

Business and Law Schools

Electronic Postgraduate Handbook 2016

Western Sydney University

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Information contained in this electronic handbook is correct at the time of production (April 2016), unless otherwise noted.

CRICOS Provider Code 00917K

In accordance with the Education Services for Overseas Students (ESOS) Act 2000, the University of Western Sydney 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 International Education](#) webpage for the description of the ESOS legislation and other relevant information. The University's 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 Business and Law Schools Electronic Postgraduate Handbook

Sessions and dates

There are two main sessions in 2016: Autumn and Spring. Weeks shown in the dateline refer to the session weeks for these main sessions.

The dateline is available at:

http://www.westernsydney.edu.au/currentstudents/current_students/dates/2016_academic_year_dateline.

Unit outlines

Brief outlines of 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 Western Sydney University 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.westernsydney.edu.au/hbook/UNIT_SEARCH.ASP.

Unit not listed?

If the unit you are looking for is not in the alphabetical units section, consult your course coordinator for details or check the unit search web page for updated details on all units offered in 2016 at:

http://handbook.westernsydney.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, Western Sydney University has a number of agreements with TAFE to grant credit for successfully completed TAFE studies. Seek advice about credit prior to, or at enrolment.

How to use this electronic book

The first part of this electronic book contains information about current postgraduate courses offered by the Schools of Business and Law. The next part contains details on current postgraduate specialisations in these courses, and the final part has details of all units within in 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.westernsydney.edu.au/hbook/>

Contents

SCHOOL OF LAW	1
2784.1 Master of Laws (International Governance)	1
SCHOOL OF BUSINESS	2
2691.4 Master of Accountancy	2
2772.1 Graduate Certificate in Accounting (exit only)	2
2759.1 Master of Applied Finance	3
2760.2 Graduate Certificate in Applied Finance	4
2761.3 Master of Business Administration	4
2762.2 Executive Master of Business Administration	5
2782.1 Master of Business Administration/Master of Applied Finance	6
2757.2 Graduate Certificate in Business Administration	7
2698.7 Master of Business (Marketing)	8
2624.6 Master of Business (Operations Management)	9
2765.2 Graduate Certificate in Business	10
2749.1 Master of Business Research Studies (Exit Only)	10
2750.1 Graduate Diploma in Business Studies (exit only)	11
2751.1 Graduate Certificate in Business Studies (exit only)	11
2764.2 Master of Commerce (Human Resource Management)	11
2725.3 Master of Commerce (Property Investment and Development)	12
2793.1 Master of Financial Planning	13
2794.1 Graduate Diploma in Financial Planning (exit only)	15
2795.1 Graduate Certificate in Financial Planning	15
2705.2 Master of Finance	16
2689.3 Master of Professional Accounting	17
2791.1 Postgraduate Qualifying Program	18
2792.1 Graduate Certificate in Postgraduate Studies	19
SP2006.1 Postgraduate Specialisation - Management	20
SP2007.1 Postgraduate Specialisation - Marketing	20
SP2008.1 Postgraduate Specialisation - Logistics and Supply Chain Management	20
SP2009.1 Postgraduate Specialisation - Hospitality and Tourism	20
SP2010.1 Postgraduate Specialisation - Sustainable Business	20
SP2011.1 Postgraduate Specialisation - Innovation and Entrepreneurship	20
SP2012.1 Postgraduate Specialisation - Human Resource Management	21
SP2016.1 Postgraduate Specialisation - Finance and Investment	21
SP2017.1 Postgraduate Specialisation - Property	21
SP2018.1 Postgraduate Specialisation - Information and Communications Technology	21

SCHOOL OF LAW

Master of Laws (International Governance)

2784.1

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 2016 or later.

