200013.3 Administrative Law  
200015.1 Criminal Procedure and Evidence

And two LLB alternate units

**Bachelor of Business and Commerce (Management)/Bachelor of Laws****Year 1****Autumn session**

- 200006.1 Introduction to Law  
200008.1 Torts Law  
200101.2 Accounting Information for Managers  
200336.2 Business Academic Skills

**Spring session**

- 200007.1 Law Foundation  
200010.1 Criminal Law

Choose two of

- 200083.1 Marketing Principles  
200525.1 Principles of Economics  
200571.1 Management Dynamics

**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**

<b>200012.1</b>	Property Law
<b>200585.1</b>	Organisational Behaviour
<b>200588.1</b>	Global Operations and Logistics Management

Choose one of

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

**Year 3****Autumn session**

<b>200009.1</b>	Constitutional Law
<b>200570.1</b>	Management of Change
<b>200583.1</b>	Power Politics and Knowledge

Choose one of

<b>200586.1</b>	Cross Cultural Management
<b>200150.1</b>	Managing Diversity

**Spring session**

<b>200020.3</b>	Professional Responsibility and Legal Ethics
<b>200587.1</b>	Strategic Management
<b>200568.1</b>	Contemporary Management Issues

Choose one of

<b>200159.2</b>	Organisation Analysis and Design
<b>200157.2</b>	Organisational Learning and Development

**Year 4****Autumn session**

<b>200016.2</b>	Equity Trusts and Remedies 1
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**Campbelltown students**

<b>200018.2</b>	Law of Associations
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**Parramatta students**

<b>200014.1</b>	Commercial Law
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And two LLB Alternate units

**Spring session**

<b>200200.1</b>	Equity Trusts and Remedies 2
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**Campbelltown students**

<b>200014.1</b>	Commercial Law
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**Parramatta students**

<b>200018.2</b>	Law of Associations
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And two LLB Alternate units

**Year 5****Autumn session****Campbelltown students**

<b>200013.3</b>	Administrative Law
<b>200013.3</b>	Administrative Law
<b>200015.1</b>	Criminal Procedure and Evidence

**Parramatta students**

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

And two LLB alternate units

**Spring session****Campbelltown students**

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

**Parramatta students**

<b>200015.1</b>	Criminal Procedure and Evidence
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And two LLB Alternate units

**Bachelor of Business and Commerce (Marketing)/Bachelor of Laws****Year 1****Autumn session**

<b>200006.1</b>	Introduction to Law
<b>200008.1</b>	Torts Law
<b>200101.2</b>	Accounting Information for Managers
<b>200336.2</b>	Business Academic Skills

**Spring session**

<b>200007.1</b>	Law Foundation
<b>200010.1</b>	Criminal Law
<b>200084.1</b>	Consumer Behaviour

Choose one of

<b>200083.1</b>	Marketing Principles
<b>200525.1</b>	Principles of Economics
<b>200571.1</b>	Management Dynamics

**Year 2****Autumn session**

<b>200011.1</b>	Contracts
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Choose one of

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

Choose two of

<b>200083.1</b>	Marketing Principles
<b>200525.1</b>	Principles of Economics
<b>200571.1</b>	Management Dynamics

**Spring session**

200012.1	Property Law
200090.2	Marketing of Services
200592.1	Marketing Research

And one elective

**Year 3****Autumn session**

200009.1	Constitutional Law
200086.2	Marketing Communications
200087.1	Strategic Marketing Management
200094.1	International Marketing

**Spring session**

200020.3	Professional Responsibility and Legal Ethics
200088.1	Brand and Product Management
200091.2	Business to Business Marketing
200096.2	Marketing Planning Project

**Year 4****Autumn session**

200016.2	Equity Trusts and Remedies 1
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**Campbelltown students**

200018.2	Law of Associations
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**Parramatta students**

200014.1	Commercial Law
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And two LLB Alternate units

**Spring session**

200200.1	Equity Trusts and Remedies 2
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**Campbelltown students**

200014.1	Commercial Law
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**Parramatta students**

200018.2	Law of Associations
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And two LLB Alternate units

**Year 5****Autumn session****Campbelltown students**

200013.3	Administrative Law
200015.1	Criminal Procedure and Evidence

**Parramatta students**

200017.1	Dispute Resolution and Civil Procedure
200019.2	Revenue Law

And two LLB alternate units

**Spring session****Campbelltown students**

200017.1	Dispute Resolution and Civil Procedure
200019.2	Revenue Law

**Parramatta students**

200013.3	Administrative Law
200015.1	Criminal Procedure and Evidence

And two LLB Alternate units

**LLB Alternate Units**

Students may choose 80 credit points of units from the following list

200021.1	Land Transactions Law
200186.1	Advanced Taxation Law
200220.2	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
200298.2	Immigration and Refugee Law
200529.2	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
200637.2	Intellectual Property
200638.1	International Business Transactions Law
200639.1	International Trade Law
200640.1	Medical Malpractice Law
200641.1	Wills and Succession
200646.1	Advocacy
200647.1	Planning and Environment Law
200648.1	Corporate Finance and Securities Regulation Law
200649.1	Jurisprudence
200650.1	Advanced Torts and Civil Wrongs
200651.1	Computer Law
200652.1	Space Law - Commercial Aspects
200653.1	Public International Law
200654.1	Anti-Discrimination Law
200655.1	Consumer Protection Law
200656.1	Conflicts of Law
200657.1	Corporate Governance
200658.1	Electronic Financial Transactions Law
200659.1	Insolvency Law and Policy
200660.1	Occupational Health and Safety Law
200661.1	Media Law
200662.1	Advanced Criminal Law
200663.1	International Moot Court
200694.1	Australian Moot Court
200697.1	Banking and Securities Law
200699.1	Clinical Legal Placement
200700.1	Law Honours Dissertation

<b>200701.1</b>	Issues in the Criminal Justice System
<b>200702.1</b>	Public Health Law
<b>200704.1</b>	Independent Study (Law)
<b>200741.1</b>	Indigenous Australians and the Law

## Honours Rules

- Refer to Honours Policy

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.

- 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.
- 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.
- The award of Honours Class 11 Division II 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.
- Honours Class 111 are not awarded in the LLB (Honours).

## Bachelor of Business and Commerce/ Bachelor of Laws

### 2740.3

This version of the course commences from Spring 2009.

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
Campbelltown Campus	Full Time	Internal
Parramatta 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

Applications are 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.

HSC English Advanced.

## Course Structure

Qualification for this award requires the successful completion of 400 credit points as per the structure below.

Students in this course will be eligible to graduate from the key program of their Business and Commerce degree on completion of all 24 units listed in the first three years of the relevant sequence below. It should be noted that this includes the 8 specified law units.

Students will only be eligible to graduate from their Bachelor of Laws degree on completion of the entire 400 credit point course.

Students are not able to undertake majors or sub-majors. Students in this course are only permitted to undertake the following five key programs of the Bachelor of Business and Commerce:

Each key program is available at the same campuses as they are available in the Bachelor of Business and Commerce.

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

### Year 1

#### Autumn session

<b>200006.1</b>	Introduction to Law
<b>200008.1</b>	Torts Law
<b>200336.2</b>	Business Academic Skills
<b>200101.2</b>	Accounting Information for Managers

#### Spring session

<b>200007.1</b>	Law Foundation
<b>200010.1</b>	Criminal Law

Choose two of

<b>200083.1</b>	Marketing Principles
<b>200525.1</b>	Principles of Economics
<b>200571.1</b>	Management Dynamics

### Year 2

#### Autumn session

<b>200011.1</b>	Contracts
<b>200111.1</b>	Financial Accounting Applications
<b>200116.1</b>	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

200032.2 Statistics for Business  
 200052.3 Introduction to Economic Methods

**Year 3****Autumn session**

200009.1 Constitutional Law  
 200109.3 Corporate Accounting Systems  
 200534.1 Accounting Information Systems

Choose one of

200488.2 Corporate Financial Management

Or one elective

**Spring session**

200020.3 Professional Responsibility and Legal Ethics  
 200535.1 Auditing and Assurance Services  
 200118.2 The Accountant as a Consultant  
 200267.1 Advanced Accounting

**Year 4****Autumn session**

200016.2 Equity Trusts and Remedies 1

**Campbelltown students**

200018.2 Law of Associations

**Parramatta students**

200014.1 Commercial Law

And two LLB Alternate units

**Spring session**

200200.1 Equity Trusts and Remedies 2

**Campbelltown students**

200014.1 Commercial Law

**Parramatta students**

200018.2 Law of Associations

And two LLB Alternate units

**Year 5****Autumn session****Campbelltown students**

200013.3 Administrative Law  
 200015.1 Criminal Procedure and Evidence

**Parramatta students**

200017.1 Dispute Resolution and Civil Procedure  
 200019.2 Revenue Law

And two LLB Alternate units

**Spring session****Campbelltown students**

200017.1 Dispute Resolution and Civil Procedure  
 200019.2 Revenue Law

**Parramatta students**

200013.3 Administrative Law  
 200015.1 Criminal Procedure and Evidence

And two LLB Alternate units

**Bachelor of Business and Commerce (Applied Finance)/Bachelor of Laws****Year 1****Autumn session**

200006.1 Introduction to Law  
 200008.1 Torts Law  
 200101.2 Accounting Information for Managers  
 200336.2 Business Academic Skills

**Spring session**

200007.1 Law Foundation  
 200010.1 Criminal Law

Choose two of

200083.1 Marketing Principles  
 200525.1 Principles of Economics  
 200571.1 Management Dynamics

**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**

<b>200012.1</b>	Property Law
<b>200057.2</b>	Investment Management
<b>200549.1</b>	The Australian Macroeconomy

Choose one of

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

**Year 3****Autumn session**

<b>200009.1</b>	Constitutional Law
<b>200078.1</b>	Portfolio Management
<b>200537.1</b>	Economics and Finance Engagement Project

Choose one of

<b>200055.3</b>	International Finance
<b>200059.1</b>	Financial Economics
<b>200077.1</b>	The Superannuation Industry
<b>200079.1</b>	Derivatives
<b>200518.1</b>	Behavioural Finance

**Spring session**

<b>200020.3</b>	Professional Responsibility and Legal Ethics
<b>200053.2</b>	Economic Modelling

Choose one of

<b>200055.3</b>	International Finance
<b>200059.1</b>	Financial Economics
<b>200077.1</b>	The Superannuation Industry
<b>200079.1</b>	Derivatives
<b>200518.1</b>	Behavioural Finance

And one elective

**Year 4****Autumn session**

<b>200016.2</b>	Equity Trusts and Remedies 1
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**Campbelltown students**

<b>200018.2</b>	Law of Associations
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**Parramatta students**

<b>200014.1</b>	Commercial Law
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And two LLB Alternate units

**Spring session**

<b>200200.1</b>	Equity Trusts and Remedies 2
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**Campbelltown students**

<b>200014.1</b>	Commercial Law
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**Parramatta students**

<b>200018.2</b>	Law of Associations
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And two LLB Alternate units

**Year 5****Autumn session****Campbelltown students**

<b>200013.3</b>	Administrative Law
<b>200015.1</b>	Criminal Procedure and Evidence

**Parramatta students**

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

And two LLB Alternate units

**Spring session****Campbelltown students**

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

**Parramatta students**

<b>200013.3</b>	Administrative Law
<b>200015.1</b>	Criminal Procedure and Evidence

And two LLB Alternate units

**Bachelor of Business and Commerce (Human Resource Management and Industrial Relations)/Bachelor of Laws****Year 1****Autumn session**

<b>200006.1</b>	Introduction to Law
<b>200008.1</b>	Torts Law
<b>200101.2</b>	Accounting Information for Managers
<b>200336.2</b>	Business Academic Skills

**Spring session**

<b>200007.1</b>	Law Foundation
<b>200010.1</b>	Criminal Law
<b>200300.1</b>	Managing People at Work

Choose one of

<b>200083.1</b>	Marketing Principles
<b>200525.1</b>	Principles of Economics
<b>200571.1</b>	Management Dynamics

**Year 2****Autumn session**

<b>200011.1</b>	Contracts
<b>200614.1</b>	Enterprise Industrial Relations

Choose two of

<b>200083.1</b>	Marketing Principles
<b>200525.1</b>	Principles of Economics
<b>200571.1</b>	Management Dynamics

**Spring session**

- 200012.1** Property Law  
**200739.1** Reward and Performance Management

Choose one of

- 200032.2** Statistics for Business  
**200052.3** Introduction to Economic Methods

Choose one of

- 200610.1** Employee Training and Development  
**200150.1** Managing Diversity  
**200617.1** Occupational Health and Safety

**Year 3****Autumn session**

- 200009.1** Constitutional Law  
**200616.1** Workplace Behaviour  
**200621.1** International Human Resource Management  
**200613.1** Negotiation, Bargaining and Advocacy

**Spring session**

- 200020.3** Professional Responsibility and Legal Ethics  
**200575.1** Processes and Evaluation in Employment Relations  
**200740.1** Human Resource and Industrial Relations Strategy

And one elective

**Year 4****Autumn session**

- 200016.2** Equity Trusts and Remedies 1

**Campbelltown students**

- 200018.2** Law of Associations

**Parramatta students**

- 200014.1** Commercial Law

And two LLB Alternate units

**Spring session**

- 200200.1** Equity Trusts and Remedies 2

**Campbelltown students**

- 200014.1** Commercial Law

**Parramatta students**

- 200018.2** Law of Associations

And two LLB alternate units

**Year 5****Autumn session****Campbelltown students**

- 200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

**Parramatta students**

- 200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

And two LLB Alternate units

**Spring session****Campbelltown students**

- 200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

**Parramatta students**

- 200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

And two LLB alternate units

**Bachelor of Business and Commerce (Management)/Bachelor of Laws****Year 1****Autumn session**

- 200006.1** Introduction to Law  
**200008.1** Torts Law  
**200101.2** Accounting Information for Managers  
**200336.2** Business Academic Skills

**Spring session**

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

Choose two of

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

**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

- 200032.2** Statistics for Business  
**200052.3** Introduction to Economic Methods

**Year 3****Autumn session**

- 200009.1** Constitutional Law  
**200570.1** Management of Change  
**200583.1** Power Politics and Knowledge  
**200586.1** Cross Cultural Management

**Spring session**

- 200020.3** Professional Responsibility and Legal Ethics  
**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**

- 200016.2** Equity Trusts and Remedies 1

**Campbelltown students**

- 200018.2** Law of Associations

**Parramatta students**

- 200014.1** Commercial Law

And two LLB Alternate units

**Spring session**

- 200200.1** Equity Trusts and Remedies 2

**Campbelltown students**

- 200014.1** Commercial Law

**Parramatta students**

- 200018.2** Law of Associations

And two LLB Alternate units

**Year 5****Autumn session****Campbelltown students**

- 200013.3** Administrative Law

- 200015.1** Criminal Procedure and Evidence

**Parramatta students**

- 200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

And two LLB alternate units

**Spring session****Campbelltown students**

- 200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

**Parramatta students**

- 200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

And two LLB Alternate units

**Bachelor of Business and Commerce (Marketing)/Bachelor of Laws****Year 1****Autumn session**

- 200006.1** Introduction to Law  
**200008.1** Torts Law  
**200101.2** Accounting Information for Managers  
**200336.2** Business Academic Skills

**Spring session**

- 200007.1** Law Foundation  
**200010.1** Criminal Law  
**200084.1** Consumer Behaviour

Choose one of

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

**Year 2****Autumn session**

- 200011.1** Contracts

Choose one of

- 200032.2** Statistics for Business  
**200052.3** Introduction to Economic Methods

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  
**200592.1** Marketing Research

And one elective

### Year 3

#### Autumn session

<b>200009.1</b>	Constitutional Law
<b>200086.2</b>	Marketing Communications
<b>200087.1</b>	Strategic Marketing Management
<b>200094.1</b>	International Marketing

#### Spring session

<b>200020.3</b>	Professional Responsibility and Legal Ethics
<b>200088.1</b>	Brand and Product Management
<b>200091.2</b>	Business to Business Marketing
<b>200096.2</b>	Marketing Planning Project

### Year 4

#### Autumn session

<b>200016.2</b>	Equity Trusts and Remedies 1
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#### Campbelltown students

<b>200018.2</b>	Law of Associations
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#### Parramatta students

<b>200014.1</b>	Commercial Law
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And two LLB Alternate units

#### Spring session

<b>200200.1</b>	Equity Trusts and Remedies 2
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#### Campbelltown students

<b>200014.1</b>	Commercial Law
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#### Parramatta students

<b>200018.2</b>	Law of Associations
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And two LLB Alternate units

### Year 5

#### Autumn session

#### Campbelltown students

<b>200013.3</b>	Administrative Law
<b>200015.1</b>	Criminal Procedure and Evidence

#### Parramatta students

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

And two LLB alternate units

#### Spring session

#### Campbelltown students

<b>200017.1</b>	Dispute Resolution and Civil Procedure
<b>200019.2</b>	Revenue Law

#### Parramatta students

<b>200013.3</b>	Administrative Law
<b>200015.1</b>	Criminal Procedure and Evidence

And two LLB Alternate units

#### LLB Alternate Units

Students may choose 80 credit points of units from the following list

<b>200021.1</b>	Land Transactions Law
<b>200186.1</b>	Advanced Taxation Law
<b>200220.2</b>	International Criminal Law
<b>200278.1</b>	Professional Legal Skills 1
<b>200279.1</b>	Professional Legal Skills 2
<b>200293.1</b>	Alternative Dispute Resolution
<b>200294.1</b>	Mediation
<b>200295.1</b>	Bioethics
<b>200296.1</b>	Law Economics and Business Ethics
<b>200297.1</b>	Law of Employment
<b>200298.2</b>	Immigration and Refugee Law
<b>200529.2</b>	Comparative Law: Legal Systems of the World
<b>200629.1</b>	Advanced Family Law
<b>200630.1</b>	Child Law
<b>200631.1</b>	Competition Law and Policy
<b>200632.1</b>	Elder Law
<b>200633.1</b>	Family Law
<b>200634.1</b>	Feminist Legal Theory and Practice
<b>200635.1</b>	Human Rights Law
<b>200637.2</b>	Intellectual Property
<b>200638.1</b>	International Business Transactions Law
<b>200639.1</b>	International Trade Law
<b>200640.1</b>	Medical Malpractice Law
<b>200641.1</b>	Wills and Succession
<b>200646.1</b>	Advocacy
<b>200647.1</b>	Planning and Environment Law
<b>200648.1</b>	Corporate Finance and Securities Regulation Law
<b>200649.1</b>	Jurisprudence
<b>200650.1</b>	Advanced Torts and Civil Wrongs
<b>200651.1</b>	Computer Law
<b>200652.1</b>	Space Law - Commercial Aspects
<b>200653.1</b>	Public International Law
<b>200654.1</b>	Anti-Discrimination Law
<b>200655.1</b>	Consumer Protection Law
<b>200656.1</b>	Conflicts of Law
<b>200657.1</b>	Corporate Governance
<b>200658.1</b>	Electronic Financial Transactions Law
<b>200659.1</b>	Insolvency Law and Policy
<b>200660.1</b>	Occupational Health and Safety Law
<b>200661.1</b>	Media Law
<b>200662.1</b>	Advanced Criminal Law
<b>200663.1</b>	International Moot Court
<b>200694.1</b>	Australian Moot Court
<b>200697.1</b>	Banking and Securities Law
<b>200699.1</b>	Clinical Legal Placement
<b>200700.1</b>	Law Honours Dissertation
<b>200701.1</b>	Issues in the Criminal Justice System
<b>200702.1</b>	Public Health Law
<b>200704.1</b>	Independent Study (Law)
<b>200741.1</b>	Indigenous Australians and the Law

## 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 II 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 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.2** 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  
**200157.2** Organisational Learning and Development

And two electives

##### Spring session

**200154.2** Entrepreneurial Management and Innovation  
**200158.2** Business, Society and Policy

And two electives

#### Year 3

##### Autumn session

**200159.2** 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

**200032.2** Statistics for Business  
**200047.1** Australia and the Global Economy  
**200083.1** Marketing Principles  
**200101.2** Accounting Information for Managers  
**200103.1** Accounting Reports and Decisions  
**200155.1** Business Skills and Communication  
**200184.2** Introduction to Business Law  
**61441.1** Workplace Behaviour  
**61651.1** Introduction to Operations Management

## Majors

### Innovation and Entrepreneurship Major

<b>M21087.1</b>	Innovation and Entrepreneurship
<b>MG102A.2</b>	Management Foundations
<b>200156.1</b>	Management and Decision Making
<b>MG302A.1</b>	Strategic Management
<b>200158.2</b>	Business, Society and Policy
<b>200154.2</b>	Entrepreneurial Management and Innovation
<b>H3741.1</b>	Management of Change

And the following two units:

<b>200159.2</b>	Organisation Analysis and Design
<b>H2810.1</b>	Research and Communication for Management

Or the following 20 credit point unit

<b>MG325A.1</b>	Business Skills
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### International Management and Development Major

<b>61671.1</b>	International Management
<b>200158.2</b>	Business, Society and Policy
<b>200071.1</b>	International Trade Theory and Policy
<b>200161.1</b>	Urban Governance, Policy and Management in Latin America
<b>200047.1</b>	Australia and the Global Economy
<b>200076.1</b>	Introductory Economics

Choose two of

<b>200072.1</b>	The Contemporary Global Economy
<b>200068.1</b>	Development Economics
<b>200533.1</b>	Globalisation and Asia

## Bachelor of Communication Studies/ Bachelor of Laws

### 2723.2

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.

### Study Mode

Five years full-time. Law units are available at Campbelltown and Parramatta campuses. Communication units are available at Penrith campus.

### 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 Practitioners Admission Board for admission as a legal practitioner in NSW after undertaking prescribed professional legal training.

## Admission

Applications are 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

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.

## Recommended sequence - Parramatta campus

### Full-time

#### Year 1

##### Autumn session

<b>200006.1</b>	Introduction to Law
<b>200008.1</b>	Torts Law

Two core Communications units

##### Spring session

<b>200007.1</b>	Law Foundation
<b>200010.1</b>	Criminal Law

Two core Communications units

#### Year 2

##### Autumn session

<b>200011.1</b>	Contracts
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Three core Communication units

**Spring session****200012.1** Property Law

Three core Communication units

**Year 3****Autumn session****200009.1** Constitutional Law

One core Communication unit

Two Communication Studies Major units

**Spring session****200020.3** Professional Responsibility and Legal Ethics

One core Communication unit

Two Communication Studies Major units

**Year 4****Autumn session****200014.1** Commercial Law**200016.2** Equity Trusts and Remedies 1

Two LLB alternate units

**Spring session****200018.2** Law of Associations**200200.1** Equity Trusts and Remedies 2

Two LLB alternate units

**Year 5****Autumn session****200019.2** Revenue Law**200017.1** Dispute Resolution and Civil Procedure

Two LLB alternate units

**Spring session****200013.3** Administrative Law**200015.1** Criminal Procedure and Evidence

Two LLB alternate units

**Recommended Sequence - Campbelltown campus****Full-time****Year 1****Autumn session****200006.1** Introduction to Law**200008.1** Torts Law

Two core Communication units

**Spring session****200007.1** Law Foundation**200010.1** Criminal Law

Two core Communication units

**Year 2****Autumn session****200011.1** Contracts

Three core Communication units

**Spring session****200012.1** Property Law

Three core Communication units

**Year 3****Autumn session****200009.1** Constitutional Law

One core Communication unit

Two Communication Studies Major units

**Spring session****200020.3** Professional Responsibility and Legal Ethics

One core Communication unit

Two Communication Studies Major units

**Year 4****Autumn session****200018.2** Law of Associations**200016.2** Equity Trusts and Remedies 1

Two LLB Alternate units

**Spring session****200014.1** Commercial Law**200200.1** Equity Trusts and Remedies 2

Two LLB Alternate units

**Year 5****Autumn session****200013.3** Administrative Law**200015.1** Criminal Procedure and Evidence

Two LLB Alternate units

**Spring session****200019.2** Revenue Law**200017.1** Dispute Resolution and Civil Procedure

Two LLB Alternate units

**LLB Alternate Units**

Students may choose 80 credit points of units from the following list.

