

# Business and Law Schools

## Electronic Postgraduate Handbook 2012

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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 (August 2012), 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.

Overseas students studying in Australia must comply with the requirements of the ESOS Act and the National Code. They should consult the Federal Government's [Australian Educational International](#) webpage for the description of the ESOS legislation and other relevant information. UWS International Postgraduate and Undergraduate Prospectuses and other promotional material specifically prepared for overseas students also provide information about CRICOS registered courses and conditions relating to study in Australia.

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## About the Business and Law Schools Electronic Postgraduate Handbook

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### Sessions and dates

There are two main sessions in 2012: Autumn and Spring. Weeks shown in the dateline refer to the session weeks for these main sessions.

The dateline is available at:

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

### Unit outlines

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

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

More information on unit offerings can be found at:

[http://handbook.uws.edu.au/hbook/UNIT\\_SEARCH.ASP](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 2012 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.

### How to use this electronic book

The first part of this electronic book contains information about current postgraduate courses offered by the Schools of Business and Law. The next part contains details on current postgraduate unit sets in these courses, and the final part has details of all units within the 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.

### 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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## SCHOOL OF LAW

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### Graduate Diploma in Legal Practice

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#### 2668.1

This course is only available to UWS LLB students.

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

#### Study Mode

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

#### Location

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

#### Advanced Standing

Applicants may be eligible for advanced standing in F7030 Professional Legal Skills.

#### Accreditation

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

#### Admission

Applicants must have successfully completed 12 core units from the UWS LLB course.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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

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

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

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

#### Core Units

<b>F7030.1</b>	Professional Legal Skills
<b>F7031.2</b>	Legal Practice: Ethics and Management
<b>F7032.1</b>	Transactional Legal Practice
<b>F7033.1</b>	Litigious Legal Practice

#### Professional Legal Placement

<b>F7034.2</b>	Professional Legal Practice
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This unit must be undertaken in order to gain admission to practice in NSW.

## SCHOOL OF BUSINESS

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### Master of Accountancy

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#### 2691.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or later.

The Master of Accountancy provides candidates with the opportunity to complete the pre-entry educational requirements for CPA Australia, The Institute of Chartered Accountants in Australia (ICAA) or the Institute of Public Accountants (IPA) where a sixteen unit master degree is required. It can also be taken as an extension of the MPA as it contains the same twelve core units as the MPA, plus four additional electives.

#### Study Mode

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

#### Location

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

#### Advanced Standing

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

#### Accreditation

Accredited by CPA Australia, The Institute of Chartered Accountants in Australia (ICAA) and the Institute of Public Accountants (IPA).

#### Admission

Applicants must have successfully completed one of the following:

- An undergraduate degree, or higher, in any discipline other than an accredited accounting major, or
- A Graduate Diploma in any discipline, or
- A Graduate Certificate in any discipline, or
- A masters qualification in any discipline except accounting, or
- A university diploma in any discipline, or
- An Advanced Diploma in accounting and have five years full time equivalent business experience.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable

proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 160 credit points which includes twelve core units and four electives.

#### Core Units

<b>200396.3</b>	Introductory Accounting (PG)
<b>200424.3</b>	Statistics for Accountants (PG)
<b>200425.2</b>	Economics (PG)
<b>200432.2</b>	Commercial Law (PG)
<b>200400.3</b>	Company Accounting (PG)
<b>200426.2</b>	Corporate Finance (PG)
<b>200433.2</b>	Company Law (PG)
<b>200494.2</b>	Management Accounting (PG)
<b>200397.2</b>	Revenue Law (PG)
<b>200398.2</b>	Auditing (PG)
<b>200399.2</b>	Information Systems for Accountants (PG)
<b>200401.2</b>	Accounting Theory and Applications (PG)

#### Electives

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

### Graduate Diploma in Accounting

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#### 2687.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or later.

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

or Graduate Diploma, graduates may wish to pursue further studies in one of the accounting coursework master programs.

### 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

### Advanced Standing

Advanced Standing is not available.

### Admission

Applicants must have successfully completed one of the following:

An undergraduate degree, or higher, in any discipline, or

A university diploma in any discipline, or

An advanced diploma in accounting and have five years full time equivalent business experience.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 60 credit points by choosing six units from either 2689 Master of Professional Accounting (MPA) or 2688 Master of Commerce (Accounting), or any other UWS postgraduate offered units approved by the respective Director, Academic Programs.

## Graduate Certificate in Accounting

### 2686.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is Spring 2011.

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

### Study Mode

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

### Location

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

### Advanced Standing

Advanced Standing is not available.

### Admission

Applicants must have successfully completed one of the following:

An undergraduate degree, or higher, in any discipline, or

A university diploma in any discipline, or

An Advanced Diploma in accounting and three years FTE professional/managerial business experience, or

Five years FTE general work experience.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 40 credit points by choosing four units from either Master of Professional Accounting (MPA), course

code 2689, or Master of Commerce (Accounting), course code 2688, or any other UWS postgraduate offered units approved by the respective Director, Academic Programs.

## Master of Applied Finance

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### 2702.1

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

### Study Mode

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

### Location

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

### Accreditation

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

### Admission

Applicants must have successfully completed an undergraduate degree in Business or Commerce or

A Graduate Certificate in Applied Finance.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points which includes three core units and five alternate units. Students may obtain a Specialisation by completing units from one of the Specialisations listed below.

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

### Core Units

<b>200426.2</b>	Corporate Finance (PG)
<b>51163.2</b>	Financial Institutions and Markets (MAF)
<b>51168.2</b>	Funds Management and Portfolio Selection

### Alternate Units

<b>H7331.2</b>	International Trade and Industry Economics
<b>51054.2</b>	Financial Modelling
<b>51165.2</b>	Financial Institution Management
<b>51166.2</b>	Credit and Lending Decisions
<b>51169.2</b>	Derivatives
<b>51167.1</b>	Law of Finance and Securities
<b>51171.2</b>	Real Estate Finance and Investment
<b>51172.2</b>	Marketing of Financial Products
<b>51173.2</b>	Strategic Bank Management
<b>51211.2</b>	International Finance
<b>51212.2</b>	Security Analysis and Portfolio Theory
<b>200425.2</b>	Economics (PG)

### Specialisations

<b>SP21001.1</b>	Banking
<b>SP21000.1</b>	Funds Management
<b>SP2706.1</b>	Treasury
<b>SP2000.1</b>	Property Investment

## Graduate Diploma in Applied Finance (exit only)

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### 2745.1

This is an exit only award for students who have completed 60 credit points, including three core and three alternate units. Students apply to 2702.1 Master of Applied Finance and exit with the Graduate Diploma award.

### Location

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



Campus	Attendance	Mode
Westmead	Full Time	Internal
Westmead	Part Time	Internal

### Accreditation

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

### Course Structure

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

## Graduate Certificate in Applied Finance

### 2708.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is mid-2007 or later.

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

### Study Mode

Six months full-time. Part-time may be completed over three or four quarters.

### Location

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

### Accreditation

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

### Admission

Applicants must have successfully completed an undergraduate degree in any discipline or have at least four years full time equivalent work experience as a supervisor or manager in one of the following areas: finance, applied finance, accounting, taxation.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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

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

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

### Core Units

<b>200426.2</b>	Corporate Finance (PG)
<b>51163.2</b>	Financial Institutions and Markets (MAF)
<b>51168.2</b>	Funds Management and Portfolio Selection

### Alternate Units

<b>200425.2</b>	Economics (PG)
<b>51054.2</b>	Financial Modelling
<b>51165.2</b>	Financial Institution Management
<b>51166.2</b>	Credit and Lending Decisions
<b>51167.1</b>	Law of Finance and Securities
<b>51169.2</b>	Derivatives
<b>51172.2</b>	Marketing of Financial Products
<b>51211.2</b>	International Finance
<b>51212.2</b>	Security Analysis and Portfolio Theory
<b>H7331.2</b>	International Trade and Industry Economics

## Graduate Certificate in Business

### 2655.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or later.

This course is suitable for those seeking a broadly based business qualification to consolidate previous undergraduate learning and/or practical supervisory or management experience. The course allows for postgraduate units to be completed from a variety of

business related disciplines. In consultation with the Head of Program students may choose to complete any four units for career and personal advancement or interest.

Alternatively students can complete the four core units of any Master degree with the intention of applying to study at Master's level in the future.

This program may also be offered in collaboration with industry partners.

### Study Mode

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

### Location

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

### Admission

Applicants must possess:

An undergraduate degree, or higher, in any discipline,

or

A diploma or advanced diploma, together with a minimum of four years full time general work experience,

or

At least four years full time equivalent managerial or professional experience.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of four postgraduate units totalling 40 credit points and must be approved by the Head of Program. The maximum enrolment load is two 10 credit point units per quarter.

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

- Accounting
- Economics
- Finance
- Hospitality
- Human Resource Management and Industrial Relations
- International Business
- Law
- Management
- Marketing
- Operations and Engineering Management

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

## Master of Business Administration

### 5500.4

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or 2012.

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

### Study Mode

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

### Location

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

## Admission

Applicants must have:

- Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum three years full-time equivalent managerial/professional work experience; or
- Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum six years full-time equivalent general work experience; or
- Successfully completed a Graduate Certificate in Business Administration or Graduate Diploma in Business Administration

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 120 credit points. This includes eight core and four alternate units as per the structure below.

### Core Units

<b>500000.2</b>	Marketing Management
<b>500001.3</b>	Value Chain Management
<b>500002.3</b>	Managing People
<b>500003.3</b>	Financial Management
<b>500004.2</b>	International Business
<b>U51043.3</b>	Contemporary Organisation Behaviour
<b>U51045.4</b>	Accounting Perspectives for Management
<b>U51050.3</b>	Strategic Management (MBA)

And four alternate units.

### Alternate Units

<b>500009.3</b>	International Financial Management
<b>500010.3</b>	Investment Management
<b>500011.2</b>	Managing E-Business
<b>500014.2</b>	Managerial Psychology
<b>500016.2</b>	International Marketing Management
<b>500017.3</b>	Governance and Ethics
<b>500018.3</b>	Negotiation for Managers
<b>500019.1</b>	Conflict Resolution
<b>500020.2</b>	Competitive Intelligence
<b>500024.2</b>	Management Research Project I

<b>500025.2</b>	Management Research Project II
<b>500031.2</b>	Management Principles for Company Directors
<b>500032.3</b>	Economic Contexts for Managers
<b>500033.2</b>	Consumer Behaviour
<b>500036.3</b>	Methods of Business Research
<b>500041.3</b>	Creating Sustainable Organisations

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

- 5501 Graduate Diploma in Business Administration
- 5502 Graduate Certificate in Business Administration

## Graduate Diploma in Business Administration (Exit Only)

### 5501.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or 2012.

This is an exit award consisting of 60 credit points. Applicants apply to 5500 Master of Business Administration and exit with the Graduate Diploma in Business Administration.

### Study Mode

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

### Location

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

### Course Structure

Students may exit the Master of Business Administration after the successful completion of the following six units (60 credit points).

### Core Units

<b>U51043.3</b>	Contemporary Organisation Behaviour
<b>U51045.4</b>	Accounting Perspectives for Management
<b>500000.2</b>	Marketing Management
<b>500001.3</b>	Value Chain Management
<b>500002.3</b>	Managing People
<b>500003.3</b>	Financial Management

## Graduate Certificate in Business Administration

### 5502.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or 2012.

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

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

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

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

### Study Mode

Six months full-time. May be completed over three or four quarters part-time.

### Location

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

### Admission

Applicants must have:

- Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum three years full-time equivalent managerial/professional work experience; or
- Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum six years full-time equivalent general work experience; or
- Successfully completed an Advanced Diploma in any discipline and have a minimum six years full-time equivalent general work experience; or
- A minimum of eight years full-time equivalent professional/managerial work experience

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 40 credit points.

The Graduate Certificate in Business Administration (GCBA) is a nested qualification within the MBA, comprising 40 credit points of study as follows.

Choose four of

<b>U51043.3</b>	Contemporary Organisation Behaviour
<b>U51045.4</b>	Accounting Perspectives for Management
<b>50000.2</b>	Marketing Management
<b>50001.3</b>	Value Chain Management
<b>50002.3</b>	Managing People
<b>50003.3</b>	Financial Management

### Master of Business and Commerce

#### 2631.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2012 or later.

Through its foundation of a solid business and commerce core, this degree provides graduates with a general knowledge of the basics of business e.g. Accounting and Finance, Marketing, Management Skills, and Human Resource Management and Industrial Relations. Upon completion of the core, students may complete four units in one of the following specialisations: Accounting, Finance, Human Resource Management/Industrial Relations, Marketing, or Operations Management. Alternatively students may elect to complete a non specialisation where four units can be chosen separately from the various specialisations.

Students complete the four core units in the Master of Business and Commerce and four additional units for a total of 80 credit points. This course has multiple intakes each year and is suitable for graduates holding a bachelors' degree in any discipline from a recognised university.

### 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

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline, or 5 years FTE managerial/professional work experience.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of

minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points which include the units listed below.

Students must complete the four core units and choose four units from one of the specialisations listed below.

### Exit Awards

2632 Graduate Diploma in Business and Commerce - 60 credit points, comprising four core units plus two specialisation units.

2633 Graduate Certificate in Business and Commerce - 40 credit points, comprising all four core units.

### Core Units

**200718.2** Human Resource Management  
**200768.2** Management Skills

Choose one

**200495.3** Accounting: A Business Perspective (PG)  
**200396.3** Introductory Accounting (PG)

Students undertaking the Accounting specialisation must choose 200396 Introductory Accounting (PG).

Choose one of

**200737.2** Marketing Systems  
**200425.2** Economics (PG)

Students undertaking the Marketing specialisation must choose 200737 Marketing Systems.

### Specialisations

**SP2003.1** Accounting  
**SP2001.1** Marketing  
**SP2004.1** Finance  
**SP2002.1** Human Resource Management and Industrial Relations  
**SP2005.1** Operations Management

### No Specialisation Option One

Students must complete the four core units and choose four units from across the College of Business and Law postgraduate unit offerings to attain generic Master of Business and Commerce.

### No Specialisation Option Two

With Director, Academic Programs approval, students may choose up to two units from outside the College of Business and Law as part of their no specialisation option. Students then complete the remaining two units from units available within the specialisations

## Graduate Diploma in Business and Commerce (exit only)

### 2632.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2010 or later.

This is an exit award consisting of 60 CPs made up of four core units plus two specialisation units. Applicants apply to 2631 Master of Business and Commerce and exit with the Graduate Diploma award. Further details are available from the Master of Business and Commerce listing.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal

## Graduate Certificate in Business and Commerce (exit only)

### 2633.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2010 or later.

This is an exit award consisting of 40 credit points made up of four core units. Applicants apply to 2631 Master of Business and Commerce and exit with the Graduate Certificate award. Further details are available from the Master of Business and Commerce listing.

### Location

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

## Graduate Diploma in Business Studies (Exit Only)

### 2750.1

This Graduate Diploma in Business Studies is an exit degree for students who are enrolled in the Doctor of Business Administration.

Students who successfully complete the Graduate Diploma in Business Studies will have an understanding of philosophical foundations of business research and have

developed their skills in critically analysing existing literatures on their chosen topic of interest.

### Study Mode

Nine months full-time or one and a half years part-time.

### Location

Campus	Attendance	Mode
Campbelltown Campus	Full Time	Multi Modal
Campbelltown Campus	Part Time	Multi Modal
Parramatta Campus	Full Time	Multi Modal
Parramatta Campus	Part Time	Multi Modal

### Admission

This is an exit award only. Applicants apply to 8038 or 8039 Doctor of Business Administration and exit with the Graduate Diploma in Business Studies.

### Course Structure

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

<b>200743.2</b>	Philosophical Foundations of Business Research
<b>200744.3</b>	Critical Literature Review

Students will also be required to complete

<b>200745.2</b>	Advanced Research Skills
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or

20 credit points of elective units at Masters level

## Graduate Certificate in Business Studies (Exit Only)

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### 2751.1

The Graduate Certificate in Business Studies is an exit degree for students who are enrolled in the Doctor of Business Administration.

Students who successfully complete the Graduate Certificate in Business Studies will have an awareness of philosophical foundations of business research and improved skills in critically analysing existing literatures on their chosen topic of interest.

### Study Mode

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

### Location

Campus	Attendance	Mode
Campbelltown Campus	Full Time	Multi Modal
Campbelltown Campus	Part Time	Multi Modal
Parramatta Campus	Full Time	Multi Modal
Parramatta Campus	Part Time	Multi Modal

### Admission

This is an exit award only. Applicants apply to 8038 or 8039 Doctor of Business Administration and exit with the Graduate Certificate in Business Studies.

### Course Structure

Qualification for this award requires the successful completion of 40 credit points, including the units listed below.

<b>200743.2</b>	Philosophical Foundations of Business Research
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Choose one of

<b>200744.3</b>	Critical Literature Review
<b>200745.2</b>	Advanced Research Skills

## Master of Business (Engineering Management)

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### 2615.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2012 or later.