Governance is a key area for lawyers in large and small firms, as well as for many public companies, government departments, large charities and the non-government entities (NGOs). Internationally there is a strong need for technical knowledge and understanding of legal governance by Chinese lawyers, Indian/Bangladeshi lawyers and Vietnamese lawyers, (additional to the English speaking common law jurisdictions of New Zealand, Canada/USA, Malaysia/Singapore and UK), who are not used to working in a common law legal system versus their own civil code or mixed system. This course enables lawyers to enhance their knowledge and skills on both private and public law issues of corporate governance, with a strong theoretical core and a series of alternate governance units to provide specialist information and skills.

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 will be assessed in accordance with University policy.

Admission

Applicants must have successfully completed a Bachelor of Laws such as an LLB, JD (Juris Doctor) or equivalent from any jurisdiction. The applicant does not have to be admitted to practice as a lawyer in a jurisdiction.

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 the University should also use the information provided on the UAC website.

International applicants must apply directly to the Western Sydney University via the International Office

International students applying to The University through the International Office can find details of minimum English

proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 80 credit points.

This includes four core units and four alternate units as specified below.

Core units

200901.1	Legal Philosophy and Methodology
200902.1	International Corporate Governance
200903.1	Global Governance and Sustainability
200904.1	International Governance Dissertation

Alternate units

Choose four alternate units. Alternate units to be advised.

SCHOOL OF BUSINESS

Master of Accountancy

2691.4

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 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

The Master of Accountancy equips students with an in-depth theoretical knowledge of accounting. On successful completion of this course, students gain knowledge, skills and expertise that enable them to become professional accounting practitioners and satisfy the pre entry educational requirements for the CPA Australia, The Institute of Chartered Accountants in Australia (ICAA) or the Institute of Public Accountants (IPA). The course content delivers a contemporary education in accounting principles and procedures supported by knowledge of associated disciplines of law, economics and finance. Students will learn to apply accounting concepts, theories and models through a range of individual and collaborative means using a blended learning design that draws from industry relevant projects with exposure to realistic business problems.

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.

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 the University should also use the information provided on the UAC website.

International applicants must apply directly to The University via the International Office.

International students applying through the International Office can find details of minimum English proficiency requirements and acceptable proof on the 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 Western Sydney University

Course Structure

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

Core Units

200396.4	Introductory Accounting
200432.3	Commercial Law
200426.3	Corporate Finance
200425.4	Economics
200494.3	Management Accounting
200399.3	Information Systems for Accountants
200433.3	Company Law
200400.4	Company Accounting
200397.2	Revenue Law (PG)
200398.3	Auditing
200401.3	Accounting Theory and Applications
200693.3	Accounting Professional Engagement

Electives

40 credit points from postgraduate Business units with the selection to be approved by the Academic Course Advisor.

Exit Award

40 credit points of any units within course 2691.4 Master of Accountancy, excluding the 200693 - Accounting Professional Engagement unit.

Graduate Certificate in Accounting (exit only)

2772.1

This is an Exit course only. Applicants apply to 2689 Master of Professional Accounting or 2691 Master of Accountancy and exit with the Graduate Certificate award.

Study Mode

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

Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal

Campus	Attendance	Mode
Parramatta Campus	Part Time	Internal

Course Structure

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

200396.4	Introductory Accounting
200432.3	Commercial Law
200426.3	Corporate Finance
200425.4	Economics
200494.3	Management Accounting
200399.3	Information Systems for Accountants
200433.3	Company Law
200400.4	Company Accounting
200397.2	Revenue Law (PG)
200398.3	Auditing
200401.3	Accounting Theory and Applications

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 four years part-time.

Location

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

Accreditation

The SGSM Master of Applied Finance has been accepted into the Chartered Financial Analyst (CFA) Institute University Recognition Program. This status is granted to institutions whose degree program(s) incorporate at least 70% of the CFA Program Candidate Body of Knowledge (CBOK), which provide students with a solid grounding in the CBOK and positions them well to obtain the Chartered Financial Analyst® designation, which has become the most respected and recognized investment credential in the world. Entry into the CFA Institute University Recognition Program signals to potential students, employers, and the marketplace that the SGSM Master of Applied Finance curriculum is closely tied to professional practice and is well-

suited to preparing students to sit for the CFA examinations. 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 the University should also use the information provided on the UAC website.

