

School of Business

Electronic Postgraduate Handbook 2014

University of Western Sydney

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Information contained in this electronic handbook is correct at the time of production (March 2014), 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.

About the School of Business Electronic Postgraduate Handbook

Sessions and dates

There are two main sessions in 2014: 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_SEAR_CH.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 2014 at:

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

Prerequisites, co-requisites and assumed knowledge

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

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

Academic credit

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

How to use this electronic book

The first part of this electronic book contains information about current postgraduate courses offered by the School of Business. 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/>

Note that the School of Law has no postgraduate courses available for entry in 2014.

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SCHOOL OF BUSINESS

Master of Accountancy

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).

Inherent requirements

There are inherent requirements for this course that you must meet in order to complete your course and graduate. Make sure you read and understand the requirements for this course online.

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.

Applicants seeking admission on the basis of work experience MUST support their application with a

Statement of Service for all work experience listed on the application.

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

200396.3	Introductory Accounting (PG)
200424.3	Statistics for Accountants (PG)
200425.3	Economics (PG)
200432.2	Commercial Law (PG)
200400.3	Company Accounting (PG)
200426.3	Corporate Finance (PG)
200433.2	Company Law (PG)
200494.2	Management Accounting (PG)
200397.2	Revenue Law (PG)
200398.2	Auditing (PG)
200399.2	Information Systems for Accountants (PG)
200401.2	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

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.

Inherent requirements

There are inherent requirements for this course that you must meet in order to complete your course and graduate. Make sure you read and understand the requirements for this course online.

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.

Applicants seeking admission on the basis of work experience MUST support their application with a Statement of Service for all work experience listed on the application.

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.

Inherent requirements

There are inherent requirements for this course that you must meet in order to complete your course and graduate. Make sure you read and understand the requirements for this course online.

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.

Applicants seeking admission on the basis of work experience MUST support their application with a Statement of Service for all work experience listed on the application.

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

2759.1

Students should follow the course structure for the course or course version relevant to the year they commenced. This version applies to students whose commencement year in this course was 2013 (Quarter 4) or later.

The Master of Applied Finance prepares students for executive careers in finance, banking and investment sectors. It provides students with the opportunity to acquire technical knowledge necessary to function in an evolving and increasingly sophisticated financial environment with an emphasis on the practical application of these techniques. The degree exposes students to modern theoretical approaches. All of the units have been developed by individuals who are actively involved in the financial sector. Applicants will find having a background in Business or Commerce advantageous.

Study Mode

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

Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	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, or higher, in any discipline.

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. This includes four general foundation units, nine specialist knowledge units, one elective, and a 20 credit point capstone unit as per the structure below:

General Foundation

200820.1	The Contemporary Business Environment
200821.1	Financial Reports for Decision Making
300962.1	Applied Business Statistics
200425.3	Economics (PG)

Specialist Knowledge

200426.3	Corporate Finance (PG)
51163.2	Financial Institutions and Markets (MAF)
51211.3	International Finance
51169.3	Derivatives
51054.3	Financial Modelling
51212.3	Security Analysis and Portfolio Theory
51165.3	Financial Institution Management
51166.3	Credit and Lending Decisions
51168.3	Funds Management and Portfolio Selection

Elective

10 credit points from PG Business units

Capstone

200829.1 Business Project

Alternate Capstone

200830.1 Internship

Graduate Certificate in Applied Finance**2760.1**

Students should follow the course structure for the course or course version relevant to the year they commenced. This version applies to students whose commencement year in this course was 2013 (Quarter 4) 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 certificate 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 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.

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

Note: The Graduate Certificate is an exit point for 2759 Master of Applied Finance.

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. This is made up of four units as per the structure below:

200820.1	The Contemporary Business Environment
200821.1	Financial Reports for Decision Making
300962.1	Applied Business Statistics
200425.3	Economics (PG)

Graduate Certificate in Business**2765.1**

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 2013 (Quarter 4) or later.

The Graduate Certificate in Business is intended to provide graduates with foundational business skills. Graduates may choose to undertake this qualification in preparation for further study.

Study Mode

Six months 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

Three years full time equivalent managerial/professional work experience; or

Five years 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.

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 completing the units listed below. Students are expected to complete 30 cp of study before undertaking the unit 200831 Integrated Business Experience 1.

200820.1	The Contemporary Business Environment
200817.1	Business Communication Skills
200825.1	Understanding Contemporary Organisations
200831.1	Integrated Business Experience 1

Master of Business Administration

2761.1

Students should follow the course structure for the course or course version relevant to the year they commenced. This version applies to students whose commencement year in this course was 2013 (Quarter 4) or later.

Through its research-driven and integrated focus, this degree equips graduates with the skills and knowledge to engage with contemporary business environments. The design of the degree reflects consultation with a range of stakeholders including industry and professional associations. The design comprises business foundation and core units which provide students with key skills such as business communication and analysis, as well as a general knowledge of the basics of business e.g., Accounting, Economics, and Statistics. Upon completion of the foundation and core, students complete six units in one of the following specialisations: Hospitality and Tourism, Human Resource Management, Innovation and Entrepreneurship, Logistics and Supply Chain Management, Management, Marketing, and Sustainable Business. Students complete: four foundation, four core, and six specialisation units as well as a 20 credit point capstone unit, for a total of 160 credit points. Students may elect to complete a non specialisation where six units can be chosen separately from the various specialisations. 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

Two years 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

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. This includes four general foundation units, four core units, six specialist knowledge units, and a 20 credit point capstone unit as per the structure below:

General Foundation Units

200820.1	The Contemporary Business Environment
200817.1	Business Communication Skills
200825.1	Understanding Contemporary Organisations
200831.1	Integrated Business Experience 1

Core Units

200821.1	Financial Reports for Decision Making
200826.1	Contemporary People Management
200843.1	Integrated Business Experience 2
200425.3	Economics (PG)

Specialisations

SP2006.1	Management
SP2007.1	Marketing
SP2008.1	Logistics and Supply Chain Management
SP2009.1	Hospitality and Tourism
SP2010.1	Sustainable Business
SP2011.1	Innovation and Entrepreneurship
SP2012.1	Human Resource Management

Non Specialisation

A total of 6 units from any of the specialisations

Capstone

200829.1	Business Project
200830.1	Internship

Executive Master of Business Administration

2762.1

The EMBA is an advanced management degree for professionals seeking to deepen their understanding of the

core elements of general management and business administration. Taking an applied approach within a flexible learning environment, the curriculum is designed around integrated knowledge to challenge business professionals in the issues of day-to-day operations and strategic planning; both locally and internationally. Using a range of hands-on teaching techniques, students will learn about important topics such as ethics and corporate social responsibility, human resource management and diversity, marketing, leadership, and entrepreneurial innovation. The Sydney Graduate School of Management EMBA offers students a valuable start to their lifelong career development.

Study Mode

Two years 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 and have a minimum three (3) years full-time equivalent managerial/professional work experience; or

Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum six (6) years full-time equivalent general work experience; or

Successfully completed a Graduate Certificate in Business Administration or Graduate Certificate in Business or equivalent qualification; or

International applicants must achieve IELTS – 6.5 overall score with a minimum 6.0 in each subtest

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

Qualifications for this award requires the successful completion of 160 credit points. This includes twelve core developing expertise units and four core expert practice units. Students are expected to complete the developing expertise units prior to undertaking the expert practice units.

Developing Expertise (12 units)

200787.1	Managerial Finance
200788.1	Contemporary Organisation Behaviour
200789.1	Emerging Leaders

200790.1	Developing Business Expertise
200791.1	Customer Value Management
200792.1	Innovation, Creativity and Entrepreneurship
200793.1	Managerial Economics
200794.1	Strategic Management
200783.1	The Business Environment
200784.1	Financial Decision Making
200785.1	Foundations of Management
200786.1	Marketing Management

Expert Practice (4 units) - includes project and capstone experience units

200795.1	Corporate Governance and the Global Environment
200796.1	Negotiation and Conflict Resolution Management
200797.1	One Hundred Days
200798.1	Applied Business Project

Graduate Certificate in Business Administration

2757.1

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 2013 or later.