**200021.1** Land Transactions Law**200186.1** Advanced Taxation Law**200220.2** 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
200298.2	Immigration and Refugee Law
200529.2	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
200637.2	Intellectual Property
200638.1	International Business Transactions Law
200639.1	International Trade Law
200640.1	Medical Malpractice Law
200641.1	Wills and Succession
200646.1	Advocacy
200647.1	Planning and Environment Law
200648.1	Corporate Finance and Securities Regulation Law
200649.1	Jurisprudence
200650.1	Advanced Torts and Civil Wrongs
200651.1	Computer Law
200652.1	Space Law - Commercial Aspects
200653.1	Public International Law
200654.1	Anti-Discrimination Law
200655.1	Consumer Protection Law
200656.1	Conflicts of Law
200657.1	Corporate Governance
200658.1	Electronic Financial Transactions Law
200659.1	Insolvency Law and Policy
200660.1	Occupational Health and Safety Law
200661.1	Media Law
200662.1	Advanced Criminal Law
200663.1	International Moot Court
200694.1	Australian Moot Court
200697.1	Banking and Securities Law
200699.1	Clinical Legal Placement
200700.1	Law Honours Dissertation
200701.1	Issues in the Criminal Justice System
200702.1	Public Health Law
200704.1	Independent Study (Law)
200741.1	Indigenous Australians and the Law

### Honours Rules

- Refer to Honours Policy

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 II 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 Economics

### 2504.2

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.

International applicants should contact the UWS International Office for details on admission.

Click here for the UWS International Office website



## Course Structure

Qualification for this award requires the successful completion of 240 credit points including the units listed in one of the the key program sequences below.

Students should 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 for this award.

## Key Programs

<b>KP2504BF.1</b>	Banking and Finance
<b>KP2504EAP.1</b>	Economic Analysis and Policy
<b>KP2504ITF.1</b>	International Trade and Finance
<b>KP2504PURD.1</b>	Property and Urban and Regional Development

## Majors and Sub-majors

The following are free standing majors available to UWS students who are not enrolled in the Bachelor of Economics or Bachelor of Business & Commerce (Applied Finance) or Bachelor of Business & Commerce (Economics and Finance):

<b>M2504ECON.1</b>	Economics
<b>M2504FIN.1</b>	Finance

The following are free standing sub-majors available to UWS students who are not enrolled in the Bachelor of Economics or Bachelor of Business & Commerce (Applied Finance) or Bachelor of Business & Commerce (Economics and Finance):

<b>S2504ECON.1</b>	Economics
<b>S2504FIN.1</b>	Finance

## Bachelor of Economics (Honours)

### 2683.2

The Economics Honours program provides full-time undergraduate students with an extra year of high quality study to enhance their applied and analytical skills and knowledge of current research literature and provide training in research methods in the school. The training in applied and theoretical research will equip students for employment as professional economists as well as the required skills to undertake further research study. Students must complete four units and a thesis.

### 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

Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).  
UAC

International applicants must apply directly to the University of Western Sydney via UWS International.  
UWS International

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre (UAC) website.

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS. Eligibility for admission to the Bachelor of Economics (Honours) is based upon the following minimum requirements:

A Grade Point Average (GPA) calculation of greater than a Credit Average (greater than 5.0). The calculation is taken over all semesters. However, for students whose overall GPA is no less than 4.5, a case for admission may be made based upon a GPA calculation from a selection of units in the second or third years of study (as approved by the College) amounting to no less than 80 credit points and meeting the threshold of 5.0. The definition and calculation of a Grade Point Average is detailed in Part C of the Graduation Policy.

## Course Structure

### Recommended Sequence

Qualification for this award requires the successful completion of 80 credit points including the units listed below.

### Full-time

#### Year 1

#### Autumn session

<b>200442.1</b>	Advanced Microeconomics
<b>200440.1</b>	Economics and Finance Research Methods
<b>200441.1</b>	Advanced Political Economy Theory and Research Methods

#### Spring session

<b>200492.1</b>	Advanced Macroeconomics
<b>200703.1</b>	Economics Honours Thesis

### Part-time

#### Year 1

#### Autumn session

<b>200440.1</b>	Economics and Finance Research Methods
<b>200441.1</b>	Advanced Political Economy Theory and Research Methods

**Spring session****200492.1** Advanced Macroeconomics**Year 2****Autumn session****200442.1** Advanced Microeconomics**Spring session****200703.1** Economics Honours Thesis**Bachelor of Economics/Bachelor of Laws****2526.3**

This course version commences in 2009.

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**

Five years full-time.

**Location**

Campus	Attendance Mode
Parramatta Campus	Full Time Internal

**Accreditation**

Graduates from this program are eligible to apply to the Legal Practitioner's Admissions Board for admission as a legal practitioner in N.S.W. after undertaking prescribed practical legal training.

**Admission**

Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

UAC

International applicants must apply directly to the University of Western Sydney via UWS International.

UWS International

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre (UAC) website.

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills

Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS

**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 with their B Economics degree on completion of 24 units including the core Economics units required for their Economics Key Program plus the specific eight Law units listed in the first three years of the recommended sequence. They may graduate with their Law degree on completion of the entire course.

This course consists of 16 core LLB units, 8 LLB alternate unit and all the required core Economics units for the relevant Economics Key Program. Where the number of required Economics units for the chosen Economics Key Program is less than 16, an elective is required to make up the 400 credit points required for this course.

Students in this course will be permitted to undertake any of the four Key Programs in the Bachelor of Economics:

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

The required Economics units are as listed in course 2504 Bachelor of Economics.

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

**200006.1** Introduction to Law  
**200008.1** Torts Law

Two Year 1 Economics units

**Spring session**

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

Two Year 1 Economics units

**Year 2****Autumn session****200011.1** Contracts

Key Program Economics unit  
 Two Year 1 Economics units

**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

Three Key Program Economics units

**Spring session**

**200020.3** Professional Responsibility and Legal Ethics

Three Key Program Economics units

**Year 4****Autumn session**

**200018.2** Law of Associations  
**200016.2** Equity Trusts and Remedies 1

Two LLB alternate units

**Spring session**

**200014.1** Commercial Law  
**200200.1** Equity Trusts and Remedies 2

Two LLB alternate units

**Year 5****Autumn session**

**200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

Two LLB alternate units

**Spring session**

**200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

Two LLB alternate units

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

**200006.1** Introduction to Law  
**200008.1** Torts Law

Two Year 1 Economics units

**Spring session**

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

Two Year 1 Economics units

**Year 2****Autumn session**

**200011.1** Contracts

Key Program Economics Unit

Two Year 1 Economics units

**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

Three Key Program Economics units

**Spring session**

**200020.3** Professional Responsibility and Legal Ethics

Three Key Program Economics units

**Year 4****Autumn session**

**200014.1** Commercial Law  
**200016.2** Equity Trusts and Remedies 1

Two LLB alternate units

**Spring session**

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

Two LLB alternate units

**Year 5****Autumn session**

**200017.1** Dispute Resolution and Civil Procedure  
**200019.2** Revenue Law

Two LLB alternate units

**Spring session**

**200015.1** Criminal Procedure and Evidence  
**200013.3** Administrative Law

Three LLB alternate units

**LLB Alternate Units**

Students may choose 80 credit points of units from the  
 following list:

**200021.1** Land Transactions Law  
**200186.1** Advanced Taxation Law  
**200220.2** 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
200298.2	Immigration and Refugee Law
200529.2	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
200637.2	Intellectual Property
200638.1	International Business Transactions Law
200639.1	International Trade Law
200640.1	Medical Malpractice Law
200641.1	Wills and Succession
200646.1	Advocacy
200647.1	Planning and Environment Law
200648.1	Corporate Finance and Securities Regulation Law
200649.1	Jurisprudence
200650.1	Advanced Torts and Civil Wrongs
200651.1	Computer Law
200652.1	Space Law - Commercial Aspects
200653.1	Public International Law
200654.1	Anti-Discrimination Law
200655.1	Consumer Protection Law
200656.1	Conflicts of Law
200657.1	Corporate Governance
200658.1	Electronic Financial Transactions Law
200659.1	Insolvency Law and Policy
200660.1	Occupational Health and Safety Law
200661.1	Media Law
200662.1	Advanced Criminal Law
200663.1	International Moot Court
200694.1	Australian Moot Court
200697.1	Banking and Securities Law
200699.1	Clinical Legal Placement
200700.1	Law Honours Dissertation
200701.1	Issues in the Criminal Justice System
200702.1	Public Health Law
200704.1	Independent Study (Law)
200741.1	Indigenous Australians and the Law

### Honours Rules

- Refer to Honours Policy

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 II 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 Financial Advising

### 2727.2

This course version will be replaced by 2727.3 from Spring 2009

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 UWS International Information

## 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

<b>200101.2</b>	Accounting Information for Managers
<b>200184.2</b>	Introduction to Business Law
<b>200525.1</b>	Principles of Economics
<b>200182.1</b>	Quantitative Techniques

##### Spring session

<b>200111.1</b>	Financial Accounting Applications
<b>200116.1</b>	Management Accounting Fundamentals
<b>200183.1</b>	Law of Business Organisations
<b>200270.1</b>	Financial Advisory Relationships

#### Year 2

##### Autumn session

<b>200554.1</b>	Law of Commercial Obligations
<b>200187.1</b>	Taxation Law
<b>200488.2</b>	Corporate Financial Management
<b>200536.1</b>	Intermediate Financial Accounting

##### Spring session

<b>200264.1</b>	Managing Professionals
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And three electives

#### Year 3

##### Autumn session

<b>200266.1</b>	State Taxes and GST
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And one of the following units:

<b>200267.1</b>	Advanced Accounting
<b>200271.1</b>	Financial Services Law

Students wishing to follow the Financial Planning Stream must choose Financial Services Law, unit code 200271 .

And two electives

##### Spring session

<b>200627.1</b>	Financial Planning
<b>200186.1</b>	Advanced Taxation Law

And two electives

### Part-time

#### Year 1

##### Autumn session

<b>200101.2</b>	Accounting Information for Managers
<b>200184.2</b>	Introduction to Business Law

##### Spring session

<b>200111.1</b>	Financial Accounting Applications
<b>200116.1</b>	Management Accounting Fundamentals

#### Year 2

##### Autumn session

<b>200525.1</b>	Principles of Economics
<b>200182.1</b>	Quantitative Techniques

##### Spring session

<b>200183.1</b>	Law of Business Organisations
<b>200270.1</b>	Financial Advisory Relationships

#### Year 3

##### Autumn session

<b>200554.1</b>	Law of Commercial Obligations
<b>200488.2</b>	Corporate Financial Management

##### Spring session

<b>200264.1</b>	Managing Professionals
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And one elective

#### Year 4

##### Autumn session

<b>200187.1</b>	Taxation Law
<b>200536.1</b>	Intermediate Financial Accounting

##### Spring session

Two electives

#### Year 5

##### Autumn session

<b>200266.1</b>	State Taxes and GST
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Choose one of

<b>200267.1</b>	Advanced Accounting
<b>200271.1</b>	Financial Services Law

Students wishing to follow the Financial Planning Stream must choose Financial Services Law, unit code 200271 .

##### Spring session

<b>200627.1</b>	Financial Planning
<b>200186.1</b>	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**

<b>200109.3</b>	Corporate Accounting Systems
<b>200188.1</b>	Systems Design and Audit
<b>200267.1</b>	Advanced Accounting

And five electives

**Financial Planning Stream**

<b>200265.1</b>	Personal Asset Management
<b>200272.1</b>	Insurance Advising - Theory and Practice
<b>200624.1</b>	Estate and Succession Planning
<b>200569.1</b>	Retirement Planning

And four electives

**Bachelor of Financial Advising****2727.3**

This course version replaces 2727.2 from Spring 2009.

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 an 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**

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

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

Eligibility for admission to the Bachelor of Financial Advising is based on the following requirements:

\* HSC Mathematics and English.

**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**

<b>200101.2</b>	Accounting Information for Managers
<b>200184.2</b>	Introduction to Business Law
<b>200525.1</b>	Principles of Economics
<b>200182.1</b>	Quantitative Techniques

**Spring session**

<b>200111.1</b>	Financial Accounting Applications
<b>200116.1</b>	Management Accounting Fundamentals
<b>200183.1</b>	Law of Business Organisations
<b>200270.1</b>	Financial Advisory Relationships

**Year 2****Autumn session**

<b>200554.1</b>	Law of Commercial Obligations
<b>200187.1</b>	Taxation Law
<b>200488.2</b>	Corporate Financial Management

One elective

**Spring session****200264.1** Managing Professionals

And three electives

**Year 3****Autumn session****200266.1** State Taxes and GST

And two electives

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 .

**Spring session****200627.1** Financial Planning**200186.1** Advanced Taxation Law

And 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).

200536 Intermediate Financial Accounting is a pre-requisite to study 200109 Corporate Accounting Systems. Therefore this unit is compulsory for students seeking Accounting qualification and accreditation.

**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**200624.1** Estate and Succession Planning**200569.1** Retirement Planning

And four electives

**Bachelor of Laws (Combined Studies - Arts, Communication and Social Sciences)****2571.2**

This is a Holding Course for admission purposes only.

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

**Admission**

Applications are 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)****2572.3**

This is a Holding Course for admission purposes only.

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

## Admission

Applications are 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

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

Bachelor of Economics/Bachelor of Laws

## Bachelor of Laws (Graduate Entry)

### 2501.3

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
Campbelltown Campus	Full Time	Internal
Campbelltown Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part 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 units required for admission as a legal practitioner.

## Admission

Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).  
UAC

International applicants must apply directly to the University of Western Sydney via UWS International.  
UWS International

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre (UAC) website.

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS

## Course Structure

### Recommended Full-time Sequence (Parramatta)

Qualification for this award requires the successful completion of 240 credit points as per the recommended sequence below.

#### Year 1

##### Autumn session

<b>200006.1</b>	Introduction to Law
<b>200008.1</b>	Torts Law
<b>200011.1</b>	Contracts
<b>200009.1</b>	Constitutional Law

##### Spring session

<b>200007.1</b>	Law Foundation
<b>200010.1</b>	Criminal Law
<b>200012.1</b>	Property Law
<b>200020.3</b>	Professional Responsibility and Legal Ethics

#### Year 2

##### Autumn session

<b>200014.1</b>	Commercial Law
<b>200016.2</b>	Equity Trusts and Remedies 1

LLB alternate unit 1

LLB alternate unit 2

##### Spring session

<b>200018.2</b>	Law of Associations
<b>200200.1</b>	Equity Trusts and Remedies 2

LLB alternate unit 3

LLB alternate unit 4

#### Year 3

##### Autumn session

<b>200019.2</b>	Revenue Law
<b>200017.1</b>	Dispute Resolution and Civil Procedure

LLB alternate unit 5

LLB alternate unit 6

##### Spring session

<b>200013.3</b>	Administrative Law
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**200015.1** Criminal Procedure and Evidence

LLB alternate unit 7  
LLB alternate unit 8

**Recommended Full-time Sequence (Campbelltown)****Year 1****Autumn session**

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

**Spring session**

**200007.1** Law Foundation  
**200010.1** Criminal Law  
**200012.1** Property Law  
**200020.3** Professional Responsibility and Legal Ethics

**Year 2****Autumn session**

**200018.2** Law of Associations  
**200016.2** Equity Trusts and Remedies 1

LLB alternate unit 1  
LLB alternate unit 2

**Spring session**

**200200.1** Equity Trusts and Remedies 2  
**200014.1** Commercial Law

LLB alternate unit 3  
LLB alternate unit 4

**Year 3****Autumn session**

**200015.1** Criminal Procedure and Evidence  
**200013.3** Administrative Law

LLB alternate unit 5  
LLB alternate unit 6

**Spring session**

**200019.2** Revenue Law  
**200017.1** Dispute Resolution and Civil Procedure

LLB alternate unit 7  
LLB alternate unit 8

**Recommended Part-time Sequence (Parramatta)****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  
**200020.3** Professional Responsibility and Legal Ethics

**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**

**200019.2** Revenue Law  
**200017.1** Dispute Resolution and Civil Procedure

**Spring session**

**200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

**Year 5****Autumn session**

LLB alternate unit 1  
LLB alternate unit 2

**Spring session**

LLB alternate unit 3  
LLB alternate unit 4

**Year 6****Autumn session**

LLB alternate unit 5  
LLB alternate unit 6

**Spring session**

LLB alternate unit 7  
LLB alternate unit 8

**Recommended Part-time Sequence  
(Campbelltown)****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  
200020.3 Professional Responsibility and Legal Ethics

**Year 3****Autumn session**

- 200018.2 Law of Associations  
200016.2 Equity Trusts and Remedies 1

**Spring session**

- 200014.1 Commercial Law  
200200.1 Equity Trusts and Remedies 2

**Year 4****Autumn session**

- 200013.3 Administrative Law  
200015.1 Criminal Procedure and Evidence

**Spring session**

- 200019.2 Revenue Law  
200017.1 Dispute Resolution and Civil Procedure

**Year 5****Autumn session**

- LLB alternate unit 1  
LLB alternate unit 2

**Spring session**

- LLB alternate unit 3  
LLB alternate unit 4

**Year 6****Autumn session**

- LLB alternate unit 5

LLB alternate unit 6

**Spring session**

- LLB alternate unit 7  
LLB alternate unit 8

**LLB Alternate Units**

Students may choose 80 credit points of units from the following list.

- 200021.1 Land Transactions Law  
200186.1 Advanced Taxation Law  
200220.2 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  
200298.2 Immigration and Refugee Law  
200529.2 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  
200637.2 Intellectual Property  
200638.1 International Business Transactions Law  
200639.1 International Trade Law  
200640.1 Medical Malpractice Law  
200641.1 Wills and Succession  
200646.1 Advocacy  
200647.1 Planning and Environment Law  
200648.1 Corporate Finance and Securities Regulation Law  
200649.1 Jurisprudence  
200650.1 Advanced Torts and Civil Wrongs  
200651.1 Computer Law  
200652.1 Space Law - Commercial Aspects  
200653.1 Public International Law  
200654.1 Anti-Discrimination Law  
200655.1 Consumer Protection Law  
200656.1 Conflicts of Law  
200657.1 Corporate Governance  
200658.1 Electronic Financial Transactions Law  
200659.1 Insolvency Law and Policy  
200660.1 Occupational Health and Safety Law  
200661.1 Media Law  
200662.1 Advanced Criminal Law  
200663.1 International Moot Court  
200694.1 Australian Moot Court  
200697.1 Banking and Securities Law  
200699.1 Clinical Legal Placement  
200700.1 Law Honours Dissertation  
200701.1 Issues in the Criminal Justice System  
200702.1 Public Health Law  
200704.1 Independent Study (Law)  
200741.1 Indigenous Australians and the Law

## Honours Rules

- Refer to Honours Policy

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.

- 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.
- 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.
- The award of Honours Class 11 Division II 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.
- Honours Class 111 are not awarded in the LLB (Honours).

## Bachelor of Laws (Non graduate entry)

### 2502.2

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.

### 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

### 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 units required for admission as a legal practitioner.

### Admission

Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

UAC

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre (UAC) website.

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS

Eligibility for admission to the Bachelor of Laws (Non graduate entry) is based upon the following minimum requirements:

\* TAFE or University Diploma or Advanced Diploma

OR

\* A record of study equivalent to one year full-time study at Bachelor level from an approved University.

### Course Structure

#### Recommended Full-time Sequence (Campbelltown)

Qualification for this award requires the successful completion of 320 credit points as per the recommended sequence below.

#### Year 1

##### Autumn session

<b>200006.1</b>	Introduction to Law
<b>200008.1</b>	Torts Law
<b>200011.1</b>	Contracts
<b>200009.1</b>	Constitutional Law

##### Spring session

<b>200007.1</b>	Law Foundation
<b>200010.1</b>	Criminal Law
<b>200012.1</b>	Property Law
<b>200020.3</b>	Professional Responsibility and Legal Ethics

#### Year 2

##### Autumn session

<b>200018.2</b>	Law of Associations
<b>200016.2</b>	Equity Trusts and Remedies 1

LLB alternate unit 1

LLB alternate unit 2

**Spring session**

**200014.1** Commercial Law  
**200200.1** Equity Trusts and Remedies 2

LLB alternate unit 3

LLB alternate unit 4

**Year 3****Autumn session**

**200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

LLB alternate unit 5

LLB alternate unit 6

**Spring session**

**200019.2** Revenue Law  
**200017.1** Dispute Resolution and Civil Procedure

LLB alternate unit 7

LLB alternate unit 8

**Year 4****Autumn session**

Non-LLB elective 1  
 Non-LLB elective 2  
 Non-LLB elective 3  
 Non-LLB elective 4

**Spring session**

Non-LLB elective 5  
 Non-LLB elective 6  
 Non-LLB elective 7  
 Non-LLB elective 8

**Recommended Part-time Sequence (Campbelltown)****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  
**200020.3** Professional Responsibility and Legal Ethics

**Year 3****Autumn session**

**200018.2** Law of Associations  
**200016.2** Equity Trusts and Remedies 1

**Spring session**

**200014.1** Commercial Law  
**200200.1** Equity Trusts and Remedies 2

**Year 4****Autumn session**

**200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

**Spring session**

**200019.2** Revenue Law  
**200017.1** Dispute Resolution and Civil Procedure

**Year 5****Autumn session**

LLB alternate unit 1  
 LLB alternate unit 2

**Spring session**

LLB alternate unit 3  
 LLB alternate unit 4

**Year 6****Autumn session**

LLB alternate unit 5  
 LLB alternate unit 6

**Spring session**

LLB alternate unit 7  
 LLB alternate unit 8

**Year 7****Autumn session**

Non-LLB elective 1  
 Non-LLB elective 2

**Spring session**

Non-LLB elective 3  
 Non-LLB elective 4

**Year 8****Autumn session**

Non-LLB elective 5  
 Non-LLB elective 6

**Spring session**

Non-LLB elective 7

Non-LLB elective 8

**LLB Alternate Units**

Students may choose 80 credit points of units from the following list.