International applicants must apply directly to Western Sydney University via the International Office

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University

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 follows.

General Foundation

200820.2	The Contemporary Business Environment
200821.2	Financial Reports for Decision Making
300962.1	Applied Business Statistics
200425.4	Economics

Specialist Knowledge

200426.3	Corporate Finance
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
51168.4	Funds Management and Portfolio Selection

Elective

10 credit points from Postgraduate Business units

Capstone

200829.2 Business Project

Alternate Capstone

200830.2 Internship

Graduate Certificate in Applied Finance**2760.2**

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 is 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

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 one year part-time.

Location

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

Admission

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

Or

Have a minimum of five (5) years full-time equivalent managerial/professional work experience

Or

Have an advanced diploma in a business discipline AND have a minimum of eight (8) years general work experience

Applications 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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University

Course Structure

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

200820.2	The Contemporary Business Environment
200821.2	Financial Reports for Decision Making
300962.1	Applied Business Statistics
200425.4	Economics

Master of Business Administration**2761.3**

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 is 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

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: Finance and Investment, Hospitality and Tourism, Human Resource Management, Innovation and Entrepreneurship, Logistics and Supply Chain Management, Management, Marketing, Sustainable Business, Property, and Information and Communications Technology. This course has multiple intakes each year and is suitable for graduates holding a bachelor degree in any discipline from a recognised university.

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
Uni of Economics Ho Chi Minh City	Full Time	Internal
Uni of Economics Ho Chi Minh City	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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

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

200820.2	The Contemporary Business Environment
200817.2	Business Communication Skills
200825.2	Understanding Contemporary Organisations
200831.1	Integrated Business Experience 1

Core Units

200821.2	Financial Reports for Decision Making
200826.1	Contemporary People Management
200843.2	Integrated Business Experience 2
200425.4	Economics

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
SP2016.1	Finance and Investment
SP2017.1	Property
SP2018.1	Information and Communications Technology

Non Specialisation

A total of 6 units from any postgraduate Business unit

Capstone

Choose one of

200829.2	Business Project
200830.2	Internship

Executive Master of Business Administration**2762.2**

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 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

The Executive Master of Business Administration (EMBA) is an advanced management degree for professionals seeking to deepen their understanding of the core elements of general management and business administration. The course is offered in a fully online as well as on campus delivery mode. 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 four years part-time.

Location

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

Admission

Applicants must have successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum five (5) years full-time equivalent managerial/professional work experience

Or

Successfully completed a Graduate Certificate in Business Administration or Graduate Certificate in Business or equivalent qualification AND have a minimum five (5) years full-time equivalent managerial/professional work experience.

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

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

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University

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.

Foundation (four units)

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

Developing Expertise (eight units)

200787.1	Managerial Finance
200788.1	Contemporary Organisation Behaviour
200789.1	Emerging Leaders
200790.1	Developing Business Expertise
200791.1	Customer Value Management
200792.2	Innovation, Creativity and Entrepreneurship
200793.1	Managerial Economics
200794.1	Strategic Management

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

200795.1	Corporate Governance and the Global Environment
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200796.1	Negotiation and Conflict Resolution Management
200797.2	One Hundred Days
200798.1	Applied Business Project

Master of Business Administration/ Master of Applied Finance

2782.1

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 2015 or later.

This double degree is unique in that it equips graduates with the skills and knowledge to engage with contemporary business environments, and in particular 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 design of the degree reflects consultation with a range of stakeholders including industry and professional associations; the applied finance components have been developed by individuals who are actively involved in the financial sector. 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. Students complete: four foundation, fourteen core, and a 20 credit point capstone unit, for a total of 200 credit points. This course has multiple intakes each year and is suitable for graduates holding a bachelors' degree in any discipline from a recognised university. Applicants will find having a background in Business or Commerce advantageous.