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 the Executive 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.

The Sydney Graduate School of Management Executive MBA offers students a valuable start to their lifelong career development.

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:

- A minimum of eight (8) years full-time equivalent professional/managerial work experience or

- Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum three (3) years full-time equivalent managerial/professional work experience; or
- Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum six (6) years full-time equivalent general work experience;
- Successfully completed an Advanced Diploma in any discipline and have a minimum six (6) years full-time equivalent general work experience.
- International applicants must achieve IELTS - 6.5 overall score with a minimum 6.0 in each subset.

Applicants seeking admission on the basis of work experience MUST support their application with a Statement of Service for all work experience listed on the application.

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

To qualify for the award of a Graduate Certificate of Business Administration, students must successfully complete 40 credit points of units as follows.

200783.1	The Business Environment
200784.1	Financial Decision Making
200785.1	Foundations of Management
200786.1	Marketing Management

Master of Business and Commerce

2631.4

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 2014 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 bachelor's 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
Uni of Economics Ho Chi Minh City	Full Time	External
Uni of Economics Ho Chi Minh City	Part Time	External

Admission

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

Applicants seeking admission on the basis of work experience must support their application with a Statement of Service for all work experience listed on the application.

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

200826.1 Contemporary People Management
200833.1 Leading Contemporary Organisations

Choose one of

200821.1 Financial Reports for Decision Making
200396.3 Introductory Accounting (PG)

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

Choose one of

200737.3 Marketing Systems
200425.3 Economics (PG)

Students undertaking the Marketing specialisation must choose 200737 Marketing Systems.

Specialisations

SP2003.1 Accounting
SP2004.1 Finance
SP2013.1 Marketing
SP2014.1 Human Resource Management and Industrial Relations
SP2015.1 Operations Management

No Specialisation Option One

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

No Specialisation Option Two

With Director Academic Program or Director Postgraduate Education approval, students may choose up to two units from outside the School of Business 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)

2632.3

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 2014 or later.

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

Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal

Graduate Certificate in Business and Commerce (exit only)

2633.3

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 the course is 2014 or later.

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

Location

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

Master of Business (Marketing)

2698.5

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 2014 or later.

In an age of expanding communication networks, marketing is increasingly seen as a highly skilled and complex profession. Whether designing or selling a product, communicating a government service, or raising awareness in the non-profit sector, marketing requires a broad understanding of marketing methodology, its tools, and broad communications and analysis skills. Many organisations are now seeking graduates who are highly qualified, multi-skilled and adaptable – people who are able to work across a range of projects, with an understanding of consumer, organisational and marketing needs.

The Master of Business (Marketing) is a highly specialised postgraduate coursework degree designed to prepare graduates for professional roles and managerial positions across the marketing spectrum.

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

200737.3	Marketing Systems
200823.1	Buyer Behaviour
200822.1	Applied Marketing Solutions
200832.1	Business Marketing
200824.1	Integrated Brand Management

Choose one of

200280.3	Masters Project
200769.2	Business Internship

Alternate Units

Choose any two of the following alternate units or any other two units approved by the Director of Academic Program or the Director Postgraduate Education:

200834.1	Strategic Marketing for Managers
200853.1	Creating Sustainable Organisations
200852.1	Innovation, Creativity and Foresight
200845.1	Innovation Through Digital Technology
200840.1	Strategic Marketing for Hospitality and Tourism
200851.1	Innovation for New Markets
200844.1	Event Management

Graduate Certificate in Marketing

2700.4

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 2014 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 and 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.

Applicants seeking admission on the basis of work experience must support their application with a Statement of Service for all work experience listed on the application.

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 includes the following four core units.

Core Units

200737.3	Marketing Systems
200823.1	Buyer Behaviour
200824.1	Integrated Brand Management
200822.1	Applied Marketing Solutions

Master of Business (Operations Management)

2624.4

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 the course is 2014 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.

Core Units

200838.1	Business Operations and Logistics
51240.3	Project Management
200776.1	Compliance Management
200329.4	Supply Chain Management

Alternate Units

Students choose up to four alternate units from below (up to two electives are permitted - students may select any other postgraduate unit with approval from Director Academic Program or Director Postgraduate Education):

200825.1	Understanding Contemporary Organisations
200853.1	Creating Sustainable Organisations
200820.1	The Contemporary Business Environment
200780.1	Enterprise Resource Planning
200841.1	Strategic Business Management
51259.4	Purchasing and Materials Management

Graduate Certificate in Business (Operations Management)

2626.4

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 2014 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.

Applicants seeking admission on the basis of work experience MUST support their application with a Statement of Service for all work experience listed on the application.

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 2624.4 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

200838.1	Business Operations and Logistics
51240.3	Project Management
200776.1	Compliance Management
200329.4	Supply Chain Management

Alternate Units

Choose a maximum of two

200825.1	Understanding Contemporary Organisations
200853.1	Creating Sustainable Organisations
200820.1	The Contemporary Business Environment
200841.1	Strategic Business Management
200780.1	Enterprise Resource Planning
51259.4	Purchasing and Materials Management

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.

200743.2	Philosophical Foundations of Business Research
200744.3	Critical Literature Review
200745.2	Advanced Research Skills

plus 20 credit points of elective units at Masters level

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.

- 200743.2** Philosophical Foundations of Business Research
200744.3 Critical Literature Review

Students will also be required to complete

- 200745.2** Advanced Research Skills

or

20 credit points of elective units at Masters level

Graduate Certificate in Business Studies (Exit Only)

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.

- 200743.2** Philosophical Foundations of Business Research

Choose one of

- 200744.3** Critical Literature Review
200745.2 Advanced Research Skills

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

200361.5 Advanced Thesis Preparation

This is a 20 credit point unit.

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

200361.5 Advanced Thesis Preparation

This is a 20 credit point unit.

200299.4 Business Research Skills Seminar

This is a 10 credit point unit.

Advanced Topic/elective unit (10 credit points)

Part-time - 12 months

200361.5 Advanced Thesis Preparation

This is a 20 credit point unit.

200299.4 Business Research Skills Seminar

This is a 10 credit point unit.

Elective - Spring session

Arts students

Full-time and Part-time

200361.5 Advanced Thesis Preparation

This is a 20 credit point unit.

Research Skills unit - selected by Course Advisor

Advanced Topic/elective unit - selected by Course Advisor

Examples of Research Skills units

Business Discipline

200299.4 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

100963.3

Interpreting Australia: Australian Historians and Historiography

101297.3

Languages and Linguistics Special Project

101416.2

Creativity: Theory and Practice

101417.2

Project Seminar and Proposal

400548.2

Honours Pathway

Master of Commerce (Accounting)

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

Inherent requirements

There are inherent requirements for this course that you must meet in order to complete your course and graduate. Make sure you read and understand the requirements for this course online.

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

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

Alternate Units

Choose six of

- 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)
200497.2 Social and Environmental Accounting (PG)
200693.2 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)

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
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

CO801A.2	Principles of Financial Planning (PG)
CO802A.2	Principles of Investment Planning (PG)
CO803A.2	Planning for Retirement (PG)
CO804A.2	Insurance & Risk Management (PG)
CO805A.2	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

AC808A.2	Taxation Planning and Implications (PG)
CO806A.2	Current Issues in Financial Planning (PG)
LW805A.3	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
Parramatta Campus	Full Time	External
Parramatta Campus	Part Time	External

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.

Applicants seeking admission on the basis of work experience MUST support their application with a Statement of Service for all work experience listed on the application.

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.2	Planning for Retirement (PG)
CO804A.2	Insurance & Risk Management (PG)
CO805A.2	Estate Planning and Professional Responsibilities (PG)
AC808A.2	Taxation Planning and Implications (PG)

Master of Commerce (Human Resource Management)

2764.1

Students should follow the course structure for the course or course version relevant to the year they commenced. This version applies to students whose commencement year in this course was 2014 or later.