200021.1	Land Transactions Law
200186.1	Advanced Taxation Law
200220.2	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
200298.2	Immigration and Refugee Law
200529.2	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
200637.2	Intellectual Property
200638.1	International Business Transactions Law
200639.1	International Trade Law
200640.1	Medical Malpractice Law
200641.1	Wills and Succession
200646.1	Advocacy
200647.1	Planning and Environment Law
200648.1	Corporate Finance and Securities Regulation Law
200649.1	Jurisprudence
200650.1	Advanced Torts and Civil Wrongs
200651.1	Computer Law
200652.1	Space Law - Commercial Aspects
200653.1	Public International Law
200654.1	Anti-Discrimination Law
200655.1	Consumer Protection Law
200656.1	Conflicts of Law
200657.1	Corporate Governance
200658.1	Electronic Financial Transactions Law
200659.1	Insolvency Law and Policy
200660.1	Occupational Health and Safety Law
200661.1	Media Law
200662.1	Advanced Criminal Law
200663.1	International Moot Court
200694.1	Australian Moot Court
200697.1	Banking and Securities Law
200699.1	Clinical Legal Placement
200700.1	Law Honours Dissertation
200701.1	Issues in the Criminal Justice System
200702.1	Public Health Law
200704.1	Independent Study (Law)
200741.1	Indigenous Australians and the Law

**Honours Rules**

- Refer to Honours Policy

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 II 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 Social Science/Bachelor of Laws****2538.3**

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. Law units are available at Campbelltown and Parramatta campuses. Social Science units are available at various campuses (mainly Bankstown and Penrith), depending on the units chosen.

**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 Practitioner's Admissions Board for admission as a legal practitioner in N.S.W. after undertaking prescribed practical legal training.

## Admission

Applications are 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

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.

For details of the Social Science units required please see course 1634.2 Bachelor of Social Science. 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 that instead of the minimum of 80 credit points of elective units required to be completed by Bachelor of Social Science students enrolled in course 1634.2, students in this Bachelor of Social Science/Bachelor of Laws course are required to complete the eight law units listed in the first three years of the recommended sequence below.*

## Recommended Sequence - Campbelltown students

### Full-time

#### 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

**200020.3** Professional Responsibility and Legal Ethics

And three social science units in selected specialisation

#### Year 4

##### Autumn session

**200018.2** Law of Associations  
**200016.2** Equity Trusts and Remedies 1

LLB alternate unit

LLB alternate unit

##### Spring session

**200014.1** Commercial Law  
**200200.1** Equity Trusts and Remedies 2

LLB alternate unit

LLB alternate unit

#### Year 5

##### Autumn session

**200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

LLB alternate unit

LLB alternate unit

##### Spring session

**200019.2** Revenue Law  
**200017.1** Dispute Resolution and Civil Procedure

LLB alternate unit

LLB alternate unit

**Recommended Sequence - Parramatta students****Full-time****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**

- 200020.3** Professional Responsibility and Legal Ethics

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**

- 200013.3** Administrative Law  
**200015.1** Criminal Procedure and Evidence

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.*

**LLB Alternate Units**

Students may choose 80 credit points of units from the following list

- 200021.1** Land Transactions Law  
**200186.1** Advanced Taxation Law  
**200220.2** 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  
**200298.2** Immigration and Refugee Law  
**200529.2** 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  
**200637.2** Intellectual Property  
**200638.1** International Business Transactions Law  
**200639.1** International Trade Law  
**200640.1** Medical Malpractice Law  
**200641.1** Wills and Succession  
**200646.1** Advocacy  
**200647.1** Planning and Environment Law  
**200648.1** Corporate Finance and Securities Regulation Law  
**200649.1** Jurisprudence  
**200650.1** Advanced Torts and Civil Wrongs  
**200651.1** Computer Law  
**200652.1** Space Law - Commercial Aspects  
**200653.1** Public International Law  
**200654.1** Anti-Discrimination Law  
**200655.1** Consumer Protection Law  
**200656.1** Conflicts of Law  
**200657.1** Corporate Governance  
**200658.1** Electronic Financial Transactions Law  
**200659.1** Insolvency Law and Policy  
**200660.1** Occupational Health and Safety Law  
**200661.1** Media Law  
**200662.1** Advanced Criminal Law  
**200663.1** International Moot Court  
**200694.1** Australian Moot Court  
**200697.1** Banking and Securities Law  
**200699.1** Clinical Legal Placement

<b>200700.1</b>	Law Honours Dissertation
<b>200701.1</b>	Issues in the Criminal Justice System
<b>200702.1</b>	Public Health Law
<b>200704.1</b>	Independent Study (Law)
<b>200741.1</b>	Indigenous Australians and the Law

### Honours Rules

- Refer to Honours Policy

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3. The award of Honours Class 11 Division II 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).

## Diploma in Business and Commerce

### 7007.1

This course replaces 7001 Diploma in Business in 2009

This new course is delivered by UWSCollege as an agent of the University of Western Sydney.

The Diploma in Business and Commerce is designed to provide a generalist tertiary level foundation for further study in undergraduate Business programs. It has been constructed to provide students with a sample of business units and university experiences to allow for well informed choices to be made in selecting their professional focus.

The Diploma aims to produce students who are fully prepared for study beyond the first year of an undergraduate degree. The Diploma in Business and Commerce, completed in a smaller, more supportive learning environment than usually found in first year undergraduate programs, is designed to develop students who are more aware of their roles and responsibilities within a university, have greater ability in self-directed study and have the self esteem that comes from prior achievement in a tertiary environment.

For more information on UWSCollege, please refer to the UWSCollege web site.  
UWSCollege

### Location

Campus	Attendance	Mode
Blacktown Campus	Full Time	Internal
	Full Time	Internal

### Admission

The aim of the course is to prepare students for tertiary study in Business. The Diploma is accredited by the University, as principal, to enable its agent, UWSCollege, to produce students who are fully prepared for study beyond the first year of a tertiary award.

1. English Entry requirements:

Students who come from overseas must satisfy one of the following language requirements:

- IELTS 6.0
- Completion of UWSCollege EAPIII course with a 50% pass
- A pass in Foundation Studies Academic English

2. Academic Entry Requirements

Vary according to country of origin. However, in general, completion of Year 12 or its equivalent is the minimum entry requirement OR to have passed the UWSCollege Foundation Certificate, offered by UWSCollege, with a Grade Point Average of 5.5 or higher.

Students are also assumed to have completed a subject in Mathematics, equivalent to a two unit subject in the NSW Higher School Certificate or to have passed a Foundation Level Mathematics unit at UWSCollege.

Local students entering this Diploma are required to have:

- Completed an English subject in the NSW Higher School Certificate, or to have competency in English at IELTS 6.0 (unless a native speaker) or have completed the UWSCollege English test at IELTS 6.0 equivalent or to have passed the UWSCollege Foundation English Course.
- Met other entry requirements such as a UAI identified prior to the offer of a place, or to have completed the UWSCollege Foundation Studies course, offered by UWSCollege, with a GPA of 5.5 or better and study of a Foundation Mathematics subject/unit .
- Assumed knowledge in Mathematics, equivalent to a two unit subject in the NSW Higher School Certificate or to have passed a Foundation Level Mathematics course at UWSCollege.

### Course Structure

Qualification for this award requires the successful completion of the units listed below.

<b>70000.1</b>	Information Systems in Context (UWSC)
<b>70001.1</b>	Marketing Principles (UWSC)
<b>70002.1</b>	Business Academic Skills (UWSC)
<b>70003.1</b>	Management Dynamics (UWSC)
<b>70004.1</b>	Introduction to Business Law (UWSC)
<b>70005.1</b>	Accounting Information for Managers (UWSC)
<b>70006.1</b>	Principles of Economics (UWSC)
<b>70007.1</b>	Statistics for Business (UWSC)



Students who have completed an HSC equivalent qualification with study in the relevant areas will be granted advanced standing for the following two units.

Students who have not completed an HSC equivalent qualification with study in the relevant areas must complete the following two units.

- 700045.1** Statistics for Academic Purposes (UWSCFS)
- 700046.1** Accounting Fundamentals (UWSCFS)

Students also complete a special requirement unit, Tertiary Study Skills, although this does not count for credit towards the Diploma.

## Diploma in Business and Commerce Fast Track

### 7008.1

This course replaces 7001 Diploma in Business in 2009. This new course is delivered by UWSCollege as an agent of the University of Western Sydney.

The Diploma in Business and Commerce Fast Track is designed to provide a generalist tertiary level foundation for further study in undergraduate Business programs. It has been constructed to provide students with a sample of business units and university experiences to allow for well informed choices to be made in selecting their professional focus.

The Diploma aims to produce students who are fully prepared for study beyond the first year of an undergraduate degree. The Diploma in Business and Commerce Fast Track, completed in a smaller, more supportive learning environment than usually found in first year undergraduate programs, is designed to develop students who are more aware of their roles and responsibilities within a university, have greater ability in self-directed study and have the self esteem that comes from prior achievement in a tertiary environment.

For more information on UWSCollege, please refer to the UWSCollege web site.  
UWSCollege

### Location

Campus	Attendance	Mode
Blacktown Campus	Full Time	Internal
	Full Time	Internal

### Admission

The aim of the course is to prepare students for tertiary study in Business. The Diploma is accredited by the University, as principal, to enable its agent, UWSCollege, to produce students who are fully prepared for study beyond the first year of a tertiary award.

1. English Entry Requirements Students who come from overseas must satisfy one of the following language requirements:

- IELTS 6.0
- Completion of UWSCollege EAP III course with a 50% pass.
- Pass in Foundation Studies Academic English

- Passed the UWSCollege English test at IELTS 6.0 equivalent

### 2. Academic Entry Requirements

Vary according to country of origin. However, in general, completion of Year 12 or its equivalent is the minimum entry requirement OR to have passed the UWSCollege Foundation Certificate, offered by UWSCollege, with a Grade Point Average of 6.0 or higher.

Students are also assumed to have completed a course in Mathematics, equivalent to a two unit course in the NSW Higher School Certificate or to have passed a Foundation Level Mathematics course at UWSCollege.

Local students entering this Diploma are required to have:

1. Completed an English course in the NSW Higher School Certificate, or to have competency in English at IELTS 6.0 (unless a native speaker) or have completed the UWSCollege English test at IELTS 6.0 equivalent or to have passed the UWSCollege Foundation English Course.
2. Met other entry requirements such as a UAI identified prior to the offer of a place, or to have completed the UWS College Foundation Studies course, offered by UWSCollege, with a GPA of 6.0 or better and study of a Foundation level Mathematics subject/unit.
3. Assumed knowledge in Mathematics, equivalent to a two unit course in the NSW Higher School Certificate or to have passed a Foundation Level Mathematics course at UWSCollege.

### Course Structure

Qualification for this award requires the successful completion of the units listed below.

- 70001.1** Marketing Principles (UWSC)
- 70002.1** Business Academic Skills (UWSC)
- 70003.1** Management Dynamics (UWSC)
- 70004.1** Introduction to Business Law (UWSC)
- 70005.1** Accounting Information for Managers (UWSC)
- 70006.1** Principles of Economics (UWSC)
- 70007.1** Statistics for Business (UWSC)

Choose one of the following units:

- 70000.1** Information Systems in Context (UWSC)

OR one unit from the following

- 700029.1** Financial Accounting Applications (UWSC)
- 700031.1** Organisational Behaviour (UWSC)
- 700030.1** Managing People at Work (UWSC)
- 700028.1** Introduction to International Business (UWSC)
- 700027.1** Consumer Behaviour (UWSC)

Students also complete a special requirement unit, Tertiary Study Skills, although this does not count for credit towards the Diploma.

## Unit Sets

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### Key Program - Banking and Finance

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#### **KP2504BF.1**

Those completing the banking and finance key program can access a range of finance careers, in particular with a variety of financial institutions. This program provides a strong grasp of finance along with core studies in economics. Students can choose electives in other areas, or may choose to add further economics electives ranging from political economy to applied econometrics, and/or finance electives covering areas from superannuation to investment and risk management.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

##### Year 1

<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200540.1</b>	Globalisation and Australia
<b>200048.1</b>	Financial Institutions and Markets
<b>200488.2</b>	Corporate Financial Management
<b>200052.3</b>	Introduction to Economic Methods
<b>200549.1</b>	The Australian Macroeconomy

And one elective

##### Year 2

<b>200547.1</b>	Macroeconomic Theory
<b>200061.1</b>	Financial Institutions Management
<b>200062.1</b>	Financial Institutions Lending
<b>200053.2</b>	Economic Modelling
<b>200531.1</b>	Industry Economics and Markets

And three electives

##### Year 3

Choose two of

<b>200059.1</b>	Financial Economics
<b>200518.1</b>	Behavioural Finance
<b>200079.1</b>	Derivatives
<b>200054.1</b>	Applied Econometrics
<b>200077.1</b>	The Superannuation Industry

Choose two of

<b>200532.1</b>	Government and the Economy
<b>200546.1</b>	Macroeconomic Issues
<b>200065.1</b>	Political Economy

And four electives

## Key Program - Economic Analysis and Policy

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#### **KP2504EAP.1**

This key program is designed for those with a keen interest in economics and public policy. It can lead to careers in a variety of areas including policy analysis and economic consultancy. Flexibility on the program allows students to pursue either a traditional economics program with a strong quantitative component, or a program that exposes them to alternatives to the traditional economic paradigms. The program can also form a sound basis for subsequent honours or other post-graduate studies.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

##### Year 1

<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200540.1</b>	Globalisation and Australia
<b>200048.1</b>	Financial Institutions and Markets
<b>200488.2</b>	Corporate Financial Management
<b>200052.3</b>	Introduction to Economic Methods
<b>200549.1</b>	The Australian Macroeconomy

And one elective

##### Year 2

<b>200547.1</b>	Macroeconomic Theory
<b>200532.1</b>	Government and the Economy
<b>200531.1</b>	Industry Economics and Markets
<b>200053.2</b>	Economic Modelling

And four electives

##### Year 3

<b>200530.1</b>	Microeconomic Theory and Applications
<b>200546.1</b>	Macroeconomic Issues

Choose two of

<b>200064.1</b>	History of Economic Thought
<b>200054.1</b>	Applied Econometrics
<b>200065.1</b>	Political Economy

And four electives

## Key Program - International Trade and Finance

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#### **KP2504ITF.1**

Globalisation is transforming world economic relations. The international trade and finance key program equips students with economic and financial knowledge that is

appropriate to a range of careers in international commerce and financial institutions in general. Students can choose electives in other areas, or may choose to add further economics electives ranging from political economy to applied econometrics, and/or finance electives covering areas from superannuation to investment and risk management.

**Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200540.1</b>	Globalisation and Australia
<b>200048.1</b>	Financial Institutions and Markets
<b>200488.2</b>	Corporate Financial Management
<b>200052.3</b>	Introduction to Economic Methods
<b>200549.1</b>	The Australian Macroeconomy

And one elective

**Year 2**

<b>200547.1</b>	Macroeconomic Theory
<b>200533.1</b>	Globalisation and Asia
<b>200531.1</b>	Industry Economics and Markets
<b>200053.2</b>	Economic Modelling
<b>200541.1</b>	Globalisation and Trade

And three electives

**Year 3**

<b>200538.1</b>	Global Labour Markets
<b>200055.3</b>	International Finance

Choose two of

<b>200064.1</b>	History of Economic Thought
<b>200054.1</b>	Applied Econometrics
<b>200065.1</b>	Political Economy
<b>200546.1</b>	Macroeconomic Issues

And four electives

**Key Program - Property and Urban and Regional Development*****KP2504PURD.1***

This key program is designed for those with a keen interest in economics who also wish to gain knowledge relevant to working in the property industry and regional government planning agencies. It can lead to careers in a variety of areas including policy analysis, economic consultancy and real estate management. Students can choose electives in other areas, or may choose to add further economics electives ranging from political economy to applied econometrics, and/or property electives.

**Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure****Year 1**

<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200540.1</b>	Globalisation and Australia
<b>200048.1</b>	Financial Institutions and Markets
<b>200488.2</b>	Corporate Financial Management
<b>200052.3</b>	Introduction to Economic Methods
<b>200549.1</b>	The Australian Macroeconomy

And one elective

**Year 2**

<b>200547.1</b>	Macroeconomic Theory
<b>200601.1</b>	Introduction to Property
<b>200073.1</b>	Economics of Planning and the Environment
<b>200053.2</b>	Economic Modelling
<b>200531.1</b>	Industry Economics and Markets

And three electives

**Year 3**

<b>200750.1</b>	Property Portfolio Analysis (V2)
<b>200598.1</b>	Property Development
<b>200075.1</b>	Urban and Regional Economics
<b>200749.1</b>	Property Investment

And four electives

**Key Program - Accounting*****KT2000.1***

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

**Offer**

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

**Unit Set Structure**

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

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

<b>200183.1</b>	Law of Business Organisations
<b>200187.1</b>	Taxation Law
<b>200488.2</b>	Corporate Financial Management

### Year 1

#### Autumn session

<b>200083.1</b>	Marketing Principles
<b>200101.2</b>	Accounting Information for Managers
<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics

#### Spring session

<b>200184.2</b>	Introduction to Business Law
<b>200111.1</b>	Financial Accounting Applications
<b>200571.1</b>	Management Dynamics

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

### Year 2

#### Autumn session

<b>200116.1</b>	Management Accounting Fundamentals
<b>200536.1</b>	Intermediate Financial Accounting

Choose one of:

<b>200488.2</b>	Corporate Financial Management
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OR one elective

Choose one of:

<b>200183.1</b>	Law of Business Organisations
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OR one elective

#### Spring session

<b>200108.1</b>	Contemporary Management Accounting
<b>200534.1</b>	Accounting Information Systems
<b>200109.3</b>	Corporate Accounting Systems

And one elective

### Year 3

#### Autumn session

<b>200535.1</b>	Auditing and Assurance Services
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And two electives

Choose one of:

<b>200187.1</b>	Taxation Law
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OR one elective

#### Spring session

<b>200267.1</b>	Advanced Accounting
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Engaged Learning Unit:-

<b>200118.2</b>	The Accountant as a Consultant
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And two electives

## Key Program - Applied Economics

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### KT2001.1

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.

### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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

### Year 1

#### Autumn session

<b>200184.2</b>	Introduction to Business Law
<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics

Choose one of the following two units:

<b>200052.3</b>	Introduction to Economic Methods
<b>200032.2</b>	Statistics for Business

#### Spring session

<b>200083.1</b>	Marketing Principles
<b>200101.2</b>	Accounting Information for Managers
<b>200549.1</b>	The Australian Macroeconomy
<b>200571.1</b>	Management Dynamics

### Year 2

#### Autumn session

<b>200547.1</b>	Macroeconomic Theory
<b>200048.1</b>	Financial Institutions and Markets

And two electives

#### Spring session

<b>200053.2</b>	Economic Modelling
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**200531.1** Industry Economics and Markets

And two electives

**Year 3****Autumn session**

Engaged Learning Unit:-

**200537.1** Economics and Finance Engagement Project

One alternate unit

One elective

Choose one of:

**200530.1** Microeconomic Theory and Applications**200054.1** Applied Econometrics**200546.1** Macroeconomic Issues**Spring session**

One alternate unit

Three electives

**Alternate Units****200065.1** Political Economy**200075.1** Urban and Regional Economics**200081.2** Managerial Economics**Key Program - Applied Finance****KT2002.1**

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.

**Offer**

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

**Unit Set Structure**

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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

**Year 1****Autumn session****200184.2** Introduction to Business Law**200336.2** Business Academic Skills**200525.1** Principles of Economics

Choose one of:

**200052.3** Introduction to Economic Methods**200032.2** Statistics for Business**Spring session****200083.1** Marketing Principles**200101.2** 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****200055.3** International Finance**200059.1** Financial Economics**200077.1** The Superannuation Industry**200079.1** Derivatives**200518.1** Behavioural Finance**Key Program - Economics and Finance****KT2004.1**

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.

**Offer**

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

**Unit Set Structure**

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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

**Year 1****Autumn session**

<b>200184.2</b>	Introduction to Business Law
<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200052.3</b>	Introduction to Economic Methods
<b>200032.2</b>	Statistics for Business

**Spring session**

<b>200101.2</b>	Accounting Information for Managers
<b>200083.1</b>	Marketing Principles
<b>200571.1</b>	Management Dynamics
<b>200549.1</b>	The Australian Macroeconomy

**Year 2****Autumn session**

<b>200547.1</b>	Macroeconomic Theory
<b>200048.1</b>	Financial Institutions and Markets
<b>200488.2</b>	Corporate Financial Management

And one elective

**Spring session**

<b>200053.2</b>	Economic Modelling
<b>200057.2</b>	Investment Management
<b>200531.1</b>	Industry Economics and Markets

And one elective

**Year 3****Autumn session**

Engaged Learning Unit (200537):

<b>200537.1</b>	Economics and Finance Engagement Project
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Choose one of:

<b>200054.1</b>	Applied Econometrics
<b>200055.3</b>	International Finance
<b>200078.1</b>	Portfolio Management

And two electives

**Spring session**

Choose one of:

<b>200546.1</b>	Macroeconomic Issues
<b>200530.1</b>	Microeconomic Theory and Applications

Choose one of:

<b>200059.1</b>	Financial Economics
<b>200518.1</b>	Behavioural Finance

And two electives

**Key Program - Financial Mathematics****KT2006.1**

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.

**Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

**Year 1****Autumn session**

<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics
<b>200032.2</b>	Statistics for Business
<b>200083.1</b>	Marketing Principles

**Spring session**

<b>300672.1</b>	Mathematics 1A
<b>200101.2</b>	Accounting Information for Managers
<b>200571.1</b>	Management Dynamics
<b>200184.2</b>	Introduction to Business Law

**Year 2****Autumn session**

<b>200048.1</b>	Financial Institutions and Markets
<b>200488.2</b>	Corporate Financial Management
<b>300673.1</b>	Mathematics 1B
<b>200033.2</b>	Applied Statistics

**Spring session**

<b>200057.2</b>	Investment Management
<b>200026.1</b>	Advanced Mathematics for Business

And two electives

**Year 3****Autumn session**

Two Alternate units from the list below

Two electives

**Spring session**

<b>200024.1</b>	Mathematical Finance
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Engaged Learning Unit:-

<b>200045.1</b>	Quantitative Project
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Two Alternate units from the list below

**Alternate Units**

<b>200022.1</b>	Mathematical Modelling
<b>200023.1</b>	Analysis
<b>200037.1</b>	Regression Analysis & Experimental Design
<b>200038.1</b>	Time Series and Forecasting
<b>200039.1</b>	Surveys and Multivariate Analysis
<b>200040.1</b>	Probability & Stochastic Processes
<b>200055.3</b>	International Finance
<b>200059.1</b>	Financial Economics
<b>200061.1</b>	Financial Institutions Management
<b>200078.1</b>	Portfolio Management
<b>200079.1</b>	Derivatives
<b>200193.1</b>	Abstract Algebra
<b>200749.1</b>	Property Investment
<b>200750.1</b>	Property Portfolio Analysis (V2)

**Key Program - Global Operations and Supply Chain Management****KT2007.1**

This Key Program ensures that graduates possess the knowledge and skills in the areas of global operations, logistics and supply chain management. The Key Program equips graduates to work in the many areas of logistics and operations management including manufacturing or services. Job positions such as production manager, customer service manager, service operations manager, logistics manager and operations manager are all appropriate for this course. The Key Program will facilitate the promotion to senior management responsibilities after sufficient experience.