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

### 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

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points as per the recommended sequence below.

Students may only enrol in a maximum of 20 credit points per quarter.

- 200775.1** Contemporary Management Theory and Practice
- 51240.3** Project Management
- 200776.1** Compliance Management
- 200777.1** Strategic Technology Management
- 200778.1** Assets and Maintenance Management
- 200779.1** Business Process Integration

Choose one of

- 200780.1** Enterprise Resource Planning
- 200781.1** e-Business and e-Commerce Management

Choose one of

- 200782.1** Business Operations Management
- 200769.2** Business Internship
- 200691.2** Business Research Paper

Note: Director, Academic Programs approval required for enrolment in 200691 Business Research Paper.

## Graduate Certificate in Business (Engineering Management)

### 2617.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is from 2012 or later.

The course is a pathway for graduates and non-graduates to a Masters program.

The Master of Business (Engineering Management) will equip engineers and other technical professionals with the necessary knowledge, skills and competencies for making a successful transition into management roles. In today's era of rapid technological change, engineers need to acquire skills to integrate technology, quality, productivity and globalisation imperatives into organisational decision making. This course will focus on engineering organisation and management practice, strategic technology management, project management and operations management.

### Study Mode

Six months full-time or one year part-time. In 2012 this course is only offered in part-time mode.

### Location

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

### Admission

An undergraduate degree, or higher, in any discipline, or Diploma or Advanced Diploma in Business plus a minimum of four years, full time equivalent, general work experience in an engineering or business field, or

A minimum of four years, full time equivalent, professional/managerial work experience in an engineering or business field.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International applicants are advised that, due to the structure of the course, direct entry is only available to non-student visa holders.

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 40 credit points which include the units listed below.

Students may only enrol in a maximum of 20 credit points per Quarter.

- 200775.1** Contemporary Management Theory and Practice
- 51240.3** Project Management
- 200776.1** Compliance Management
- 200777.1** Strategic Technology Management

## Master of Business (Marketing)

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### 2698.4

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is Spring 2010 or later.

This course prepares suitably qualified people for positions in marketing through an academically rigorous and practically relevant professional marketing education. The course builds on a core foundation of marketing studies and equips students with the knowledge, skills and attitude necessary to operate effectively as marketing managers. The course is ideally suited for those wishing to develop their marketing knowledge, skills and aptitude to perform as professional marketing managers.

### Study Mode

One year full-time or the part-time equivalent.

### Location

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

### Admission

Applicants must have successfully completed:

An undergraduate degree, or higher, in any discipline or

A Graduate Certificate in Marketing.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points which include six core units and two alternate units.

### Core units

200737.2	Marketing Systems
200732.2	Creating Markets
200734.2	Strategic Value Creation
200733.2	Applied Channel Systems
200726.2	Information for Business

Choose one of

200280.3	Masters Project
200769.2	Business Internship

### Alternate units

Choose two of

200738.2	Marketing Innovation
200735.2	Marketing in Context
51012.3	International Marketing
200730.2	Contemporary Issues in Marketing
200736.2	Customer Relationship Marketing
200731.2	Multicultural Marketing

## Graduate Certificate in Marketing

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### 2700.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2010 or later.

This course introduces students to marketing through an academically rigorous and practically relevant professional marketing education. The course provides a comprehensive grounding in fundamental marketing principles and practice. The course is ideally suited for those wishing to develop their marketing knowledge, skills and aptitude to perform as professional marketing managers.

### Study Mode

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

### Location

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

### Admission

Applicants must have successfully completed an undergraduate degree in any discipline

or

At least four years full-time equivalent (FTE) general work experience.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of



minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 40 credit points which include four core units.

#### Core Units

<b>200737.2</b>	Marketing Systems
<b>200732.2</b>	Creating Markets
<b>200734.2</b>	Strategic Value Creation
<b>200726.2</b>	Information for Business

## Master of Business (Operations Management)

### 2624.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2012 or later.

The course is designed for those who wish to prepare for senior operations management roles in manufacturing or service organisations, in both the private and public sectors. The course includes operations management, quality management, supply chain management, logistics, and project management. The course is intended to assist graduates to develop the perspectives and skills necessary for an integrated approach to planning, implementing, upgrading and managing business operations that enhance customer value and organisational effectiveness.

### Study Mode

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

### Location

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

### Admission

An undergraduate degree, or higher, in any discipline.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and

International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points as per the recommended sequence below.

Students may only enrol in a maximum of 20 credit points per quarter.

### Recommended Sequence

#### Quarter 1

**200782.1** Business Operations Management

And one elective (or additional alternate unit)

#### Quarter 2

**51240.3** Project Management

And one alternate unit (select from pool below)

#### Quarter 3

**200776.1** Compliance Management

And one alternate unit (select from pool below)

#### Quarter 4

**200329.3** Supply Chain Management

And one elective (or additional alternate unit)

### Alternate Units

<b>51109.3</b>	Strategic Analysis and Decision-Making
<b>51276.3</b>	Business Re-engineering
<b>51259.3</b>	Purchasing and Materials Management
<b>51277.3</b>	Innovation and Entrepreneurship
<b>200691.2</b>	Business Research Paper
<b>200777.1</b>	Strategic Technology Management
<b>200775.1</b>	Contemporary Management Theory and Practice
<b>200780.1</b>	Enterprise Resource Planning

## Graduate Certificate in Business (Operations Management)

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### 2626.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2012 or later.

The course is a pathway for graduates and non-graduates to a Masters program for those who wish to prepare for senior operations management roles in manufacturing or service organisations, in both the private and public sectors. The course includes operations management, quality management, supply chain management, logistics, and project management. The course is intended to assist graduates to develop the perspectives and skills necessary for an integrated approach to planning, implementing, upgrading and managing business operations that enhance customer value and organisational effectiveness.

### Study Mode

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

### Location

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

### Admission

An undergraduate degree, or higher, in any discipline, or Diploma or Advanced Diploma in Business plus a minimum of four years full time equivalent general work experience in operations management or business, or

A minimum of four years full time equivalent professional/managerial work experience in operations management or business.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 40 credit points which includes a minimum of two core units and a maximum of two alternate units selected from 2624.3 Master of Business (Operations Management).

Students may only enrol in a maximum of 20 credit points per quarter.

### Core Units

Choose a minimum of two

<b>200782.1</b>	Business Operations Management
<b>51240.3</b>	Project Management
<b>200776.1</b>	Compliance Management
<b>200329.3</b>	Supply Chain Management

### Alternate Units

Choose a maximum of two

<b>200777.1</b>	Strategic Technology Management
<b>51109.3</b>	Strategic Analysis and Decision-Making
<b>51259.3</b>	Purchasing and Materials Management
<b>51276.3</b>	Business Re-engineering
<b>51277.3</b>	Innovation and Entrepreneurship
<b>200775.1</b>	Contemporary Management Theory and Practice
<b>200691.2</b>	Business Research Paper
<b>200780.1</b>	Enterprise Resource Planning

## Master of Business and Commerce (Research Studies)/PhD

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### 2744.1

The Master of Business and Commerce (Research Studies)/PhD programme is designed for professionals interested in expanding their theoretical and practical knowledge in a range of scientific fields such as Accounting, Marketing and International Business, Management (including Human Resource Management and Operations Management), and Finance. It allows students to undertake flexible coursework study in areas of business interest as well as providing appropriate research skills training.

The Doctor of Philosophy (PhD) component provides training and education with the objective of producing graduates with the capacity to conduct research independently at a high level of originality and quality. A PhD candidate should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative re-interpretation of known data and established ideas.

### Study Mode

Four and a half years full-time (one and a half years for the Master of Business and Commerce (Research Studies) plus three years for the PhD).

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal

## Admission

This course is only available to International students. Please contact the Director, Academic Programs for further information.

## Course Structure

The coursework component of the Master of Business and Commerce (Research Studies) is structured on a total of 120 credit points to provide students with a discipline and research based coursework.

The PhD component of the course will be completed according to the current UWS Doctor of Philosophy policy.

The degree incorporates a research training component of 42 percent (comprising 50 credit points at Master and Doctoral level units in methodology, literature review and research proposal development). The units are as follows.

**200299.2** Business Research Skills Seminar

Note: the following two units are 20 credit point units

**200361.4** Advanced Thesis Preparation  
**200743.2** Philosophical Foundations of Business Research

The other coursework component will be 70 credit points of discipline-based content and comprising of units already approved by the University at the postgraduate level. Students will be able to select their coursework units from the following specialisations:

## Accounting Specialisation

**For students entering the program without a prior undergraduate degree in Accounting**

**200396.3** Introductory Accounting (PG)  
**200397.2** Revenue Law (PG)  
**200398.2** Auditing (PG)  
**200399.2** Information Systems for Accountants (PG)  
**200400.3** Company Accounting (PG)  
**200401.2** Accounting Theory and Applications (PG)  
**200424.3** Statistics for Accountants (PG)  
**200425.2** Economics (PG)  
**200426.2** Corporate Finance (PG)  
**200432.2** Commercial Law (PG)  
**200433.2** Company Law (PG)  
**200494.2** Management Accounting (PG)  
**200692.2** Research and Communicating Skills for Accounting (PG)  
**200693.2** Accounting Professional Engagement (PG)

**For students entering the program with a prior undergraduate degree in Accounting**

### Core Units (20 credit points)

**200394.2** Accounting Research (PG)  
**200395.2** Accounting Theory (PG)

### Alternate Units (50 credit points)

**51206.2** Development of Accounting Information (PG)  
**51214.2** Financial Statement Analysis (PG)  
**200389.2** Accounting Research Essay (PG)  
**200390.2** Business Essay (PG)

**200391.2** Accounting Research Project (PG)  
**200392.3** International Accounting (PG)  
**200415.2** Corporate Failure and Forensic Accounting (PG)  
**200416.2** Assurance Services (PG)  
**200422.2** Strategic Management Accounting (PG)  
**200462.3** Public Sector Accounting and Financial Control (PG)  
**200464.2** The Role of Accounting in Corporate Governance (PG)  
**200465.1** Financial Accounting - Critical Analysis (PG)  
**200497.2** Social and Environmental Accounting (PG)  
**200693.2** Accounting Professional Engagement (PG)  
**H7343.1** Special Topic in Accounting A (PG)  
**H7344.1** Special Topic in Accounting B (PG)

## Finance Specialisation

**200425.2** Economics (PG)  
**200426.2** Corporate Finance (PG)  
**200695.2** Income Property Appraisal  
**200696.2** Property Investment Analysis (V2)  
**51054.2** Financial Modelling  
**51163.2** Financial Institutions and Markets (MAF)  
**51168.2** Funds Management and Portfolio Selection  
**51165.2** Financial Institution Management  
**51166.2** Credit and Lending Decisions  
**51169.2** Derivatives  
**51171.2** Real Estate Finance and Investment  
**51173.2** Strategic Bank Management  
**51211.2** International Finance  
**51212.2** Security Analysis and Portfolio Theory  
**CO810A.2** Property Portfolio Analysis  
**H7331.2** International Trade and Industry Economics  
**MCB612.2** Property Finance and Taxation

## Human Resource Management and Industrial Relations Specialisation

**200715.2** Contemporary Applied Research in Employment Relations  
**200716.2** Developing Human Capital  
**200717.2** Employment Relations Professional Practice  
**200718.2** Human Resource Management  
**200719.2** Industrial Relations and Workplace Change  
**200720.2** International and Global Employment Relations  
**200721.2** Reward Management  
**200722.2** Strategic Employment Relations  
**200723.2** Work, Society and Labour Markets  
**200724.2** Workforce Planning  
**200725.2** Workplace Management Dynamics

## Supply Chain Management Specialisation

**51240.3** Project Management  
**51259.3** Purchasing and Materials Management  
**51277.3** Innovation and Entrepreneurship  
**200223.2** Operations Management  
**200224.2** Management of Quality  
**200227.2** Performance Measurement and Benchmarking  
**200329.3** Supply Chain Management  
**H7104.3** Strategic Technology Management

## Marketing Specialisation

**Core Units (complete 60 credit points from the following units)**

<b>200280.3</b>	Masters Project
<b>200726.2</b>	Information for Business
<b>200732.2</b>	Creating Markets
<b>200733.2</b>	Applied Channel Systems
<b>200734.2</b>	Strategic Value Creation
<b>200737.2</b>	Marketing Systems

**Alternative Units (complete 10 credit points from the following)**

<b>51012.3</b>	International Marketing
<b>200730.2</b>	Contemporary Issues in Marketing
<b>200731.2</b>	Multicultural Marketing
<b>200735.2</b>	Marketing in Context
<b>200736.2</b>	Customer Relationship Marketing
<b>200738.2</b>	Marketing Innovation

## International Business Specialisation

**Core Units (complete 60 credit points from the following units)**

<b>51026.3</b>	International Business Environment
<b>51211.2</b>	International Finance
<b>200726.2</b>	Information for Business
<b>200727.2</b>	Global Business
<b>200728.2</b>	Global Networks
<b>200280.3</b>	Masters Project

**Alternative Units (complete 10 credit points from the following)**

<b>51012.3</b>	International Marketing
<b>200729.1</b>	Aspects of International Business Law
<b>200730.2</b>	Contemporary Issues in Marketing
<b>200731.2</b>	Multicultural Marketing
<b>200232.4</b>	Global E-Business Marketing

In order for students to progress into the PhD research program, they will have an average of 75 percent or greater across all units and have obtained a unit grade greater than 74 percent for 200361 Advanced Thesis Preparation.

Higher Degree Research applicants should submit their application to the PhD program for assessment by the relevant School who will recommend admission and appoint a supervisory panel. The Business Research and Higher Degree Committee (CBHDC) will endorse the School's recommendation for approval by the Executive Dean.

As part of this evaluation, successful candidature will be dependent on the availability of appropriate topics and available supervision. In order to facilitate this transition, students will be given ongoing academic advice regarding potential doctoral projects during the course of their Master's study.

## Master of Business Research Studies (Exit Only)

### 2749.1

This Master of Business Research Studies is an exit degree for students who are enrolled in the Doctor of Business Administration.

Students who successfully complete the Master of Business Research Studies will have a good understanding of philosophical foundations of business research and will have developed skills in critically analysing existing literatures on their chosen topic of interest.

### Study Mode

One year full-time or two years part-time

### Location

Campus	Attendance	Mode
Campbelltown Campus	Full Time	Multi Modal
Campbelltown Campus	Part Time	Multi Modal
Parramatta Campus	Full Time	Multi Modal
Parramatta Campus	Part Time	Multi Modal

### Admission

This is an exit award only. Applicants apply to 8038 or 8039 Doctor of Business Administration and exit with the Master of Business Research Studies.

### Course Structure

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

<b>200743.2</b>	Philosophical Foundations of Business Research
<b>200744.3</b>	Critical Literature Review
<b>200745.2</b>	Advanced Research Skills

plus 20 credit points of elective units at Masters level

## Graduate Certificate in Research Studies

### 2724.3

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2012 or later.

The Graduate Certificate in Research Studies is a preparatory program for research degrees as well as a standalone award for those who do not wish to pursue research degrees. It is designed for applicants who need additional skills in research before commencing independent study in a research masters or doctoral program. It is particularly suited for applicants with an undergraduate or postgraduate coursework degree and extensive relevant professional experience. The course focuses on research methodology and the thesis proposal

which includes a literature review. Students select additional high level subjects in their area of interest.

### Study Mode

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

### Location

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

### Admission

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline and

Submitted a completed Graduate Certificate Research Studies Supplementary Application to the Director, Academic Programs.

Additional Information for Applicants

Places in this course are restricted and are subject to the University being able to provide an appropriate academic supervisor relevant to the area of research to be undertaken.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

### Course Structure

Qualification for this award requires the successful completion of 40 credit points as per the recommended sequence below (one 20 credit point unit and two 10 credit point units). Students who wish to move to a research award must achieve a satisfactory level in this course.

### Recommended Sequence

#### Core Unit

**200361.4** Advanced Thesis Preparation

This is a 20 credit point unit offered over two consecutive quarters Q2 and Q3

In addition to the core unit 200361 students must complete a Research Skills unit as per list below (10 credit points), as approved by the appropriate Course Advisor and proposal supervisor.