This course equips graduates to work in the field of human resource management. 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 and a half years full-time or the part-time equivalent.

Location

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

Accreditation

The Master of Commerce (HRM) 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 higher, in Business or Commerce.

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 units, a 20 credit point capstone unit, and two elective units as per the structure below.

Core

200826.1	Contemporary People Management
200821.1	Financial Reports for Decision Making
200719.2	Industrial Relations and Workplace Change
200722.2	Strategic Employment Relations
200827.1	Developing Human Capital and Organisational Capability

200717.2	Employment Relations Professional Practice
200721.2	Reward Management
200828.1	Diversity, Labour Markets and Workforce Planning

Capstone

200829.1	Business Project
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Alternate Capstone

200830.1	Internship
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Electives

Students may choose 20 credit points of elective units from the available Postgraduate Business units. Enrolment in elective units is subject to meeting any required criteria for individual units, such as co-requisites and pre-requisites.

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

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

Spring session

MCB612.2	Property Finance and Taxation
200695.2	Income Property Appraisal
DN805A.2	Feasibility Studies
CO813A.3	Project

Part time

Year 1

Autumn session

CO809A.2	The Property Environment
200696.2	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)

Spring session

DN805A.2	Feasibility Studies
CO813A.3	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.

Applicants seeking admission on the basis of work experience MUST support their application with a Statement of Service for all work experience listed on the application.

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

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

Spring session

MCB612.2	Property Finance and Taxation
200695.2	Income Property Appraisal

Part time

Year 1

Autumn session

CO809A.2	The Property Environment
200696.2	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

Campus

Westmead

Attendance Mode

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

51054.3	Financial Modelling
51163.2	Financial Institutions and Markets (MAF)
51168.3	Funds Management and Portfolio Selection
51169.3	Derivatives
51212.3	Security Analysis and Portfolio Theory
200426.3	Corporate Finance (PG)

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

Alternate Units

51165.3	Financial Institution Management
51166.3	Credit and Lending Decisions

51167.1	Law of Finance and Securities
51171.2	Real Estate Finance and Investment
51172.2	Marketing of Financial Products
51173.2	Strategic Bank Management
51211.3	International Finance
200425.3	Economics (PG)
H7331.2	International Trade and Industry Economics

Specialisations

SP21001.1	Banking
SP2000.1	Property Investment
SP2706.1	Treasury

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).

Inherent requirements

There are inherent requirements for this course that you must meet in order to complete your course and graduate. Make sure you read and understand the requirements for this course online.

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

200396.3	Introductory Accounting (PG)
200424.3	Statistics for Accountants (PG)
200425.3	Economics (PG)
200432.2	Commercial Law (PG)
200400.3	Company Accounting (PG)
200426.3	Corporate Finance (PG)
200433.2	Company Law (PG)
200494.2	Management Accounting (PG)
200397.2	Revenue Law (PG)
200398.2	Auditing (PG)
200399.2	Information Systems for Accountants (PG)
200401.2	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).

Inherent requirements

There are inherent requirements for this course that you must meet in order to complete your course and graduate. Make sure you read and understand the requirements for this course online.

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.

200396.3 Introductory Accounting (PG)

200432.2
200692.2

Commercial Law (PG)
Research and Communicating Skills for Accounting (PG)

200400.3
200424.3
200425.3

Company Accounting (PG)
Statistics for Accountants (PG)
Economics (PG)

200433.2
200399.2

Company Law (PG)
Information Systems for Accountants (PG)

200401.2

Accounting Theory and Applications (PG)

200426.3

Corporate Finance (PG)

200494.2

Management Accounting (PG)

200397.2

Revenue Law (PG)

200398.2

Auditing (PG)

200693.2

Accounting Professional Engagement (PG)

Unit Sets

Specialisation - Property Investment

SP2000.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following four units

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

Specialisation - Accounting

SP2003.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following four units

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

Specialisation - Finance

SP2004.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following four units

200426.3	Corporate Finance (PG)
51169.3	Derivatives
51168.3	Funds Management and Portfolio Selection
51211.3	International Finance

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

Specialisation - Management

SP2006.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following six units

200835.1	Managing in the Global Context
200841.1	Strategic Business Management
200776.1	Compliance Management
200833.1	Leading Contemporary Organisations
200848.1	Governance, Ethics and Social Entrepreneurship
200852.1	Innovation, Creativity and Foresight

Specialisation - Marketing

SP2007.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following six units

200737.3	Marketing Systems
200823.1	Buyer Behaviour
200822.1	Applied Marketing Solutions
200832.1	Business Marketing
200824.1	Integrated Brand Management
200834.1	Strategic Marketing for Managers

Specialisation - Logistics and Supply Chain Management

SP2008.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following six units

200838.1	Business Operations and Logistics
51240.3	Project Management
200329.4	Supply Chain Management
51259.4	Purchasing and Materials Management
200776.1	Compliance Management

200836.1 Logistics Processes in Enterprise Resource Planning

Specialisation - Hospitality and Tourism

SP2009.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following six units

200842.1 Gastronomy and the Food and Beverage Experience
200846.1 Facilities and Venue Management
200839.1 Tourism Management
200844.1 Event Management
200837.1 Hospitality and Tourism in Society
200840.1 Strategic Marketing for Hospitality and Tourism

Specialisation - Sustainable Business

SP2010.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following six units

200853.1 Creating Sustainable Organisations
200847.1 Business, Society and the Environment
200497.1 Social and Environmental Accounting (PG)
200848.1 Governance, Ethics and Social Entrepreneurship
101636.1 Developing Sustainable Places
200852.1 Innovation, Creativity and Foresight

Specialisation - Innovation and Entrepreneurship

SP2011.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following six units

200851.1 Innovation for New Markets
200852.1 Innovation, Creativity and Foresight

200849.1 New Venture Finance
200850.1 Entrepreneurial Management Capabilities
200845.1 Innovation Through Digital Technology
200848.1 Governance, Ethics and Social Entrepreneurship

Specialisation - Human Resource Management

SP2012.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete the following six units

200719.2 Industrial Relations and Workplace Change
200722.2 Strategic Employment Relations
200827.1 Developing Human Capital and Organisational Capability
200717.2 Employment Relations Professional Practice
200721.2 Reward Management
200828.1 Diversity, Labour Markets and Workforce Planning

Specialisation - Marketing

SP2013.1

Unit Set Structure

Students must complete four units as follows:

200823.1 Buyer Behaviour
200822.1 Applied Marketing Solutions

Plus one or two of the following

200824.1 Integrated Brand Management
200832.1 Business Marketing
200852.1 Innovation, Creativity and Foresight

Students may select one of the following

200844.1 Event Management
200840.1 Strategic Marketing for Hospitality and Tourism
200853.1 Creating Sustainable Organisations
200851.1 Innovation for New Markets
200845.1 Innovation Through Digital Technology

Specialisation - Human Resource Management and Industrial Relations

SP2014.1

Unit Set Structure

Choose four of

- 200827.1** Developing Human Capital and Organisational Capability
- 200719.2** Industrial Relations and Workplace Change
- 200721.2** Reward Management
- 200828.1** Diversity, Labour Markets and Workforce Planning
- 200717.2** Employment Relations Professional Practice

Specialisation - Operations Management

SP2015.1

Unit Set Structure

Students must complete four units as follows

- 200838.1** Business Operations and Logistics

Choose three of

- 51240.3** Project Management
- 51259.4** Purchasing and Materials Management
- 200776.1** Compliance Management
- 200329.4** Supply Chain Management
- 200841.1** Strategic Business Management

Specialisation - Banking

SP21001.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete four units as follows

- 51166.3** Credit and Lending Decisions
- 51165.3** Financial Institution Management
- 51167.1** Law of Finance and Securities
- 51172.2** Marketing of Financial Products

Specialisation - Treasury

SP2706.1

Location

Campus	Mode
Parramatta Campus	Internal

Unit Set Structure

Students must complete four units as follows

- 51166.3** Credit and Lending Decisions
- 51169.3** Derivatives
- 51165.3** Financial Institution Management
- 51212.3** Security Analysis and Portfolio Theory

Units

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.