Study Mode

Two and a half years full-time or five years part time.

Location

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

Accreditation

The Master of Business Administration/ 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 Business Administration/ 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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 200 credit points. This includes four foundation units, fourteen core units, and a 20 credit point capstone unit as follows.

General Foundation Units

200820.2	The Contemporary Business Environment
200817.2	Business Communication Skills
200825.2	Understanding Contemporary Organisations
200831.1	Integrated Business Experience 1

Core Units

200821.2	Financial Reports for Decision Making
200826.1	Contemporary People Management
200843.2	Integrated Business Experience 2
200425.4	Economics
51163.2	Financial Institutions and Markets (MAF)
51211.3	International Finance
51169.3	Derivatives
51212.3	Security Analysis and Portfolio Theory
300962.1	Applied Business Statistics
200426.3	Corporate Finance
51054.3	Financial Modelling
51165.3	Financial Institution Management
51166.3	Credit and Lending Decisions
51168.4	Funds Management and Portfolio Selection

Capstone Unit

Choose one of

200829.2	Business Project
200830.2	Internship

Early Exit – 2765 Graduate Certificate in Business

Students in the Master of Business Administration/Master of Applied Finance who have completed 40 credit points of units (excluding capstone units) from any postgraduate

business units may exit with the 2765 Graduate Certificate in Business. This requires approval from the Director of Academic Program.

Early Exit – 2761 Master of Business Administration

Students in the Master of Business Administration/Master of Applied Finance who have completed 160 credit points of MBA units may exit with 2761 Master of Business Administration.

Early Exit – 2759 Master of Applied Finance

Students in the Master of Business Administration/Master of Applied Finance who have completed 160 credit points of Master of Applied Finance units may exit with 2759 Master of Applied Finance.

Graduate Certificate in Business Administration

2757.2

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 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

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 graduate certificate is not only the first stage towards progressing to an Executive Master of Business Administration, but may also be taken as a stand-alone program and has the additional flexibility of being offered in a fully online as well as on campus delivery mode.

The Graduate 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 graduate 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 study.

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 successfully completed an undergraduate degree, or higher, in any discipline AND

have a minimum five (5) years full-time equivalent managerial/professional work experience

Or

Have a minimum of eight (8) years full-time equivalent professional/managerial 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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

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 (Marketing)

2698.7

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 Quarter 4, 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

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 its 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 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 two years part-time.

Location

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

Admission

Applicants must have successfully completed an undergraduate degree, or higher, in a business discipline; OR

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of two (2) years full-time equivalent managerial/professional work experience in a related field;

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five (5) years general work experience in a related field.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset.

Work experience will require validation by employer and cannot be used both as a means of admission and as the basis of an application for advanced standing. Work experience will be evaluated to assess whether prospective students have demonstrated a verifiable capability in marketing such that they are enabled to undertake the discipline-specific learning contained in this Masters-level course. This criteria is impacted directly by the requirements of a curriculum that addresses AQF Level 9 knowledge and skill outcomes including a stipulation that graduates have cognitive skills to demonstrate mastery of theoretical knowledge in marketing and to reflect critically on theory and professional practice or scholarship.

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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which include five core units, one alternate and a choice of a capstone unit worth 20 credit points.

Core Units

200737.3	Marketing Systems
200823.1	Buyer Behaviour
200822.1	Applied Marketing Solutions
200824.1	Integrated Brand Management
200834.2	Strategic Marketing for Managers

Choose one of

200829.2	Business Project
200830.2	Internship

Alternate Units

Choose one of the following alternate units

200851.1	Innovation for New Markets
200832.2	Business Marketing
200852.1	Innovation, Creativity and Foresight
200844.1	Event Management

Master of Business (Operations Management)

2624.6

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 Quarter 4, 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

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, 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

Applicants must have successfully completed an undergraduate degree, or higher, in a business discipline;
OR

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of two (2) years full-time equivalent managerial/professional work experience in a related field;

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five (5) years general work experience in a related field.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset.