Plus an Advanced Topic/elective unit (10 credit points) - as approved by the appropriate Course Advisor and proposal supervisor. (Students may be eligible to apply for advanced standing if they have completed a Masters Degree or Higher and this is approved by the relevant course advisor and supervisor)

### Business and Law students

#### Full-time - 6 months

**200361.4** Advanced Thesis Preparation

This is a 20 credit point unit offered over two consecutive quarters Q2 and Q3 for full-time students

**200299.3** Business Research Skills Seminar

This is a 10 credit point unit offered in Q2

Advanced Topic/elective unit (10 credit points)

#### Part-time - 12 months

**200361.4** Advanced Thesis Preparation

This is a 20 credit point unit offered over two consecutive quarters Q3 and Q4 for part-time students

**200299.3** Business Research Skills Seminar

This is a 10 credit point unit offered in Q2

Elective - Spring session

### Arts students

#### Full-time and Part-time

**200361.4** Advanced Thesis Preparation

This is a 20 credit point unit offered over two consecutive quarters Q2 and Q3 OR Q3 and Q4

Research Skills unit - selected by Course Advisor

Advanced Topic/elective unit - selected by Course Advisor

### Examples of Research Skills units

#### Business Discipline

**200299.2** Business Research Skills Seminar

#### Humanities & Languages Discipline

**100710.2** Introduction to Honours Research

**101854.1** Language and Linguistics Research Methods

#### Social Sciences Discipline

**400421.2** Research Methods for Humanities and Social Sciences

### Examples of Advanced Topics/Electives - Arts

**100271.3** Modern Japanese History

**100294.3** Warlords, Artists and Emperors: Power and Authority in Premodern Japan

**100703.1** Independent Study 1

**100705.2** Independent Study 3

**100926.3** The Language of the Law

<b>100963.3</b>	Interpreting Australia: Australian Historians and Historiography
<b>101297.2</b>	Languages and Linguistics Special Project
<b>101416.2</b>	Creativity: Theory and Practice
<b>101417.2</b>	Project Seminar and Proposal
<b>400548.2</b>	Honours Pathway

## Master of Commerce (Accounting)

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### 2688.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or later.

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

### Study Mode

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

### Location

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

### Admission

Applicants must have successfully completed one of the following:

- An undergraduate degree with a major in accounting, or
- A masters degree in accounting, or
- A graduate diploma in accounting.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points which includes two core units and a selection of six alternate units.

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

### Core Units

<b>200394.2</b>	Accounting Research (PG)
<b>200395.2</b>	Accounting Theory (PG)

### Alternate Units

Choose six of

<b>51206.2</b>	Development of Accounting Information (PG)
<b>51214.2</b>	Financial Statement Analysis (PG)
<b>200389.2</b>	Accounting Research Essay (PG)
<b>200390.2</b>	Business Essay (PG)
<b>200391.2</b>	Accounting Research Project (PG)
<b>200392.3</b>	International Accounting (PG)
<b>200415.2</b>	Corporate Failure and Forensic Accounting (PG)
<b>200416.2</b>	Assurance Services (PG)
<b>200422.2</b>	Strategic Management Accounting (PG)
<b>200462.3</b>	Public Sector Accounting and Financial Control (PG)
<b>200464.2</b>	The Role of Accounting in Corporate Governance (PG)
<b>200497.2</b>	Social and Environmental Accounting (PG)
<b>200693.2</b>	Accounting Professional Engagement (PG)

Two electives may be chosen from any other Masters level units offered by UWS and approved by the Director, Academic Programs. Students must ensure that prerequisite requirements have been satisfied prior to enrolling into any electives.

## Master of Commerce (Financial Planning)

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### 2671.1

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

### Study Mode

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

**Location**

Campus	Attendance	Mode
Nirimba Precinct (Blacktown Campus)	Full Time	External
Nirimba Precinct (Blacktown Campus)	Part Time	External
Parramatta Campus	Full Time	External
Parramatta Campus	Part Time	External
Parramatta Campus	Full Time	Internal

**Advanced Standing**

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

**Accreditation**

This course is accredited by the Financial Planning Association (FPA) as meeting entry requirements into the FPA Professional Education Program and is listed on the Australian Securities and Investments Commission (ASIC) Register of courses meeting both levels of RG146 requirements. The course is also an approved postgraduate qualification meeting the educational requirements for the CPA Australia specialisation in Financial Planning.

**Admission**

Applicants must have successfully completed an undergraduate degree in any discipline

or

A Graduate Certificate or Graduate Diploma in financial services, accounting or finance.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the 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 this award requires the successful completion of 80 credit points which includes five core units and three electives.

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

**Core Units**

<b>CO801A.2</b>	Principles of Financial Planning (PG)
<b>CO802A.2</b>	Principles of Investment Planning (PG)
<b>CO803A.1</b>	Planning for Retirement (PG)
<b>CO804A.2</b>	Insurance & Risk Management (PG)
<b>CO805A.1</b>	Estate Planning and Professional Responsibilities (PG)

**Electives**

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

**Alternate Units**

<b>AC808A.1</b>	Taxation Planning and Implications (PG)
<b>CO806A.2</b>	Current Issues in Financial Planning (PG)
<b>LW805A.2</b>	Capital Gains Tax (PG)

**Graduate Certificate in Commerce (Financial Planning)****2690.1**

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

**Study Mode**

This course is offered externally, six months full-time or one year part-time.

**Location**

Campus	Attendance	Mode
Nirimba Precinct (Blacktown Campus)	Full Time	External
Nirimba Precinct (Blacktown Campus)	Part Time	External
Parramatta Campus	Full Time	External
Parramatta Campus	Part Time	External
Parramatta Campus	Full Time	Internal

**Advanced Standing**

Advanced standing will be assessed in accordance with UWS policy.

**Accreditation**

Selected units may assist with the requirements of Regulatory Guideline 146 (RG146) training for financial product advisers.

**Admission**

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline

or

three years full-time equivalent work experience in financial services or a related area.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the 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 this award requires the successful completion of four units selected from the list of alternate units below. Not all units are available in every semester.

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

### Alternate Units

Choose four of

- CO801A.2** Principles of Financial Planning (PG)
- CO802A.2** Principles of Investment Planning (PG)
- CO803A.1** Planning for Retirement (PG)
- CO804A.2** Insurance & Risk Management (PG)
- CO805A.1** Estate Planning and Professional Responsibilities (PG)
- AC808A.1** Taxation Planning and Implications (PG)

## Master of Commerce (Human Resource Management & Industrial Relations)

### 2601.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2009 (Quarter 3) or later.

This course equips graduates to work in the fields of human resource management and industrial relations. Key functional areas are considered within a strategic and contextualised framework, with an underlying objective of searching for ways to strengthen organisations for all stakeholders. This education builds the necessary knowledge base for working in employment relations, but the emphasis is knowledge in action, as inspired by the Australia Human Resource Institute's capabilities for HR professionals and UWS graduate attributes designed to bring knowledge to life.

### 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

### Accreditation

The Master of Commerce (HRM/IR) is accredited by the Australian Human Resources Institute (AHRI). Accreditation means that the program has effective quality assurance and that learning addresses the Model of Excellence of the AHRI, derived from international research on HR competencies.

### Admission

Applicants must have successfully completed an undergraduate degree (or equivalent) in human resource management/industrial relations or Business-related areas or

Successful completion of a Graduate Certificate in Human Resource Management and Industrial Relations (or study deemed equivalent).

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International website.

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian.

### Course Structure

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

Students may enrol in a maximum of 20 credit points per quarter.

### Exit Awards

### Recommended Sequence

#### Full-time

##### Year 1

- 200719.2** Industrial Relations and Workplace Change
- 200725.2** Workplace Management Dynamics
- 200722.2** Strategic Employment Relations



Choose one of

**200718.2** Human Resource Management

or (for approved students only)

**200715.2** Contemporary Applied Research in Employment Relations

And three alternate units (from the list below)

And one elective

### Alternate Units

**200767.1** Employment Relations Law  
**200361.4** Advanced Thesis Preparation  
**200716.2** Developing Human Capital  
**200717.2** Employment Relations Professional Practice  
**200720.2** International and Global Employment Relations  
**200721.2** Reward Management  
**200723.2** Work, Society and Labour Markets  
**200724.2** Workforce Planning  
**300391.2** Occupational Health Management  
**300677.2** Safety and Risk Management

Only one unit from 300677 or 300391 can be selected.

## Graduate Diploma in Human Resource Management and Industrial Relations (exit only)

### 2602.2

This is an Exit course only. Applicants apply to 2601 Master of Commerce (Human Resource Management and Industrial Relations) and exit with the Graduate Diploma award.

### Location

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

### Course Structure

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

Students may enrol in a maximum of 20 credit points per quarter.

### Recommended Sequence

#### Full-time

##### Year 1

##### Quarter 1

**200718.2** Human Resource Management  
**200719.2** Industrial Relations and Workplace Change

#### Quarter 2

**200725.2** Workplace Management Dynamics

One alternate unit from the list below.

#### Quarter 3

One alternate unit from the list below.

And one Elective

### Alternate Units

**200767.1** Employment Relations Law  
**200361.4** Advanced Thesis Preparation  
**200716.2** Developing Human Capital  
**200717.2** Employment Relations Professional Practice  
**200720.2** International and Global Employment Relations  
**200721.2** Reward Management  
**200723.2** Work, Society and Labour Markets  
**200724.2** Workforce Planning  
**300391.2** Occupational Health Management  
**300677.2** Safety and Risk Management

Only one unit from 300677 or 300391 can be selected.

## Graduate Certificate in Human Resource Management and Industrial Relations

### 2603.4

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2012 or later.

This course provides an introduction to human resource management and industrial relations in a business context for those who may have employment relations responsibilities as part of their role or who may be considering moving into employment relations from other specialisations. It also provides an admission pathway to the Master program. Key functional areas and processes are considered within a contextualised framework.

### Study Mode

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

### Location

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

### Admission

Applicants must have an undergraduate degree, or higher, in any discipline, or

Diploma or Advanced Diploma in human resource management/industrial relations plus a minimum of four years full time equivalent work experience in human resource management/industrial relations or business, or

A minimum of four years full time equivalent professional/managerial work experience in human resource management/industrial relations or business.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 40 credit points which include the units listed below.

Students may enrol in a maximum of 20 credit points per quarter.

Students must complete

**200718.2** Human Resource Management

And one of

**200717.2** Employment Relations Professional Practice  
**200719.2** Industrial Relations and Workplace Change  
**200725.2** Workplace Management Dynamics

And two General Business Units from the list below.

### Business Units

**200495.3** Accounting: A Business Perspective (PG)  
**200782.1** Business Operations Management  
**200425.2** Economics (PG)  
**200737.2** Marketing Systems

### Progression to Master of Commerce (Human Resource Management and Industrial Relations)

After successful completion of the Graduate Certificate in Human Resources and Industrial Relations you may wish to progress to the Master of Commerce (HRM/IR). Please be aware that you will need to successfully complete a further six units for the Master degree (three core and three alternate units).

## Master of Commerce (Property Investment and Development)

### 2725.1

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

### Study Mode

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

### Location

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

### Accreditation

This course is designed to meet the requirements for membership of the Australian Property Institute (API).

### Admission

Applicants must have successfully completed an undergraduate degree, or higher, in a relevant field such as property, business, finance, town planning, building/construction, architecture and engineering.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points which includes the units listed in the recommended sequence below.

**Year 1****Full time****Autumn session**

<b>CO809A.2</b>	The Property Environment
<b>200696.2</b>	Property Investment Analysis (V2)
<b>CO810A.2</b>	Property Portfolio Analysis
<b>MCB617.2</b>	Property Development (V2)

**Spring session**

<b>MCB612.2</b>	Property Finance and Taxation
<b>200695.2</b>	Income Property Appraisal
<b>DN805A.2</b>	Feasibility Studies
<b>CO813A.2</b>	Project

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

<b>CO809A.2</b>	The Property Environment
<b>200696.2</b>	Property Investment Analysis (V2)

**Spring session**

<b>MCB612.2</b>	Property Finance and Taxation
<b>200695.2</b>	Income Property Appraisal

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

<b>CO810A.2</b>	Property Portfolio Analysis
<b>MCB617.2</b>	Property Development (V2)

**Spring session**

<b>DN805A.2</b>	Feasibility Studies
<b>CO813A.2</b>	Project

## Graduate Diploma in Property Investment and Development

**2726.1**

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

This course has no mid-year intake.

**Study Mode**

One year full-time or one and a half years part-time.

**Location****Campus Attendance Mode**

Sydney CBD	Full Time	Internal
Sydney CBD	Part Time	Internal

**Accreditation**

This course is designed to meet the requirements for membership of the Australian Property Institute (API).

**Admission**

Applicants must have successfully completed an Advanced Diploma in Valuation

or

Have a minimum of five years full-time equivalent senior employment experience in property or a property related area.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the 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 this award requires the successful completion of 60 credit points including the units listed in the recommended sequence below.

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

<b>CO809A.2</b>	The Property Environment
<b>200696.2</b>	Property Investment Analysis (V2)
<b>CO810A.2</b>	Property Portfolio Analysis
<b>MCB617.2</b>	Property Development (V2)

**Spring session**

<b>MCB612.2</b>	Property Finance and Taxation
<b>200695.2</b>	Income Property Appraisal

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

<b>CO809A.2</b>	The Property Environment
<b>200696.2</b>	Property Investment Analysis (V2)

**Spring session**

**MCB612.2** Property Finance and Taxation  
**200695.2** Income Property Appraisal

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

**CO810A.2** Property Portfolio Analysis  
**MCB617.2** Property Development (V2)

**Master of Finance****2705.1**

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

**Study Mode**

One and a half years full-time or three years part-time.

**Location**

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

**Accreditation**

The Master of Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia (Finsia). Senior Associate membership with Finsia also requires at least 3 years career experience in the financial services industry. The Master of Finance also allows graduates to satisfy the education requirements for professional membership of the Finance and Treasury Association (FTA) - Certified Finance and Treasury Professional (CFTP).

**Admission**

Applicants must have successfully completed an undergraduate degree in Business or Commerce or

A Graduate Certificate in Applied Finance.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the

Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 120 credit points which include units listed below.

Students generally complete two units per quarter.

**Core Units**

<b>51054.2</b>	Financial Modelling
<b>51163.2</b>	Financial Institutions and Markets (MAF)
<b>51168.2</b>	Funds Management and Portfolio Selection
<b>51169.2</b>	Derivatives
<b>51212.2</b>	Security Analysis and Portfolio Theory
<b>200426.2</b>	Corporate Finance (PG)

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

**Alternate Units**

<b>51165.2</b>	Financial Institution Management
<b>51166.2</b>	Credit and Lending Decisions
<b>51167.1</b>	Law of Finance and Securities
<b>51171.2</b>	Real Estate Finance and Investment
<b>51172.2</b>	Marketing of Financial Products
<b>51173.2</b>	Strategic Bank Management
<b>51211.2</b>	International Finance
<b>200425.2</b>	Economics (PG)
<b>H7331.2</b>	International Trade and Industry Economics

**Specialisations**

<b>SP21001.1</b>	Banking
<b>SP2706.1</b>	Treasury
<b>SP2000.1</b>	Property Investment

**Master of International Business****2692.3**

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is Spring 2010 or later.

This course introduces students to the necessary foundation knowledge from which to undertake or more effectively undertake work in the broad field of international

business. This course is ideally suited for those wishing to develop their knowledge of the international business environment as well as acquiring the skills and aptitude to work in this complex area.

### Study Mode

One year full-time or the part-time equivalent.

### Location

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

### Admission

Applicants must have successfully completed:

An undergraduate degree, or higher, in any discipline

or

A Graduate Certificate in International Business.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points which include six core units and two alternate units.

### Exit Award

### Core units

<b>51026.3</b>	International Business Environment
<b>51211.2</b>	International Finance
<b>200727.2</b>	Global Business
<b>200728.2</b>	Global Networks
<b>200726.2</b>	Information for Business

Choose one of

<b>200280.3</b>	Masters Project
<b>200769.2</b>	Business Internship

### Alternate units

Choose two of

<b>200731.2</b>	Multicultural Marketing
<b>200729.1</b>	Aspects of International Business Law
<b>51012.3</b>	International Marketing
<b>200232.4</b>	Global E-Business Marketing
<b>200730.2</b>	Contemporary Issues in Marketing

## Graduate Certificate in International Business

### 2592.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2010 or later.

This course introduces students to the necessary foundation knowledge from which to undertake or more effectively undertake work in the broad field of international business.

### Study Mode

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

### Location

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

### Admission

Applicants must have successfully completed an undergraduate degree in any discipline

or

At least four years full-time equivalent general work experience.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 40 credit points which include four core units.

<b>51026.3</b>	International Business Environment
<b>200727.2</b>	Global Business
<b>200728.2</b>	Global Networks
<b>200726.2</b>	Information for Business

## Master of International Hospitality and Hotel Management

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### 2728.4

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or later.

Hospitality and hotel management is a growth sector, making an enormous contribution to the economic, social and human resource development of regions throughout the world. It requires professional managers, and this program is designed to equip students with the professional skills and knowledge required to lead in this industry. It examines the management of sales, revenue, people, finance, facilities and operations for hotels, restaurants, events and other hospitality businesses through a strategic framework that incorporates culture, globalisation, environmental sustainability and innovation.

### 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

An undergraduate degree in any discipline

or

A Graduate Certificate in International Hospitality and Hotel Management

or

A graduate certificate in a business-related area.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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

Exit points from this award are Graduate Diploma in International Hospitality and Hotel Management, Graduate Certificate in International Hospitality and Hotel Management.

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

Students may only enrol in a maximum of 20 credit points per quarter.