.....

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.

.....

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.

.....

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.

.....

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

Assumed Knowledge

This is a core unit in the Master of Commerce (Accounting) program 2688. Therefore it is assumed that students have a Bachelors degree in Accounting or equivalent.

Special Requirements

Students wishing to take this unit need approval from an Academic Course Advisor (Accounting), and must be enrolled in a post-graduate program within the School of Business.

.....

This unit examines the different theories advanced to explain accounting. Current accounting theories are also considered and critically reviewed together with the broader issues raised by their application. Empirical and behavioural research in accounting is explored by way of validation and contextualisation of accounting theories.

200401.2 Accounting Theory and Applications (PG)

Credit Points 10 **Level** 7

Assumed Knowledge

Basic knowledge of accounting principles

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 an Academic Course Advisor (Accounting) and must be enrolled in a postgraduate program in the School of Business.

.....

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.

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.

.....

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.

200361.5 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) or 2577 Bachelor of Business and Commerce (Honours) who have been assigned an academic supervisor for the unit.

.....

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.

200798.1 Applied Business Project

Credit Points 10 **Level** 7

Assumed Knowledge

This is the Master of Business Administration capstone unit and is recommended to be undertaken in the final quarter of study.

Prerequisite

200787.1 Managerial Finance AND **200788.1** Contemporary Organisation Behaviour AND **200789.1** Emerging Leaders AND **200790.1** Developing Business Expertise AND **200791.1** Customer Value Management AND **200792.1** Innovation, Creativity and Entrepreneurship AND **200793.1** Managerial Economics AND **200794.1** Strategic Management AND **200797.1** One Hundred Days

Incompatible Units

200280 - Masters Project, 200715 - Contemporary Applied Research in Employment Relations, 200691 - Business Research Paper, 200775 - Contemporary Management Theory and Practice

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 2755 Master of Business Administration or 2762 Executive Master of Business Administration. Students are required to complete 100 credit points of MBA units before enrolling in this unit.

.....

This is a unit in which students will have individual responsibility for the timely completion of a significant project under the guidance of a member of the University's academic staff. Students will be required to take a real business issue or problem and apply the relevant theories, frameworks and/or concepts learned throughout the MBA. Projects should focus on issues that would be addressed

by senior management within an organisation, and should apply a consultancy perspective. This is the capstone unit. Students should take it as their last unit of study.

300962.1 Applied Business Statistics

Credit Points 10 **Level** 7

Assumed Knowledge

Mathematics to the HSC level

Special Requirements

Students must be enrolled in a postgraduate program.

.....

This unit introduces the basic statistical concepts and techniques for descriptive and inferential data analysis. It will aid and improve business decision-making, especially when faced with uncertain outcomes.

200822.1 Applied Marketing Solutions

Credit Points 10 **Level** 7

Prerequisite

[200737.2](#) Marketing Systems

Equivalent Units

200726 - Information for Business, 200370 - Marketing Research, 200368 - International Business Research

Special Requirements

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

.....

Many decisions made by marketing managers need to focus on a solutions based approach as part of longer term strategic planning. However, in order to determine a viable 'solution', managers must be able to source and understand relevant, meaningful information. This unit provides students with the basics of understanding marketing data, but more importantly how to use it to come up with resolutions to business issues. Emphasis is placed on analysis of the data using a range of case studies. Students will also have the opportunity to research a business issue relevant to their own interests and business needs.

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.

.....

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

Assumed Knowledge

Knowledge of accounting systems and company accounting.

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.

.....

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

200817.1 Business Communication Skills

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate program.

.....

This unit is designed to assist students to enhance their research skills and their ability to make written and oral reports suitable for presentation to employers and stakeholders in a modern business and commercial environment.

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.

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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 which are 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).

200832.1 Business Marketing

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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With irregular economic growth and increasing competition across the globe, businesses are confronted with an array of challenges to improving business performance. The marketing of products and services to organisations and institutions is a significant part of business activity intended to generate performance improvement. This unit explores the importance and relevance of using marketing strategies to achieve a competitive advantage in the business-to-business (B2B) environment. Given the increasing presence of advisory roles in the industry, students will also be expected to understand how consultancy skills develop relationships within business markets, supply chains and organisational buying.

200838.1 Business Operations and Logistics

Credit Points 10 **Level** 7

Equivalent Units

200782 - Business Operations Management

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit introduces students to operations and logistics management theory and practice. Operations and logistics management is an important element of business strategy and it is integral to both service and manufacturing

industries. Students will develop an appreciation of the latest trends in business operations and logistics management and the applications currently adopted in organisations and industries. They will also learn to apply quantitative techniques for formulating/analysing problems and providing recommended solutions. This unit provides an excellent foundation for further specialisation in logistics and supply chain management but also works well for students in general business operations programs.

200829.1 Business Project

Credit Points 20 **Level** 7

Assumed Knowledge

Understanding of the business environment and organisational structures, business communications skills, as well as substantial knowledge in the discipline of specialisation.

Special Requirements

Students must be enrolled in a postgraduate Business program. Students in course 2761 Master of Business Administration must have completed all core units plus 40 credit points of specialisation units before undertaking this unit. Students in course 2764 Master of Commerce (Human Resource Management) must have completed 60 credit points before undertaking this unit.

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Business Project equips professionals to address contemporary challenges through research and applying knowledge developed in earlier units of study. This student-centred unit provides close supervision of research and analytical practices to enhance skill development and capacity to engage with problems confronting organisations, taking account of contexts and multiple stakeholders. Students will have scope to focus on issues that are of particular concern to organisations or interest for their careers. As an integrating unit, it demands participants bring together their knowledge and curiosity to develop recommendations in a format that can showcase their achievements.

200299.4 Business Research Skills Seminar

Credit Points 10 **Level** 5

Special Requirements

Students must be enrolled in a postgraduate or Honours program or have permission from their DAP or equivalent.

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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.

200847.1 Business, Society and the Environment

Credit Points 10 **Level** 7

Special Requirements

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

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Business, Society and the Environment draws on social enquiry and reflection to explore the complex relationships between business and the stakeholders of business, by critically evaluating the social, environmental and political impacts of business decisions and practices. The unit focusses on the challenges and ethical dilemmas emerging from global capitalism, and addresses the significance of government in regulating the impact of business on society and the environment. The unit critically considers the nature of the firm and the role of ideology to justify business decisions.

200823.1 Buyer Behaviour

Credit Points 10 **Level** 7

Equivalent Units

200732 - Creating Markets, 51003 - Buyer Behaviour

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Understanding buyers and the market they interact in 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 behaviour. An applied approach is used to explore how buyers from different social and culturally diverse backgrounds behave. Using this information to make business decisions will also be introduced.

LW805A.3 Capital Gains Tax (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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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 an Academic Course Advisor (Accounting) and must be enrolled in a postgraduate program within the School of Business.

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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.

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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.

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.

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This unit comprises three modules that focus on quality management, risk management, and performance measurement and benchmarking. The quality systems module explores quality management principles, systems, and frameworks, and the role that quality management plays in creating customer value, improving competitiveness and enhancing organisational effectiveness. The risk management module examines the important risks that need to be managed by businesses, especially in a global business setting, and introduces common frameworks that can be used to develop risk management strategies. The performance measurement and benchmarking module elaborates upon the evolution of performance measurement frameworks and introduces approaches that can be used by businesses to assess the status of their business processes and enhance performance through benchmarking. It will draw upon the concepts and theories covered in the quality and risk management modules. Students are required to study all three modules.