**Offer**

<b>Campus</b>	<b>Mode</b>
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

**Unit Set Structure**

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

**Year 1****Autumn session**

<b>200677.1</b>	Global Supply Chain Management
<b>200336.2</b>	Business Academic Skills
<b>200571.1</b>	Management Dynamics
<b>200101.2</b>	Accounting Information for Managers

**Spring session**

<b>200083.1</b>	Marketing Principles
<b>200184.2</b>	Introduction to Business Law
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

**Year 2****Autumn session**

<b>200528.1</b>	Management of Projects
<b>200588.1</b>	Global Operations and Logistics Management

And two electives

**Spring session**

<b>200167.1</b>	Quality Management
<b>200585.1</b>	Organisational Behaviour

And two electives

**Year 3****Autumn session**

<b>200667.1</b>	Global Enterprise Resource Planning
<b>200668.1</b>	Technology Management for Competitiveness

And two electives

**Spring session**

Engaged Learning Unit (200162):

<b>200565.1</b>	Operations and Logistics in Practice
<b>200162.1</b>	Business Report

And two electives

## Key Program - Hospitality Management

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### KT2008.1

This Key Program provides a hospitality industry focus for career management professionals. It aims to develop a career focus for graduates capable of managing hotels, resorts, food-service enterprises or other service-oriented businesses. The Key Program 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.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

#### Year 1

##### Autumn session

<b>200336.2</b>	Business Academic Skills
<b>200571.1</b>	Management Dynamics
<b>200083.1</b>	Marketing Principles
<b>200273.2</b>	Managing Service and Experience

##### Spring session

<b>200101.2</b>	Accounting Information for Managers
<b>200184.2</b>	Introduction to Business Law
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

#### Year 2

##### Autumn session

<b>200710.1</b>	Managing the Food and Beverage Experience
<b>200709.1</b>	Managing the Accommodation Experience

And two electives

### Spring session

<b>200584.1</b>	Hospitality Management Operations
<b>200682.1</b>	Convention and Special Event Management

And two electives

#### Year 3

##### Autumn session

<b>200708.1</b>	Hospitality Industry
<b>200707.1</b>	Service Industry Studies

And two electives

### Spring session

<b>200148.1</b>	Planning and Design of Hospitality Facilities
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Engaged Learning Unit:-

<b>200561.2</b>	Hospitality Management Applied Project
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And two electives

## Key Program - Human Resource Development and Organisational Development

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### KT2009.1

This key program has been accredited with the Australian Human Resources Institute (AHRI). 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.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.



**Year 1****Autumn session**

<b>200336.2</b>	Business Academic Skills
<b>200571.1</b>	Management Dynamics
<b>200184.2</b>	Introduction to Business Law
<b>200101.2</b>	Accounting Information for Managers

**Spring session**

<b>200300.1</b>	Managing People at Work
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

And one elective

**Year 2****Autumn session**

<b>200083.1</b>	Marketing Principles
<b>200243.2</b>	Work Employment and the Labour Market
<b>200610.1</b>	Employee Training and Development

And one elective

**Spring session**

<b>200376.1</b>	Managing and Developing Careers
<b>200157.2</b>	Organisational Learning and Development

And two electives

**Year 3****Autumn session**

<b>200570.1</b>	Management of Change
<b>200175.4</b>	Managing Human Resources and Industrial Relations

And two electives

**Spring session**

<b>200159.2</b>	Organisation Analysis and Design
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Engaged Learning Unit (200381):

<b>200381.2</b>	Human Resources Development Seminar
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And two electives

## Key Program - Human Resource Management and Industrial Relations

**KT2010.1**

This key program has been accredited with the Australian Human Resources Institute (AHRI). 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.

**Offer**

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

**Unit Set Structure**

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

**Year 1****Autumn**

<b>200336.2</b>	Business Academic Skills
<b>200571.1</b>	Management Dynamics
<b>200184.2</b>	Introduction to Business Law
<b>200101.2</b>	Accounting Information for Managers

**Spring**

<b>200300.1</b>	Managing People at Work
<b>200525.1</b>	Principles of Economics
<b>200083.1</b>	Marketing Principles

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

**Year 2****Autumn**

<b>200614.1</b>	Enterprise Industrial Relations
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Choose one of:

<b>200607.1</b>	Recruitment and Selection
<b>200610.1</b>	Employee Training and Development
<b>200621.1</b>	International Human Resource Management

And two electives

**Spring**

<b>200611.1</b>	Management of Employee Performance
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Choose one of:

<b>200612.1</b>	Remuneration Theory and Practice
<b>200613.1</b>	Negotiation, Bargaining and Advocacy
<b>200622.1</b>	International and Comparative Employment Relations

Choose one of:

<b>200150.1</b>	Managing Diversity
<b>200243.2</b>	Work Employment and the Labour Market
<b>200616.1</b>	Workplace Behaviour
<b>200617.1</b>	Occupational Health and Safety

And one elective

### Year 3

#### Autumn

<b>200615.1</b>	Industrial Relations Strategy
<b>200618.1</b>	Human Resource Strategy

And two electives

#### Spring

Engaged Learning Unit (200575):

<b>200575.1</b>	Processes and Evaluation in Employment Relations
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And three electives

### Key Program - International Business

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#### KT2011.1

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.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes 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.

### Year 1

#### Autumn session

<b>200336.2</b>	Business Academic Skills
<b>200571.1</b>	Management Dynamics
<b>200083.1</b>	Marketing Principles
<b>200591.1</b>	Introduction to International Business

### Spring session

<b>200101.2</b>	Accounting Information for Managers
<b>200184.2</b>	Introduction to Business Law
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

### Year 2

#### Autumn session

<b>200541.1</b>	Globalisation and Trade
<b>200094.1</b>	International Marketing

And two electives

#### Spring session

<b>200374.2</b>	International Marketing Research
<b>200589.1</b>	Export Strategy and Applications

And two electives

### Year 3

#### Autumn session

<b>200626.1</b>	International Business Strategy
<b>200595.2</b>	International Business Finance

And two electives

#### Spring session

Engaged Learning Unit (200590):

<b>200590.1</b>	International Business Project
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Choose one of

<b>200098.1</b>	The Markets of Asia
<b>200099.2</b>	The Markets of Europe

And two electives

### Key Program - International Business and Global Management

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#### KT2012.1

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. An exciting aspect in this key program is that students engage in a project called

International Business Project, and engage with a real business in international business.

### Offer

Campus	Mode
Parramatta Campus	Multi Modal

### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory core units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

#### Year 1

##### Autumn session

<b>200083.1</b>	Marketing Principles
<b>200336.2</b>	Business Academic Skills
<b>200571.1</b>	Management Dynamics
<b>200591.1</b>	Introduction to International Business

##### Spring session

<b>200101.2</b>	Accounting Information for Managers
<b>200300.1</b>	Managing People at Work
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

#### Year 2

##### Autumn session

<b>200184.2</b>	Introduction to Business Law
<b>200255.1</b>	Management of E-Business Processes
<b>200621.1</b>	International Human Resource Management
<b>200626.1</b>	International Business Strategy

##### Spring session

<b>200158.2</b>	Business, Society and Policy
<b>200374.2</b>	International Marketing Research
<b>200595.2</b>	International Business Finance

Choose one of:

<b>200586.1</b>	Cross Cultural Management
<b>200150.1</b>	Managing Diversity

#### Year 3

##### Autumn session

<b>200094.1</b>	International Marketing
<b>200382.1</b>	Business and Competitive Intelligence
<b>200622.1</b>	International and Comparative Employment Relations

And one elective

### Spring session

Engaged Learning Unit (200590):

<b>200590.1</b>	International Business Project
<b>200589.1</b>	Export Strategy and Applications
<b>200623.1</b>	International Management

And one elective

### Key Program - International Trade and Finance

#### KT2013.1

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.

### Offer

Campus	Mode
Parramatta Campus	Multi Modal

### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

#### Year 1

##### Autumn session

<b>200184.2</b>	Introduction to Business Law
<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

##### Spring session

<b>200101.2</b>	Accounting Information for Managers
<b>200083.1</b>	Marketing Principles
<b>200571.1</b>	Management Dynamics
<b>200549.1</b>	The Australian Macroeconomy

#### Year 2

##### Autumn session

<b>200488.2</b>	Corporate Financial Management
<b>200547.1</b>	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  
**200055.3** International Finance

Choose one of:

**200054.1** Applied Econometrics  
**200538.1** Global Labour Markets  
**200546.1** Macroeconomic Issues

And one elective

**Spring session**

**200541.1** Globalisation and Trade

And three electives

**Key Program - Management****KT2014.1**

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. Students enrolled in this Key Program must undertake either a major or sub-major in another functional area of business offered by the College of Business, except the Managing Organisations or Managing Globally majors and/or sub-majors.

**Offer**

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

**Unit Set Structure**

Students enrolled in this Key Program must undertake either a major or sub-major in another functional area of business offered by the College of Business, except the Managing Organisations or Managing Globally majors and/or sub-majors.

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

**Year 1****Autumn session**

**200083.1** Marketing Principles  
**200101.2** Accounting Information for Managers  
**200336.2** Business Academic Skills  
**200571.1** Management Dynamics

**Spring session**

**200184.2** Introduction to Business Law  
**200525.1** Principles of Economics  
**200585.1** Organisational Behaviour

Choose one of:

**200032.2** Statistics for Business  
**200052.3** 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  
**200752.1** 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

## Key Program - Marketing

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### KT2015.1

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.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

#### Year 1

##### Autumn session

<b>200083.1</b>	Marketing Principles
<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics

Choose one of:

<b>200032.1</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods

##### Spring session

<b>200084.1</b>	Consumer Behaviour
<b>200101.2</b>	Accounting Information for Managers
<b>200184.2</b>	Introduction to Business Law
<b>200571.1</b>	Management Dynamics

#### Year 2

##### Autumn session

<b>200592.1</b>	Marketing Research
<b>200086.2</b>	Marketing Communications

And two electives

##### Spring session

<b>200090.2</b>	Marketing of Services
<b>200088.1</b>	Brand and Product Management

And two electives

#### Year 3

##### Autumn session

<b>200087.1</b>	Strategic Marketing Management
<b>200094.1</b>	International Marketing

And two electives

##### Spring session

Engaged Learning Unit (200096):

<b>200096.2</b>	Marketing Planning Project
<b>200091.2</b>	Business to Business Marketing

And two electives

## Key Program - Property

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### KT2016.1

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.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

## Accreditation

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:

<b>200435.1</b>	Property Development Controls
<b>200599.1</b>	Land Law
<b>200604.1</b>	Valuation of Special Premises
<b>200605.1</b>	Rural Valuation
<b>200711.1</b>	Statutory Valuation
<b>300706.1</b>	Building 1

### Year 1

#### Autumn session

<b>200336.2</b>	Business Academic Skills
<b>200525.1</b>	Principles of Economics
<b>200601.1</b>	Introduction to Property

Choose one of:

<b>300706.1</b>	Building 1
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OR one elective

#### Spring session

<b>200083.1</b>	Marketing Principles
<b>200101.2</b>	Accounting Information for Managers
<b>200184.2</b>	Introduction to Business Law
<b>200602.1</b>	Principles of Valuation

### Year 2

#### Autumn session

<b>200032.2</b>	Statistics for Business
<b>200603.1</b>	Commercial Valuation
<b>200571.1</b>	Management Dynamics

Choose one of:

<b>200435.1</b>	Property Development Controls
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OR one elective

#### Spring session

<b>200749.1</b>	Property Investment
<b>200750.1</b>	Property Portfolio Analysis (V2)

Choose one of:

<b>200605.1</b>	Rural Valuation
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OR one elective

Choose one of:

<b>200599.1</b>	Land Law
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OR one elective

### Year 3

#### Autumn session

<b>200598.1</b>	Property Development
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#### **200600.1** Commercial Property Management

And one elective

Choose one of:

<b>200711.1</b>	Statutory Valuation
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OR one elective

#### Spring session

Engaged Learning Unit (200360):

<b>200360.1</b>	Property Project
<b>200597.1</b>	Property Finance and Tax

And one elective

Choose one of:

<b>200604.1</b>	Valuation of Special Premises
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OR one elective

## Key Program - Sport Management

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### **KT2018.1**

This key program is designed for people who seek careers in Australian and international sport management. 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.

### Offer

Campus	Mode
Campbelltown Campus	Multi Modal

### Unit Set Structure

Qualification for this award requires the successful completion of 240 credit points which includes compulsory units plus units associated with a particular business discipline (together making up the Key Program) and free elective units 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.

### Year 1

#### Autumn session

<b>200083.1</b>	Marketing Principles
<b>200336.2</b>	Business Academic Skills

**200571.1** Management Dynamics  
**200705.1** The World of Sport Management

### Spring session

**200101.2** Accounting Information for Managers  
**200184.2** Introduction to Business Law  
**200525.1** Principles of Economics

Choose one of:

**200032.2** Statistics for Business  
**200052.3** Introduction to Economic Methods

### Year 2

#### Autumn session

**200665.1** Strategic Communication in Sport  
**200273.2** Managing Service and Experience

And two electives

#### Spring session

**200664.1** Sport Management Internship  
**200579.1** Sport Event and Facility Management

And two electives

### Year 3

#### Autumn session

**200754.1** Sports Management - Planning and Development  
**200707.1** Service Industry Studies

And two electives

#### Spring session

Engaged Learning Unit (200580):

**200751.1** Sport Management Applied Project  
**400335.2** Contemporary Issues in Sport Management

And two electives

## Key Program - Human Resource Management and Industrial Relations

### KT2019.1

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.

## Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

## Unit Set Structure

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

### Year 1

#### Autumn

**200336.2** Business Academic Skills  
**200571.1** Management Dynamics  
**200184.2** Introduction to Business Law  
**200101.2** Accounting Information for Managers

#### Spring

**200300.1** Managing People at Work  
**200525.1** Principles of Economics  
**200083.1** Marketing Principles

Choose one of:

**200032.2** Statistics for Business  
**200052.3** Introduction to Economic Methods

### Year 2

#### Autumn

**200614.1** Enterprise Industrial Relations  
**200621.1** International Human Resource Management

And two electives

#### Spring

**200739.1** Reward and Performance Management

Choose one of:

**200610.1** Employee Training and Development  
**200150.1** Managing Diversity  
**200753.1** Occupational Health and Safety

And two electives

### Year 3

#### Autumn

**200616.1** Workplace Behaviour  
**200613.1** Negotiation, Bargaining and Advocacy

And two electives

#### Spring

**200575.1** Processes and Evaluation in Employment Relations  
**200740.1** Human Resource and Industrial Relations Strategy

And two electives

## Major - Accounting

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### M2000.1

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. This major is designed for students who wish to work in a business area where a basic understanding of accounting processes would be an advantage. Completion of this major will not satisfy the requirements for membership to the CPA/ACA professional bodies.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete eight units comprising two core units and six units from the unit pool.

#### Core Units

200101.2	Accounting Information for Managers
200116.1	Management Accounting Fundamentals

#### Pool 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

## Major - Applied Marketing Management

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### M2001.1

Each of the units constituting this major is focussed upon a particular application of marketing management. The emphasis is on the development of applied skills in marketing. Students undertaking this combination of units will be equipped with skills pertinent to employment in sales and marketing in a diverse range of organisations.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

## Unit Set Structure

Students must complete the following eight units:

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

## Major - Employment Relations

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### M2002.1

This major is 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. This major provides students with an exploration of issues related to staff selection and recruitment, employee performance and retention, and international employment relations, as well as addressing issues related to legal requirements and policy development.

### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete eight units as follows:

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.



## Major - International Business

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### M2003.1

This major is available to all undergraduate students other than those completing an International Business Key Program. The international program has been developed in response to the needs of the growing number of employers, the industry sectors and the student demands and interests in understanding the international dimensions of our changing world on a day to day, an example includes foreign exchanges impacting on businesses and consumers. Built upon domestic business education, a detailed knowledge is required from an international perspective when applying an understanding of the workings of that international business market to real life case studies and examples.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete eight units as follows:

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

## Major - Managing Global Logistics and Supply Chains

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### M2007.1

This major is available to all students except those enrolled in the Global Operations and Supply Chain Management or Global Logistics and Operations Management Key Programs within the Bachelor of Business and Commerce. Logistics and Supply Chain Management form the backbone of many businesses ranging from manufacturing to service industries. Given the increasingly global nature of the economy this major comprehensively looks at operations, logistics and supply chain management in a global context. In addition areas of quality management, project management and strategic management are studied as key aspects required to support a logistics and supply chain management. This major offers a compliment to other key programs in that it has applicability to all businesses and all industries.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following eight units:

200588.1	Global Operations and Logistics Management
200677.1	Global Supply Chain Management
200528.1	Management of Projects
200667.1	Global Enterprise Resource Planning
200668.1	Technology Management for Competitiveness
200565.1	Operations and Logistics in Practice
200167.1	Quality Management
200587.1	Strategic Management

## Major - Managing Globally

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### M2008.1

This major is available to all undergraduate students other than those enrolled in the International Business and Global Management Key Program within 2739 Bachelor of Business and Commerce. This major provides students with students with the foundations of issues related to the international dimension/s of management, and the necessary understanding of the workings of global organisational systems.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete eight of the prescribed units listed below.

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

## Major - Managing Organisations

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### M2009.1

This major is available to all undergraduate students except those completing a Management or Enterprise

Management Key Program. This major provides students with the foundations of contemporary management practices, relating to issues such as operations, social responsibility, cultural implications of a diverse workforce and strategic management in relation to the contemporary changing business environment.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete eight units as follows:

<b>200571.1</b>	Management Dynamics
<b>200585.1</b>	Organisational Behaviour

And six units from the following pool:

<b>200158.2</b>	Business, Society and Policy
<b>200586.1</b>	Cross Cultural Management
<b>200588.1</b>	Global Operations and Logistics Management
<b>200570.1</b>	Management of Change
<b>200752.1</b>	Power, Politics and Knowledge
<b>200587.1</b>	Strategic Management

Either:

<b>200157.2</b>	Organisational Learning and Development
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or

<b>200159.2</b>	Organisation Analysis and Design
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### Major - Marketing

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#### **M2011.1**

This major is available to all undergraduate students other than those completing a Marketing Key Program within the Bachelor of Business and Commerce. This major provides students with a broad range of skills equipping them to operate in dynamic markets. It emphasises the increasingly important role of marketing as a driver of organisational performance. Participants are exposed to the broad and dynamic field of marketing, acquiring knowledge and skills critical to fulfilling marketing roles in contemporary and emergent organisations.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete the following eight units:

<b>200083.1</b>	Marketing Principles
<b>200084.1</b>	Consumer Behaviour
<b>200086.2</b>	Marketing Communications
<b>200088.1</b>	Brand and Product Management
<b>200094.1</b>	International Marketing
<b>200090.2</b>	Marketing of Services
<b>200087.1</b>	Strategic Marketing Management
<b>200096.2</b>	Marketing Planning Project

### Major - Property

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#### **M2012.1**

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.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Blacktown Campus	Multi Modal

### Unit Set Structure

Students must complete the following eight units:

<b>200749.1</b>	Property Investment
<b>200750.1</b>	Property Portfolio Analysis (V2)
<b>200598.1</b>	Property Development
<b>200597.1</b>	Property Finance and Tax
<b>200600.1</b>	Commercial Property Management
<b>200601.1</b>	Introduction to Property
<b>200602.1</b>	Principles of Valuation
<b>200603.1</b>	Commercial Valuation

### Major - Law and Human Rights

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#### **M2013.1**

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on law relevant to human rights.

### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete eight (8) units from the list below:

<b>200293.1</b>	Alternative Dispute Resolution
<b>200294.1</b>	Mediation
<b>200295.1</b>	Bioethics
<b>200296.1</b>	Law Economics and Business Ethics
<b>200551.1</b>	Workplace Law
<b>200701.1</b>	Issues in the Criminal Justice System
<b>200635.1</b>	Human Rights Law
<b>200298.2</b>	Immigration and Refugee Law
<b>LW211A.1</b>	Law and Society (V1)
<b>SS242A.1</b>	Crime & Law

## Major - Finance Law

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### M2014.1

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to finance.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following core unit

<b>200184.2</b>	Introduction to Business Law
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And seven units from the list below

<b>200183.1</b>	Law of Business Organisations
<b>200186.1</b>	Advanced Taxation Law
<b>200187.1</b>	Taxation Law
<b>200266.1</b>	State Taxes and GST
<b>200268.1</b>	Self Managed Superannuation Funds
<b>200271.1</b>	Financial Services Law
<b>200296.1</b>	Law Economics and Business Ethics
<b>61525.1</b>	Financial Transactions Law
<b>200554.1</b>	Law of Commercial Obligations
<b>200624.1</b>	Estate and Succession Planning
<b>200569.1</b>	Retirement Planning

## Major - Commercial Law

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### M2015.1

This major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to commerce.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following core unit

<b>200184.2</b>	Introduction to Business Law
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And seven units from the list below

<b>200183.1</b>	Law of Business Organisations
<b>200187.1</b>	Taxation Law
<b>200293.1</b>	Alternative Dispute Resolution
<b>200294.1</b>	Mediation
<b>200296.1</b>	Law Economics and Business Ethics
<b>61525.1</b>	Financial Transactions Law
<b>200551.1</b>	Workplace Law
<b>CP308A.1</b>	Information Systems Ethics and Law
<b>200554.1</b>	Law of Commercial Obligations
<b>LW207A.1</b>	Regulation of Markets (V1)

## Major - Applied Mathematics

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### M2016.1

This major is not available to students enrolled in the Financial Mathematics key program of the Bachelor of Business and Commerce.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following eight units:

<b>300672.1</b>	Mathematics 1A
<b>300673.1</b>	Mathematics 1B
<b>200024.1</b>	Mathematical Finance

Choose one of

<b>200026.1</b>	Advanced Mathematics for Business
<b>200030.1</b>	Differential Equations

Choose two of

<b>200025.1</b>	Discrete Mathematics
<b>200033.2</b>	Applied Statistics
<b>200027.1</b>	Linear Algebra
<b>200028.2</b>	Advanced Calculus
<b>200042.2</b>	Introduction to Operations Research

Choose two of

<b>200037.1</b>	Regression Analysis & Experimental Design
<b>200038.1</b>	Time Series and Forecasting
<b>200039.1</b>	Surveys and Multivariate Analysis
<b>200022.1</b>	Mathematical Modelling

## Major - Human Resource Management and Industrial Relations

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### M2020.1

This major provides students with an exploration of issues related to the complimentary fields of human resource management and industrial relations. Students will be addressing issues relating to employment and the world of work in terms of policy development, legal requirements, international considerations and other workplace matters such as diversity, rewards, performance, health and safety, behaviour and strategy.

### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete eight units as follows:

200300.1	Managing People at Work
200614.1	Enterprise Industrial Relations
200621.1	International Human Resource Management
200150.1	Managing Diversity
200616.1	Workplace Behaviour
200753.1	Occupational Health and Safety
200739.1	Reward and Performance Management
200740.1	Human Resource and Industrial Relations Strategy

## Major - Innovation and Entrepreneurship

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### M21087.1

### Offer

Campus	Mode
Singapore	Multi Modal

### Unit Set Structure

Students must complete 80 credit points as follows:

MG102A.2	Management Foundations
200156.1	Management and Decision Making
MG302A.1	Strategic Management
200158.2	Business, Society and Policy
200154.2	Entrepreneurial Management and Innovation
H3741.1	Management of Change

And the following two units:

200159.2	Organisation Analysis and Design
H2810.1	Research and Communication for Management

Or the following 20 credit point unit:

MG325A.1	Business Skills
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## Major - Economics

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### M2504ECON.1

An add-on economics major or sub-major can complement almost any degree, be it in business or any other area. Economics gives a broad perspective on a very fundamental aspect of relationships between individuals, firms, institutions and countries. It has been described by some as the queen of social sciences, since it is of relevance to almost all areas of study. Students who study economics can expect to develop their analytical skills and to be intellectually challenged, whether they view the discipline as providing specific vocational skills or as simply an area of general interest to them. This major is available to all UWS students except students in the Bachelor of Economics or students undertaking an Applied Finance or Economics and Finance Key Program.

### Offer

Campus	Mode
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete eight units as follows:

200525.1	Principles of Economics
200549.1	The Australian Macroeconomy

Choose one of

200032.2	Statistics for Business
200052.3	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

## Major - Finance

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### M2504FIN.1

This major is available to all UWS students except students in the Bachelor of Economics or students undertaking an Applied Finance or Economics and Finance Key Program. Finance is important to everyone, whether they wish to work in the finance industry or simply manage effectively

their own personal finances. An add-on major or sub-major in finance allows students to choose from a wide range of finance electives covering areas from superannuation to investment and risk management. Those completing a major in finance can access a range of finance careers, in particular with a variety of financial institutions. Business students pursuing a non-finance key program will also find a finance major provides a useful complement to their main qualification.

### Offer

Campus	Mode
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete eight units as follows:

<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200488.2</b>	Corporate Financial Management

Choose one of

<b>200032.2</b>	Statistics for Business
<b>200052.3</b>	Introduction to Economic Methods
<b>200192.1</b>	Statistics for Science

Choose four of

<b>200053.2</b>	Economic Modelling
<b>200054.1</b>	Applied Econometrics
<b>200055.3</b>	International Finance
<b>200057.2</b>	Investment Management
<b>200059.1</b>	Financial Economics
<b>200061.1</b>	Financial Institutions Management
<b>200062.1</b>	Financial Institutions Lending
<b>200077.1</b>	The Superannuation Industry
<b>200079.1</b>	Derivatives
<b>200518.1</b>	Behavioural Finance

### Sub Major - Economics

#### **S2504ECON.1**

An add-on economics sub-major can complement almost any degree, be it in business or any other area. Economics gives a broad perspective on a very fundamental aspect of relationships between individuals, firms, institutions and countries. It has been described by some as the queen of social sciences, since it is of relevance to almost all areas of study. Students who study economics can expect to develop their analytical skills and to be intellectually challenged, whether they view the discipline as providing specific vocational skills or as simply an area of general interest to them. This sub- major is available to UWS students who are not enrolled in the Bachelor of Economics or students undertaking an Applied Economics or Economics and Finance Key Program.

### Offer

Campus	Mode
Parramatta Campus	Multi Modal

### Unit Set Structure

<b>200525.1</b>	Principles of Economics
<b>200549.1</b>	The Australian Macroeconomy

Choose two of

<b>200053.2</b>	Economic Modelling
<b>200054.1</b>	Applied Econometrics
<b>200064.1</b>	History of Economic Thought
<b>200065.1</b>	Political Economy
<b>200075.1</b>	Urban and Regional Economics
<b>200081.2</b>	Managerial Economics
<b>200530.1</b>	Microeconomic Theory and Applications
<b>200531.1</b>	Industry Economics and Markets
<b>200532.1</b>	Government and the Economy
<b>200533.1</b>	Globalisation and Asia
<b>200538.1</b>	Global Labour Markets
<b>200546.1</b>	Macroeconomic Issues
<b>200547.1</b>	Macroeconomic Theory

### Sub Major - Finance

#### **S2504FIN.1**

This sub- major is available to UWS students who are not enrolled in the Bachelor of Economics or students undertaking an Applied Finance or Economics and Finance Key Program. Finance is important to everyone, whether they wish to work in the finance industry or simply manage effectively their own personal finances. An add-on major or sub-major in finance allows students to choose from a wide range of finance electives covering areas from superannuation to investment and risk management.

### Offer

Campus	Mode
Parramatta Campus	Multi Modal

### Unit Set Structure

<b>200525.1</b>	Principles of Economics
<b>200101.2</b>	Accounting Information for Managers
<b>200488.2</b>	Corporate Financial Management

Plus one of

<b>200055.3</b>	International Finance
<b>200057.2</b>	Investment Management
<b>200059.1</b>	Financial Economics
<b>200061.1</b>	Financial Institutions Management
<b>200062.1</b>	Financial Institutions Lending
<b>200077.1</b>	The Superannuation Industry
<b>200079.1</b>	Derivatives
<b>200518.1</b>	Behavioural Finance

## Sub Major - Accounting

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### SM2000.1

This sub-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. This sub major is designed for those who would be working in a business environment where the ability to understand and communicate information contained in the financial reports would be an advantage.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units comprising two core units and two units from the unit pool.

#### Core Units

<b>200101.2</b>	Accounting Information for Managers
<b>200116.1</b>	Management Accounting Fundamentals

#### Pool Units

<b>200102.2</b>	Accounting Philosophies and Theories
<b>200108.1</b>	Contemporary Management Accounting
<b>200109.3</b>	Corporate Accounting Systems
<b>200111.1</b>	Financial Accounting Applications
<b>200118.2</b>	The Accountant as a Consultant
<b>200488.2</b>	Corporate Financial Management
<b>200534.1</b>	Accounting Information Systems
<b>200535.1</b>	Auditing and Assurance Services
<b>200536.1</b>	Intermediate Financial Accounting

## Sub Major - Accounting Controllership

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### SM2001.1

This sub-major is only available to students enrolled in an Accounting Key Program. The Accounting Controllership sub-major is suitable for students interested in a corporate accounting career. The controller within an organisation is dedicated to steering the firm in the right direction by analysing financial and other data to develop timely and accurate financial information. They typically have a forward focus and make use of strategies and opportunities to increase the firm's overall performance. The accounting controllership sub major will not be on offer from July 2008.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Choose one of:

<b>200057.2</b>	Investment Management
<b>200596.1</b>	Corporate Finance

Choose three of:

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

## Sub Major - Advanced Business

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### SM2002.1

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. This sub-major seeks to equip students with a high level of knowledge relevant to business issues in general as well as knowledge relevant to a specific business discipline. The aim of the sub-major is to provide a foundation for the development of Australia's future business leaders.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units:

<b>200572.1</b>	Advanced Business Seminars
<b>200573.1</b>	Business Leadership
<b>200609.1</b>	Entrepreneurial Team
<b>200574.1</b>	Frontiers of Business Theory and Analysis

## Sub Major - E-Marketing

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### SM2003.1

This sub-major provides students with the skills to work in a wired world. The focus is on the Internet as another channel of delivery for all enterprises in both local and international commerce. Students will develop an understanding of how business is conducted online, what challenges companies face and how to solve business problems using the Internet as part of an integrated solution.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units:

<b>200233.1</b>	Principles of E-Marketing
<b>200234.1</b>	International E-Business Marketing
<b>200235.1</b>	E-Marketing Strategy
<b>200236.2</b>	E-Marketing Project

## Sub Major - Employment Relations

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### SM2004.1

This sub-major is 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. This sub-major provides students with an overview of issues related to staff selection and recruitment, employee performance and retention, and international employment relations, as well as addressing issues related to legal requirements and policy development.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units as follows:

<b>200300.1</b>	Managing People at Work
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Plus one unit from Group 1:

<b>200607.1</b>	Recruitment and Selection
<b>200610.1</b>	Employee Training and Development
<b>200621.1</b>	International Human Resource Management

And one unit from Group 2:

<b>200243.2</b>	Work Employment and the Labour Market
<b>200612.1</b>	Remuneration Theory and Practice
<b>200622.1</b>	International and Comparative Employment Relations

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

## Sub Major - Financial Mathematics

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### SM2005.1

This sub-major is not available to students enrolled in the Financial Mathematics Key Program.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units:

<b>300672.1</b>	Mathematics 1A
<b>300673.1</b>	Mathematics 1B
<b>200026.1</b>	Advanced Mathematics for Business
<b>200024.1</b>	Mathematical Finance

## Sub Major - Financial Planning

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### SM2006.1

This sub-major is available to all undergraduate courses except the Bachelor of Financial Advising. This sub-major is designed for students who desire a knowledge of basic financial planning issues.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units as follows:

<b>200488.2</b>	Corporate Financial Management
<b>200627.1</b>	Financial Planning

And two units from the following:

<b>200057.2</b>	Investment Management
<b>200079.1</b>	Derivatives
<b>200187.1</b>	Taxation Law
<b>200265.1</b>	Personal Asset Management
<b>200272.1</b>	Insurance Advising - Theory and Practice
<b>200569.1</b>	Retirement Planning
<b>200624.1</b>	Estate and Succession Planning

Completion of the 4 unit sub-major does not give RG146 compliance. Students considering a career in financial planning can demonstrate their competency under ASIC

Regulatory Statement 146 (RG146) by completion of the following units.

<b>200525.1</b>	Principles of Economics
<b>200265.1</b>	Personal Asset Management
<b>200272.1</b>	Insurance Advising - Theory and Practice
<b>200569.1</b>	Retirement Planning
<b>200624.1</b>	Estate and Succession Planning
<b>200627.1</b>	Financial Planning

### Sub Major - Historical and Contemporary Employment Relations

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#### SM2007.1

THIS SUB-MAJOR WILL NO LONGER BE OFFERED FROM 2009.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units as follows:

<b>200619.1</b>	Employment Relations Advanced Seminar 1
<b>200620.1</b>	Employment Relations Advanced Seminar 2

Choose two of:

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

### Sub Major - Hospitality Operations

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#### SM2008.1

This sub-major is available to all undergraduate students except those completing a Hospitality Management Key Program. This sub major covers the three broad areas of hospitality in food, accommodation and events. Each of these areas is discussed in depth and then drawn together in the Hospitality Operations unit.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units:

<b>200710.1</b>	Managing the Food and Beverage Experience
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<b>200709.1</b>	Managing the Accommodation Experience
<b>200682.1</b>	Convention and Special Event Management
<b>200584.1</b>	Hospitality Management Operations

### Sub Major - Human Resource Development

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#### SM2009.1

This 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. This sub-major provides students with an overview of the strategic management focus of integrating organisational needs and employee skills within the changing contemporary business environment.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units:

<b>200300.1</b>	Managing People at Work
<b>200610.1</b>	Employee Training and Development
<b>200243.2</b>	Work Employment and the Labour Market
<b>200376.1</b>	Managing and Developing Careers

### Sub Major - International Business

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#### SM2010.1

This sub-major is available to all undergraduate students other than those completing an International Business Key Program. International business has been developed in response to the needs of the growing number of employers, the industry sectors and the student demands and interests in understanding the international business and specifically international marketing. This sub-major provides students with a knowledge and understanding from an international perspective when applying workings of international business markets to real life examples and case studies.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units as follows:

<b>200083.1</b>	Marketing Principles
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Choose three of:

<b>200094.1</b>	International Marketing
<b>200591.1</b>	Introduction to International Business



**200374.2** International Marketing Research  
**200626.1** International Business Strategy

### Sub Major - Managing Global Logistics and Supply Chains

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#### SM2014.1

This sub-major is available to all students except those enrolled in the Global Operations and Supply Chain Management or Global Logistics and Operations Management Key Programs within the Bachelor of Business and Commerce. This sub major offers an insight into the key elements of logistics and supply chain management. With markets increasingly becoming more international a global approach to these aspects of any business is becoming more important and hence a global view is taken. The sub major also studies the basics of Global Enterprise Resource Planning (ERP) as one of the largest business systems. This sub major offers a strong compliment to any key program in that it has applicability to all businesses and all industries.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units:

<b>200588.1</b>	Global Operations and Logistics Management
<b>200677.1</b>	Global Supply Chain Management
<b>200667.1</b>	Global Enterprise Resource Planning
<b>200668.1</b>	Technology Management for Competitiveness

### Sub Major - Managing Globally

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#### SM2015.1

This 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. This major provides students with students an overview of issues related to the international dimension/s of management, and the necessary understanding of the workings of global organisational systems.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four of the units listed below.

<b>200150.1</b>	Managing Diversity
<b>200158.2</b>	Business, Society and Policy
<b>200255.1</b>	Management of E-Business Processes
<b>200300.1</b>	Managing People at Work
<b>200382.1</b>	Business and Competitive Intelligence
<b>200586.1</b>	Cross Cultural Management
<b>200621.1</b>	International Human Resource Management
<b>200622.1</b>	International and Comparative Employment Relations
<b>200623.1</b>	International Management

### Sub Major - Managing Organisations

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#### SM2016.1

This sub-major is available to all undergraduate students except those completing a Management or Enterprise Management Key Program. This sub-major provides students with an overview of contemporary management practices, relating to issues such as operations, social responsibility, cultural implications of a diverse workforce and strategic management in relation to the contemporary changing business environment.

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units as follows:

<b>200571.1</b>	Management Dynamics
<b>200585.1</b>	Organisational Behaviour

And two units from the pool units below.

<b>200158.2</b>	Business, Society and Policy
<b>200586.1</b>	Cross Cultural Management
<b>200588.1</b>	Global Operations and Logistics Management
<b>200570.1</b>	Management of Change
<b>200752.1</b>	Power, Politics and Knowledge
<b>200587.1</b>	Strategic Management

Either:

<b>200157.2</b>	Organisational Learning and Development
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or

<b>200159.2</b>	Organisation Analysis and Design
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### Sub Major - Marketing

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#### SM2018.1

This sub-major is available to all undergraduate students other than those completing a Marketing Key Program. This

sub-major will introduce students to the principal areas of marketing. Participants will gain a basic appreciation of the constantly changing Australian marketing environment and of the opportunities for companies to develop dynamic marketing strategies.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete four units as follows:

<b>200083.1</b>	Marketing Principles
<b>200087.1</b>	Strategic Marketing Management

Choose two of:

<b>200086.2</b>	Marketing Communications
<b>200088.1</b>	Brand and Product Management
<b>200090.2</b>	Marketing of Services
<b>200094.1</b>	International Marketing

### Sub Major - Operations Management

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#### SM2019.1

This sub-major is available to all undergraduate students except those enrolled in a Global Logistics or Operations Management Key Program. This sub-major provides an understanding of the dynamic nature of operations management. The growing needs of service industries as well as manufacturing are considered in this important sub-major.

### Offer

Campus	Mode
Campbelltown Campus	Multi Modal

### Unit Set Structure

Students must complete four units as follows:

<b>200588.1</b>	Global Operations and Logistics Management
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Plus three from the following;

<b>200163.1</b>	Innovation and Product Development
<b>200165.1</b>	Productivity and Technology Management
<b>200167.1</b>	Quality Management
<b>200528.1</b>	Management of Projects

### Sub Major - Property Investment

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#### SM2020.1

The Property Investment sub-major is available to all undergraduate students other than those completing the Property Key Program. This sub-major is useful to students in the finance and related areas who want to expand their expertise in property investment.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete the following four units:

<b>200749.1</b>	Property Investment
<b>200750.1</b>	Property Portfolio Analysis (V2)
<b>200597.1</b>	Property Finance and Tax
<b>200598.1</b>	Property Development

### Sub Major - Public Practice Accounting

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#### SM2021.1

This sub-major is only available to students enrolled in an Accounting Key Program. This sub major may appeal to students who are interested in a career in public accounting. Public accounting practices offer accounting services to businesses and the public. They range from small suburban firms to large multinational partnerships. This sub major introduces students to some of the areas that can be further developed in their career in public practice.

### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Parramatta Campus	Multi Modal

### Unit Set Structure

Students must complete four units as follows:

<b>200186.1</b>	Advanced Taxation Law
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Choose one of:

<b>200019.2</b>	Revenue Law
<b>200187.1</b>	Taxation Law

Choose two of:

<b>200090.2</b>	Marketing of Services
<b>200104.2</b>	Advanced Auditing

<b>200105.1</b>	Advanced Corporate Accounting
<b>200183.1</b>	Law of Business Organisations
<b>200554.1</b>	Law of Commercial Obligations
<b>200624.1</b>	Estate and Succession Planning

## Sub Major - The Sport Industry

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### SM2023.1

This sub-major is available to all students except those enrolled in the Sport Management Key Program within the Bachelor of Business and Commerce. This sub-major offers students an introduction and insight into a relatively new area of Sport Management. Sports Management covers a broad range of roles from game day and facility managers through to team management. This sub-major provides a unique focus which would provide an interesting and unique focus for study and future work opportunities.

#### Offer

Campus	Mode
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units:

<b>200665.1</b>	Strategic Communication in Sport
<b>200754.1</b>	Sports Management - Planning and Development
<b>400335.2</b>	Contemporary Issues in Sport Management
<b>200705.1</b>	The World of Sport Management

## Sub Major - Workplace Relations

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### SM2024.1

THIS SUB-MAJOR WILL NO LONGER BE OFFERED FROM 2009.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units as follows:

<b>200300.1</b>	Managing People at Work
<b>200616.1</b>	Workplace Behaviour

Choose two of:

<b>200551.1</b>	Workplace Law
<b>200617.1</b>	Occupational Health and Safety
<b>200611.1</b>	Management of Employee Performance
<b>200613.1</b>	Negotiation, Bargaining and Advocacy
<b>200614.1</b>	Enterprise Industrial Relations

## Sub Major - Law and Human Rights

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### SM2025.1

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on law relevant to human rights.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four (4) units from the list below:

<b>200293.1</b>	Alternative Dispute Resolution
<b>200294.1</b>	Mediation
<b>200295.1</b>	Bioethics
<b>200296.1</b>	Law Economics and Business Ethics
<b>200551.1</b>	Workplace Law
<b>200701.1</b>	Issues in the Criminal Justice System
<b>200635.1</b>	Human Rights Law
<b>200298.2</b>	Immigration and Refugee Law
<b>LW211A.1</b>	Law and Society (V1)
<b>SS242A.1</b>	Crime & Law

## Sub Major - Finance Law

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### SM2026.1

This sub major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to finance.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following core unit

<b>200184.2</b>	Introduction to Business Law
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And three units from the list below

<b>200183.1</b>	Law of Business Organisations
<b>200186.1</b>	Advanced Taxation Law
<b>200187.1</b>	Taxation Law
<b>200266.1</b>	State Taxes and GST
<b>200268.1</b>	Self Managed Superannuation Funds
<b>200271.1</b>	Financial Services Law

<b>200296.1</b>	Law Economics and Business Ethics
<b>61525.1</b>	Financial Transactions Law
<b>200554.1</b>	Law of Commercial Obligations
<b>200624.1</b>	Estate and Succession Planning
<b>200569.1</b>	Retirement Planning

### Sub Major - Commercial Law

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#### SM2027.1

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to commerce.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following core unit

<b>200184.2</b>	Introduction to Business Law
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And three (3) units from the list below

<b>200183.1</b>	Law of Business Organisations
<b>200187.1</b>	Taxation Law
<b>200293.1</b>	Alternative Dispute Resolution
<b>200294.1</b>	Mediation
<b>200296.1</b>	Law Economics and Business Ethics
<b>61525.1</b>	Financial Transactions Law
<b>200551.1</b>	Workplace Law
<b>CP308A.1</b>	Information Systems Ethics and Law
<b>200554.1</b>	Law of Commercial Obligations
<b>LW207A.1</b>	Regulation of Markets (V1)

### Sub Major - Property Law

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#### SM2028.1

This sub-major provides students enrolled in courses other than Bachelor of Laws courses with a range of interdisciplinary law units designed to further their knowledge and understanding of the law. The focus is on the law relevant to property.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete all units listed below for a sub-major:

<b>200184.2</b>	Introduction to Business Law
<b>200435.1</b>	Property Development Controls
<b>200599.1</b>	Land Law
<b>200711.1</b>	Statutory Valuation

### Sub Major - Hospitality Event Experience

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#### SM2029.1

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

#### Offer

Campus	Mode
Blacktown Campus	Multi Modal
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete the following four units

<b>200273.2</b>	Managing Service and Experience
<b>200682.1</b>	Convention and Special Event Management
<b>200707.1</b>	Service Industry Studies
<b>200561.2</b>	Hospitality Management Applied Project

### Sub Major - Human Resource Management and Industrial Relations

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#### SM2031.1

This sub major provides students with an insight into the issues related to the complimentary fields of human resource management and industrial relations. Students will be addressing issues relating to employment and the world of work in terms of policy development, legal requirements, international considerations and diversity.

#### Offer

Campus	Mode
Campbelltown Campus	Multi Modal
Parramatta Campus	Multi Modal

#### Unit Set Structure

Students must complete four units as follows:

<b>200300.1</b>	Managing People at Work
<b>200614.1</b>	Enterprise Industrial Relations
<b>200621.1</b>	International Human Resource Management
<b>200150.1</b>	Managing Diversity

## Units

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### 200193.1 Abstract Algebra

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

200025 Discrete Mathematics

**Equivalent Units**

14702 - Advanced Algebra, 14383 - Algebra 3

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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.

### 700046.1 Accounting Fundamentals (UWSCFS)

**Credit Points** 5 **Level** Z

**Special Requirements**

Students must be enrolled at UWS College. This unit is only available to UWS College students.

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Accounting is the practice of recording, classifying, summarising, analysing and interpreting information of a commercial nature for the purpose of helping people make decisions. In the world of business, the role of accounting is to support management in providing timely and accurate financial information about the business so that informed decisions can be made. Today, many of the accounting processes also known as bookkeeping, are carried out by computers. Various computer programs do the recording, classifying and summarising of data expressed in money terms and the resulting information is then analysed and interpreted by management. Some knowledge and understanding of these processes and the calculations performed by the computer are important so that sense can be made of the information provided by the computer. This unit on Accounting examines some of the basic rules and principles underpinning accounting as well as studying the practical uses of the information supplied through the accounting process.

### 200101.2 Accounting Information for Managers

**Credit Points** 10 **Level** 1

**Corequisite**

**200336.1** Business Academic Skills

**Special Requirements**

Co-requisite - 200336 - Business Academic Skills only applies to students in courses 2739 Bachelor of Business and Commerce, 2741 Bachelor of Business and Commerce (Advanced Business Leadership) and 2740 Bachelor of Business and Commerce/Bachelor of Laws.

.....

This unit provides exposure to financial and management accounting information from a user of accounting information viewpoint. The unit aims to provide breadth of awareness and knowledge in relevant fields of accounting essential to decision making for managers.

### 700005.1 Accounting Information for Managers (UWSC)

**Credit Points** 10 **Level** 1

**Equivalent Units**

200101 - Accounting Information for Managers

**Special Requirements**

Students must be enrolled at UWS College.