### Recommended Sequence

#### Full-time

#### Quarter 1

<b>200760.2</b>	Managing the Hospitality Workforce
<b>200761.2</b>	Managing the Hospitality Context

#### Quarter 2

<b>200763.2</b>	Sales Management and Marketing for Hospitality
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Choose one of

<b>200762.2</b>	The International Hospitality Industry
<b>200769.2</b>	Business Internship

#### Quarter 3

<b>200260.2</b>	Financial Management for Hospitality and Hotel Managers
<b>200764.2</b>	Managing the Hospitality Experience

#### Quarter 4

<b>200765.2</b>	Hospitality Operations and Revenue Management
<b>200766.2</b>	Applied Strategic Hospitality Management

### Graduate Diploma in International Hospitality and Hotel Management (exit only)

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### 2729.4

This is an exit award consisting of 60 CPs. Applicants apply to 2728.4 Master of International Hospitality and Hotel Management and exit with the Graduate Diploma in International Hospitality and Hotel Management.

### Study Mode

One year full-time or one and a half years part time.

**Location**

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

**Graduate Certificate in International Hospitality and Hotel Management****2730.4**

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or later.

Hospitality and hotel management is a growth sector, making an enormous contribution to the economic, social and human resources development of regions throughout the world. It requires professional managers, and this program is designed to introduce students to the professional skills and knowledge required to lead in this industry. It examines the management of sales, revenue, people, finance, facilities and operations for hotels, restaurants, events and other hospitality businesses through a strategic framework that incorporates culture, globalisation, environmental sustainability and innovation.

**Study Mode**

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

**Location**

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

**Admission**

An undergraduate degree (or equivalent) in any area or

Other post-secondary qualifications in hospitality, tourism or business plus a minimum of four years work experience in hospitality, tourism or business related fields or

A minimum of four years professional/managerial work experience in hospitality, tourism or business-related fields. Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English

proficiency requirements and acceptable proof on the UWS International 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**

Students may only enrol in a maximum of 20 credit points per quarter.

Qualifications for this award requires the successful completion of four units (40 credit points) from the Master of International Hospitality and Hotel Management core units.

Any 40 credit points from

**Quarter One**

- 200760.2** Managing the Hospitality Workforce
- 200761.2** Managing the Hospitality Context

**Quarter Two**

- 200763.2** Sales Management and Marketing for Hospitality

Choose one of

- 200762.2** The International Hospitality Industry
- 200769.2** Business Internship

**Quarter Three**

- 200260.2** Financial Management for Hospitality and Hotel Managers
- 200764.2** Managing the Hospitality Experience

**Quarter Four**

- 200765.2** Hospitality Operations and Revenue Management
- 200766.2** Applied Strategic Hospitality Management

**Master of International Trade and Finance****2703.2**

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is mid-2007 or later.

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

**Study Mode**

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

**Location**

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

**Accreditation**

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

**Admission**

An undergraduate degree in Business or Commerce or

A Graduate Certificate in Applied Finance.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 80 credit points which consists of the eight core units.

**Core Units**

<b>200425.2</b>	Economics (PG)
<b>200426.2</b>	Corporate Finance (PG)
<b>51054.2</b>	Financial Modelling
<b>51163.2</b>	Financial Institutions and Markets (MAF)
<b>51168.2</b>	Funds Management and Portfolio Selection
<b>51169.2</b>	Derivatives
<b>51211.2</b>	International Finance
<b>H7331.2</b>	International Trade and Industry Economics

**Master of Professional Accounting****2689.2**

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2011 or later.

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

**Study Mode**

One and a half years full-time or three years part-time.

**Location**

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

**Advanced Standing**

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

**Accreditation**

Accredited by CPA Australia, The Institute of Chartered Accountants in Australia (ICAA) and the Institute of Public Accountants (IPA).

**Admission**

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline other than an accredited accounting major, or  
 A Graduate Diploma in any discipline, or  
 A Graduate Certificate in any discipline, or  
 A masters qualification in any discipline other than accounting.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 120 credit points which consists of the core units listed below.

#### Core Units

<b>200396.3</b>	Introductory Accounting (PG)
<b>200424.3</b>	Statistics for Accountants (PG)
<b>200425.2</b>	Economics (PG)
<b>200432.2</b>	Commercial Law (PG)
<b>200400.3</b>	Company Accounting (PG)
<b>200426.2</b>	Corporate Finance (PG)
<b>200433.2</b>	Company Law (PG)
<b>200494.2</b>	Management Accounting (PG)
<b>200397.2</b>	Revenue Law (PG)
<b>200398.2</b>	Auditing (PG)
<b>200399.2</b>	Information Systems for Accountants (PG)
<b>200401.2</b>	Accounting Theory and Applications (PG)

### Master of Professional Accounting (Advanced)

#### 2746.2

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is from 2011 or later.

This course is an accredited graduate conversion course which provides opportunities for applicants holding a degree in any discipline, other than an accredited accounting major, recognised as equivalent to an Australian three year undergraduate degree, to complete the pre-entry educational requirements for CPA Australia, the Institute of Chartered Accountants in Australia (ICAA) and the Institute of Public Accountants (IPA). In addition to the 12 core curriculum pre-admission educational requirements, this course includes two units specifically designed to enhance employment skills for those completing the program. The two units are intended to provide the opportunity for students to improve research skills, and to develop logical arguments and analytical skills in a business context along with enhanced communication skills.

#### Study Mode

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

#### Location

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

### Accreditation

Accredited by CPA Australia, The Institute of Chartered Accountants in Australia (ICAA) and the Institute of Public Accountants (IPA).

### Admission

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline other than an accredited accounting major, or  
 A Graduate Diploma in any discipline, or  
 A Graduate Certificate in any discipline, or  
 A masters qualification in any discipline other than accounting.

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

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Local and International applicants who are applying through the Universities Admissions Centre (UAC) will find details of minimum English proficiency requirements and acceptable proof on the UAC website. Local applicants applying directly to UWS should also use the information provided on the UAC website.

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

International students applying to UWS through UWS International can find details of minimum English proficiency requirements and acceptable proof on the UWS International 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 this award requires the successful completion of 140 credit points which comprises the core units listed below.

<b>200396.3</b>	Introductory Accounting (PG)
<b>200432.2</b>	Commercial Law (PG)
<b>200692.2</b>	Research and Communicating Skills for Accounting (PG)
<b>200400.3</b>	Company Accounting (PG)
<b>200424.3</b>	Statistics for Accountants (PG)
<b>200425.2</b>	Economics (PG)
<b>200433.2</b>	Company Law (PG)
<b>200399.2</b>	Information Systems for Accountants (PG)
<b>200401.2</b>	Accounting Theory and Applications (PG)
<b>200426.2</b>	Corporate Finance (PG)
<b>200494.2</b>	Management Accounting (PG)
<b>200397.2</b>	Revenue Law (PG)
<b>200398.2</b>	Auditing (PG)
<b>200693.2</b>	Accounting Professional Engagement (PG)

**Unit Sets**

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**Specialisation - Property Investment**

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**SP2000.1****Location**

Campus	Mode
Parramatta Campus	Internal

**Unit Set Structure**

Students must complete the following four units

<b>200695.2</b>	Income Property Appraisal
<b>MCB612.2</b>	Property Finance and Taxation
<b>200696.2</b>	Property Investment Analysis (V2)
<b>CO810A.2</b>	Property Portfolio Analysis

**Specialisation - Marketing**

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**SP2001.1****Location**

Campus	Mode
Parramatta Campus	Internal

**Unit Set Structure**

Students must complete four units as follows

<b>200732.2</b>	Creating Markets
<b>200726.2</b>	Information for Business

Choose two of

<b>200734.2</b>	Strategic Value Creation
<b>200733.2</b>	Applied Channel Systems
<b>51012.3</b>	International Marketing
<b>200736.2</b>	Customer Relationship Marketing
<b>200738.2</b>	Marketing Innovation
<b>200731.2</b>	Multicultural Marketing

**Specialisation - Human Resource Management and Industrial Relations**

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**SP2002.1****Location**

Campus	Mode
Parramatta Campus	Internal

**Unit Set Structure**

Choose four of

<b>200716.2</b>	Developing Human Capital
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<b>200719.2</b>	Industrial Relations and Workplace Change
<b>200720.2</b>	International and Global Employment Relations
<b>200721.2</b>	Reward Management
<b>200723.2</b>	Work, Society and Labour Markets
<b>200724.2</b>	Workforce Planning
<b>200725.2</b>	Workplace Management Dynamics
<b>200767.1</b>	Employment Relations Law

**Specialisation - Accounting**

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**SP2003.1****Location**

Campus	Mode
Parramatta Campus	Internal

**Unit Set Structure**

Students must complete the following four units

<b>51214.2</b>	Financial Statement Analysis (PG)
<b>200400.3</b>	Company Accounting (PG)
<b>200494.2</b>	Management Accounting (PG)
<b>200399.2</b>	Information Systems for Accountants (PG)

**Specialisation - Finance**

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**SP2004.1****Location**

Campus	Mode
Parramatta Campus	Internal

**Unit Set Structure**

Students must complete the following four units

<b>200426.2</b>	Corporate Finance (PG)
<b>51168.2</b>	Funds Management and Portfolio Selection
<b>51169.2</b>	Derivatives
<b>51211.2</b>	International Finance

A different Finance unit as agreed by the Course Advisor may be chosen depending on student background and interest.

**Specialisation - Operations Management**

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**SP2005.1****Location**

Campus	Mode
Parramatta Campus	Internal

**Unit Set Structure**

Students must complete four units as follows

**200782.1** Business Operations Management**51212.2** Security Analysis and Portfolio Theory

Choose three of

**51240.3** Project Management  
**51259.3** Purchasing and Materials Management  
**200776.1** Compliance Management  
**200329.3** Supply Chain Management  
**200777.1** Strategic Technology Management

### Specialisation - Funds Management

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#### **SP21000.1**

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Unit Set Structure

Students must complete four units as follows

**51169.2** Derivatives  
**51054.2** Financial Modelling  
**51165.2** Financial Institution Management  
**51212.2** Security Analysis and Portfolio Theory

### Specialisation - Banking

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#### **SP21001.1**

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Unit Set Structure

Students must complete four units as follows

**51166.2** Credit and Lending Decisions  
**51165.2** Financial Institution Management  
**51167.1** Law of Finance and Securities  
**51172.2** Marketing of Financial Products

### Specialisation - Treasury

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#### **SP2706.1**

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Unit Set Structure

Students must complete four units as follows

**51166.2** Credit and Lending Decisions  
**51169.2** Derivatives  
**51165.2** Financial Institution Management

## Units

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### **U51045.4 Accounting Perspectives for Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200495 - Accounting: A Business Perspective

#### **Incompatible Units**

200396 - Introductory Accounting

#### **Special Requirements**

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program. Students undertaking a post-graduate specialisation in accounting are not permitted to enrol in U51045 as they are required to complete 200396 Introductory Accounting.

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In 2013 this unit replaced by 200784 Financial Decision Making. Accounting Perspectives for Managers focuses on the analytical uses of accounting information for managers. It emphasises the role of both financial and management accounting in measuring, processing and communicating information that is useful in making economic decisions.

### **200693.2 Accounting Professional Engagement (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

It is expected that students would be well advanced in their studies of accounting so they can bring together and apply the learned skills to modern business and commercial problems. As a minimum they should have completed the core accounting units. Students would be expected to undertake this unit in their final semester.

#### **Prerequisite**

**200400.3** Company Accounting (PG) AND **200494.2** Management Accounting (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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This unit focusses on the role that Accountants play in the effective management of businesses, using consulting problems and "real" case studies involving a wide range of business related issues.

### **200394.2 Accounting Research (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program within the Schools of Business or Law.

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

### **200389.2 Accounting Research Essay (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

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

#### **Prerequisite**

**200394.2** Accounting Research (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **200391.2 Accounting Research Project (PG)**

**Credit Points** 20 **Level** 7

#### **Assumed Knowledge**

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

#### **Prerequisite**

**200394.2** Accounting Research (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### 200395.2 Accounting Theory (PG)

**Credit Points** 10 **Level** 7

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### 200401.2 Accounting Theory and Applications (PG)

**Credit Points** 10 **Level** 7

#### Prerequisite

**200396.3** Introductory Accounting (PG)

#### Corequisite

**200400.3** Company Accounting (PG)

#### Equivalent Units

51264 - Financial Accounting D (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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Basic questions of the role accounting performs in society are considered from economic, social and environmental perspectives. The nature of the statements advanced to give accounting legitimacy, together with their philosophical underpinnings, are examined. Selected accounting theories and philosophies will be examined and advanced applications in alternative accounting models considered.

### 200495.3 Accounting: A Business Perspective (PG)

**Credit Points** 10 **Level** 7

#### Equivalent Units

U51045 - Accounting Perspectives for Management

#### Incompatible Units

200396 - Introductory Accounting

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a

postgraduate program. Students undertaking a post-graduate specialisation in accounting are not permitted to enrol in 200495 as they must complete 200396 Introductory Accounting.

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

### 200745.2 Advanced Research Skills

**Credit Points** 20 **Level** 7

#### Prerequisite

**200743.2** Philosophical Foundations of Business Research

#### Special Requirements

Students must be enrolled in a postgraduate program.

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Advanced Research Skills is designed for students who are undertaking Doctoral studies. This unit aims to equip participants with sound knowledge of research methods in business, their criteria for use, their basis of selection, their underlying assumptions and limitations, and their computational implications and processes. The unit will introduce candidates to different methodologies in management research and will also provide in-depth study of particular methods that candidates are expected to use in their thesis, e.g. case studies, surveys, questionnaire design, conducting interviews and focus groups as well as qualitative and quantitative data analysis.

### 200361.4 Advanced Thesis Preparation

**Credit Points** 20 **Level** 7

#### Assumed Knowledge

Completion of a cognate Bachelors degree or equivalent.

#### Special Requirements

This unit can only be taken by students enrolled in courses 2724 Graduate Certificate in Research Studies, 2744 Master of Business and Commerce (Research Studies)/ PhD, 3647 Master of Science, 4651 Master of Health Science, 2601 Master of Commerce (Human Resources Management and Industrial Relations) or 2602 Graduate Diploma in Human Resource Management and Industrial Relations (exit only) who have been assigned an academic supervisor for the unit.

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This is a 20 credit point unit offered over two consecutive quarters. The main focus of this unit is on understanding how a research problem is identified, how literature in a research area is critically evaluated and how a comprehensive research proposal is formulated. The unit is primarily designed to assess the research readiness of the students. The overarching goal of this unit is to develop a critical spirit of inquiry by providing a structured and systematic way of thinking about writing a comprehensive research proposal. It allows students to become familiar with the requirements of thesis writing from an early stage. The unit provides students with the opportunity to engage

in a structured literature review to assist in selecting an appropriate research topic. The unit also develops an appreciation for ethical issues in research in higher degrees. Key assessment criteria include writing a critical evaluation of research papers from the literature within a chosen topic, writing and presenting a defensible research proposal.

### **200733.2 Applied Channel Systems**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

51014 - Business Marketing Strategy

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit introduces students to various channel structures and their differing supply and distribution patterns; especially contemporary channel structures (Retail, eMarkets, etc.) will be addressed. Topics include value chain strategy and management, negotiation as well as the dealing with power and other relationship atmosphere elements.

### **200766.2 Applied Strategic Hospitality Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200201 - Strategic Tourism & Hospitality Management,  
200259 - Strategic Hospitality and Hotel Management

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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Understanding of strategic management (including its implementation) equips hospitality professionals for contributing to decisions to enhance organisational viability in response to pressures from competitors and changing contexts, harnessing the organisation's human resources, knowledge and creativity. This unit provides opportunities for undertaking strategic analysis using a range of frameworks, theories and tools in application to case studies. Skills for researching contemporary industry trends and other aspects of environmental scanning will be developed and showcased in reports and other media. The unit allows some choice of focus around contemporary issues facing hotels, restaurants, or special events to best suit students' career aspirations.

### **200729.1 Aspects of International Business Law**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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International Law has been defined as that body of law which regulates States and which States feel bound to observe. It also seeks to order human affairs at the international level. As developments in technology and

travel continue to shrink the distance between States, issues of International Law become increasingly important. The Unit lays the foundation for an understanding of various aspects of this system of law, particularly in its impact upon international business and the regulation of international transactions. It also deals with its relationship with domestic Australian law. It will challenge students to critically analyse the system and suggest ways in which the rules and principles can and should develop in the future in order to accommodate the changing needs and values of the international community of nations in its commercial dealings with one another.

### **200778.1 Assets and Maintenance Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200228 - Assets and Maintenance Management

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit aims to provide a thorough understanding of principles, techniques, applications, strategies and processes of managing assets across various functional areas of organizations. It equips students with a practical knowledge of the latest assets and maintenance management techniques and tools through hands-on experience using an ERP system. The unit provides theoretical knowledge and skills in complete cycle of maintenance management: planning, procurement, repair, maintenance, replacement and disposal of facilities, equipment and materials. Knowledge and skills gained through lectures, case analyses and hands-on are able to contribute positively to managing a range of assets in the contemporary organisation.