200788.1 Contemporary Organisation Behaviour

Credit Points 10 **Level** 7

Equivalent Units

U51043 - Contemporary Organisation Behaviour

Incompatible Units

200768 Management Skills

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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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.

200826.1 Contemporary People Management

Credit Points 10 **Level** 7

Equivalent Units

46518 - Human Resource Management, 200718 - Human Resource Management

Special Requirements

Students must be enrolled in a postgraduate Business 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 stakeholders' interests, 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.

200415.2 Corporate Failure and Forensic Accounting (PG)

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelors degree in Accounting or equivalent

Special Requirements

Students wishing to take this unit as an elective need approval from an Academic Course Advisor (Accounting) and must be enrolled in a post-graduate program within the School of Business.

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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.

200426.3 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 a postgraduate Business program.

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As an introductory finance unit, Corporate Finance (PG) introduces students to the fundamental concepts of finance

theory – the time value of money, risk and return, capital budgeting and capital structure – and to the tools of financial decision-making in the context of the Australian institutional environment. Students examine the investment, financing and dividend decisions of corporations and develop an understanding of the basic practices of financial management from the perspective of both large and small firms.

200795.1 Corporate Governance and the Global Environment

Credit Points 10 **Level** 7

Equivalent Units

500017 - Governance and Ethics

Incompatible Units

200432 - Commercial Law

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 2755 Master of Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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Corporate governance is the set of processes, policies and laws affecting the way a firm is directed, administered or controlled. This unit examines corporate governance systems and how these may contribute to sustainable enterprise. Models of corporate governance are analysed, and decision-making processes are evaluated in various economic and social contexts. The unit also introduces the institutions of the legal system, with particular emphasis on domestic and international corporations law.

200853.1 Creating Sustainable Organisations

Credit Points 10 **Level** 7

Equivalent Units

500041 - Creating Sustainable Organisations

Special Requirements

Students must be enrolled in a postgraduate Business 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 Humanities and 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 Humanities and 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.

51166.3 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 a postgraduate Business program.

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Lending is one of the most important functions of any financial institution. If not managed properly, it can lead to credit quality problems, threatening the existence of the financial institution. This unit aims to provide an analysis of the various lending activities of financial institutions, emphasising the assessment of credit proposals and the management of credit risk.

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 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.

200791.1 Customer Value Management

Credit Points 10 **Level** 7

Assumed Knowledge

It is expected that students will have a basic understanding of marketing prior to the commencement of this unit.

Incompatible Units

200736 - Customer Relationship Marketing

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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In an economy where products, marketing campaigns and management practises are ever changing, business executives are increasingly recognising that understanding the value of their customers is vital to the survival of the business. Loyal customers are what every organisation

seeks. However, increasingly complex supply/demand relationships also result in 'promiscuity' among customers. Therefore, it is crucial that managers have the skills to not only strive for excellence and consistency in product-centric perspectives, but also foster and strengthen those that are customer-centric. This unit fundamentally examines the opportunities and challenges in: a) identifying customers, b) adding value to supplier/consumer relationships, including tools that firms/organisations can use to provide value for customers while ensuring profitability over the entire life of the relationship.

51169.3 Derivatives

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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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.

200790.1 Developing Business Expertise

Credit Points 10 **Level** 7

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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This unit addresses one of the key internal issues facing business today: understanding and using a range of business information to make strategic decisions. Students will use the knowledge gained from prior units to solve business problems, deal with unique situations or plan and manage changing circumstances. A multi-disciplinary approach to analyse business situations will be applied to enable students to recognise this inter-related nature of business disciplines. A simulated practice in the application of knowledge to complex situations will be applied to provide an experiential learning environment.

200827.1 Developing Human Capital and Organisational Capability

Credit Points 10 **Level** 7

Equivalent Units

51176 - Employee Training and Development, 200716 - Developing Human Capital

Special Requirements

Students must be enrolled in a postgraduate Business program

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The unit equips students to lead human resource development initiatives by developing specialist knowledge and skills. Contemporary human resource development 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 human resource development in a number of countries.

101636.1 Developing Sustainable Places

Credit Points 10 **Level** 7

Equivalent Units

101345 - Land Use Strategy Design, 101311 - Urban Challenges: Developing Sustainable Places

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This unit provides an understanding of environmental, economic and social issues arising from the effects of urban development within city regions and examines the relationship between sustainable development and metropolitan planning in the Australian and global context. It focuses on the concepts related to sustainability, sustainable development and sustainable cities. It also looks into recent initiatives towards the realisation of sustainable cities.

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.

200828.1 Diversity, Labour Markets and Workforce Planning

Credit Points 10 **Level** 7

Equivalent Units

47021 - Work and Society, 200723 - Work, Society and Labour Markets, 200724 - Workforce Planning

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Demographic change, economic cycles and labour force participation patterns influence the manner HRM functions are conducted. This unit focuses on the way an organisation's external environment impacts on both strategic and workforce maintenance planning. The unit is designed to enable employment relations professionals and managers to plan for organisational sustainability, managing workforce-related risk, and growth. The emphasis on labour markets, workforce diversity and planning allows for accommodation of demographic changes, human capital shortages and economic cycles when planning for labour supply and labour demand requirements. While the aim is to identify gaps between the present and future human capital needs – and implementing solutions so the organisation can accomplish its mission, goals, and objectives – the difficulty of this systematic and proactive process increases with the complexity of an organisation and the longer the time horizon used in the planning.

200425.3 Economics (PG)

Credit Points 10 **Level** 7

Equivalent Units

51265 Economics (PG)

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit presents a broad overview of economics and the way economic activity, institutions and regulations shape social and business outcomes, knowledge that is critical for any student in a business-related discipline. Students will reflect critically on the key economic processes, theories and ideas. We study the way economics defines growth and wellbeing and the economic theories of income determination and business cycles that shape macroeconomic policy. Students will form perspectives on globalisation, trade, colonisation and development and the causes of, and solutions to, inequalities between Indigenous and non-Indigenous Australians. In the microeconomic component of the unit, we study the way economics understands and models individuals and the consumer, production and firms, markets and market structures, the role of government intervention and regulation, environmental outcomes and policy to control processes of economic power.

200789.1 Emerging Leaders

Credit Points 10 **Level** 7

Assumed Knowledge

Students should be aware of the content covered in the units 200783 The Business Environment and 200788 Contemporary Organisational Behaviour.

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (exit only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program

Developing competitive advantage in a globalised business context demands that leaders recognise the imperative of managing stakeholders during periods of significant and complex organisational strategic change. The focus of 'Emerging Leaders' is the development of skills and knowledge that underpins capacities for successful strategic partnering both within and outside the organisation. Engaging with the research and debates on leadership as they relate to current leadership practice and principles in various international and organisational contexts means these newly emerging leaders will be in a position to lead and ensure the performance of individuals, teams and organisations.

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.

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.

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.

200850.1 Entrepreneurial Management Capabilities

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

Developing innovation and entrepreneurial capability is essential for small, medium and large businesses. This unit introduces students to practical and applied knowledge supported by theory, concepts, frameworks for understanding and developing innovation and entrepreneurial thought, capability, infrastructure and platforms. Students will be exposed to leadership and approaches to the development of, and participation in, innovation and entrepreneurship "Communities of Practice".

CO805A.2 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.

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.

200844.1 Event Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

Event management draws on a wide range of skills involved in functioning in the hospitality industry. Whilst investigating the concept of events, students are asked to consider the logistics and management involved in creating an event-based experience for their guests. To facilitate the provision of an event experience, this unit investigates

areas of risk management, planning and logistics, event stakeholders and media and volunteer management.

200846.1 Facilities and Venue Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Increasingly, hospitality-orientated businesses involve large scale or specialist facilities and venues which require ongoing development, maintenance and redevelopment. This unit provides an understanding of key principles involved in the design and redesign of the use of space, drawing on the principles of servicescapes and planning for a customer experience. Consideration is given to the functional, organisational, environmental and aesthetic aspects of facilities and venues, in the context of organisations which need to manage revenue and distribution channels to remain competitive and sustainable.