.....

This unit provides exposure to financial and management accounting information from a user of accounting information 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 - Introductory Financial Accounting, AC304A - Advanced Management Accounting, H3327 - Financial Accounting 3

.....

This unit has been replaced by 200267 Advanced Accounting. 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 - Financial and Management Accounting 1, 84458 - Engineering Management 3, 89109 - Management for Engineers 2, AC105A - Finance and Accounting

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This unit has been replaced by 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.

### 200013.3 Administrative Law

**Credit Points** 10 **Level** 4

#### Prerequisite

**200006.1** Introduction to Law

#### Equivalent Units

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

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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

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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 - 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.

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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.

### 200028.2 Advanced Calculus

**Credit Points** 10 **Level** 2

#### Assumed Knowledge

200189 Concepts of Mathematics

#### Equivalent Units

14504 - Mathematics 4, 14379 - Advanced Calculus, 14385 - Calculus 3, J2764 - Mathematics 2.1, J2765 Mathematics 2.2

**Incompatible Units**

200238 - Mathematics for Engineers 2

.....  
This unit is designed for students undertaking studies in mathematics, statistics, operations research and mathematical finance. It provides further mathematical training in the areas of multivariable and vector calculus, which is essential to the understanding of many areas of both pure and applied mathematics.

**200105.1 Advanced Corporate Accounting**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

AC203A Corporate Accounting (V1), H2739 Corporate Accounting or 61113 Corporate Accounting

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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.

**200662.1 Advanced Criminal Law**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200010.1** Criminal Law

**Equivalent Units**

F3032 - Advanced Criminal Law

.....  
Advanced Criminal Law is a unit designed to extend your knowledge beyond that of the core academic and practical topics of the LLB unit Criminal Law. This will be achieved by examining the deeper philosophical issues that demand that the criminal law meet the requirements of fairness and justice. You will be given the opportunity to extend your knowledge of the mechanics of the criminal law by an examination of the philosophy of criminal law. You will consider the moral limits of punishment and criminalisation, and examine the philosophical basis for criminal responsibility. This subject is designed to get you to think at a high level. It requires you to think about what the law ought to be, rather than merely about what it is.

**200629.1 Advanced Family Law**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200633.1** Family Law

**Equivalent Units**

F3007 - 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. In-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.

**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.

### **200186.1 Advanced Taxation Law**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

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

#### **Equivalent Units**

61524 - Advanced Taxation Law, F3003 - 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.

### **200650.1 Advanced Torts and Civil Wrongs**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200008.1** Torts Law

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Advanced torts and civil wrongs examines in detail the basic principles and current issues in selected areas of torts law and civil liability.

### **200646.1 Advocacy**

**Credit Points** 10 **Level** 3

#### **Corequisite**

**200015.1** Criminal Procedure and Evidence

#### **Equivalent Units**

69125 - Advocacy

.....

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 completed study

#### **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, 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.



**200654.1 Anti-Discrimination Law**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200009.1** Constitutional Law

**Equivalent Units**

69146 - Anti-Discrimination Law

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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 undertake a project.

**Equivalent Units**

200365 - Applied Business Project A

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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.

**200033.2 Applied Statistics**

**Credit Points** 10 **Level** 2

**Prerequisite**

**200032.2** Statistics for Business OR **200192.1** Statistics for Science OR **200263.1** Biometry OR **300700.2** Statistical Decision Making

.....

The unit builds on the basic statistical concepts introduced in first year and also prepares students for broader application of statistics for students majoring in both science and business. In broad terms, the unit consists of 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, 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**

Successful completion of 60 credit points at Level 1.

.....

The unit examines the history of Australia's transformation 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, B3680 - Australian History Since 1920

#### **Special Requirements**

Successful completion of 60 credit points at Level 1.

.....

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**

Successful completion of 60 credit points at Level 1.

.....

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.

### **200694.1 Australian Moot Court**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**20011.1** Contracts AND **200009.1** Constitutional Law AND **200008.1** Torts Law AND **200012.1** Property Law

#### **Equivalent Units**

F3033 - Jessup International Moot

#### **Incompatible Units**

200663 - International Moot Court

.....

This unit aims to train students in mooting conducted before an Australian appellate court or tribunal. Students will be provided with a grounding in issues including jurisdiction, admissibility, and remedies. The unit will focus on one or more areas of domestic substantive law and will include a research component. The unit will also have a practical component aimed at enhancing the advocacy skills of participants and applying the theory to the practical aspects of the conduct of appellate advocacy. Students will be involved in the preparation and presentation of a hypothetical case before an Australian appellate court or tribunal and will be given the opportunity to develop their advocacy skills, including the preparation of written submissions and delivery of oral submissions, in a non-competitive context. From within those students undertaking this unit, a number will be selected for participation in one or more selected Australian law mooting competitions, representing University of Western Sydney. Depending on the circumstances at the time, the possible competitions will be one or more of the following: Sir Harry Gibbs Constitutional Law Moot, Sir John Peden Contracts Moot, Shine Lawyers Torts Moot, AAT Moot, and the Law Council of Australia Family Law Moot. Other alternate competitions may be chosen in the future. For several of the competitions, the majority of the work will be conducted over the summer months and students will be required to undertake that they will devote sufficient time during that period to properly undertake all required tasks. Students wishing to be selected to participate in a Mooting competition will be expected to pay the cost of participation subject to any contribution the School may be able to contribute by way of assistance.

### **200697.1 Banking and Securities Law**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200014.1** Commercial Law AND **200011.1** Contracts

#### **Equivalent Units**

F3015 - Banking and Securities Law

.....

This unit examines the banker customer relationship, the taking and enforcement of security for credit, and the regulation of banks and non bank financial institutions nationally and internationally. Examined in detail are (1) the legal relationships that ensue from different forms of international bank finance and the nature and effect of various contractual provisions designed to assure payment by the debtor, (2) the impact on the creditor's rights of the insolvency of the debtor or of a major clearing participant, (3) the effect of government interference with payment through expropriation and freezing of financial assets, and (4) the role of Central Banks and the Bank for International Settlements.

**200518.1 Behavioural Finance**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

Students should have at least an introductory finance background before entering into this unit.

**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 - Brand Management

This unit focuses on the role of brand and product management in the context of planning and implementing marketing strategies and is intended to develop a critical appreciation of the inherent challenges contemporary firms encounter in creating and maintaining brand equity.

**300706.1 Building 1**

**Credit Points** 10 **Level** 1

**Equivalent Units**

BG101A - Building 1

This unit provides students with an overview of regulations and construction techniques with an emphasis on low-rise residential buildings in the Australian context. It covers general process; building regulations; environmental issues; surveying techniques; structural elements (footings, framing and bracing); envelope; services; fit-out and finishes.

**200336.2 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, 100483 - Principles of Professional Communication 1

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.

**700002.1 Business Academic Skills (UWSC)**

**Credit Points** 10 **Level** 1

**Assumed Knowledge**

HSC English or equivalent

**Equivalent Units**

200336 - Business Academic Skills, 200155 - Business Skills and Communication, H1745 - Business Skills for Professionals, 100483 - Principles of Professional Communication 1, 700040 - Principles of Professional Communication 1 (UWSC)

**Special Requirements**

Students must be enrolled at UWS College, except under specific circumstances approved by UWS.

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.

### **200712.1 Business and Commerce Honours Thesis A**

**Credit Points** 0 **Level** 5

#### **Assumed Knowledge**

Admission requires a Grade Point Average (GPA) calculation of greater than a Credit Average (greater than 5.0). The calculation is taken over all semesters. However, for students whose overall GPA is no less than 4.5, a case for admission may be made based upon a GPA calculation from a selection of units in the second or third years of study (as approved by the College ) amounting to no less than 80 credit points, and meeting the threshold of 5.0.

#### **Incompatible Units**

200205 - Business & Commerce Honours Seminar 1,  
200204 - Business & Commerce Honours Seminar 2,  
200206 - Business & Commerce Honours Thesis

#### **Special Requirements**

Students must be enrolled in the Honours Program.

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The aim of this unit is to further develop student's research and problem solving skills. Students are required to implement the research plan, complete a substantive piece of research in the relevant disciplinary field and to communicate the results of that work to an interested and technically literate audience. The thesis is expected to be at 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(s).

### **200713.1 Business and Commerce Honours Thesis B**

**Credit Points** 60 **Level** 5

#### **Assumed Knowledge**

Admission requires a Grade Point Average (GPA) calculation of greater than a Credit Average (greater than 5.0). The calculation is taken over all semesters. However, for students whose overall GPA is no less than 4.5, a case for admission may be made based upon a GPA calculation from a selection of units in the second or third years of study (as approved by the College ) amounting to no less than 80 credit points, and meeting the threshold of 5.0.

#### **Prerequisite**

**200712.1** Business and Commerce Honours Thesis A

#### **Incompatible Units**

200205 - Business & Commerce Honours Seminar 1,  
200204 - Business & Commerce Honours Seminar 2,  
200206 - Business & Commerce Honours Thesis

#### **Special Requirements**

Students must be enrolled in the Honours Program.

.....

The aim of this unit is to further develop students research and problem solving skills. Students are required to implement the research plan, complete a substantive piece of research in the relevant disciplinary field and to communicate the results of that work to an interested and technically literate audience. The thesis is expected to be at 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(s).

### **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.

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This unit has been replaced by 200678 Strategic Intelligence and Decision Making. 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.

### **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.

### 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.

### 200714.1 Business Research Methods

**Credit Points** 10 **Level** 5

#### Assumed Knowledge

Understanding and knowledge equivalent to an undergraduate degree in a relevant area to that in which the student plans to undertake the Honours degree, as approved by the Head of School. Normally the student will have a grade point average greater than 5.0 unless a case can be made.

.....

This unit provides honours level students with the basic knowledge and skills necessary to design and undertake their honours level research project. It provides a balance between quantitative and qualitative methods and will assist students in selecting the most appropriate method for their project. The unit covers such research essentials as: approaches (positivist, interpretive and critical), research design, hypothesis testing, sampling, ethics, methods and techniques, analysis of both qualitative and quantitative data, the presentation of results and discussion of findings.

### MG325A.1 Business Skills

**Credit Points** 20 **Level** 3

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This unit is replaced by unit 200383 - Business Administration Project.

### 200155.1 Business Skills and Communication

**Credit Points** 10 **Level** 1

#### Equivalent Units

This unit replaced by 200336 - 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

Basic knowledge of marketing concepts, theories and frameworks

#### Prerequisite

**200083.1** Marketing Principles

#### Equivalent Units

MK318A - Business-to- Business Marketing, 61723 - Business-to-Business Marketing

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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.

### 200158.2 Business, Society and Policy

**Credit Points** 10 **Level** 2

#### Corequisite

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

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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.

### 200630.1 Child Law

**Credit Points** 10 **Level** 3

#### Prerequisite

**200010.1** Criminal Law

#### Equivalent Units

F3037 - Children and The Law

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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.

### **200699.1 Clinical Legal Placement**

**Credit Points** 10 **Level** 4

#### **Prerequisite**

**200008.1** Torts Law AND **200010.1** Criminal Law AND **200011.1** Contracts

#### **Corequisite**

**200020.1** Professional Responsibility and Legal Ethics

#### **Equivalent Units**

F3500 Independent Study A (Law)

#### **Special Requirements**

This is a unit for Law students in a clinical legal practice setting who have completed the pre-requisites and priority would need to be given to such students. The unit is not considered appropriate for non-LLB students by virtue of its nature. Students enrolling in this unit may need to have a criminal records check and consent declarations as some students may be conducting their placement in circumstances where they are 'working' with minors.

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Clinical Legal Placement allows students to attend a legal centre or service for ten days. This unit has been designed to satisfy ten days of the PLT work experience requirement of the UWS Graduate Diploma in Legal Practice subject to the approval of the Program Head of the GDLP. Places are limited and enrolment is based on merit. This unit provides students with an invaluable opportunity to use and reflect on their study of law in an interactive, legal service environment. Under the supervision of a legal practitioner students will work on advice, casework, policy or project work, as required by the relevant centre or service. Students will examine the practical application of the law and the interaction of law, facts, policy and ethical issues. Students will be exposed to a system of self-analysis and self-criticism. Students will be required to record and reflect on their experiences, deliver a presentation and submit a paper.

### **200014.1 Commercial Law**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

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

#### **Equivalent Units**

69007 - Commercial Law, F2001 - Commercial Law

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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 three 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

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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.

## 200529.2 Comparative Law: Legal Systems of the World

**Credit Points** 10 **Level** 3

### Prerequisite

**200008.1** Torts Law AND **200009.1** Constitutional Law AND **200010.1** Criminal Law AND **200011.1** Contracts

### Equivalent Units

69057 - Comparative Law, F3034 - Fundamentals of the US Legal System, F3035 - European Union Law, F3011 - Asian Laws and Cultures

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The unit introduces students to the different legal systems of the world: the common law and civil law traditions, indigenous legal systems, religion-based legal systems and legal systems in Asia. It aims to provide an understanding of how they have developed in particular legal and cultural contexts. It also examines and evaluates the impact of the introduction of western legal systems in non-western countries. The unit will study the systems of both at the general level and in relation to specific laws, such as family law, torts and contracts, dispute resolution and procedure. The unit is also concerned with the nature and function of comparative law as a discipline. Students will be encouraged to undertake individual research and to evaluate legal information derived from a variety of different sources and perspectives.

## 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 - Competition Law

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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.

## 200651.1 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.

## 200656.1 Conflicts of Law

**Credit Points** 10 **Level** 3

### Prerequisite

**200011.1** Contracts AND **200008.1** Torts Law AND **200012.1** Property Law

### Equivalent Units

F3013 - Conflict of Laws

.....

Conflict of Laws (also known as Private International Law) is about resolving legal questions involving more than one jurisdiction. Conflict of Laws issues may arise between the Australian States and Territories or between nations. The globalisation of economic activity, and ease and affordability of travel and telecommunications have contributed to the recent dramatic increase of trans-national dimensions in personal and commercial litigation. This unit provides an introduction to the sources of conflict of laws, the international jurisdiction of domestic courts, the recognition and 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 - Constitutional Law, F1006 - Constitutional Law, LW202A - 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 - Consumer Behaviour, MK105A - 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.

### **700027.1 Consumer Behaviour (UWSC)**

**Credit Points** 10 **Level** 1

#### **Equivalent Units**

61721 - Consumer Behaviour, MK105A - Buyer Behaviour, 200084 Consumer Behaviour

#### **Special Requirements**

This unit is only available to UWS College students enrolled in 7008 Diploma in Business and Commerce Fast Track.

.....

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 cultural and ethnic values, social class and status, personal influence, family and household influences, involvement, motivation and knowledge, attitudes, personality, values and lifestyle, information processing, learning, 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, marketing segmentation, diffusion of innovations and global consumer markets.

### **200655.1 Consumer Protection Law**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200011.1** Contracts AND **200014.1** Commercial Law

#### **Equivalent Units**

69133 - Consumer Protection Law

#### **Incompatible Units**

F3028 - Trade Practices Law

.....

This unit builds on concepts learned in Contracts and Commercial Law. It provides a detailed examination of misleading or deceptive conduct under section 52 of the Trade Practices Act 1974 (Cth), and related provisions dealing with false or misleading representations. Unconscionable conduct under the Trade Practices Act 1974 (Cth) and relevant industry codes will also be covered. The protection offered to consumers through this regime will be explored in a range of contexts, including regulation of advertising, the financial services sector and e-commerce. Enforcement through civil and criminal

proceedings, including accessorial liability, and a range of defences to these actions will also be covered.

### **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 - Advanced Management Accounting, AC303A - Advanced Management Accounting (V1), H2762 - 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 has been replaced by - 200568 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 - Law of Contract, F1003 - Contracts, LW301A - 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.

### 200682.1 Convention and Special Event Management

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

Students are expected to have gained an introductory level of knowledge in hospitality management.

**Equivalent Units**

200146 - Convention Management

.....

Convention and Special Event Management allows the students to develop knowledge and skill by asking them to professionally stage events. The unit builds on and provides students with opportunities to apply generic knowledge and skills gained in foundation subjects in hospitality, tourism, business, management or communications. Students are also exposed to the

management of conventions and events as a specialised area of work.

### 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.

### 200648.1 Corporate Finance and Securities Regulation Law

**Credit Points** 10 **Level** 3

**Prerequisite**

**200018.1** Law of Associations

.....

The Unit examines the regulatory aspects of corporate finance decision making, the issuance of corporate securities, and their secondary market trading both on-line and off-line. The Unit is both interdisciplinary (law, and aspects of accounting, economics, and behavioural theory), and comparative (the Australian Securities markets vis a vis the US and UK markets, as against the Japanese and German securities markets). Where appropriate, the influence of taxation law and policy are also taken into account. Topics discussed 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, and the licensing and conduct of securities business including the futures industry.

## 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, 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.

## 200657.1 Corporate Governance

**Credit Points** 10 **Level** 3

### Assumed Knowledge

A full understanding of corporate law principles is required.

### Prerequisite

**200018.2** Law of Associations OR **200183.1** Law of Business Organisations

.....

Through an interdisciplinary approach, this unit explores the place and role of the modern for profit business corporation in advanced and emerging capitalist economies. It examines the public and private role of public and private companies (and their equivalent in non-common law jurisdictions), their external and internal orientation, and issues relating to their accountability, responsibility, and transparency.

## SS242A.1 Crime & Law

**Credit Points** 10 **Level** 2

### Special Requirements

Students enrolled in course 2502 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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This is an introductory unit that assumes that students have no prior specific knowledge of criminal law. The unit is structured to give students an understanding of the criminal justice system. The unit also examines elements of specific crimes, the processes of criminal law, and the administration of criminal justice through the institutions of the criminal justice system. Students are encouraged to critically evaluate the criminal justice system and understand the role of law reform.

## 200010.1 Criminal Law

**Credit Points** 10 **Level** 2

### Corequisite

**200006.1** Introduction to Law

### Equivalent Units

69000 - Criminal Law, F1005 - Criminal Law, LW106A - 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, 200012 - Property Law

### Prerequisite

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

### Equivalent Units

F3001 - Evidence, 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

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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.

## 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 - Risk Management, H3686 - 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 - Microeconomics, 200049 - Macroeconomics, 200076 - 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.

**200025.1 Discrete Mathematics**

**Credit Points** 10 **Level** 1

**Assumed Knowledge**

HSC Mathematics or equivalent

**Equivalent Units**

ST107A - Discrete Mathematics, 14349 - Discrete Mathematics

**Incompatible Units**

14950 - Algebra 1A and 1B, 14503 - Maths 3, 14323 - Maths for Computing

.....  
 This Level 1 unit introduces set theory, symbolic logic, graph theory and some counting problems. It serves as a grounding for further study in mathematics or computing.

**200017.1 Dispute Resolution and Civil Procedure**

**Credit Points** 10 **Level** 4

**Assumed Knowledge**

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

**Prerequisite**

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

**Equivalent Units**

69022 - Litigation, F2003 - 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.

**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.

### **200703.1 Economics Honours Thesis**

**Credit Points** 40 **Level** 5

#### **Assumed Knowledge**

Admission requires a Grade Point Average (GPA) calculation of greater than a Credit Average (greater than 5.0). The calculation is taken over all semesters. However, for students whose overall GPA is no less than 4.5, a case for admission may be made based upon a GPA calculation from a selection of units in the second or third years of study (as approved by the College ) amounting to no less than 80 credit points, and meeting the threshold of 5.0.

#### **Equivalent Units**

200460 - Economics Honours Thesis

#### **Special Requirements**

Entry into Honours Program

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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 the relevant disciplinary field and to communicate the results of that work to an interested and technically literate audience. The thesis is expected to be at 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(s).

### **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.

### **200632.1 Elder Law**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

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

#### **Equivalent Units**

69131 - 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.

### **200658.1 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 details 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

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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

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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

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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

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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.

**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.

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This unit is intended to provide an opportunity for high performing students 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

#### Equivalent Units

69012 - Equity and Equitable and General Remedies, F1008 - Equity and Trusts, LW304A - Equity and Trusts

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This unit examines the principles of the law of equity trusts and remedies in Australia. The primary emphasis is on the nature and development of the law of equity and students are also introduced to fundamental principles in the law of trusts and remedies. Topics include the nature and application of principles and maxims of Equity, the trust, the types of trusts and introduction to express trusts and the nature and scope of some selected remedies.

### 200200.1 Equity Trusts and Remedies 2

**Credit Points** 10 **Level** 3

#### Prerequisite

**200016.1** Equity Trusts and Remedies 1

#### Equivalent Units

69031 - Trusts Partnerships and Non-Profit Associations Law, F2004 - Remedies

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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.

### 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

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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.

### 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 - 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.

### 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 - 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, AC103A - Introductory Financial Accounting, H2818 - Financial and Management Accounting II, 61111 - Introductory Financial Accounting

This unit gives students the practical skills necessary to analyse the accounting transactions of an entity and then be able to measure and record these transactions in a systematic manner for the preparation of accounting reports to external users.

### 700029.1 Financial Accounting Applications (UWSC)

**Credit Points** 10 **Level** 1

#### Equivalent Units

H2818 - Financial Management Accounting II, 61111 - Introductory Financial Accounting, AC103A - Introductory Financial Accounting, AC105A - Accounting and Finance, 200111 - Financial Accounting Applications

#### Special Requirements

Students must be enrolled at UWS College.

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

This unit will be replaced by Unit 200747 - Professional Relationships and Communication in Business - from 2010. 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 - Introduction to Economic Methods (or equivalent).

**Prerequisite**

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

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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** 1

.....

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

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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, 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 - 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.

**61525.1 Financial Transactions Law**

**Credit Points** 10 **Level** 2

**Prerequisite**

**200184.2** Introduction to Business Law

**Equivalent Units**

F2007 - Financial Institutions Law; 61551 - Finance Law

**Special Requirements**

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

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This unit covers banker and customer relationships, duties and liabilities of the banker-customer contract, cheques and payment orders, statutory defences of paying and collecting bankers' bills of exchange, secured and unsecured lending, real property and chattel securities, bankruptcy.

**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.

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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.

**200667.1 Global Enterprise Resource Planning**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

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

**Equivalent Units**

200476 - Materials Management And Distribution (ERP), 200552 - Global Materials Management and Distribution (ERP)

.....

Global Enterprise Resource Planning (ERP) provides students with the knowledge and skills required in understanding broader concepts of managing within ERP system environments. Students are introduced to data, organisational structure, logistics and supply chain related processes and the role of enablers in understanding global logistics operations. Global ERP equips the students with basic decision-making tools, techniques and concepts. It also illustrates how technology can be utilised to better manage logistics across global supply chain with emphasis on the effective use of data and information, coordination and integration of cross functional activities and processes towards achieving best practice performance levels.

**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.

**200588.1 Global Operations and Logistics Management**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

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

.....

Global Operations and Logistics Management is an expansive unit designed for students interested in the organisational processes undertaken in providing products and services to customers. A range of tactical and strategic considerations are investigated to help students understand the role of global operations and logistics within an organisational context. The unit covers internal activities of

manufacturing and service organisations. A range of quantitative tools and techniques that support managerial decision making involving trade-offs, priorities and choices are introduced. While the latest trends in logistics and operations management are also reviewed.