### **200416.2 Assurance Services (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program.

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

### 200398.2 Auditing (PG)

**Credit Points** 10 **Level** 7

**Prerequisite**

**200396.3** Introductory Accounting (PG) AND **200400.3** Company Accounting (PG)

**Equivalent Units**

51267 - Auditing (PG)

**Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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The aim of this unit is to examine the nature of modern auditing, the purposes it serves and the framework within which it operates.

### 200390.2 Business Essay (PG)

**Credit Points** 10 **Level** 7

**Assumed Knowledge**

Bachelor's degree in Accounting

**Prerequisite**

**200394.2** Accounting Research (PG)

**Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

.....

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

### 200769.2 Business Internship

**Credit Points** 10 **Level** 7

**Equivalent Units**

200280 - Masters Project

**Special Requirements**

Students must have completed 40 credit points of core units in their approved program of study in a post-graduate business course. Enrolment in this unit is competitive and subject to availability of internship places (administered by the Careers and Cooperative Education Unit CCEU). Students who wish to enrol in this unit must contact their Course Advisor. Students must be enrolled in a postgraduate program.

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The Business Internship is designed for students who want to gain industry experience and further their studies through a 10-week business internship. This Business Internship unit is based on a project style unit which requires students

to undertake a research project in their chosen field whilst attending an industry based internship. These highly sought after internships will be filled on a competitive basis and will be arranged by the UWS Careers and Cooperative Education Unit (CCEU).

### 200782.1 Business Operations Management

**Credit Points** 10 **Level** 7

**Equivalent Units**

200223 - Operations Management

**Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit introduces participants to operations management in a range of organisational and industry contexts. Operations management is an important element of business strategy and integral to both service and manufacturing sectors alike. Students will develop an appreciation of the latest trends in operations management and the applications currently adopted in organisations. They will also learn to apply quantitative techniques for analysing problems and providing recommended solutions. This unit provides an excellent foundation for further specialist study in operations management but also works well for students in general business programs.

### 200779.1 Business Process Integration

**Credit Points** 10 **Level** 7

**Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit provides theoretical understanding of business process integration across key functional areas of manufacturing and service organisations. Business process integration is introduced through key process cycles including manufacturing, planning and control (MPC) in production planning, procurement cycle in purchasing and sales order processing in sales and distribution. Cross-integration of these process cycles is also illustrated using applications such as supply chain management in ERP system environment. Business process integration is demonstrated using data, application and technical integration within an ERP system environment.

### 51276.3 Business Re-engineering

**Credit Points** 10 **Level** 7

**Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit provides an understanding of the principles and practice of re-engineering to enable the design of business processes that can enhance customer value creation while simultaneously enhancing corporate performance. The principles of business re-engineering aim at achieving breakthrough improvements in performance through a critical analysis and redesign of existing business processes. The unit aims to equip the participants with the necessary tools and techniques for carrying out a critical

analysis and redesign of the operations, processes, organisation and culture of business establishments.

### 200691.2 Business Research Paper

**Credit Points** 10 **Level** 7

#### Special Requirements

Authorisation required by Course Advisor. Students must be enrolled in a postgraduate program.

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This unit engages the academy with commerce by integrating theory with secondary research to solve real-life business problems. Typically students choose a specific area of the discipline relevant to their graduate award and investigate a related problem at a workplace.

### 200299.2 Business Research Skills Seminar

**Credit Points** 10 **Level** 5

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This unit introduces students to core concepts of business research, qualitative, quantitative and mixed methodologies frequently used in business research. The unit prepares students to be able to justify the methods and tools used in their Higher Degree by Research thesis and thus allowing them to work towards the methodology chapter of their thesis.

### 200299.3 Business Research Skills Seminar

**Credit Points** 10 **Level** 5

.....

This unit introduces students to core concepts of business research, qualitative, quantitative and mixed methodologies frequently used in business research. The unit prepares students to be able to justify the methods and tools used in their Higher Degree by Research thesis and thus allowing them to work towards the methodology chapter of their thesis.

### LW805A.2 Capital Gains Tax (PG)

**Credit Points** 10 **Level** 7

#### Prerequisite

**AC808A.1** Taxation Planning and Implications (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### 200432.2 Commercial Law (PG)

**Credit Points** 10 **Level** 7

#### Equivalent Units

51226 - Commercial Law (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program within the Schools of Business or Law.

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

### 200400.3 Company Accounting (PG)

**Credit Points** 10 **Level** 7

#### Prerequisite

**200396.3** Introductory Accounting (PG)

#### Corequisite

**200433.2** Company Law (PG)

#### Equivalent Units

51254 - Financial Accounting C (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program within the Schools of Business or Law.

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The goal of this unit is to identify the accounting issues that arise from the various forms of corporate organisation and how these translate into disclosure issues for financial reporting purposes. The unit includes company formation and liquidation; accounting for a group of related companies and other associated entities including partnerships, joint ventures and trusts.

### 200433.2 Company Law (PG)

**Credit Points** 10 **Level** 7

#### Prerequisite

**200432.2** Commercial Law (PG)

#### Equivalent Units

51227 - Company Law (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a



postgraduate program within the Schools of Business or Law.

.....

This unit deals with legal issues concerning various aspects of company; incorporation, regulation, membership and capital, company management, corporate officers, meetings, relations of the company with outsiders, accounts, reports and other disclosures, arrangements and reconstruction, receivers and winding up, share acquisition and takeovers. It also focuses on a review of public policy underlying law in the above areas.

### 500020.2 Competitive Intelligence

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in one of the following courses: 5500 Master of Business Administration , 5501 Graduate Diploma in Business Administration (Exit Only) , 5502 Graduate Certificate in Business Administration , 9001 Master of Business Administration (UWS), 9003 Graduate Diploma in Business Administration (UWS), 9004 Graduate Certificate in Business Administration (UWS), 9009 SGSM PG Non-Award Program to be eligible to enrol in this unit.

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This unit is about how to compete effectively and to minimise the risks involved in managerial decision-making. Intelligent approaches and practices are concerned with efficient and effective programs that can focus on: 1) profiling industries and competitors; 2) transforming gathered information into actionable intelligence; 3) utilising all members in the firm as intelligence antennae; 4) addressing evolving critical issues to facilitate organisational renewal; and 5) using ethical and legal means in the process of gathering and using publicly available information.

### 200776.1 Compliance Management

**Credit Points** 10 **Level** 7

#### Equivalent Units

200224 - Management of Quality

#### Incompatible Units

200227 - Performance Measurement and Benchmarking;  
H7072 - Risk Management

#### Special Requirements

Students must be enrolled in a postgraduate program.

.....

This unit comprises three modules that focus on the risk management, performance measurement, and quality systems. A framework for risk management is examined that will guide managers in developing risk management strategies in specific industries. Performance measurement and benchmarking provides firms, managers, and employees with a better understanding of the strengths and weaknesses of the organisation and its business processes. The quality systems module explores quality management principles, quality management systems, and the quality tools and techniques needed for creating customer value and improving competitiveness and

organisational effectiveness. Students are required to select and study only two of the three modules.

### 500019.1 Conflict Resolution

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 9001 Master of Business Administration (UWS), 9003 Graduate Diploma in Business Administration (UWS), 9004 Graduate Certificate in Business Administration (UWS) or 9009 SGSM PG Non-Award Program.

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In 2013 this unit replaced by 200796 Negotiation and Conflict Resolution Management. Whilst the unit is an introduction to the whole Dispute Resolution (DR) movement and the processes known as Alternative Dispute Resolution, the unit concentrates on negotiation, mediation, evaluation and the essential communication skills for resolving disputes. The history and use of these processes will be covered. The most recent thinking will be introduced, together with some of the current issues. The resolution of differing types of disputes will be addressed. Practical skills will be emphasised and students will be given ample practical exercises to encourage them to integrate the skills. Students will be encouraged to become aware of their own personal style and of the values, attitudes and culture they bring to the resolution of conflicts and of the other styles they can access as appropriate.

### 500033.2 Consumer Behaviour

**Credit Points** 10 **Level** 7

#### Incompatible Units

51003 - Buyer Behaviour

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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This unit provides an appreciation of the social and psychological foundations to the way markets and managers behave, thus allowing managers to understand and influence consumer behaviour. It does this by reviewing the influences on behaviour (culture, social class and reference group) and individual differences (personality, motivations, memory and learning) and by showing how these factors are manifested in buyer attitudes, perceptions, and decision making. The unit encourages students to apply theoretical concepts to explain behaviour in a range of organizational and marketing situations.

## 200715.2 Contemporary Applied Research in Employment Relations

**Credit Points** 10 **Level** 7

### Assumed Knowledge

Advanced knowledge of human resource management and industrial relations from completing at least 40 credit points of specialist postgraduate study.

### Incompatible Units

51106 - Contemporary Issues in Employment Relations

### Special Requirements

Students must be enrolled in a postgraduate program.

.....

This unit equips Employment Relations professionals to undertake research and analyse contemporary issues confronting organisations and industries. This student-centred unit provides close supervision of the research and analytical practices of students in order to enhance skill development via application to contemporary topics. Students have scope to focus on issues that are of particular concern or interest for their careers or their organisations. As an integrating unit, it allows students to bring together their knowledge and questions developed throughout their program of study to produce reports and other media that showcase professional practice and demonstrate their achievements. Relevance of stakeholders' perspectives and multidisciplinary are highlighted.

## 200730.2 Contemporary Issues in Marketing

**Credit Points** 10 **Level** 7

### Equivalent Units

200512 - Contemporary Issues in International Marketing

### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit aims to build upon the knowledge gained in the foundation marketing and business units by applying the knowledge gained in that unit to specific contemporary conceptual and empirical issues in international marketing. Topics include dealing with complexity and environmental turbulence, sustainability, corporate social responsibility as well as implications of changing economies.

## 200775.1 Contemporary Management Theory and Practice

**Credit Points** 10 **Level** 7

### Equivalent Units

51286 - Contemporary Engineering Organisation and Management Practice

### Special Requirements

Students must be enrolled in a postgraduate program.

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Much of a manager's and leader's role involves application of knowledge and skills in a particular industry or

organisational context. Effective management requires diverse capabilities in analysis, research, problem-solving, information literacy, negotiation as well as influencing and interactive communication. Students will critically reflect on current theory and practice in leadership and management using interactive experiential approaches. The effectiveness of each manager's capacities to learn from experience across varied careers and contexts will be enhanced. Each student will undertake a self-development project taking into account their development needs in a work or industry context of their choice.

## U51043.3 Contemporary Organisation Behaviour

**Credit Points** 10 **Level** 7

### Incompatible Units

200768 - Management Skills

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration or 9009 SGSM PG Non-Award Program.

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In 2013 this unit replaced by 200788 Contemporary Organisation Behaviour. Contemporary Organisation Behaviour has been designed to offer you tools which can help you manage people in an increasingly complex organisational climate. Therefore, the objectives of the unit focus on critically evaluating how organisations, groups and teams and individual behaviour can affect work performance and productivity.

## 200415.2 Corporate Failure and Forensic Accounting (PG)

**Credit Points** 10 **Level** 7

### Assumed Knowledge

Bachelor's degree in Accounting

### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

## 200426.2 Corporate Finance (PG)

**Credit Points** 10 **Level** 7

### Assumed Knowledge

Secondary school mathematics, and introductory economics or microeconomics.

### Equivalent Units

51164 - Finance, 51270 - Corporate Finance (PG)

**Special Requirements**

Students must be enrolled in 2631 Master of Business and Commerce, 2655 Graduate Certificate in Business, 2686 Graduate Certificate in Accounting, 2687 Graduate Diploma in Accounting, 2689 Master of Professional Accounting, 2691 Master of Accountancy, 2702 Master of Applied Finance, 2703 Master of International Trade and Finance, 2704 Graduate Diploma in Applied Finance, 2705 Master of Finance, 2708 Graduate Certificate in Applied Finance, 2742 Master of Vocational Accounting, 2744 Master of Business and Commerce (Research Studies)/PhD, 2745 Graduate Diploma in Applied Finance or 2746 Master of Professional Accounting (Advanced)

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As an introductory finance unit, this unit introduces the fundamental concepts of finance theory and tools of financial decision-making in the context of Australian institutional environment. These concepts relate primarily to the time value of money, risk and return, capital budgeting and capital structure. The purpose of the unit 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.

**200732.2 Creating Markets**

**Credit Points** 10 **Level** 7

**Equivalent Units**

51003 - Buyer Behaviour

**Special Requirements**

Students must be enrolled in a postgraduate program.

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Understanding markets is central to the effective management of the marketing system. This unit is designed to provide a framework for exploring well-established, current, and emerging topics in consumer and organisational buyer behaviour. An applied approach is used to explore how buyers (from different organisational, social and culturally diverse backgrounds) behave and how strategic marketing efforts can be adapted to create value in different markets.

**500041.3 Creating Sustainable Organisations**

**Credit Points** 10 **Level** 7

**Prerequisite**

**500001.3** Value Chain Management AND **u51043.3** Contemporary Organisation Behaviour

**Special Requirements**

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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Creating Sustainable Organisations explores new pathways to sustainability and leadership for the 21st Century, encouraging continual reflection and discussion on the nature and implications of current debates on environmental and social issues. It examines different

models and strategies designed to balance the need for business growth with responsiveness to social and environmental issues. Creating Sustainable Organisations provides students with the skills to lead in ways that will enable them to be active participants in the solution to the planet's environmental and social problems.

**101416.2 Creativity: Theory and Practice**

**Credit Points** 20 **Level** 5

**Assumed Knowledge**

Students must have completed the third year of the undergraduate program (or equivalent) in the Fine Arts, Electronic Arts, Contemporary Arts, Music, Performance, Communication or Design (Visual Communication) bachelor degrees.

**Corequisite**

**101417.2** Project Seminar and Proposal

**Special Requirements**

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

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Research in communication arts utilises a range of investigative procedures appropriate to the theory and practice of each creative discipline. This unit will introduce fundamental research languages, methods and outcomes relevant to the communication arts disciplines, and encourage students to develop approaches best suited to their theory and practice. Students will write and defend a research proposal and paper for a research program; the unit will enable students to apply a rigorous research framework to their work. Students will engage with a range of significant and critical texts which address broad implications of practices and theories in creative disciplines.

**51166.2 Credit and Lending Decisions**

**Credit Points** 10 **Level** 7

**Assumed Knowledge**

51163 Financial Institutions and Markets and/or 51164 Finance / 200426 Corporate Finance.

**Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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This unit teaches techniques necessary for running a successful lending book. It outlines the steps which must be taken in performing credit evaluation, and provides the

analytical techniques necessary to carry out such evaluation. This unit does not cover the legal aspects of financial institution lending.

### **200744.3 Critical Literature Review**

**Credit Points** 20 **Level** 7

#### **Equivalent Units**

500029 - Critical Literature Review

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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The aim of this unit is to develop skills in applying rigorous analysis and critical assessment to research-based literature in general, through an examination of literature in a particular field. This unit is intended to provide candidates with the basic skills needed to do critical analysis of literature while also enabling them to gain more familiarity with theories, issues, and problems in a particular research area. Literature will be analysed through a balanced and constructive critique of its strengths and weaknesses, providing suggestions for how the work might have been improved.

### **CO806A.2 Current Issues in Financial Planning (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program.

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

### **200736.2 Customer Relationship Marketing**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This is a hands-on unit introducing students to the concept and application of customer relationship marketing. It will present an understanding of relationship management principles as well as an overview and analysis of the various techniques available to companies. This unit will examine CRM in the context of different industries and examine the impact that CRM can have on firm performance. The key is to develop an understanding of customer and consumer needs and aspirations to create effective and long-term relationship strategies. There will be an emphasis on consumer loyalty programs and value-added services. It will also examine how CRM can fit into the overall strategy of the firm.

### **51169.2 Derivatives**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance or 2631 Master of Business and Commerce

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This unit provides an introduction to the major classes of derivatives: forwards, futures, swaps and options. These are studied in detail with the objective of elucidating the ways in which these instruments can be used for the purposes of hedging, speculation and arbitrage. In addition to the analysis of derivative usage and market growth, considerable attention is given to the objective of gaining an understanding of the fundamentals of derivative pricing.

### **200716.2 Developing Human Capital**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

51176 - Employee Training and Development.

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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The unit equips students to lead human resource development initiatives by developing specialist knowledge and skills. Contemporary HRD is studied within the context of strategic employment relations, challenges around talent management, the evolution of training and development in firms and in public institutions, and with some consideration of organisational learning. By working through stakeholder differences and labour market segments, students argue as they apply knowledge to different contexts. Through argument and application comes insight into critical perspectives on building human capability, career management and development, and current and future trends in HRD in a number of countries.