Work experience will require validation by employer and cannot be used both as a means of admission and as the basis of an application for advanced standing. Work experience will be evaluated to assess whether prospective students have demonstrated a verifiable capability in operations management such that they are enabled to undertake the discipline-specific learning contained in this Masters-level course. This criteria is impacted directly by the requirements of a curriculum that addresses AQF Level 9 knowledge and skill outcomes including a stipulation that graduates have cognitive skills to demonstrate mastery of theoretical knowledge in operations management and to reflect critically on theory and professional practice or scholarship.

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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 80 credit points which include four core units,

two alternates and a choice of a capstone unit worth 20 credit points.

Core Units

200838.1	Business Operations and Logistics
51240.4	Project Management
200776.1	Compliance Management
200329.4	Supply Chain Management

Alternate Units

Choose two alternate units from the pool below

200836.1	Logistics Processes in Enterprise Resource Planning
200853.1	Creating Sustainable Organisations
200841.2	Strategic Business Management
51259.4	Purchasing and Materials Management

Choose one of

200829.2	Business Project
200830.2	Internship

Graduate Certificate in Business

2765.2

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 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

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 one year part-time.

Location

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

Admission

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

Or

Have a minimum of five (5) years full-time equivalent managerial/professional work experience

Or

Have an advanced diploma in a business discipline AND have a minimum of eight (8) 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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University

Course Structure

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

Students in the Master of Business Administration must complete 40 credit points as specified below. MBA students are expected to complete 20cp of study before undertaking 200831 - Integrated Business Experience 1.

200820.2	The Contemporary Business Environment
200817.1	Business Communication Skills
200825.2	Understanding Contemporary Organisations
200831.1	Integrated Business Experience 1

Alternatively, students may complete 40 credit points of units (excluding capstone units) from any postgraduate business program. This requires approval from the Director of Academic Program.

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

Campus	Attendance	Mode
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
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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 as follows.

200743.2	Philosophical Foundations of Business Research
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Choose one of

200744.3	Critical Literature Review
200745.2	Advanced Research Skills

Master of Commerce (Human Resource Management)

2764.2

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 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

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 three years part-time.

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 a business discipline
Or

Successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum of two (2) years full-time equivalent managerial/professional work experience
Or

Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum eight (8) years full-time equivalent 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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University

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 follows.

Core

200826.1	Contemporary People Management
200821.2	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

200829.2	Business Project
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Alternate Capstone

200830.2	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)

2725.3

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 Quarter 4, 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

This course provides the opportunity for advanced level of study in property investment and development. It develops students' understanding of 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
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

Accreditation

This course is accredited by the Australian Property Institute (API) for Associated membership. When combined with another API accredited degree students will be granted Certified Practising Valuer (CPV) and Certificate Property Professionals (CPP) certification.

Admission

Applicants must have successfully completed an undergraduate degree, or higher, in business or a cognate discipline as recognised by the accrediting body, API (property related fields of architecture, building, construction, housing law, engineering, property and town planning);

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of two (2) years full-time equivalent managerial/professional work experience in a related field;

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five (5) years general work experience in a related field.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset.

Work experience will require validation by employer and cannot be used both as a means of admission and as the basis of an application for advanced standing.

Work experience will be evaluated to assess whether prospective students have demonstrated a verifiable capability in property investment and development such that they are enabled to undertake the discipline-specific learning contained in this Masters-level course. This criteria is impacted directly by the requirements of a curriculum that addresses AQF Level 9 knowledge and skill outcomes including a stipulation that graduates have cognitive skills to demonstrate mastery of theoretical knowledge in property investment and development and to reflect critically on theory and professional practice or scholarship.

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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 80 credit points. This includes six core units and a 20 credit point capstone unit as per the structure below.