### **200677.1 Global Supply Chain Management**

**Credit Points** 10 **Level** 2

#### **Equivalent Units**

200555 - Global Warehousing and Transport Management,  
200642 - Global Logistics and Supply Chain Management,  
200477 - Warehousing and Transport Management

.....

This contemporary unit focuses on the importance of supply chain management in the success and profitability of organisations. Supply chain management is defined theoretically and practically, with critical issues in designing a global supply chain network discussed. Several case studies enabling students to understand issues within supply chain management are discussed throughout, covering areas such as collaboration, transport, warehousing and the various relationships within the supply chain.

### **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

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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

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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, 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.

### **200708.1 Hospitality Industry**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

Basic knowledge of hospitality is assumed for this unit

**Equivalent Units**

200562 - Hospitality Markets, 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.

### **200561.2 Hospitality Management Applied Project**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

Advanced unit - students are expected to have gained an introductory level of knowledge in hospitality management.

**Prerequisite**

**200707.1** Service Industry Studies

**Equivalent Units**

200140 - Tourism and Hospitality Research Project

**Incompatible Units**

200580 - Sport Management Applied Project

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Hospitality Management Applied Project provides students a unique opportunity to integrate knowledge gained from operational and theoretical perspectives of hospitality studies into application in an engaged research project in

hospitality. Students will engage in comprehensive projects which bring together real world industry problems and hospitality theory. The outcome from this unit will be the production of a report and presentation which may involve industry partner. This unit also includes an international option for students.

### **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.

### **200740.1 Human Resource and Industrial Relations Strategy**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200300.1** Managing People at Work

**Incompatible Units**

200618 - Human Resource Strategy, 200615 - Industrial Relations Strategy

.....

This unit analyses the human resource and industrial relations strategies of the major employment relations stakeholders. While the principal focus is on the organisational level of analysis and on the strategic interventions introduced by management, the unit also analyses the strategic roles of government, trade unions, and employer associations. It covers the development of human resource management and industrial relations as a professional field, the relationship between business strategies and HR/IR strategies, stakeholders and strategic choice, ethics and professional standards, strategic HR/IR interventions; evaluation of strategy.

### **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 - 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.

### **200298.2 Immigration and Refugee Law**

**Credit Points** 10 **Level** 3

#### **Special Requirements**

200009 Constitutional Law OR LW211A Law and Society OR 200184 Introduction to Business 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.

### **200704.1 Independent Study (Law)**

**Credit Points** 10 **Level** 3

#### **Assumed Knowledge**

This is a unit that will normally be taken in the ultimate or penultimate year of study in their course. They will normally have completed at least 80 credit points of LLB units.

#### **Equivalent Units**

F3501 - Independent Study B (Law)

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This unit will result in the writing of a research paper of 5,000 words on an approved topic in law. It is anticipated that the unit will be used in appropriate situations such as where the Law School has a Visiting Professor who is prepared to supervise independent study in an area related to their expertise. The intent is that the areas researched will focus principally on those areas identified by the Schools in its Research Strategy. These include (i) international and trans-national governance, (ii) elder law, (iii) law and medicine. (iv) revenue law and (v) professional services law.

### **200741.1 Indigenous Australians and the Law**

**Credit Points** 10 **Level** 2

#### **Prerequisite**

**200006.1** Introduction to Law

.....

Indigenous Australians and the Law provides students with a grounding in the central legal issues associated with the historical and contemporary interaction of indigenous Australians with the Australian legal system .

### **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 - 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.

### CP308A.1 Information Systems Ethics and Law

**Credit Points** 10 **Level** 3

#### Special Requirements

Students enrolled in course 2502 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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This unit aims to provide students with an appreciation of the ethical and legal issues surrounding the use of information systems, particularly the internet. It examines the regulatory framework to facilitate an understanding of the legal boundaries within which e-commerce may operate. Matters including the abuse of computers, the privacy of computerised data and electronic communications are critically analysed to reveal a variety of issues which are legally significant.

### 70000.1 Information Systems in Context (UWSC)

**Credit Points** 10 **Level** 1

#### Incompatible Units

200128 - Introduction to Information Systems.

#### Special Requirements

Students must be enrolled at UWS College.

.....

This unit aims to give students the ability to recognise and expound about business information systems with regard to type, function, and purpose, and the frameworks within which these systems are used. Topics in this unit include computing fundamentals; computer hardware and software; computers and society; use of business application packages – spreadsheets, word processing, database, graphics; organisational information systems; information systems development and acquisition; data and knowledge management; electronic commerce, internets, extranets; networking; enterprise-wide information systems; the internet and information systems security; privacy, ethics and computer crime.

### 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.

### 200659.1 Insolvency Law and Policy

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

200011 - Contracts Law, 200008 - Torts Law, 200912 - Property Law

#### Prerequisite

**200009.1** Constitutional Law AND **200018.2** Law of Associations AND **200016.2** Equity Trusts and Remedies 1

#### Equivalent Units

F3016 - Insolvency Law

.....

The laws regulating insolvency administration have developed over time into an integral component of the legal system, domestic and international. By purposive analysis of the Australian and cross-border legislative provisions, this unit introduces the law and public policies by which regulators administer insolvent corporate entities and persons, and examines potential outcomes, including restructuring proposals.

### **200272.1 Insurance Advising - Theory and Practice**

**Credit Points** 10 **Level** 3

#### **Equivalent Units**

CO309A - 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.

### **200637.2 Intellectual Property**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200011.1** Contracts

#### **Equivalent Units**

F3017 - Intellectual Property

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In modern society, significant commercial value attaches to intangible intellectual property rights. An understanding of Intellectual Property law is therefore increasingly important in commercial practice. This Unit explores the three central regimes of Intellectual Property (Copyright, Patents and Trade Marks) in a broad range of commercial contexts, including the music, literary and visual arts industries; internet and information technology; protection for scientific, pharmaceutical and engineering innovations and protection of brands and merchandising indicia. The Unit also highlights current as well as international developments.

### **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.

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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

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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.

### **200595.2 International Business Finance**

**Credit Points** 10 **Level** 3

#### **Assumed Knowledge**

200591 Introduction to International Business

#### **Equivalent Units**

61124 International Business Finance

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This unit is designed to analyse the international financial environment in which international business is conducted. The unit will examine a mixture of advanced theoretical, practical and historical issues of relevance to the study of the behaviour of multinational corporations. Issues such as the choice between domestic or offshore financing and risk management associated with offshore transactions will be considered in detail.

### 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

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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

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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 - 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.

### 200220.2 International Criminal Law

**Credit Points** 10 **Level** 3

#### Corequisite

**F3023.1** Public International Law

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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

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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.

### 200055.3 International Finance

**Credit Points** 10 **Level** 3

#### Prerequisite

**200488.1** Corporate Financial Management AND **200525.1** Principles of Economics

.....

The study of international finance from the vantage point of a multinational enterprise provides students with a global insight into international trade for both manufactured and financial products. The unit recognises the increasing importance of global integration of money and capital markets - a trend that is creating expanded opportunities for both investors and organisations that need to raise capital. The recognition and management of risks associated with international operations are explored including cost of capital and financial structure, international financial markets crisis, international financial management, international monetary system, international diversification,

Units

foreign exchange risk management including the use of futures and options, foreign investment analysis, determination of exchange rates, balance of payments analysis, international debt crisis and country risk analysis.

### **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

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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

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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.

### **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

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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.

### **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**

200623 - International Management

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This unit has been replaced by 200623 - International Management. 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.

### **200094.1 International Marketing**

**Credit Points** 10 **Level** 3

#### **Assumed Knowledge**

Marketing principles including consumer/buyer behavioural concepts, business market dynamics, 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, statistics and general communications are also assumed.

#### **Prerequisite**

**200083.1** Marketing Principles

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Marketing internationally has become a necessity for many firms that wish to survive and grow in today's dynamic and increasingly linked world economy. Globalisation in its many forms is a powerful driver of change. 'International Marketing' is concerned with understanding and successfully managing the different international economic, cultural, political and legal environments as they affect the marketing activities of companies. This unit will examine the role of marketing research, international finance, overseas market entry and expansion strategies and the



marketing mix in international markets. This unit provides students with a sound theoretical basis and, particularly, a practical understanding of how companies operate in international markets.

### 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

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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.

### 200663.1 International Moot Court

**Credit Points** 10 **Level** 3

#### Corequisite

**200653.1** Public International Law

#### Equivalent Units

F3033 - Jessup International Moot

#### Incompatible Units

200694 - Australian Moot Court

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This course aims to train students in litigation and advocacy before international courts. Students will be provided with a grounding in issues including jurisdiction, admissibility, interim measures, principles of state responsibility and remedies. The course will focus on the International Court of Justice. The course will also have a practical component aimed at enhancing the advocacy skills of participants and applying the theory to the practical aspects of the conduct of international advocacy. Students will be involved in the preparation and presentation of a hypothetical case before the ICJ and will be given the opportunity to develop their advocacy skills, including the preparation of written submissions and delivery of oral submissions, in a non-competitive context. From within those students undertaking this Unit, a number will be selected for participation in an international law mooting competition, representing University of Western Sydney. Depending on the circumstances at the time, the possible competitions will be one or more of the following: Jessup International Law Court Competition; Jean Pictet International Humanitarian Law Competition; Manfred Lachs Space Law Moot Competition; Stetson International Environmental Law Competition. Other alternate competitions may be chosen in the future. For several of the competitions, the majority of the work will be conducted over the summer months and students will be required to undertake that they will devote sufficient time during that period to properly undertake all required tasks.

### 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 - International Trade Law

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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

#### Equivalent Units

200541- Globalisation and Trade

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This unit has been 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.

### 200184.2 Introduction to Business Law

**Credit Points** 10 **Level** 1

#### Corequisite

**200336.1** Business Academic Skills

#### Equivalent Units

LW110A - Business Law, F1011 - The Australian Legal System, F1012 - Introduction to Business Law, 61511 - Introduction to Legal Principles

#### Special Requirements

Co-requisite - 200336 - Business Academic Skills, for students in courses 2739 Bachelor of Business and Commerce and 2741 Bachelor of Business and Commerce (Advanced Business Leadership).

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 and legal problem solving. The main areas of law covered include contracts, torts, consumer protection and agency

### **700004.1 Introduction to Business Law (UWSC)**

**Credit Points** 10 **Level** 1

#### **Equivalent Units**

200184 - Introduction to Business Law

#### **Special Requirements**

Students must be enrolled at UWS College.

.....

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, and legal problem solving. The main areas of law covered include contracts, torts consumer protection and agency.

### **200052.3 Introduction to Economic Methods**

**Credit Points** 10 **Level** 1

#### **Corequisite**

**200336.1** Business Academic Skills

#### **Equivalent Units**

61301 - Introduction to Economic Methods

#### **Special Requirements**

Students must pass the Basic Math Skills Test or have passed the unit 300589 Mathematical Toolbox or 300691 Mathematical Reasoning prior to attempting this unit. Students must pass 70% or more in an online Basic Maths Skills Test prior to attempting this unit. To access this test, you will need your UWS student ID number, and have access to the Basic Maths Skills Test vUWS site. Co-requisite - 200336 - Business Academic Skills (in courses 2739 Bachelor of Business and Commerce, 2741 Bachelor of Business and Commerce (Advanced Business Leadership) and 2740 Bachelor of Business and Commerce/Bachelor of Laws only.

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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: Differential calculus and its application in business and economics; collection, analysis and interpretation of data using simple descriptive and inferential statistical methods; probability distributions, point and interval estimation,

hypothesis testing, and an introduction to regression analysis.

### **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

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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

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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.

### **700028.1 Introduction to International Business (UWSC)**

**Credit Points** 10 **Level** 1

#### **Equivalent Units**

200591 - Introduction to International Business, 61128 - International Business and Asian Environment

#### **Special Requirements**

This unit is only available to UWS College students enrolled in 7008 Diploma in Business and Commerce Fast Track.

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This unit introduces students to the nature of international business operations in the world economy. 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, 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 - Legal Method and Research, F1001 - Introduction to Law, LW105A - Introduction to Law

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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**

200571- Management Dynamics

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This unit has been replaced by 200571- Management Dynamics. 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.

**200042.2 Introduction to Operations Research**

**Credit Points** 10 **Level** 2

**Assumed Knowledge**

HSC Mathematics or equivalent.

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This unit introduces the ideas of systems and their mathematical modelling, with special reference to the allocation, inventory, scheduling, queuing and other processes taking place within social systems. It introduces

modelling and heuristic problem solving techniques and goes on to introduce the standard techniques of linear programming, network analysis, critical path analysis, inventory control and simulation. Throughout, an emphasis is placed upon the mathematical development of algorithms and their computerisation.

**200601.1 Introduction to Property**

**Credit Points** 10 **Level** 1

**Equivalent Units**

VA101AZ - Introduction to Property

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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.

**200076.1 Introductory Economics**

**Credit Points** 10 **Level** 1

**Equivalent Units**

D1023 - Economics for Technology Management (A), D1801 - Economics for Technology Management, EC102A - Principles of Economics

**Incompatible Units**

61321 - Microeconomics, 61331 - Macroeconomics, EC101A - Economics of Planning and the Environment, H1728 - Macroeconomics 1, H1732 - 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

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This unit describes the theory and practice of investment decision making. The general objective of the unit is to

introduce students to the tools of financial decision making by providing a conceptual framework within which the key financial decision of investment can be analysed. The objectives of this unit are as follows: To provide an overview of the theory of investing in Australian Financial Markets: Equity Markets in Australia, Stock Exchange Trading, Taxation, Australian Debt Markets: Money and Bond Markets. International Investment Environment Foreign Exchange, Equity Debt and Property Market; To apply theoretical concepts of investing to practical applications; Evaluate Asset Allocation, Security selection and Security analysis in Australian Derivatives Markets, International Derivatives Market; Describe Equity Valuation Models, Macro and Industry Analysis of Share Markets; Futures and Forward Contracts. Characteristics of futures/ forwards; Analyse Qualitative and Quantitative Stock Selection; Be knowledgeable about Investor Preferences and Passive and Active Portfolio Management; Describe the risk-return trade-off and know the meaning of efficient markets.

### **200115.1 Issues in Corporate Social Accountability**

**Credit Points** 10 **Level** 3

#### **Assumed Knowledge**

Knowledge of introductory accounting.

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This unit extends its analysis of financial and management accounting to incorporate changing expectations of corporate social responsibility.

### **200701.1 Issues in the Criminal Justice System**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200010.1** Criminal Law OR **400294.1** Law, Evidence and Procedure OR **SS242A.1** Crime & Law

#### **Equivalent Units**

69118 - Issues in the Criminal Justice System

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This unit introduces students 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 and a prison are organised, and practitioners are invited to seminars to enable candidates to gain a more practical understanding of the criminal justice system.

### **200649.1 Jurisprudence**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200007.1** Law Foundation

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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.

### **200599.1 Land Law**

**Credit Points** 10 **Level** 2

#### **Assumed Knowledge**

200184 - Introduction to Business Law

#### **Equivalent Units**

LW209A - Land Law

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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

#### **Prerequisite**

**200006.1** Introduction to Law AND **200007.1** Law Foundation AND **200012.1** Property Law

#### **Equivalent Units**

69006 - Aspects of Legal Practice

.....

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 standard agreement for sale of land, the law and practice relating to different title systems, mortgages, leases, easements and covenants.

### **LW211A.1 Law and Society (V1)**

**Credit Points** 10 **Level** 2

#### **Special Requirements**

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

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This unit introduces the main concepts of law and the legal system including: how law is made, the structure of the Australian court system and the legal profession. In addition this unit seeks to give an appreciation of the nature and role of law through a contextual understanding of the interaction of law and society through the analysis of selected topical legal developments and issues.

### **200296.1 Law Economics and Business Ethics**

**Credit Points** 10 **Level** 2

#### **Equivalent Units**

69017 - Law Economics and Business Ethics

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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 - Law Foundation Subject, F1002 - The Legal Context, LW201A - Legal Context: Reasoning, Writing and Professional Responsibility

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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.

### **200700.1 Law Honours Dissertation**

**Credit Points** 20 **Level** 5

#### **Assumed Knowledge**

This is a unit to be taken in the ultimate or penultimate semester of study in their course. Students will normally have completed all but 80 credit points of their course and at least 160 credit points of LLB units.

#### **Special Requirements**

Enrolment in this unit will be open to students with a course grade point average of 5 or greater. Students with a course grade point average of 4.5 but less than 5 may also be considered but will require approval.

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This unit comprises the research and writing of a research dissertation of between 8,000 and 10,000 words on an approved topic in law. The unit provides an opportunity for law students to further develop and refine their legal research and writing skills and to explore and analyse a legal topic of their choosing in order to produce a high quality piece of academic work. It includes training in research methodology, and support activities including presenting at an honours research seminar and requires the student to undertake a literature review followed by submission of a research proposal, upon acceptance of which the dissertation is written under supervision.

### **200018.2 Law of Associations**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

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

#### **Equivalent Units**

69011 - Corporations Law, F2010 - Law of Associations

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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 - Business Associations Law, F2006 - Business Associations Law, LW208A - 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.

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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 Obligation, CLWB27 - Law of Commercial Obligations

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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.

### 200027.1 Linear Algebra

**Credit Points** 10 **Level** 2

#### Assumed Knowledge

Content of 200025 - Discrete Mathematics

#### Equivalent Units

J1730 - Mathematics 1.2, J2764 - Mathematics 2.1, 14501 - Mathematics 1, 14503 - Mathematics 3

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Objective of this unit is to present the main fundamentals of linear algebra and includes such topics as solving systems of linear equations, matrix algebra, determinants, eigenvalues and eigenvectors, Euclidean vector spaces, general vector spaces, inner product spaces and linear transformations.

### 200546.1 Macroeconomic Issues

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

200053 Economic Modelling (or equivalent).

#### Prerequisite

**200547.1** Macroeconomic Theory OR **200051.1** Macroeconomic Analysis

#### Equivalent Units

200060 - Macroeconomic Theory and Practice

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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 - Introductory Management Accounting, AC104A-Introductory Management Accounting, H2818 - Financial and Management Accounting 2

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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

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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.

### 700003.1 Management Dynamics (UWSC)

**Credit Points** 10 **Level** 1

**Corequisite**

**700002.1** Business Academic Skills (UWSC)

**Equivalent Units**

200571 - Management Dynamics

**Special Requirements**

Students must be enrolled at UWS College.

.....

The 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 organized 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.2 Management Foundations

**Credit Points** 10 **Level** 1

**Special Requirements**

This unit is restricted to students enrolled in the Bachelor of Engineering, Bachelor of Construction Management, Bachelor of Technology, and Bachelor of Housing.

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Management Foundations provides an opportunity for students to understand the linkage between organisational processes and managerial practices. The main aim of the unit is to identify the dynamic nature of managerial practice in changing social, economic, technological and global

environments. This unit is for students in the School of Engineering only. Students in other degrees are not able to complete this unit.

### H3741.1 Management of Change

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

MG102A - Management Foundations

**Prerequisite**

**MG102A.1** Management Foundations

**Equivalent Units**

This unit has been replaced by - 200570 Management of Change

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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

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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

#### Assumed Knowledge

General knowledge of HRM/IR and management is taught in Managing People at Work and Management Foundations.

#### Prerequisite

**200300.1** Managing People at Work

#### Equivalent Units

61423 - Management of Employee Performance

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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

#### Assumed Knowledge

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

#### Equivalent Units

61654 - Facilities Location and Project Management, 61823 - Business Modelling

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Management of Projects introduces students to the role of projects in organizations and the associated issues in managing projects, including the management of project teams and project lifecycles. While project management is well understood in areas such as construction and information systems, this unit also covers its use in other business applications, such as product development, advertising and promotional campaigns, organizational change and the implementation of corporate strategy. The

use of cases, simulations and other exercises allows students to gain a realistic appreciation of the issues involved in managing projects. A range of project management tools and techniques are demonstrated through these case studies.

### 200081.2 Managerial Economics

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

Microeconomics OR Introduction to Economics

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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

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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

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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.



## 200175.4 Managing Human Resources and Industrial Relations

**Credit Points** 10 **Level** 3

### Prerequisite

**200300.1** Managing People at Work

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This version will replace 200175.3 from Spring 2009. 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. 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, 61428 - Introductory Employment Relations, 61411 - Australian Employment Relations

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Managing People at Work provides an introductory framework for the study of employment relations. The unit is approached from a stakeholder perspective, emphasising the way that management, labour and the state, along with other key stakeholders, act, both separately and together, to structure the employment relationship. In doing so, the unit integrates industrial relations and human resource management theory and practice, illustrating the links between the two disciplines. The content of the unit is structured so as to provide an initial introduction to the disciplines of industrial relations, human resource management, and employment relations, and to the key stakeholders in the employment relationship. Building on this framework, a theoretical and empirical analysis of employment relations processes is provided, with particular emphasis given to recent changes in the role and perspectives of stakeholders.

## 700030.1 Managing People at Work (UWSC)

**Credit Points** 10 **Level** 1

### Equivalent Units

200151 - Management of Employment Relations, 61428 - Introductory Employment Relations, 200300 - Managing People at Work

### Special Requirements

This unit is only available to UWS College students enrolled in 7008 Diploma in Business and Commerce Fast Track.

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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

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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.

## 200273.2 Managing Service and Experience

**Credit Points** 10 **Level** 2

### Equivalent Units

200564 - Introduction to Sport Management

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As service provision becomes increasingly important across a number of industries, some firms are moving beyond the idea of providing a service to providing a total customer experience. Managing Service and Experience introduces students to the exciting concepts of management in the service and experience economy. The unit examines the development of the experience economy and the specialist skills required to manage commercial organisations in the emerging experience economy. Key areas which are covered include: the experience economy, the characteristics of service, service development, service evaluation & service improvement.

## 200709.1 Managing the Accommodation Experience

**Credit Points** 10 **Level** 2

### Assumed Knowledge

Students are expected to have gained an introductory level of knowledge in hospitality management.

### Equivalent Units

200144 - Lodging Management

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The accommodation sector is an integral part of the hospitality experience. It requires the combination of intangible service and experience with the tangibility of a product which is used by guests. 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 accommodation issues as they relate to hospitality organisations.

### **200710.1 Managing the Food and Beverage Experience**

**Credit Points** 10 **Level** 2

#### **Assumed Knowledge**

Students are expected to have gained an introductory level of knowledge in hospitality management.

#### **Equivalent Units**

200145 - Food Service Systems

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The provision of Food and Beverage is a key component of the hospitality industry and is a prominent feature of the experience economy. Future managers and decision-makers need a thorough knowledge of the nature and characteristics of modern food and beverage service to gain competitive advantage. This unit draws upon traditional gastronomy to examine the role of food & beverage in society. A systems approach to food and beverage service management is then utilized to understanding the delivery of a food and beverage experience.

### **200086.2 Marketing Communications**

**Credit Points** 10 **Level** 2

#### **Assumed Knowledge**

Basic principles of marketing

#### **Prerequisite**

**200083.1** Marketing Principles

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Developing and managing an effective integrated marketing communications (IMC) program is a vital part of successful marketing. Moreover, IMC is a highly visible and demanding aspect of marketing communication effort at brand level. This unit, grounded in marketing principles, provides students with an understanding of coordinating major elements of the communication mix – advertising, sales promotions, personal selling, sponsorship marketing, public relations, direct marketing, and point of purchase material.