### **51206.2 Development of Accounting Information (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **200781.1 e-Business and e-Commerce Management**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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The unit provides a framework for understanding management issues, business development and technology use and change in the areas of e-business and e-commerce management. This unit introduces students to various Internet technologies and e-business applications that companies need to address for creating new business opportunities in the fast changing global business environment. Students will develop an appreciation of how e-commerce of all kinds will define business and society in the twenty-first century. Students will learn to formulate e-business strategy for an organisation and understand security, privacy and public policy issues involved in e-business.

### **500032.3 Economic Contexts for Managers**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**500003.3** Financial Management OR **u51045.4** Accounting Perspectives for Management

#### **Equivalent Units**

U51044 - Economic Contexts for Managers

#### **Special Requirements**

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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This unit is concerned with the decision making processes of business firms and the economic environment in which they operate. To function efficiently and effectively as a manager students must gain a working knowledge of the macroeconomic setting within which a firm operates; the microeconomic elements of consumer behaviour; the objectives and goals of a firm; the revenue, cost and profit structures of a firm; its potential pricing and non-pricing strategies; the possible stance of government; and the implications of international influences. The emphasis throughout the unit is on practicality. All topics are taught using examples of real life situations.

### **200425.2 Economics (PG)**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

51265 Economics (PG)

#### **Special Requirements**

Students must be enrolled in 2603 Graduate Certificate in Human Resource Management and Industrial Relations, 2631 Master of Business and Commerce, 2632 Graduate Diploma in Business and Commerce, 2633 Graduate Certificate in Business and Commerce, 2655 Graduate

Certificate in Business, 2686 Graduate Certificate in Accounting, 2687 Graduate Diploma in Accounting, 2689 Master of Professional Accounting, 2691 Master of Accountancy, 2702 Master of Applied Finance, 2703 Master of International Trade and Finance, 2705 Master of Finance, 2708 Graduate Certificate in Applied Finance, 2742 Master of Vocational Accounting, 2745 Graduate Diploma in Applied Finance or 2746 Master of Professional Accounting (Advanced).

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This unit concentrates on both Microeconomic and Macroeconomic theories. Microeconomics is concerned with the study of individual units within the economy - the individual consumer, the individual firm, the type of market structure facing the firm and price and output determination. Macroeconomics is concerned with analysis of the factors determining the way in which the economic resources of an economy are utilised or under-utilised.

### **200767.1 Employment Relations Law**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

48024 - Employment Relations Law

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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Work and employment are governed by legislation and require ongoing negotiation among stakeholders, sometimes with the involvement of lawyers and tribunals using dispute resolution techniques. Understanding the principles of labour and employment law helps employment relations professionals define, assess and prioritise issues in terms of their potential legal ramifications. This unit provides a foundation for professionals to balance the rights and responsibilities of employees and employers under changeable legislative frameworks: from engaging employees, to health, safety and welfare, to performance management, through to termination. Learning strategies include case discussion and investigating resources available for every day professional practice.

### **200717.2 Employment Relations Professional Practice**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Basic knowledge of human resource management objectives and functions from undergraduate study or work experience; it is recommended that students complete this unit in the same quarter as 200718 Human Resource Management.

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Employment Relations Professional Practice concentrates on communicating and performing as employment relations professionals. Students practice the activities undertaken by professionals, such as advocacy and presentation, team work, information and knowledge management, research, analysis and problem solving, and producing reports, policies and analytical essays, with opportunities for feedback. The focus is knowledge of the ER professions,

such as the role, function and ethics of human resource managers, industrial officers and the role of professional bodies in Australia and internationally. Support for academic practice will accompany professional activities. The unit is designed for those wanting to build a career in employment relations.

### **200780.1 Enterprise Resource Planning**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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The main aim of this unit is to provide a theoretical understanding of the issues involved in the design and implementation of enterprise resource planning solutions. The broader topics include introduction to enterprise systems, the architecture of an enterprise system, building enterprise systems and development/deployment of enterprise wide solution using SAP ERP system.

### **CO805A.1 Estate Planning and Professional Responsibilities (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **DN805A.2 Feasibility Studies**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Knowledge of property development

#### **Special Requirements**

Only students enrolled in a postgraduate program can enrol in this unit.

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

### **200465.1 Financial Accounting - Critical Analysis (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a

postgraduate program within the Schools of Business or Law.

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

### **51165.2 Financial Institution Management**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

51163 - Financial Institutions and Markets and/or 200426 - Corporate Finance.

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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

### **51163.2 Financial Institutions and Markets (MAF)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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This unit helps students to: understand the role and nature of financial markets and institutions; develop computational skills for transactions in financial markets; understand the factors that determine share price, interest rates and exchange rates; and understand major derivative products and their use in financial markets. This subject contains financial institutions and markets and the transactions that take place in them.

### **500003.3 Financial Management**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**U51045.4** Accounting Perspectives for Management

#### **Equivalent Units**

U51048 - Corporate Finance (MBA)

#### **Special Requirements**

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business

Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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In 2013 this unit replaced by 200787 Managerial Finance. The finance skills learnt in this unit can optimally be applied at the managerial decision-making level to add the most value personally and professionally. This unit considers the concepts of finance theory and tools of financial decision-making in the context of the Australian and international institutional environments. These concepts relate primarily to the time value of money, risk and return, capital budgeting and capital structure. Students examine the investment, financing and dividend decisions of corporations.

### **200260.2 Financial Management for Hospitality and Hotel Managers**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200346 - Accounting and Finance for Tourism and Hospitality Managers

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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

### **51054.2 Financial Modelling**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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This unit is essential to prepare students for applied financial analysis and modelling applications used extensively in other units in the Master of Applied Finance program. It familiarizes the students with the strengths and limitations of contemporary quantitative modelling techniques using multivariate statistical procedures and optimization approaches. The use of appropriate software notably STATA SE V.10.

### **51214.2 Financial Statement Analysis (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **51168.2 Funds Management and Portfolio Selection**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in 2631 Master of Business and Commerce, 2655 Graduate Certificate in Business, 2702 Master of Applied Finance, 2703 Master of International Trade and Finance, 2704 Graduate Diploma in Applied Finance, 2705 Master of Finance, 2708 Graduate Certificate in Applied Finance, 2744 Master of Business and Commerce (Research Studies)/PhD or 2745 Graduate Diploma in Applied Finance.

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This unit provides an introduction to the theory, concepts, tools, techniques and applications of investment management. The Australian financial system is used for illustration. The emphasis is on passive investment management and asset pricing for money market instruments, bonds and equity securities and the use of derivatives for risk management.

### **200727.2 Global Business**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200369 - International Business Planning and Implementation

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit covers activities pertinent to the planning and implementation of international business strategies. While structures and organisation of global businesses including human resource allocation are important the focus will be on risk management, governance and financial assessment of businesses. Further emphasis will be given to exporting and importing strategies and global production strategies.

### **200232.4 Global E-Business Marketing**

**Credit Points** 10 **Level** 7

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

## 200728.2 Global Networks

**Credit Points** 10 **Level** 7

### Equivalent Units

51014 - Business Marketing Strategy

### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit introduces students to the concept of international distribution networks and the value chains and their management. The unit explores the strategic issues of the role of building and managing international networks. Students will learn about how and why firms select and plan their entry into foreign markets, the management of intermediaries in the distribution channel (negotiation, power and type of relationships), and the methods of trade finance, insurance and logistics that companies use on a daily basis as they pursue success internationally. Emphasis will be given to contemporary channel structures such as Retail and eMarkets.

## 500017.3 Governance and Ethics

**Credit Points** 10 **Level** 7

### Prerequisite

**500001.3** Value Chain Management AND **u51043.3** Contemporary Organisation Behaviour

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration or 9009 SGSM PG Non-Award Program.

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In 2013 this unit replaced by 200795 Corporate Governance and the Global Environment. Governance refers to the control of corporate structures, risks, policies and relationships. While these can be externally regulated and monitored, stakeholders also pressure corporations to act in socially responsible and ethical ways. While other MBA units address governance, ethics and risk management around particular business functions, this unit integrates and applies that learning. Ethical principles will be studied to provide a foundation for analysis and application to practice. Seminars will enhance self-awareness and engender sensitivity to ethical perspectives, potentials and pitfalls, locally and internationally. Methods for the resolution of ethical dilemmas and using risk management frameworks are emphasised.

## 400548.2 Honours Pathway

**Credit Points** 20 **Level** 5

### Special Requirements

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

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This unit is designed to support the process of completion of an honours degree and the production of an honours thesis. It is only available to students who have been accepted into the honours programmes for the following Bachelors degrees - Aboriginal Studies, Adult Education,

Community Welfare, Health Science, Policing and Social Science. It is delivered in three main components - workshops and seminars; topics in research and theory; and a mini-conference

## 200765.2 Hospitality Operations and Revenue Management

**Credit Points** 10 **Level** 7

### Equivalent Units

200343 - Hospitality Operations Management

### Incompatible Units

200223 - Operations Management

### Special Requirements

Students must be enrolled in a postgraduate program.

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Managing revenue and distribution channels is critical to hospitality businesses' competitiveness and sustainability because of the perishable nature of hotels and restaurant services: selling the right service at the right time to the right person for the best price. This unit examines opportunities for maximising revenue and utilising resources for efficient and effective operations, using emerging information technology. Opportunities for maximising revenue are found from analysis of customers' preferences, yields, return on investment, forecasting, inventory management, and capacity planning. Tools, tactics and resources include pricing analysis, probability concepts, quality management, economic principles and strategic planning.

## 200718.2 Human Resource Management

**Credit Points** 10 **Level** 7

### Equivalent Units

46518 - Human Resource Management.

### Special Requirements

Students must be enrolled in a postgraduate program.

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The unit serves as an introduction to human resource management for those considering careers in employment relations and those who will potentially have people management responsibilities. HR processes and practices are studied in contexts and with a consideration of the interests of stakeholders, leading to an appreciation of the contribution of human resource management to organisational success. Students will evaluate particular approaches to human resource management through analysing real-world cases and practical activities.

## 200695.2 Income Property Appraisal

**Credit Points** 10 **Level** 7

### Assumed Knowledge

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

### Equivalent Units

VA802Z - Income Property Appraisal



**Special Requirements**

Students must be enrolled in a postgraduate program.

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

**100703.1 Independent Study 1**

**Credit Points 10 Level 7**

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

**100705.2 Independent Study 3**

**Credit Points 20 Level 7**

**Prerequisite**

**100693.1** Evidence-based Professional Practice

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

**200719.2 Industrial Relations and Workplace Change**

**Credit Points 10 Level 7**

**Equivalent Units**

46525 - The Industrial Relations Process.

**Special Requirements**

Students must be enrolled in a postgraduate program.

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Industrial Relations and Workplace Change is designed to equip current and future employment relations professionals and practitioners with the knowledge necessary to analyse and implement the processes for workplace change and workplace-level bargaining, and to compare and contrast the approaches taken in Australia with those of other countries and systems. The unit focuses

on problem solving and workplace change for employee engagement and dispute resolution.

**200726.2 Information for Business**

**Credit Points 10 Level 7**

**Equivalent Units**

200370 - Marketing Research, 200368 - International Business Research

**Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit examines the information requirement for effective marketing decisions. The unit explores approaches managers can use to identify information requirements and then to use different financial, environmental and market information. Topics include interpretation of business performance, preparation of marketing forecasts and budget allocations.

**200399.2 Information Systems for Accountants (PG)**

**Credit Points 10 Level 7**

**Corequisite**

**200396.3** Introductory Accounting (PG)

**Equivalent Units**

51269 - Information Systems for Accountants (PG)

**Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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This unit examines the theory and application of information technology on the accounting discipline. It covers principles of systems analysis, design and database management relating to accounting information systems. The functions, control, data and processes of accounting information systems are discussed in the context of businesses. The communication of accounting information through the internet or intranet and the development of integrated systems is also explored.

**51277.3 Innovation and Entrepreneurship**

**Credit Points 10 Level 7**

**Special Requirements**

Students must be enrolled in a postgraduate program.

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Entrepreneurialism and creativity can mean success or failure for large, small and new businesses, as organisations strive to stay abreast of turbulent environments and to exploit new opportunities. This unit investigates entrepreneurialism and change, aiming to equip participants with an appreciation of entrepreneurialism, ways of managing innovation for growth, approaches to identifying and developing opportunities, ways of adding value to products and services, and strategic thinking around technological

development and organisational change. Tools and concepts for entrepreneurialism and innovation are analysed and applied, such as feasibility studies, commercialisation, product life cycles, business plans, intellectual property, knowledge management and forecasting.

### **CO804A.2 Insurance & Risk Management (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **200392.3 International Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor degree with a major in accounting or equivalent.

#### **Equivalent Units**

51215 - International Accounting, H7204 - International Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program.

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

### **200720.2 International and Global Employment Relations**

**Credit Points** 10 **Level** 7

#### **Incompatible Units**

46557 - International Human Resource Management, 46530 - Themes in International and Comparative Employment Relations

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit is designed to put national-level employment relations into international and global perspectives. Students will be equipped to work in globalised labour markets and to assist organisations in responding effectively to international environments. The nature of globalisation, national systems of employment relations and significant contemporary human resource management

issues are explored. The implications of social, cultural, political and economic factors in differing national, international and global contexts for employment relations strategies and practices are examined.

### **500004.2 International Business**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

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

#### **Special Requirements**

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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

### **51026.3 International Business Environment**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit is a foundation for students wishing to gain a better understanding of the international business environment. It provides practical guidance in how to develop and maintain competitive advantage in the international arena. Central questions are: How can an international business survive and thrive in a dynamic, often turbulent, international business environment? Can a level playing field be constructed for developed and transitional economies alike? As many issues in international business are complex, this unit will explore the pros and cons of economic theories, government policies, business issues and political and organisational structures. A thorough understanding of the international business environment is learned through a combination of conceptual learning and applying that learning to real life international business situations.

### **51211.2 International Finance**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance,

2631 Master of Business and Commerce or 2692 Master of International Business

The general aim of this subject is to examine how financial and non-financial firms use key foreign exchange and interest rate products to manage the risk associated with their international investment and financing decisions. This subject compliments other aspects of managerial decision-making, including the marketing and production decisions of the international firm.

### 500009.3 International Financial Management

**Credit Points** 10 **Level** 7

#### Prerequisite

**500003.3** Financial Management

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

Global financial management and business creates specific challenges for organisations: understanding diverse international financial markets, providing risk management strategies, managing currency risk exposures, devising capital structures, managing liquidity and investments and providing appropriate financial support of business operations in an uncertain and risky international context. Business managers need to recognise the complexities of global financial forces and understand how to mobilise global financial resources for the benefits of organisations. This unit aims to strengthen the financial decision-making capacity of students. Learning occurs through collaborative problem-solving and case analysis.

### 51012.3 International Marketing

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in a postgraduate program.

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

### 500016.2 International Marketing Management

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

A sound understanding of marketing theory and practice.

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business

Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

This unit aims to introduce students to international marketing using the marketing concept. It firstly considers environmental factors and then studies how marketing strategies are affected by those environmental factors. It aims to give students an awareness and understanding of international marketing concepts and highlight their importance in a rapidly changing global economy.

### H7331.2 International Trade and Industry Economics

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance.

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

### 100963.3 Interpreting Australia: Australian Historians and Historiography

**Credit Points** 10 **Level** 3

#### Special Requirements

Successful completion of 60 credit points

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

### 100710.2 Introduction to Honours Research

**Credit Points** 10 **Level** 5

#### Assumed Knowledge

Appropriate number of units and level of credit for honours.

#### Special Requirements

Students must be enrolled in 1600 Bachelor of Arts (Honours).

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

### 200396.3 Introductory Accounting (PG)

**Credit Points** 10 **Level** 7

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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The nature of accounting requires the first unit in accounting to attend to the process and system, which represents what accountants do. Many of the most difficult theoretical, conceptual and practical problems encountered by accountants originate in the basic model  $A=O+E$  and the necessity of making data and events conform to that model. Concepts and principles in accounting ultimately must face the test of procedure and relate to the systematic processing of the data. Introduction to accounting regulation and ethics.

### 500010.3 Investment Management

**Credit Points** 10 **Level** 7

#### Prerequisite

**500003.3** Financial Management AND **u51045.4** Accounting Perspectives for Management

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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This unit will provide knowledge of the theories and practices of investment management to make informed managerial investment decisions. The unit describes the theory and practice of investment decision-making. The general objective of the unit is to introduce finance theory and tools of financial decision making by providing a conceptual framework within which the key financial decision of investment can be analysed.

### 101854.1 Language and Linguistics Research Methods

**Credit Points** 10 **Level** 7

#### Equivalent Units

A7444 - Language and Linguistics Research Methods

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

### 101297.2 Languages and Linguistics Special Project

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

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

#### Equivalent Units

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

#### Special Requirements

Students must be enrolled in 1595 - Master of Arts (TESOL), 1635 - Graduate Diploma in TESOL, 1636 - Graduate Certificate in TESOL, or 1640 - Master of Arts Translation and Interpreting Studies.