DN805A.2 Feasibility Studies

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of property development

Special Requirements

Students must be enrolled in a postgraduate program.

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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.

200784.1 Financial Decision Making

Credit Points 10 **Level** 7

Assumed Knowledge

A knowledge of basic mathematics is assumed.

Equivalent Units

U51045 - Accounting Perspectives for Managers

Incompatible Units

200396 -Introductory Accounting, 200495 - Accounting: A Business Perspective

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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Students will gain financial literacy through practical understanding of the information contained in financial reports. Appreciating the variety of uses of accounting information for planning and controlling enhances the ability to extract relevant data. This unit emphasises the function of both financial and management accounting in measuring, processing and communicating information useful for decision making.

51165.3 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 a postgraduate Business program.

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This unit provides participants with an overview of the types of financial institutions and the regulatory context within which they operate. Financial risk management and corporate responsibility serve as an underpinning framework to consider the complexity associated with managing contemporary financial institutions in an Australian and International context. A focus of the unit is to provide participants with an opportunity to use techniques to measure and manage financial risk.

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.

51054.3 Financial Modelling

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit is essential in preparing students for applied financial analysis and modelling applications used extensively in a number of postgraduate finance units. It familiarises students with the strengths and limitations of contemporary quantitative modelling techniques using

multivariate statistical procedures and optimisation approaches. Students are also familiarised with relevant software.

200821.1 Financial Reports for Decision Making

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit focuses on developing the ability to use accounting information, as extracted from financial reports, to assist with managerial decision making. Students will gain financial literacy through developing an understanding of the information contained in financial reports and applying this information to practical decisions. This unit emphasises the function of both financial and management accounting in measuring, processing and communicating information useful for decision making.

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.

200785.1 Foundations of Management

Credit Points 10 **Level** 7

Incompatible Units

200725 - Workplace Management Dynamics, 200768 - Management Skills

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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Developing one's own professional skills, being able to assess and develop the skills of others, and astutely reading the environment, are core to high-achieving executives. Foundations of Management introduces new

managers to the fundamentals of management. It takes an holistic view of three main elements related to optimal performance of managers, drawing from and reflecting upon participants' experiences. These three elements consist of the awareness of the self as manager, the skills needed when dealing with other people, and awareness of the dynamic organisational environment. The focus is developing skills through application of theory to management practice.

51168.3 Funds Management and Portfolio Selection

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit provides an introduction to the theory, concepts, tools, techniques and applications of investment management, drawing on examples from the Australian financial system. The unit focusses on passive investment management and asset pricing for money market instruments, bonds and equity securities, and the use of different techniques for risk management.

200842.1 Gastronomy and the Food and Beverage Experience

Credit Points 10 **Level** 7

Equivalent Units

200342 - Gastronomy and the Management of the Food Experience

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit focuses on the provision of food and beverage – a fundamental operational component of the majority of hospitality businesses. As consumer understanding of food and beverage increases there is a need for the industry to advance their knowledge and for businesses to provide offerings which extend beyond the traditional food and beverage frameworks in order to stay competitive. The role of food within society and subsequent commercial implications, including gastronomic tourism, food quality and safety are discussed in this unit.

200848.1 Governance, Ethics and Social Entrepreneurship

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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There is a growing need for communities and not-for-profit organisations to maintain a degree of organisational and social sustainability, without recourse to philanthropy, government, or other sources of aid. This unit adopts

business and entrepreneurial principles to identify and explain the management of a social venture, with a view to ensuring organisational and social sustainability. The unit provides an understanding of governance and ethical practice to support social outcomes.

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

200837.1 Hospitality and Tourism in Society

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit unpacks the concept of hospitality and addresses the questions of what the hospitality industry is, and what its role is in the broader societal context. Linking together elements of tourism and leisure, consideration is given to the impacts, both positive and negative, of hospitality on individuals, communities and economies. Discussions of the integration, communication, planning, and interconnection between hospitality and tourism and their implications in society are also considered.

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. The understanding of workplace change covered in this unit includes an emphasis on rights, obligations and "voice". The unit focuses on workplace change problem solving for employee engagement and dispute resolution in both local and global workplace change contexts.

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 enrol in this unit as an elective must gain approval from an Academic Course Advisor (Accounting) and must be enrolled in a postgraduate program in the School of Business.

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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.

200851.1 Innovation for New Markets

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Entrepreneurship, innovation and new markets are pertinent activities that have collectively become cornerstones of how firms grow and interact with society. This unit introduces students to issues, principles and frameworks associated with exploring opportunities and challenges that relate to these three activities. Emerging and new markets are examples of markets that represent opportunities and challenges for innovation and entrepreneurial activities. Through selected readings that emphasise key themes and issues, students will be exposed to an understanding of what constitutes entrepreneurship, innovation, new markets and market development, how they are influenced by the ever-changing business environment, an examination of opportunities that emerge as a result of changing technology and consumer expectations taking place in emerging and new markets. Emerging markets have become a key source of innovation in products, services and business processes which calls for an examination as to whether these can be extended to developed markets.

200845.1 Innovation Through Digital Technology

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Business innovation in the Digital Economy recognises that current economic development and leadership is based on digitisation of the global economy. This unit provides a framework for understanding management issues, business development and technology use and change in the areas of innovation and digital business. The unit

introduces students to various digital technologies and applications that companies need to address for creating new business opportunities in the fast changing global business environment. Students will develop an appreciation of digital business as a form of organisational innovation and the importance of innovation in the digital economy. Students will learn to formulate a digital business strategy for an organisation and understand various issues involved in digital business innovation.

200792.1 Innovation, Creativity and Entrepreneurship

Credit Points 10 **Level** 7

Equivalent Units

51277 - Innovation and Entrepreneurship

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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The aim of this unit is to provide students with the necessary skills to understand, execute and manage entrepreneurial innovation processes in firms/organisations, and be more prepared to succeed within an increasingly complex, global and highly competitive entrepreneurial environment. Firms/organisations of various sizes, including small and medium enterprises (SMEs) that are innovative and entrepreneurial provide vision, nurture creativity and idea management as part of their everyday activities and in seeking long-term sustainability.

200852.1 Innovation, Creativity and Foresight

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Creativity is a systematic, logical process mixing imaginative and creative thinking. Ideation is a process for forming and relating ideas derived through creativity. Innovation seeks to take ideas through invention and entrepreneurial processes to create new economic and social value. Students are introduced to ideation as an approach for developing ideas into possible innovative products, services, applications and processes. Students will be exposed to a variety of brainstorming, creativity and foresight methods and tools, with emphasis on scenario planning methods. Students will be introduced to workshop development, moderation and management approaches and methods. Selected key themes on economic, social, technological, and sustainable development for Australia over the next 10-30 years will be analysed and developed through a scenario planning workshop process, with

outputs mapped to business and social innovation and entrepreneurship thinking, and platforms.

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 an Course Advisor (Accounting) and must be enrolled in a postgraduate program.

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Insurance underpins and ensures that capital is available to meet the client's or their dependents financial needs should an insurable event happen. Adequate and affordable personal, property and business assurance means that client's goals can still be achieved should injury, death or other loss occur. It strongly contributes to the overall success of any financial plan. This core 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.

200824.1 Integrated Brand Management

Credit Points 10 **Level** 7

Equivalent Units

200734 - Strategic Value Creation

Special Requirements

Students must be enrolled in a postgraduate Business 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 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.

200831.1 Integrated Business Experience 1

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program. Students enrolled in the 2765 Graduate Certificate of Business must have successfully completed 20 credit points.