### **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 - Services Marketing, 61726 - Services Marketing

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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 - Marketing Project, K311A - Marketing Planning Project

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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 - Marketing Principles, H2808 - Principles of Marketing, MK104A - Marketing Fundamentals

#### **Special Requirements**

The 2009 Spring Parramatta external offering is restricted to Property students enrolled in either 2712 Bachelor of Business (Property) or the Property key program in 2739 Bachelor of Business and Commerce.

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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).

### 700001.1 Marketing Principles (UWSC)

**Credit Points** 10 **Level** 1

**Equivalent Units**

200083 - Marketing Principles

**Special Requirements**

Students must be enrolled at UWS College.

.....

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

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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

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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, J3674 - Mathematical Modelling, 14407 - Differential Equations Modelling

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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.

### 300672.1 Mathematics 1A

**Credit Points** 10 **Level** 1

**Assumed Knowledge**

HSC Mathematics achieved at band 4, 5 or 6 or equivalent, or 200191 Fundamentals of Mathematics

**Equivalent Units**

200189 - Concepts of Mathematics

**Special Requirements**

Students enrolled in 3621 Bachelor of Engineering degree course cannot enrol in this unit

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This level one hundred unit provides a solid foundation in the theory and applications of differential calculus, as well as some introductory work on complex numbers. It is the first of two units developing aspects of calculus.

### 300673.1 Mathematics 1B

**Credit Points** 10 **Level** 1

**Prerequisite**

**300672.1** Mathematics 1A

**Equivalent Units**

200189 Concepts of Mathematics

**Special Requirements**

Students enrolled in 3621 Bachelor of Engineering degree course cannot enrol in this unit

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This level one hundred unit provides a solid foundation in the theory and applications of integral calculus, as well as some introductory work on linear algebra and infinite sequences and series. It is the second of two units developing aspects of calculus.

### 200661.1 Media Law

**Credit Points** 10 **Level** 3

#### Prerequisite

**200008.1** Torts Law AND **200009.1** Constitutional Law

#### Equivalent Units

F3031 - Media Law

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This unit examines various aspects of law relating to the mass media. The laws of defamation, contempt, privacy and the laws dealing with prohibited publications, such as those involving sedition, obscenity or vilification, form the central content of the unit. Industry codes, journalists' ethics and protection of their sources will also be studied. The unit also examines the policy rationales involved in balancing protection of free speech with a range of other interests in the context of legal restrictions on media freedom. The impact of new technologies on existing media regulation and the emerging area of cyberspace media law will also be featured throughout the unit.

### 200294.1 Mediation

**Credit Points** 10 **Level** 2

#### Prerequisite

**200293.1** Alternative Dispute Resolution

#### Equivalent Units

69108 - Mediation

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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

#### Equivalent Units

69056 - Medical Malpractice Law

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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 - Industry Economics and Policy

#### Incompatible Units

200056 - Microeconomic Analysis

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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.

### **200613.1 Negotiation, Bargaining and Advocacy**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200300.1** Managing People at Work

**Equivalent Units**

61430 - Negotiation, Bargaining and Advocacy

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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.

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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 - New Product Development, H3815 - New Project Development, MK315A - New Product Development

### **200617.1 Occupational Health and Safety**

**Credit Points** 10 **Level** 3

**Equivalent Units**

61442 Occupational Health and Safety, 200753 - Occupational Health and Safety

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This unit is being replaced by unit code 200753 in 2010. 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.

### **200753.1 Occupational Health and Safety**

**Credit Points** 10 **Level** 3

**Equivalent Units**

61442 Occupational Health and Safety, 200617 - 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.

### **200660.1 Occupational Health and Safety Law**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200008.1** Torts Law AND **200010.1** Criminal Law

**Equivalent Units**

69115 - Occupational Health and Safety Law

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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

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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.

**200159.2 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 OR **MG102A.1** Management Foundations OR **61611.1** Management Studies OR **H1727.1** Business Management

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This unit is concerned with organisation theories, forms and practices at both the macro and micro levels. 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. Multiple perspectives are brought to analyse organisation designs. Organising as a social meaning making process, where order and disorder are in tension and unpredictability is shaped and managed, is examined. Students are invited to learn through involvement in, and reflection upon, a range of individual and collaborative activities.

**200585.1 Organisational Behaviour**

**Credit Points** 10 **Level** 2

**Prerequisite**

**200571.1** Management Dynamics OR **MG102A.1** Management Foundations

**Equivalent Units**

MG204A - Organisational Behaviour

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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.

**MG204A.1 Organisational Behaviour**

**Credit Points** 10 **Level** 2

**Corequisite**

**MG102A.1** Management Foundations

**Equivalent Units**

200585 - Organisational Behaviour

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This unit has been replaced by 200585 - Organisational Behaviour. External offering is only available for students of the Bachelor of Business (Property Economics) 301P. 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.

**700031.1 Organisational Behaviour (UWSC)**

**Credit Points** 10 **Level** 2

**Prerequisite**

**200571.1** Management Dynamics OR **700003.1** Management Dynamics (UWSC) OR **MG102A.1** Management Foundations

**Equivalent Units**

MG204A - Organisational Behaviour, 200585 Organisational Behaviour

**Special Requirements**

The unit is only available to UWS College students enrolled in 7008 Diploma in Business and Commerce Fast Track.

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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.

## 200157.2 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. Planning and Design of Hospitality Facilities provides a unique opportunity for students to learn about contemporary planning a design issues including: an examination of design processes; the role of government and building authorities; design principles for hospitality facilities; sustainability; and managerial aspects related to commissioning and evaluating hospitality facilities.

## 200647.1 Planning and Environment Law

**Credit Points** 10 **Level** 3

### Prerequisite

**200006.1** Introduction to 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 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 - Investment Management

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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, 200752 - Power, Politics and Knowledge

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This unit is being replaced by unit code 200752 in 2010. 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

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This unit has been replaced by 101370 - Power, Control and Decision Making. 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 - 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.

### **200752.1 Power, Politics and Knowledge**

**Credit Points** 10 **Level** 3

#### **Equivalent Units**

H3743 - Power Politics and Knowledge, 200583 - 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.

### **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

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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.

### **700006.1 Principles of Economics (UWSC)**

**Credit Points** 10 **Level** 1

#### **Equivalent Units**

200076 - Introductory Economics, 200046 - Microeconomics, 200525 - Principles of Economics



### Special Requirements

Students must be enrolled at UWS College.

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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

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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.

### 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

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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

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Please note that from 2009 this unit has been replaced with - 200668 Technology Management for Competitiveness. 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 directed to the Learning Guide for important information that students need to be aware of in relation to admission to legal practice. Students are to complete any 10 of the listed prerequisites.

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Professional Legal Skills 1 is the first of a stream of two units which will focus on meeting the students need, that at the point of admission to practice they will be expected to provide evidence they have achieved the requisite competence in the following Skills (certain aspects of Lawyer's Skills; certain aspects of Problem Solving) and Practice Areas (certain aspects of Civil Litigation Practice) as prescribed in the Competency Standards for Entry Level Lawyers for practical legal training that have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC).

**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 directed to the Learning Guide for important information that students need to be aware of in relation to admission to legal practice. Students are to complete any 10 of the prerequisite units.

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Professional Legal Skills 2 is the second of a stream of two units which will focus on meeting the students need, that at the point of admission to practice they will be expected to provide evidence they have achieved the requisite competence in the following Skills (certain aspects of Lawyer's Skills) and Practice Areas (Criminal Law Practice; certain aspects of Civil Litigation Practice) as prescribed in the Competency Standards for Entry Level Lawyer's for practical legal training that have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC).

**200020.3 Professional Responsibility and Legal Ethics**

**Credit Points** 10 **Level** 2

**Corequisite**

**200006.1** Introduction to Law

**Equivalent Units**

69024 - Professional Conduct and Legal Ethics, 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. Students will be able to explain and evaluate the law and practice of lawyers, by reference to key topics, such as: professionalism; legal ethics; the history, structure and regulation of the legal profession; and the interpersonal, psychological and cultural factors affecting lawyering. In addition students will be able to demonstrate the process of ethical decision making by selecting and using ethical decision making tools in a legal context.

**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

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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

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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.

**200749.1 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.

**Equivalent Units**

200437 - Property Investment

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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 - Property Law, F2002 - Property Law

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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.

**200750.1 Property Portfolio Analysis (V2)**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

Students require some knowledge of property.

**Equivalent Units**

200438 - Property Portfolio Analysis (V2)

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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

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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.

**200702.1 Public Health Law**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

Students should have completed at least 80 credit points of law units.

**Equivalent Units**

69113 - Public Health Law

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This unit considers various legal issues related to health and medicine. This area of law is relatively new and continually developing and expanding. This unit is primarily concerned with how law has and should respond to various health dilemmas. These include State protection of the community from death and disease (for example immunisation, quarantine, disease outbreaks such as AIDS and Aboriginal health), patient rights, (for example privacy, access to information and human rights) mental illness (including civil commitment and competency to make decisions) and technological advances.

**200653.1 Public International Law**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200009.1** Constitutional Law

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Public International Law regulates nation states and seeks to order human affairs at the international level. 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 of law and 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.

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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.

### **200167.1 Quality Management**

**Credit Points** 10 **Level** 3

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The principles taught in Quality Management underpin the successful management of all business enterprises. Students enrolled in this unit will be introduced to the latest concepts in performance excellence, with a strong emphasis on service quality. Various tools and techniques that support performance excellence are presented, including ISO9000, Six Sigma, and high-performance human resource practices. Contemporary areas covered in this unit involve identifying customers' needs, and involvement in organisational performance which is supported by continuous improvement and organisational learning.

### **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

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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

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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

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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, 200192 - Statistics for Science and desirably 200033 - Applied Statistics.

#### **Equivalent Units**

14410 - Regression Analysis and Experimental Design, J3692 - Regression and Multivariate Analysis, J3717 - Design and Analysis of Experiments

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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.

### LW207A.1 Regulation of Markets (V1)

**Credit Points** 10 **Level** 2

#### Assumed Knowledge

200184 - 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.

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This unit provides students with an overview of the legal and regulatory aspects of product development, marketing and sales. The unit examines the impact of intellectual property rights on marketing as well as the legal frameworks that protect the consumer and promote competition. Topics include: protection of registered trade marks and other brands; the impact of other aspects of intellectual property law, such as copyright and patents, on product development and marketing decisions; legal aspects of advertising and e-commerce; product liability, safety and labelling requirements and compliance with laws regulating anti-competitive conduct in the marketplace.

### 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

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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

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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.

### 200412.3 Research Proposal and Seminar

**Credit Points** 10 **Level** 5

#### Assumed Knowledge

Students to have the basic disciplinary knowledge and skills necessary to design and undertake their honours level research project.

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The aim of this unit is to identify a suitable honours thesis topic, conduct a preliminary review of the relevant literature, identify research methods applicable to the study, consider any relevant ethical issues applicable to the study, devise a resource management plan and schedule of study and to seek feedback and input from academics with appropriate skills and experience in the research area. This unit gives honours students access and exposure to research communities via attendance and participation at school research seminars. Students will publicly present and defend their thesis proposal to peers and the academic community.

### 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 - Retailing Management

#### Incompatible Units

Although not equivalent, students will not be allowed to count 200031 - Mathematics, 200195 - Mathematical Methods A, 200196 - Mathematical Methods B, 200237 - Mathematics for Engineers 1

.....

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.

### 200569.1 Retirement Planning

**Credit Points** 10 **Level** 3

#### Prerequisite

**200184.1** Introduction to Business Law

#### Equivalent Units

LW310A - Retirement Planning

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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.

### **200019.2 Revenue Law**

**Credit Points** 10 **Level** 4

#### **Prerequisite**

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

#### **Incompatible Units**

200187 - Taxation Law

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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.

### **200739.1 Reward and Performance Management**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200300.1** Managing People at Work

#### **Incompatible Units**

200611 - Management of Employee Performance, 200612 - Remuneration Theory and Practice

.....

The unit introduces students to critical perspectives in reward management. The structure of the course is initially thematic and considers in turn: the wider context in which reward strategies are devised; the strategic decisions that arise in the organisational context if reward is to meet regulatory requirements, the organisation's objectives and the expectations of the workforce, and the component parts (base pay, variable pay, transactional rewards, relational rewards of contemporary reward). This unit examines the relationship between performance and reward, performance management systems and the alignment of employer performance with achievement of organisational objectives. Various models of performance management and performance appraisal techniques are critically assessed.

### **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

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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

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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.

### **200268.1 Self Managed Superannuation Funds**

**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.

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This unit examines the regulatory regime of self managed superannuation funds and aims to equip students to

develop effective strategies in relation to superannuation planning.

### 200707.1 Service Industry Studies

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

Basic understanding of the service and experience economies is assumed.

#### Equivalent Units

200581 - Sport Management Research Methods, 200559 - Hospitality Business Research Methods, 200681 - Services Research Methods

.....

Service Industry Studies is designed to allow students to develop skills of research planning, execution, interpretation and results dissemination from service industry research projects. Students will learn about and have an opportunity to prepare a literature review, conduct research on a "problem", collect, analyse and present data on a hypothetical or case based service business issue. Strategies and recommendations in the form of a report will be the outcome of the unit.

### 200652.1 Space Law - Commercial Aspects

**Credit Points** 10 **Level** 3

#### Prerequisite

**F3023.1** Public International Law

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This unit examines the underlying legal principles that regulate the use, exploration and exploitation of space, and how International Law can and should be applied to the many different State and private commercial uses of outer space. It examines the existing international legal regime – the five United Nations Space Treaties and key Declarations of Principles related to space activities - as well as a number of domestic regulatory systems, including the Australian legal regime. The unit also concentrates on the (many) uses and proposed uses of space for which the legal framework may not be particularly well suited.

### 200579.1 Sport Event and Facility Management

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

Students are expected to have gained an introductory level of knowledge in sport management.

#### Equivalent Units

400336 - Venue Management, 400334 - Event Management and Sport Organisations

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An essential part of many sport organisations involves organising and managing major competitions, special events and the facilities which host them. Sport Management – Event and Facility Management provides knowledge and understanding by giving students the opportunity to practically apply skills and knowledge through development and execution of their own sport

event. The unit calls for students to apply previously learned management strategies, leadership theories, communication skills, and staff management to facility and event projects.

### 200751.1 Sport Management Applied Project

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

Students are expected to have gained an introductory level of knowledge in sport management.

#### Equivalent Units

200580 - Sport Management Applied Project

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Sport Management Applied Project provides students a unique opportunity to integrate knowledge gained from operational and theoretical perspectives of sport studies into application in an engaged research project in sport management. Students will engage in comprehensive projects which bring together real world industry problems and sport theory. The outcome from this unit will be the production of a report and presentation which may involve industry partner. This unit also includes an international option for students

### 200664.1 Sport Management Internship

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

Students are expected to have gained an introductory level of knowledge in sport management.

#### Equivalent Units

400649 - Professional Practice in Sport Management 3, 400648 - Professional Practice in Sport Management 2, 200576 - Professional Practice in Sport Management

#### Special Requirements

Some placement agencies require completion of a Prohibited Persons Declaration; Criminal Record Check Clearance and Immunisation.

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Sport Management Internship provides students with an opportunity to engage with the sport industry through the opportunity to observe practitioners in action and to learn in a practical "hands-on" setting. Experience in the field of study is an essential ingredient in preparing an individual for employment either during the period of study or after graduation. In this regards students have the opportunity to see how knowledge and skills acquired in lectures and tutorials/laboratories can be applied and also relate theoretical concepts and skills to situations in sport or exercise-related settings.

### 200754.1 Sports Management - Planning and Development

**Credit Points** 10 **Level** 3

#### Assumed Knowledge

Students are expected to have gained an introductory level of knowledge in sport management.

### Equivalent Units

200244 - Sports Management - Planning and Development

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With sport professionalism, globalisation, population change and consumer pressure there is a need for government, not for profit and private enterprise to better plan for and provide sport and leisure facilities and services. Sport Management – Planning and Development provides an in-depth study of the planning and development of sport in the Australian context. Throughout this unit there is a focus on managing change to appropriately planning for future sport and leisure needs within a context of public policy. An introductory framework will be provided emphasizing the historical perspectives of sport and leisure and its history and role within contemporary Australian society.

### 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 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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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.

### 700045.1 Statistics for Academic Purposes (UWSCFS)

**Credit Points** 5 **Level** Z

#### Special Requirements

Students must be enrolled at UWS College.

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The unit Statistics for Academic Purposes is designed and written to prepare students for study in Statistics at first year university level. The unit develops those skills peculiar to the statistical requirements of further study in the areas of Arts, Business, Science and the Humanities.

### 200032.1 Statistics for Business

**Credit Points** 10 **Level** 1

#### Assumed Knowledge

HSC Mathematics or equivalent.

#### Equivalent Units

C1022 - Introductory Statistics, J1737 - Statistics 1.1, J1762 - Fundamentals of Statistics, ST202A - Business Statistics, 61811 - Inferential Statistics

### Incompatible Units

200192 - Statistics for Science, 200263 - Biometry, 200052 - Introduction to Economic Methods, 200182 - Quantitative Techniques

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This Level 1 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.

### 200032.2 Statistics for Business

**Credit Points** 10 **Level** 1

#### Assumed Knowledge

HSC Mathematics / Mathematics Extension 1 is desirable.

#### Prerequisite

**300589.1** Mathematics Toolbox OR **300691.1** Mathematical Reasoning

#### Equivalent Units

C1022 - Introductory Statistics, J1737 - Statistics 1.1, J1762 - Fundamentals of Statistics, ST202A - Business Statistics, 61811 - Inferential Statistics

#### Incompatible Units

200192 - Statistics for Science, 200052 - Introduction to Economic Methods, 200182 - Quantitative Techniques, 200263 - Biometry, 300700 - Statistical Decision Making

#### Special Requirements

Students must pass the Basic Math Skills Test or have passed the unit 300589 Mathematical Toolbox or 300691 Mathematical Reasoning prior to attempting this unit. Students must pass 70% or more in an online Basic Maths Skills Test prior to attempting this unit. To access this test, you will need your UWS student ID number, and have access to the Basic Maths Skills Test vUWS site.

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This Level 1 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.

### 700007.1 Statistics for Business (UWSC)

**Credit Points** 10 **Level** 1

#### Equivalent Units

200032 - Statistics for Business

#### Special Requirements

Students must be enrolled at UWS College.

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This 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 - Statistics 1, 14327 - Statistical Methods, 200032 - Statistics for Business, J1730 - Mathematics 1.2, ST003A - Statistics 1.2D, ST109A - Statistics 1.1, 200263 - Biometry, 300700 - Statistical Decision Making

.....

This Level 1 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.

**200711.1 Statutory Valuation**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

An understanding of the basic principles of land administration, 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 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**

200606 - Compulsory Acquisition and Litigation

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This unit is an elective unit that covers the area of statutory valuation. It is the prescribed unit for valuer registration at the NSW Office of Fair Trading. It is also the prescribed unit for Certified Practising Valuer (CPV) membership of the Australian Property Institute. Upon completion of this unit, students will demonstrate a comprehensive understanding of the necessary valuation methods and principles for relevant statutory valuations.

**200665.1 Strategic Communication in Sport**

**Credit Points** 10 **Level** 2

**Equivalent Units**

400321 - Sport Management 2, 200556 - Communication in Sport

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The student is introduced to the components necessary for the successful development and execution of the organisations communication strategy. Students become aware of the multi faceted nature of this process looking at internal and external communication channels. Together

with identifying and discussing the significance of media communications in the local and global market place.

**200587.1 Strategic Management**

**Credit Points** 10 **Level** 3

**Prerequisite**

**200571.1** Management Dynamics AND **MG102A.1** Management Foundations

**Equivalent Units**

MG302A - Strategic Management

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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**

200587 - Strategic Management

.....

This unit has been replaced by 200587- 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.

**200087.1 Strategic Marketing Management**

**Credit Points** 10 **Level** 3

**Assumed Knowledge**

This is a capstone unit in marketing. It is assumed that students have knowledge of basic marketing concepts, theories, and frameworks in consumer behaviour, business-to-business marketing and marketing research.

**Prerequisite**

**200083.1** Marketing Principles

.....

This unit is about developing and managing innovative competitive marketing strategies. It crosses the traditional boundaries of marketing (as the modern marketer often

does), and is therefore influenced by concepts and tools from a range of disciplines, including strategic management, entrepreneurship and marketing. The central focus is on how marketing strategy and its management can create superior and sustainable value for both customers and shareholders

### **200039.1 Surveys and Multivariate Analysis**

**Credit Points** 10 **Level** 3

#### **Assumed Knowledge**

200192 - Statistics for Business, 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 - Taxation Law and Practice, AC302A - Taxation (V1), F3002 - Taxation Law

#### **Incompatible Units**

200019 - Revenue Law

#### **Special Requirements**

Students enrolled in course 2502 - 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.

### **200668.1 Technology Management for Competitiveness**

**Credit Points** 10 **Level** 3

#### **Assumed Knowledge**

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

#### **Equivalent Units**

200165 - Productivity and Technology Management

.....

This contemporary unit provides an understanding of technology management and productivity measurement/improvement concepts aimed to improve the competitiveness of organisations. Students are introduced to a range of tools and techniques to acquire and implement technology and develop productivity improvement programs within global operations and supply chain context. The interaction between technological change and competitiveness (productivity and other performance measurement systems) is also explored. The unit is relevant to managers or technologists with responsibilities for managing technological change

### **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 - 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 - Macroeconomics, 200076 - Introductory Economics, 200488 - 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.

**200705.1 The World of Sport Management**

**Credit Points** 10 **Level** 1

**Equivalent Units**

400319 - Sport Management 1, 200564 - Introduction to Sport Management

.....

The World of Sport Management offers a contemporary view of the key areas of management and leadership in sport organisations. Sport organisations are uniquely situated within a broader social, cultural and political environment which requires a different approach to management that is introduced throughout this unit. Students will be exposed to key areas within the sport management field including developing goals, decision making, strategic planning, leadership styles, and human resource management. Additionally, students will develop a

Units

capacity to apply and critique socio-cultural theoretical perspectives together with critically reviewing a specific sport organisation.

### **200038.1 Time Series and Forecasting**

**Credit Points** 10 **Level** 3

#### **Assumed Knowledge**

200192 - Statistics for Science, 200032 - Statistics for Business, 200263 - Biometry

#### **Equivalent Units**

J3697 - Time Series and Forecasting, 14372 - Time Series

#### **Incompatible Units**

200041 - Applied Regression Analysis and Forecasting

.....

This Level 3 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 - Torts Law, F1004 - Torts, LW302A -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.

### **200641.1 Wills and Succession**

**Credit Points** 10 **Level** 3

#### **Prerequisite**

**200012.1** Property Law

#### **Equivalent Units**

F3029 - 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**

200616 - Workplace Behaviour in 2008

.....

This unit has been replaced by 200616 - 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.

## **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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