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

### 51167.1 Law of Finance and Securities

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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

### F7031.2 Legal Practice: Ethics and Management

**Credit Points** 20 **Level** 7

#### Special Requirements

Students must be enrolled in 2510 - Master of Legal Practice or 2668 - Graduate Diploma in Legal Practice.

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Legal Practice Ethics and Management is the core unit in the GDLP 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 (Work

Management and Business Skills; Trust and Office Accounting) and Values (Ethics and Professional Responsibility) 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).

### **F7033.1 Litigious Legal Practice**

**Credit Points** 20 **Level** 7

#### **Prerequisite**

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

#### **Special Requirements**

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

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Litigious Legal Practice will focus on meeting the students' needs that, at the point of admission to practice, they will be expected to provide evidence that, they have achieved the requisite competence in all three (3) of the following Practice Areas. These areas are Civil Litigation Practice; Commercial and Corporate Practice; and Property Law Practice as prescribed in the Competency Standards for Entry Level Lawyers for practical legal training. These have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC). On satisfactory completion of The College of Law, Professional Program UWS, or equivalence, Advance Standing (Academic Credit) can be applied for in this unit.

### **200494.2 Management Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Corequisite**

**200396.3** Introductory Accounting (PG)

#### **Equivalent Units**

51266.1 - Management Accounting (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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The fundamental of any management accounting system in organization is to provide appropriate information for (1) costing of products and services; (2) support functions - planning, controlling, evaluation, continuous improvement and decision making and (3) competitive support - focuses on the provision of both financial and non-financial services to the management team to enhance the firm's competitiveness. This unit is designed to provide an overview in understanding all these areas of information.

### **200224.2 Management of Quality**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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The main objective of this unit is to explore quality management principles, quality management systems, and the quality tools and techniques needed for creating customer value and improving competitiveness and organisational effectiveness. Participants will gain an understanding the notion of quality, its history and importance, definitions, basic principles, and its impact on competitive advantage and financial return.

### **500031.2 Management Principles for Company Directors**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**U51043.2** Contemporary Organisation Behaviour AND **500000.1** Marketing Management AND **500001.2** Value Chain Management AND **U51045.3** Accounting Perspectives for Management

#### **Special Requirements**

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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This unit is intended to provide students with the core knowledge and skills that company directors require and an understanding of the critical issues they face. This includes an understanding of statutory regulation in relation to company boards, directors, financial reporting, contracts, intellectual property, trade practices, and the associated roles and responsibilities of company directors. The unit also examines the role of company directors in relation to strategic planning for company direction, risk assessment and in the meeting of environmental challenges.

### **500024.2 Management Research Project I**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

It is assumed student has knowledge of the material covered in the core units of the Graduate Diploma in Business Administration or equivalent, and has relevant work experience to frame the research project.

#### **Prerequisite**

**500000.2** Marketing Management AND **500001.3** Value Chain Management AND **500002.3** Managing People AND **500003.3** Financial Management AND **u51043.3** Contemporary Organisation Behaviour AND **u51045.4** Accounting Perspectives for Management

#### **Special Requirements**

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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The aim of this research project is to give the student the experience of working in-depth on an individual project with a nominated supervisor. The report must show an

understanding of a specific topic, based on competent application of an appropriate method, and students are encouraged to publish their findings.

## 500025.2 Management Research Project II

**Credit Points** 20 **Level** 7

### Assumed Knowledge

It is assumed student has knowledge of the material covered in the core units of the Graduate Diploma in Business Administration or equivalent, and has relevant work experience to frame the research project.

### Prerequisite

**50000.2** Marketing Management AND **500001.3** Value Chain Management AND **500002.3** Managing People AND **500003.3** Financial Management AND **u51043.3** Contemporary Organisation Behaviour AND **u51045.4** Accounting Perspectives for Management

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

.....

The aim of this research project is to give the student the experience of working in-depth on an individual project with a nominated supervisor, leading to the production of a major report. The report must show an understanding of a specific topic, based on competent application of an appropriate method, and students are encouraged to publish their findings.

## 200768.2 Management Skills

**Credit Points** 10 **Level** 7

### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit explores the skills of managers and their effect on organisational leadership. The contemporary organisations in which we work bring together a complex array of relationships and processes that require ongoing development of a broad range of skills for the manager. Management and leadership, and the skills required for both, are not seen as separate in this unit. This unit focuses on building the skills which will best prepare managers and leaders for dynamic and changing organisational environments.

## 500014.2 Managerial Psychology

**Credit Points** 10 **Level** 7

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 9001 Master of Business Administration (UWS), 9003 Graduate Diploma in Business Administration (UWS), 9004 Graduate Certificate in Business Administration (UWS) or 9009 SGSM PG Non-Award Program.

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This unit is designed to provide an introduction to theories of personality, learning and motivation, and their relevance for modern management. It aims to: promote an understanding of the application of psychological principles and research findings to management; analyse human behaviour at work, especially issues of personality, learning, motivation and effort, and leadership; assess individual differences and evaluate the role of psychological testing in the workplace; and promote an understanding of the application of psychological principles and research to the workplace.

## 500011.2 Managing E-Business

**Credit Points** 10 **Level** 7

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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The use of information technology has dramatically transformed the way organisations, groups or teams and individual managers within organisations deal with each other. The creation, use and dissemination of electronic documents is a central feature of this changing landscape. This unit will investigate the application of information technology to the business processes of organisations. Specifically, it will consider the convergence of information and communications technologies as manifested in electronic document interchange and the emerging electronic commerce revolution. Within the context of electronic commerce, this unit will look at the rise of electronic transaction processing, with particular emphasis on the development of e-commerce as an alternate way of doing business, new systems of payment, security issues about the conduct of business through Internet portals and web pages. The unit will consider the new social, ethical and legal issues that could emerge when organisations and individuals conduct business transactions over the Internet. Finally, the unit will also investigate and review new trends in the different ways that individuals, organisations and governments may interact with one another in the future, such as the use of intelligent agents.

## 500002.3 Managing People

**Credit Points** 10 **Level** 7

### Prerequisite

**500001.3** Value Chain Management OR **U51043.3** Contemporary Organisation Behaviour

### Equivalent Units

U51047 - Strategic Human Resource Management

### Incompatible Units

200718 - Human Resource Management

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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Managing People addresses the management of the employment relationship and work as crucial for organisational performance. The role of line managers relative to HR specialists is considered. There is an overview of human resource and industrial relations functions, with consideration of their integration with organisational strategy, around the theme of ways that human resource management can be difficult, for commercial, social, ethical and legal reasons. The scope for strategy relative to environmental imperatives is debated, using the concepts of the psychological contract and labour market competition. Participants draw from personal experience to debate theory, case studies/ simulations and contemporary developments.

### 200761.2 Managing the Hospitality Context

**Credit Points** 10 **Level** 7

**Equivalent Units**

HS801A - Hospitality Property and Facilities

**Incompatible Units**

200344 - Hospitality Facilities Development and Planning

**Special Requirements**

Students must be enrolled in a postgraduate program.

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The unit comprises three modules that have the hospitality setting as a central focus: Hospitality Property Analysis; Environmental Management in the Hospitality Industry, and Hospitality Risk Management. Hospitality managers must deal with financial, ethical and social issues around property, including asset management, the property's relationship to the environment, and the minimisation of risk to customers, employees and to the facility itself. Managing the Hospitality Context provides a management perspective on problem identification, assessment and evaluation in each of the three areas. Students choose two modules most relevant to their career aspirations and interests.

### 200764.2 Managing the Hospitality Experience

**Credit Points** 10 **Level** 7

**Incompatible Units**

200342 - Gastronomy and the Management of the Food Experience

**Special Requirements**

Students must be enrolled in a postgraduate program.

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The unit comprises three modules that have the hospitality experience as the central focus. Restaurants, special events and servicescapes all offer customers the opportunity to engage in the experience that is the hospitality industry. The unit provides a management perspective on the planning, design, operation and evaluation of each of the three interrelated types of hospitality experiences. Students are required to select and study two only of the modules.

### 200760.2 Managing the Hospitality Workforce

**Credit Points** 10 **Level** 7

**Equivalent Units**

200168 - Employment Relations in Tourism and Hospitality, 200261 - Employment Relations in Hospitality and Hotel Management

**Incompatible Units**

46518 - Human Resource Management, 200718 - Human Resource Management

**Special Requirements**

Students must be enrolled in a postgraduate program.

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Hospitality is about people. Motivated, skilled and engaged staff are crucial in service interactions. Multicultural and internationally mobile workforces present challenges to managers. This unit examines human resource management, industrial relations and labour markets for those who will have people management responsibilities in a range of hospitality businesses. Human resource management functions and policies are studied, with consideration of employment law and competing stakeholder interests. Contemporary trends are considered, such as work as theatre, emotional labour and aesthetic labour. Diversity management and occupational health and safety in the context of casualisation and high turnover are a focus.

### 200735.2 Marketing in Context

**Credit Points** 10 **Level** 7

**Equivalent Units**

51016 - Services Marketing Management

**Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit builds on previous coursework in marketing by developing analytical skills that address the specific sectors and markets. The focus is on current trends and implications that set the pace for sectors and markets. Sectors covered may include services, not-for-profit, cause-related marketing and events marketing amongst others. Markets change with environmental trends and may include hedonistic consumption, elder markets as well as government markets.

### 200738.2 Marketing Innovation

**Credit Points** 10 **Level** 7

**Special Requirements**

Students must be enrolled in a postgraduate program.

.....

This unit builds on previous coursework in marketing by developing analytical skills that address the development of strategic brands and products. It stresses customer, competitor and environmental analysis, and analysis of market segmentation and product positioning. A continual

focus is made on creative and critical thinking, commercial innovation and entrepreneurship.

## 500000.2 Marketing Management

**Credit Points** 10 **Level** 7

### Assumed Knowledge

Prior learning in organisational behaviour.

### Equivalent Units

U51046 - Strategic Marketing (MBA)

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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In 2013 this unit replaced by 200786 Marketing Management. Marketing Management is designed to provide an introduction to the key concepts, principles and practices that constitute the Marketing discipline. It will develop a focus on marketing as a business philosophy underpinning the activities of the firm.

## 51172.2 Marketing of Financial Products

**Credit Points** 10 **Level** 7

### Special Requirements

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2745 Graduate Diploma in Applied Finance or 2708 Graduate Certificate in Applied Finance.

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

## 200737.2 Marketing Systems

**Credit Points** 10 **Level** 7

### Equivalent Units

51002 - Marketing Management

### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit introduces students to marketing from a holistic point of view which considers social, economic and organisational marketing systems. The unit also covers the evolution of marketing environments and the corresponding adaptations to marketing. Further emphasis is given to businesses capacities to engage in markets and therefore considers areas such as risk management, governance and financial assessments. This unit exposes students to the systematic and analytical approaches expected from them in postgraduate studies in marketing.

## 200280.3 Masters Project

**Credit Points** 10 **Level** 7

### Equivalent Units

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

### Special Requirements

Students must have completed 40 credit points of core units in 2692 Master of International Business or 40 credit points of core units in 2698 Master of Business (Marketing). Students must be enrolled in a postgraduate program.

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This unit provides students with the opportunity to apply the knowledge and skills gained in previous sessions to solve a real-world business problem. This would be an action-learning project with the student working closely with a marketing organisation or business entity to undertake an assignment for the organisation (e.g. evaluation of a particular international business opportunity culminating in specific recommendations for future action). Marketing students will investigate a domestic business project while international business students will examine an international business case.

## 500036.3 Methods of Business Research

**Credit Points** 10 **Level** 7

### Prerequisite

**500000.2** Marketing Management AND **500001.3** Value Chain Management AND **u51043.3** Contemporary Organisation Behaviour

### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

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Methods of Business Research will provide participants with a clear and practical appreciation of research methods applied in a business context. Emphasis will be placed on the identification of appropriate research methods to support business decision making, ensuring graduates are in a strong position to write clear research briefs and to evaluate research proposals. A range of data collection methods and a range of qualitative and quantitative data analytic techniques will be used.

## 100271.3 Modern Japanese History

**Credit Points** 10 **Level** 3

### Equivalent Units

63036 - Themes in Asian History

### Special Requirements

Successful completion of 60 credit points

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This unit presents a social and cultural history of Japan from the mid nineteenth century to the present. The



principle organising theme is the question of modernity: what are the different ways that Japan has expressed its modern identity? How has this been shaped by Japan's position in relation to both the West and its Asian neighbours? What is the relationship among the state, its citizens, and history in negotiating identity? How has war affected Japanese modernity and what we know of modern Japan?

### 200731.2 Multicultural Marketing

**Credit Points** 10 **Level** 7

#### Equivalent Units

51015 - Multinational Relationship Marketing

#### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit provides students with the opportunity to learn about the cultural orientations of different groups of people often indigenous cultures are ignored by multinational companies, this unit will, by using the Australian Indigenous culture as an exemplar, explore the issue of marketing to a number of diverse cultures within the one national boarder. The course is designed specifically to assist students in developing a genuine appreciation for other cultures apart from one's own. It is hoped that the end result will be the attainment of a level of empathy that may assist in one's adaptation to another culture.

### 500018.3 Negotiation for Managers

**Credit Points** 10 **Level** 7

#### Prerequisite

**u51043.3** Contemporary Organisation Behaviour

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration or 9009 SGSM PG Non-Award Program.

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In 2013 this unit replaced by 200796 Negotiation and Conflict Resolution Management. Managers frequently negotiate, often around issues of critical importance. Negotiation errors can be costly to the interests of the organisation. Negotiation for Managers will show participants how to obtain optimal results for stakeholders and will build knowledge of the role of negotiation relative to contracts, disputes and litigation. Key negotiation theories and techniques are addressed, to facilitate the development of participants as negotiators. Cultural, social and interpersonal dimensions, human behaviour during negotiation, and ethical principles are analysed. Practical activities and learning from experience dominate classroom activities, for which participants must be well-prepared to make the most of the learning opportunities.

### 300391.2 Occupational Health Management

**Credit Points** 10 **Level** 7

#### Equivalent Units

EH831A - Occupational Health Management

#### Special Requirements

Students must be enrolled in 3602 - Master of Environmental Management, 3605 - Master of Occupational Safety, Health and Environmental Management, 3606 - Graduate Diploma in Occupational Safety, Health and Environmental Management, 3607 - Graduate Certificate in Occupational Safety, Health and Environmental Management, 3647 - Master of Science, 3648 - Graduate Diploma in Science (exit only), 3649 - Graduate Certificate in Science, 4651 - Master of Health Science, 4652 - Graduate Diploma in Health Science or 4653 - Graduate Certificate in Health Science

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This unit focuses on the practice of occupational health within national and international frameworks. It explores issues such as the physical, social and mental impact of the occupational environment on health and includes the human body's response to occupational health hazard exposure through toxicological and epidemiological principles. Strategies for the management of occupational health are examined, together with methods of monitoring and evaluating occupational health programs.

### 200223.2 Operations Management

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit replaced by 200782 Business Operations Management from 2012. This unit introduces participants to operations management in a range of organisational and industry contexts. Operations management is an important element of business strategy that touches upon other business functions. Participants will learn about the role and significance of operations management and how it connects to other business functions. They will also learn and apply some quantitative techniques for analysing problems and making recommendations. This unit provides an excellent foundation for further specialist study in operations management but also works well for students in general business programs.

### 200227.2 Performance Measurement and Benchmarking

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in a postgraduate program.

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Performance measurement and benchmarking provides firms, managers, and employees with a better understanding of the strengths and weaknesses of the organisation and its business processes. Performance measures are also a good way for communicating the strategies of the firm throughout the organisation. Furthermore, performance measurement is the first step in planning and implementing quality and productivity in an organisation. The unit offers an opportunity to critically review and apply a range of performance measurements, such as the balanced scorecard approach.

### **200743.2 Philosophical Foundations of Business Research**

**Credit Points** 20 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit aims to develop a deeper understanding of the theoretical traditions in business research, the philosophy of science that informs research and the methodological approaches in business research. We discuss in depth the assumptions behind two major paradigms: The deductive (quantitative) and the inductive (qualitative) paradigms.

### **CO803A.1 Planning for Retirement (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **CO801A.2 Principles of Financial Planning (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program within the College of Business and Law.

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

### **CO802A.2 Principles of Investment Planning (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **F7034.2 Professional Legal Practice**

**Credit Points** 0 **Level** 7

#### **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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Professional Legal Practice is a requirement for completion of the GDLP and for admission as a legal practitioner in NSW, that those students who undertake the GDLP being an accredited professional training course must complete a component of workplace training. Completion of this Unit is a requirement to gain the award of the UWS GDLP and for admission as a legal practitioner. Workplace training experience means supervised employment in a law or law related work environment or equivalent unpaid engagement in such an environment for a period of 45 days.

### **F7030.1 Professional Legal Skills**

**Credit Points** 20 **Level** 7

#### **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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Professional Legal Skills 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 (Lawyer's Skills; Problem Solving) and Practice Areas (Criminal Law Practice; 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). On satisfactory completion of 200278 Professional Legal Skills 1 and Professional Legal Skills 2 and Advance Standing (Academic Credit) can be applied for in this unit.