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Successful professionals must be able to view issues and problems from multiple perspectives and be able to utilise a range of different skills to make appropriate decisions. This unit introduces this multi-faceted approach to business by taking the knowledge gained in earlier units and of the real-world of business and applying this via case studies. Students will be expected to work independently and in syndicate teams to solve common issues facing businesses and policy makers using critical, integrative and creative

thinking. It is recommended that this unit be the final subject within the graduate certificate.

200843.1 Integrated Business Experience 2

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program. Students must have completed 20 credit points of general foundation or core units in course 2761 Master of Business Administration.

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Successful professionals must be able to view organisational issues from multiple perspectives (range of stakeholders) and levels (from local to international), then be able to utilise a range of different skills to make appropriate decisions. This unit takes this multi-faceted approach by utilising the knowledge gained in earlier units and applying it to case studies. Building on the unit 'Integrated Experience 1', an international focus provides participants with the opportunity to consider issues on a broader scale. Students will be expected to work with a group simulation to solve common issues facing organisations and policy makers using critical, integrative and creative thinking.

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.

51211.3 International Finance

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit provides a comprehensive analysis and coverage of contemporary international finance by describing the international financial system, institutions and market practices; international finance theorems and their application; Euromarkets; international borrowing, lending and capital sourcing; measurement of foreign exchange risk; managing foreign exchange exposure; foreign

currency derivatives, international investment; and globalisation and the MNC.

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.

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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.

200830.1 Internship

Credit Points 20 **Level** 7

Assumed Knowledge

Understanding of the business environment and organisational structures, business communications skills, as well as substantial knowledge in the discipline of specialisation.

Special Requirements

Students must be enrolled in a postgraduate Business program. Students in course 2761 Master of Business Administration must have completed all core units plus 40 credit points of specialisation units before undertaking this unit. Students in course 2764 Master of Commerce (Human Resource Management) must have completed 60 credit points before undertaking this unit.

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Internship is designed for students who want to gain industry experience and further their studies through a 20 credit point business internship. This 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.

100963.3 Interpreting Australia: Australian Historians and Historiography

Credit Points 10 **Level** 3

Special Requirements

Successful completion of 60 credit points

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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).

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This unit continues the work undertaken in Introduction to Honours Research and examines a range of research methods and styles relevant to the production of academic theses and essays in the humanities. Modules cover discipline specific research methods and theories in: philosophy, literary theory, linguistic theory, cultural studies, history, politics, visual art and theory, and social theory.

200396.3 Introductory Accounting (PG)

Credit Points 10 **Level** 7

Equivalent Units

51229 - Financial Accounting A, 51253 - Financial Accounting B

Incompatible Units

200495 - Accounting: A Business Perspective (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 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.

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.

101297.3 Languages and Linguistics Special Project

Credit Points 10 **Level** 7

Assumed Knowledge

The student should be familiar with research design and procedures, as taught in units such as 101854 Language and Linguistics Research methods or be concurrently undertaking a research method unit.

Equivalent Units

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

Special Requirements

Students must be enrolled in course 1640 - Master of Arts Translation and Interpreting Studies, 1687 - Master of Arts (Research Studies)/PhD or 2724 - Graduate Certificate in Research Studies.

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This unit provides the opportunity for students in postgraduate Interpreting and Translation and Research Studies programs to undertake an independent research project. The topics for the projects are related to their needs and interests in areas such as languages, linguistics, translation and interpreting studies or teaching related issues.

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.

200833.1 Leading Contemporary Organisations

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit explores the processes and challenges encountered by leaders in contemporary organisations, taking into account rapidly changing environments. Through an in-depth appraisal of various leadership

theories and concepts, it encourages students to reflect on the key competencies required for effective leadership. It also emphasises the importance of self-knowledge, values and ethics for contemporary leaders. Students will be required to design a leadership development program to address current and future leadership issues.

200836.1 Logistics Processes in Enterprise Resource Planning

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit introduces key logistics processes supported by modern ERP (Enterprise Resource Planning) systems, using an integrated process perspective of the firm. Each process within broader logistics processes provides the basis for executing logistics operations in a range of organisations across manufacturing, service and government sectors. Logistics processes are introduced through key process cycles including manufacturing, planning and control (MPC) in production planning, procurement cycle in purchasing, sales order processing in sales and distribution, and logistics execution. Cross-integration of these process cycles is also illustrated using various integrations among the procurement, fulfillment, production and warehouse management processes. Logistics processes are demonstrated using data, application and technical integration within an ERP system environment.

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 enrol in this unit as an elective need to seek approval of an Academic Course Advisor (Accounting) and be enrolled in a post-graduate program in the School of Business.

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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.

200793.1 Managerial Economics

Credit Points 10 **Level** 7

Equivalent Units

500032 - Economic Contexts for Managers, 500009 - International Financial Management, H7331 - International Trade and Industry Economics

Incompatible Units

200425 - Economics (PG)

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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This unit introduces students to the application of basic economic concepts to managerial decision-making and their use in a range of business environments. Students will learn how to apply microeconomic tools to common problems facing business managers, such as maximising profit, setting prices, creating efficient incentive structures, and selecting competitive strategies. Case studies are also used to demonstrate the value of microeconomic tools in making business decisions, and to foster the student's application of their learning to their own business environment.

200787.1 Managerial Finance

Credit Points 10 **Level** 7

Equivalent Units

500003 - Financial Management

Incompatible Units

200260 - Financial Management of Hospitality and Hotel Managers, 400800 - Financial Management in Health Services, 400845 - Health Financial Management

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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This unit is designed to provide students with the knowledge and skills required for understanding, analysing and solving corporate financial management issues. The focus is corporate-oriented with emphasis on the practical application of economic theory in financial decisions confronting business today.

200835.1 Managing in the Global Context

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Managing in the Global Context provides students with an understanding of the complexities of managing in the changing economic, political, legal, technological and within socio cultural factors that influence global business operations. By addressing areas of understanding the global business environment, managing political risk and government relations, understanding culture, cross cultural communication and negotiation, strategy and structures for global organisations, motivating and leading, business ethics and corporate responsibility and competencies for global managers this Unit provides an organisational behaviour approach to managing in a dynamic global context. Through critical analysis of contemporary media, research and case studies this Unit provides a basis for linking management practice to theoretical knowledge.

200786.1 Marketing Management

Credit Points 10 **Level** 7

Equivalent Units

500000 - Marketing Management, U51046 - Strategic Marketing

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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Marketing Management is designed to provide an introduction to the key concepts, principles and practices that constitute the Marketing discipline. Marketing as a business philosophy that underpins the activities of the firm is a key focus. Areas covered include: the marketing process and marketing implementation; marketing and strategic planning, including return on marketing investment (ROMI); the marketing environment; marketing research and marketing information systems; consumer and business buying behaviour; market segmentation of consumer and business markets; product development and product management; brand management; pricing strategy; communication strategy; competitive marketing strategy; marketing implementation.

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.

200737.3 Marketing Systems

Credit Points 10 **Level** 7

Equivalent Units

51002 - Marketing Management

Special Requirements

Students must be enrolled in a postgraduate Business 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 business's capacities to engage in markets and therefore consider 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.

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?

200796.1 Negotiation and Conflict Resolution Management

Credit Points 10 **Level** 7

Equivalent Units

500018 - Negotiation for Managers, 500019 - Conflict Resolution

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

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Negotiation has become a strategic necessity for many firms wishing to survive and grow in today's increasingly competitive globalised economy. Negotiation and conflict resolution errors can be costly to direct and indirect stakeholders. As such, Negotiation and Conflict Resolution Management will provide theoretical frameworks for students to develop the practical skills needed to manage the negotiation and conflict resolution needs of any organisation. Through the use of role play and simulations, students will be required to analyse corporate data and apply strategies to create a negotiated agreement. It examines negotiation in different contexts including multiparty negotiations. Emphasis is also placed on causes of conflict and how to identify potential indicators, leading to an analysis of the different conflict modes and patterns.