### **CO813A.2 Project**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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

### **51240.3 Project Management**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit introduces students to the philosophy, tools and techniques for effectively managing projects in an organisation. Learning activities focus particularly on case

analysis; cases of success and of failure. Participants will be required to apply lessons from cases to real-world examples in ways that are relevant to their future careers. Topics include organisational strategy and project selection, identification of stakeholder needs, project definition, tools and techniques, human resource issues, team management, project planning, developing networks, scheduling and control, resource allocation and control, cost analysis and budgetary control, and determinants of project success and project failure.

### 101417.2 Project Seminar and Proposal

**Credit Points** 20 **Level** 5

#### Assumed Knowledge

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

#### Corequisite

**101416.2** Creativity: Theory and Practice

#### Equivalent Units

100640 - Research Project Seminar, 101169 - Honours Thesis Proposal

#### Special Requirements

Students must be eligible for admission into the School of Communication Arts Honours program in order to take this unit. The proposed research must be in an area that can be supervised by a full-time academic staff member of the School of Communication Arts. This is a 20 credit point unit. The equivalent unit 101169 is 20 credit points, and advanced standing for this unit will be automatically granted. The equivalent unit 100640 is a 10 credit point unit, and therefore equivalents will be established with 4th Year Professional Program units offered by the School, e.g. Reading the Contemporary or Communication and Creative Industries. Please see your Course Advisor for further information if applicable.

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

### MCB617.2 Property Development (V2)

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in a postgraduate program.

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

### MCB612.2 Property Finance and Taxation

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Basic working knowledge of business and property operations.

#### Special Requirements

Students must be enrolled in a postgraduate program.

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

### 200696.2 Property Investment Analysis (V2)

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

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

#### Equivalent Units

CO811A - Property Investment Analysis (V2)

#### Special Requirements

Students must be enrolled in a postgraduate program.

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

### CO810A.2 Property Portfolio Analysis

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Knowledge of property.

#### Special Requirements

Students must be enrolled in a postgraduate program.

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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. The performance analysis of both direct and indirect property is also examined to assess the strategic contribution of property to an investment portfolio.

### **200462.3 Public Sector Accounting and Financial Control (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor degree with a major in accounting or equivalent.

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program.

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

### **51259.3 Purchasing and Materials Management**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This unit provides the concepts, tools and techniques needed in purchasing and materials management. It includes purchasing policy and strategy, organising and staffing in purchasing and materials functions, supplier selection and evaluation, price/cost analysis, negotiation skills, inventory management, value analysis and standardisation, purchasing in the international market, government purchasing, and legal aspects of purchasing. These issues are examined in contexts such as the opportunities of globalisation and new information and communication technologies. A key learning strategy is case analysis.

### **51171.2 Real Estate Finance and Investment**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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This unit examines real estate/property as an asset class. Sectors considered are industrial, retail, residential, and agricultural/rural. The taxation environment in Australia and in selected overseas countries is examined in detail. The unit considers property performance indices (IPD/PCA Property Index in Australia, and similar property index series in USA, Canada, UK and Europe), lease incentives and effective rentals, unlisted property trusts, and pre-commitment style property valuation, including the

increasing use of DCF-based techniques in the property valuation/appraisal profession in Australia and overseas.

### **200692.2 Research and Communicating Skills for Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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This unit is designed to assist students enhance their research skills and their ability to make written and oral reports suitable for presentation to employers and clients in a modern business and commercial environment.

### **400421.2 Research Methods for Humanities and Social Sciences**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Students must be enrolled in a postgraduate course.

#### **Equivalent Units**

53220 - Research Methods for Humanities and Social Sciences

.....

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

### **200397.2 Revenue Law (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

200433 - Company Law

#### **Prerequisite**

**200432.2** Commercial Law (PG)

#### **Equivalent Units**

51228 - Revenue Law (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program within the Schools of Business or Law.

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Australian taxation law is complex and varied. This unit briefly introduces the various types of taxes (including Goods and Services Tax) and the overall scheme for the application of taxes in Australia and then focuses on the

key provisions of Income Tax Law including the interrelationship of income tax and fringe benefits tax).

### 200721.2 Reward Management

**Credit Points** 10 **Level** 7

#### Equivalent Units

51280 - Remuneration Theory and Practice

#### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit enables employment relations professionals to deploy advanced practitioner skills in specific workplace and institutional contexts. The management and the negotiation of reward are emphasised. Innovations such as strategic and total reward strategies are critically examined. These innovations relate to the key issues of market-imperatives and fairness, including the balance between collective and individually-determined reward and reward strategies related to performance.

### 300677.2 Safety and Risk Management

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Recognition that OHS procedures are legislatively required at the workplace and the ability to recognise the need to protect workers from harm at the workplace. Knowledge of the basics of OHS legislation in the students' jurisdiction.

#### Equivalent Units

300390 - Safety Management. 300395 - Risk Assessment

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This unit provides a critical insight into the theory and practice of managing safety and health at the workplace with a dual focus on risk management and safety management. Students have the opportunity to develop a safety systems approach concentrating on hazard identification, risk assessment and devising control measures incorporating safety management principles. Safety culture and its influence on OHS practice is also detailed. In addition, the unit addresses the legal underpinning of OHS requirements at the workplace. Labour market change and the role of government, unions and employer organisations are also examined. Global perspectives on OHS from various jurisdictions ranging from the USA, Hong Kong and China are also scrutinised.

### 200763.2 Sales Management and Marketing for Hospitality

**Credit Points** 10 **Level** 7

#### Equivalent Units

200174 - Strategic Marketing for Tourism and Hospitality

#### Incompatible Units

200262 - Strategic Marketing for Hospitality and Hotel Management

#### Special Requirements

Students must be enrolled in a postgraduate program.

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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.

### 51212.2 Security Analysis and Portfolio Theory

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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This unit examines the valuation of assets, firms and securities. The focus is on the attempt by active investors to identify mispriced securities by projecting the future cash flows of a firm based on pro forma financial statements, translating those projections to values and dividing the firm value among the different security holders of the firm. Students develop their understanding of accounting, finance and economic concepts in this applied unit by building models of a firm and conducting analyses of the equity valuation.

### 200497.2 Social and Environmental Accounting (PG)

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Bachelor's degree in Accounting

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **H7343.1 Special Topic in Accounting A (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program within the College of Business and Law.

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

### **H7344.1 Special Topic in Accounting B (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program within the College of Business and Law.

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

### **200424.3 Statistics for Accountants (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Mathematics to the HSC level.

#### **Equivalent Units**

51268 - Statistics

#### **Special Requirements**

Students must be enrolled in a postgraduate program within the Schools of Business or Law.

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Statistics for Accountants introduces the basic concepts and techniques for statistical inference and decision making in a business context.

### **51109.3 Strategic Analysis and Decision-Making**

**Credit Points** 10 **Level** 7

#### **Incompatible Units**

U51050 - Strategic Management

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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Strategic management processes determine the direction of an enterprise and its viability in the light of the changes in its environments. This unit examines strategic management processes, recognising the interests of stakeholders and a

range of external and internal constraints. It critically examines the major theoretical approaches to strategy and emerging trends. A strong emphasis is on the application of knowledge to industry and organisational contexts relevant to the student. Participants research and analyse how decision-making processes, leadership, and organisational politics impact on the strategy process. A dynamic, contingent and contested view of contemporary strategic management processes is presented.

### **51173.2 Strategic Bank Management**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

200426 - Corporate Finance and 51166 - Credit and Lending Decisions

#### **Prerequisite**

**51165.1** Financial Institution Management

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance or 2708 Graduate Certificate in Applied Finance.

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This unit examines a range of contemporary issues facing financial services firms in the twenty-first century. The unit provides an in-depth examination of changing demands and needs of the various stakeholders of financial services firms and a major emphasis is put on the evaluation and analysis of resulting implications. For each identified issue, major conclusions are drawn and strategies developed to deal with the associated challenges and opportunities for management. Special topics are covered in line with pertinent events in the industry.

### **200722.2 Strategic Employment Relations**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Knowledge of human resource management and industrial relations from studying at least 40 credit points at the postgraduate level.

#### **Incompatible Units**

46519 - Employment Relations Strategy and Change.

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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This capstone unit aims for students to acquire the skills, knowledge and understanding of the challenges of managing people strategically in complex and turbulent environments. The unit examines theories on business strategy, strategic management, human resource strategy and industrial relations strategy. The use of knowledge of HR and IR in strategic analysis and evaluation for transforming the people management function is explained. Management practice is considered through examining ways of acting strategically relative to tendencies for the human resource function to become mired in tactical responses. The tools and techniques for analysing, implementing and evaluating strategy are emphasised.

### U51050.3 Strategic Management (MBA)

**Credit Points** 10 **Level** 7

#### Prerequisite

500000.2 Marketing Management AND 500001.3 Value Chain Management AND U51043.3 Contemporary Organisation Behaviour AND U51045.4 Accounting Perspectives for Management

#### Incompatible Units

51109 - Strategic Analysis and Decision Making

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration or 9009 SGSM PG Non-Award Program.

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Strategic Management integrates business functional knowledge. The practical approach provides opportunities to use a range of strategic analysis tools and to engage in problem-solving (individually and collaboratively). Simulated strategic decision-making that includes data interpretation and generating options requires exercise of communication, research, and information literacy capabilities. This unit will allow MBA graduates to interpret data, generate strategic options and contribute to strategic decision-making in a number of organisational contexts. It lays a foundation for continued professional development by creating a capacity to evaluate trends in strategic management through the study of theory that underpins strategic management models.

### 200422.2 Strategic Management Accounting (PG)

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Bachelor's degree in Accounting

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### 200777.1 Strategic Technology Management

**Credit Points** 10 **Level** 7

#### Equivalent Units

H7104 - Strategic Technology Management

#### Special Requirements

Only students enrolled in a postgraduate program can enrol in this unit.

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This unit provides participants with an understanding of the diverse and complex issues surrounding the strategic management of technology. Special emphasis will be placed on the basic concepts and theories that will be needed to understand, anticipate, acquire, and use technology strategically for attaining a competitive edge in the market. The unit is of particular relevance to managers, engineers, technologists, and scientists who have, or will have, responsibilities for managing technological change and innovation.

### H7104.3 Strategic Technology Management

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit provides participants with an understanding of the diverse and complex issues surrounding the strategic management of technology. Special emphasis will be placed on the basic concepts and theories that will be needed to understand, anticipate, acquire, and use technology strategically for attaining a competitive edge in the market. The unit is of particular relevance to managers, engineers, technologists, and scientists who have, or will have, responsibilities for managing technological change and innovation.

### 200734.2 Strategic Value Creation

**Credit Points** 10 **Level** 7

#### Equivalent Units

51006 - Promotion Management, 200231 - Promotion and Advertising Overseas

#### Special Requirements

Students must be enrolled in a postgraduate program.

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This unit focuses on a holistic approach to creating value through the brand building process and including integrated marketing communication strategies. The main objective of the unit is to address the value creation process and the central role that brands play as the mechanism for value creation and communication with interest groups (consumers, employees and other stakeholders). This unit will also cover corporate communications and new media as means of value creation strategies.

### 200329.3 Supply Chain Management

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in a postgraduate program.

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The movement of product from suppliers through to transformation at a factory and then on forward to

distributors and customers is an expensive process. The ability of the manager to balance these costs against increasing customer service expectations and to integrate the complex network of business relationships of the organisation is essential. Supply chain management goes beyond operational and logistical issues to cross-functional integration of key business processes both within the organisation and across the external network of organisations that comprise the supply chain. Managing the supply chain in the context of globalisation and increasing international trade provides opportunities for delivering value to customers. Case studies are a key learning strategy.

### **AC808A.1 Taxation Planning and Implications (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance or 2703 Master of International Trade and Finance

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

### **200762.2 The International Hospitality Industry**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200347 - The Tourism System, 200258 - The Hospitality Industry

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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International hospitality, including hotels, leisure, and allied services, is an increasingly important component of the global economy in the transition from a commodity-based economy to the 'experience economy'. The unit examines the development of the concept of hospitality and the commercial provision of hospitality services. The industry's economic and social significance is evaluated. This unit canvasses many facets of the industry to help graduates assess and understand new trends relative to the historical and global evolution of the industry in its varied social and economic contexts. Skills in cross-cultural communication required by managers are examined, with opportunities for practice.

### **100926.3 The Language of the Law**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

A7528 - The Language of the Law

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This unit aims to develop in students an understanding of the intricacies of the language of the law when used in written documents and mainly in the context of the courtroom. It will provide students with a historical overview of the development of Law English, its aims and purposes and its current uses. Special emphasis will be placed on the implications of legal language on legal translations and court interpreting, but the unit is suitable for monolingual students interested in the language of the law.

### **CO809A.2 The Property Environment**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in a postgraduate program.

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

### **200464.2 The Role of Accounting in Corporate Governance (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Undergraduate or equivalent degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Course Advisor and must be enrolled in a postgraduate program.

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

### **F7032.1 Transactional Legal Practice**

**Credit Points** 20 **Level** 7

#### **Prerequisite**

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

#### **Special Requirements**

Students enrolled in course 2502 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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Transactional Legal Practice will focus on meeting the students' needs that, at the point of admission to practice, they will be expected to provide evidence that, they have achieved the requisite competence in one (1) of the



following Practice Areas. These areas are Consumer Law Practice; Employment and Industrial Relations Practice; Planning and Environment Law Practice; Wills and Estates Practice as prescribed in the Competency Standards for Entry Level Lawyers for practical legal training. These have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC). On satisfactory completion of The College of Law, Professional Program UWS, or equivalence, Advance Standing (Academic Credit) can be applied for in this unit.

### 500001.3 Value Chain Management

**Credit Points** 10 **Level** 7

#### Equivalent Units

U51049 - Operations Management and Leadership

#### Incompatible Units

200223 - Operations Management

#### Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration, 5502 Graduate Certificate in Business Administration or 9009 SGSM PG Non-Award Program.

Value Chain Management introduces the management of operations in the value chain for many industry sectors (including services, public sector, manufacturing and distribution). The objective is to equip future managers with an ability to analyse value creation and business performance in a range of situations. The knowledge and analytical skills developed will facilitate consideration and appropriate management of the operational and supply chain issues of many aspects of business that participants will encounter in later MBA units and in their organisations. Learning activities emphasise case analysis and reflection, as well as quantitative techniques that can support decision-making and evaluation.

### 100294.3 Warlords, Artists and Emperors: Power and Authority in Premodern Japan

**Credit Points** 10 **Level** 3

#### Special Requirements

Successful completion of 60 credit points

This unit will look at the historical heritage of Japan that is central to contemporary Japanese identity and culture. The historical heritage considered includes Zen, samurai culture, Japanese artistic achievement, the Emperor, who still pays respect to 'the Divine ancestors' on ceremonial occasions, "great" Buddhist temples, Shinto, Shogun, the court, religion, military lords and warlords. The unit explores Japan's historical heritage in relation to industries and institutions, such as the tourist industry and investigates how power, authority, and art are linked?

### 200723.2 Work, Society and Labour Markets

**Credit Points** 10 **Level** 7

#### Incompatible Units

47021 - Work and Society.

Society shapes work and labour markets, but society in turn is influenced by work and labour markets. Key factors are dominant social values and norms as well as economic, technological, demographic and political changes. This unit equips students to analyse and respond effectively to these interactions and changes in a range of contexts. A key theme is the changing patterns and nature of work (paid and unpaid), workforce participation, and the impact on stakeholders such as individuals, families and communities. Future trends and directions in relation to work, society and labour markets are explored.

### 200724.2 Workforce Planning

**Credit Points** 10 **Level** 7

#### Special Requirements

Only students enrolled in a postgraduate program can enrol in this unit.

In an era of globalisation and economic and social change, workforce planning is a strategic tool, both for the management of organisations and human resource strategy, and for broader issues of public policy and economic development. The unit is designed to enable employment relations professionals to plan for building organisational capability. Planning for demographic changes, skill shortages and economic shocks is crucial for managing risk and growing organisations, but makes planning more difficult and complex. The aim is for managers to influence organisations by demonstrating the vital importance of planning in relation to sustainability and to undertake planning using quantitative tools.

### 200725.2 Workplace Management Dynamics

**Credit Points** 10 **Level** 7

#### Incompatible Units

200359 - Dynamics of Workplace Management, 51031 - Managing Diversity.

#### Special Requirements

Only students enrolled in a postgraduate program can enrol in this unit.

Workplace interactions are dynamic, fluid and responsive to changing economic, social and political circumstances. Adopting a critical approach, the focus is on the concerns of managers and employees in their day-to-day interactions. The unit explores the impact of organisational and socio-economic change on organisations with emphasis on the impact of the new forms of work and technology, economic developments, diversity and cross-cultural communication. Dynamics equips business students with the ability to analyse and manage a changing business environment, appropriate for careers in Australia and internationally.

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