200849.1 New Venture Finance

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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New Venture Finance introduces students to essential theories, frameworks, principles and requirements for understanding and seeking funding for new ventures, with a focus on investor philosophy. A dynamic approach to seeking initial and subsequent funding for developing

innovations and entrepreneurship is emphasised in this unit, recognizing that most new ventures are not fully funded as they launch. The unit also explores approaches related to new ventures at the stage at which they are maturing into defined businesses. Students will be introduced to commercialisation and strategies for the development of business plans designed to seek funding and support.

200797.1 One Hundred Days

Credit Points 10 **Level** 7

Assumed Knowledge

A basic knowledge of project management.

Prerequisite

200790.1 Developing Business Expertise

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 2755 Master of Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program

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This integrative unit focuses on the first one hundred days of a business executive who has commenced in a new management role. Students will gain insights into the challenges facing managers today and develop the skills in leadership and management expertise that were introduced in earlier units. The premise of this unit is that regardless of their level of experience, all managers undertaking new responsibilities need to understand who the key stakeholders are and what the business' personnel practices, financial objectives and marketing strategies are. Students will be given scenarios covering a range of business environments and are expected to problem solve these using the skills and knowledge learned in previous units.

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.2 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 Business program.

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This introductory unit describes the nature and process of financial planning within the Australian economic, legal, social, cultural and ethical environment. A range of topics are introduced to provide the foundational knowledge essential to develop and apply comprehensive and connected knowledge across all financial planning areas.

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.

CO813A.3 Project

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of all of the disciplines of property.

Special Requirements

Students must be enrolled in the Masters property program.

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Project is the integrating capstone unit, which brings together the skills that property students have developed during the course in preparing a high quality professional property industry report. The unit encourages property students to demonstrate their ability to solve multi-disciplinary problems in relation to current and future property issues. The unit will also allow students to critically evaluate issues in the property industry to determine and assess potential property industry implications. The topics are determined from year to year by discussions between the individual student, the unit coordinator and the student's chosen supervisor.

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 Year 3 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 Humanities and 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 Humanities and 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 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.

51259.4 Purchasing and Materials Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit introduces purchasing and materials management through a number of concepts, processes and methods across a number of industry sectors including manufacturing, service and public sector. It covers a range of topics including purchasing strategy, organisational structure and responsibilities, global supply management, supplier selection and evaluation, procurement process, price/cost analysis, purchasing contract arrangements and inventory management. Students will develop an appreciation of theoretical knowledge in purchasing and materials management and applications and systems currently adopted in organisations. The knowledge and skills developed through lectures, case analyses and hands-on exercises will prepare students to manage a range of purchasing and materials management functions in global organisations.

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 program.

Equivalent Units

53220 - Research Methods for Humanities and Social Sciences

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In 2013 this unit replaced by 101887 - Research for Practice. 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.

51212.3 Security Analysis and Portfolio Theory

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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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 through projection of a firm's future cash flows 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.

200497.1 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 Head of Program or Course Advisor and must be enrolled in a postgraduate Business 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.

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.

.....

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.

200424.3 Statistics for Accountants (PG)

Credit Points 10 **Level** 7

Assumed Knowledge

Mathematics to the HSC level.

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Statistics for Accountants introduces the basic concepts and techniques for statistical inference and decision making in a business context.

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.

200841.1 Strategic Business Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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This unit critically examines strategic management processes in various business, industry and economic contexts. Students actively participate in experiential learning focussing on strategic leadership, visioning, situation analysis, objective setting and evaluation. Students apply current strategy models and theories to solving industry-specific problems and scenarios. The teaching methods are application-oriented using a variety of engaging technologies and media which simulate real-world strategic problem-solving.

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 Human Resource Management and Industrial Relations 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.

200794.1 Strategic Management

Credit Points 10 **Level** 7

Equivalent Units

51109 - Strategic Analysis and Decision Making

Special Requirements

This is an integrated studies unit. It is expected that students would have completed 70 cps before commencing this unit. Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 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.

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.

200840.1 Strategic Marketing for Hospitality and Tourism

Credit Points 10 **Level** 7

Services marketing capabilities are essential for a career in hospitality. Marketing identifies customer needs, targets market segments, and designs products and communications to serve those customers. This unit examines service marketing in the hospitality context with particular focus on the accommodation sector. It considers the roles played by salespeople in packaging and joint branding marketing strategy for hospitality and tourism.

200834.1 Strategic Marketing for Managers

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

This unit builds on previous coursework in marketing by developing strategic marketing analytical skills based on entrepreneurial approach to creation, foresight, innovation, development, delivery, segmentation and positioning of brands products, services, applications, and online presence. Strategic marketing is viewed as leading a business organisation through a continual focus on creative and critical thinking, commercial innovation and entrepreneurship. Students will be exposed to analysis and communications of key knowledge, findings and recommendations at the key stages of a full business innovation cycle including ideation, feasibility, and commercialisation.

200329.4 Supply Chain Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

With a rapid increase in global trade and increasing customer expectations, firms are under considerable competitive pressure to find cost-effective and creative ways of delivering value to customers. Since the creation of customer value needs to be viewed holistically – from raw material movement from suppliers through to transformation in the factory and then on to distributors and customers – the effective management of the supply chain and related business networks is critical to achieving competitive advantage. Through formal lectures, case study discussions, and assignments, this unit provides the foundational knowledge, tools, and techniques needed to

participate in the design, implementation, and management of an effective supply chain.

AC808A.2 Taxation Planning and Implications (PG)

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate program.

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.

200783.1 The Business Environment

Credit Points 10 **Level** 7

Incompatible Units

200223 - Operations Management, 200425 - Economics (PG), 200782 - Business Operations Management, 200726 - Information for Business, 51026 - International Business Environment

Special Requirements

Enrolment in this unit is restricted to students in the following courses: 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration, 9009 SGSM PG Non-Award Program.

This unit introduces students to different aspects of the business environment so they develop a general understanding of a wide range of topics within the field of commerce. Management, marketing, legal and economic perspectives are explored as components of business structures taking into account the interactions between political, social, and fiscal environments. It is recommended that students undertake this unit in their first quarter of study.

200820.1 The Contemporary Business Environment

Credit Points 10 **Level** 7

Equivalent Units

200783 - The Business Environment

Special Requirements

Students must be enrolled in a postgraduate Business program.

This unit provides foundational knowledge that is needed to appreciate the role of the major functional areas of a business and the complexities involved in managing these in an uncertain and complex global setting. Emphasis is placed on the influence of the economic, socio-cultural,

economic, political, and technological environments on a business and the need for businesses to adopt a global perspective in formulating and implementing strategic interventions for enhancing competitiveness.

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

Assumed Knowledge

Students undertaking this unit should have a good basic knowledge of valuation principles and the different types of land tenure and systems of land title in New South Wales.

.....

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 affect 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.

.....

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.

200839.1 Tourism Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

.....

This unit considers concepts of tourism management and explores the structure of tourism from a systems approach across an Australian and international context. Consideration is given to the tourist motivation to explore why tourism is undertaken, ranging from the traditional to special interest. The objectives and benefits/risks are considered from each stakeholder's perspective where stakeholders may include relevant government organisations, tour operations, consumers, and service providers throughout the Tourism Supply Chain. Planning of the tourist experience is also explored to provide an improved understanding and management of tourists

200825.1 Understanding Contemporary Organisations

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business program.

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Understanding Contemporary Organisations is an integrative unit designed to introduce students, who have not previously undertaken a business study program, to the theoretical perspectives offered by the disciplines of business and organisation studies. Students will be engaged in a series of learning activities to develop competency in understanding how people construct organisational structures, processes and practices. Specifically, processes and practices relating to organisational design and structure, marketing, finances and people management will be introduced.

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

Credit Points 10 **Level** 3

Equivalent Units

102142 - Warlords, Artists and Emperors: Power and Authority in Japanese History

Special Requirements

Successful completion of 60 credit points.

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In 2014 this unit replaced by 102142 - Warlords, Artists and Emperors: Power and Authority in Japanese History. 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?

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