Core Units

200892.1	Property Valuation
200895.1	Property Finance and Taxation
200893.1	Property Feasibility Study
200696.3	Property Investment Analysis
200894.1	Property Development
200891.1	Property Portfolio Analysis

Capstone Units

Choose one of

200829.2	Business Project
200830.2	Internship

Master of Financial Planning

2793.1

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 2016 or later.

The Master of Financial Planning is a fully online course designed to provide the educational basis to enable students to increase competence as professional financial advisers and 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. Course and unit curriculum is based on Australian law. Students may exit on completion of 40 credit points with a Graduate Certificate in Financial Planning or on completion of 80 credit points with a Graduate Diploma in Financial Planning.

This course is accredited by the Financial Planning Association (FPA) and meets the RG146 requirements as outlined under the heading 'Accreditation' below. Details re the coverage of RG146 requirements are available via the link below.

The University has approval from the Tax Practitioners Board (TPB) to deliver courses in Australia taxation law for tax (financial) advisers and commercial law for tax (financial) advisers. Completion of the Master of Financial Planning satisfies the tertiary qualifications requirements to register as a Tax (Financial) Adviser. Details of which units

must be completed to meet these requirements can be found via the link below.

Study Mode

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

Location

Campus Attendance Mode

Online Full Time Multi Modal

Online Part Time Multi Modal

Accreditation

This course is accredited by the Financial Planning Association (FPA). The course satisfies eligibility requirements for Financial Planner AFP® membership and educational requirements for entry into the CFP® Certification Program of FPA (students will also receive exemption for CFP 2, 3 and 4 therefore must complete CFP 1 to be eligible to sit the CFP Certification Assessment). This course also meets the RG146 generic knowledge requirements, specialist knowledge requirements and skills requirements as they currently stand. Details re the coverage of RG146 requirements are available via the link located above the heading 'Study Mode'. In addition, by completing the Master of Financial Planning, students satisfy the tertiary qualifications requirements to register as a Tax (Financial) Adviser with the TPB. Details regarding these requirements are available via the link located above.

Admission

Applicants must have:

Successfully completed an undergraduate degree, or higher, in a business discipline;

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum of two (2) years full-time equivalent managerial/professional work experience in a related field;

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum of five (5) years general work experience in a related field.

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 the University 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 120 credit points which includes eleven core units listed in the recommended sequence below.

Recommended Sequence

Full-time

Year 1

Quarter 1

200817.2 Business Communication Skills
200866.1 Principles of Financial Planning

Quarter 2

200432.3 Commercial Law
200868.1 Investment Planning

Quarter 3

200867.1 Superannuation
200869.3 Principles of Taxation

Quarter 4

200870.1 Insurance and Risk Management
200871.1 Planning for Retirement

Year 2

Quarter 1

51168.4 Funds Management and Portfolio Selection

Choose one of

200829.2 Business Project
200830.2 Internship

Quarter 2

200872.1 Contemporary Issues in Taxation

Choose one of

200829.2 Business Project
200830.2 Internship

Part-time

Year 1

Quarter 1

200817.2 Business Communication Skills

Quarter 2

200432.3 Commercial Law

Quarter 3

200866.1 Principles of Financial Planning

Quarter 4**200868.1** Investment Planning**Year 2****Quarter 1****200867.1** Superannuation**Quarter 2****200870.1** Insurance and Risk Management**Quarter 3****200869.3** Principles of Taxation**Quarter 4****200871.1** Planning for Retirement**Year 3****Quarter 1****51168.3** Funds Management and Portfolio Selection**Quarter 2****200872.1** Contemporary Issues in Taxation**Quarter 3**

Choose one of

200829.2 Business Project
200830.2 Internship**Quarter 4**

Choose one of

200829.2 Business Project
200830.2 Internship**Exit Awards**

80 credit points, comprising of eight units which must include 200866 Principles of Financial Planning, (200829 Business Project and 200830 Internship units excluded).

40 credit points as specified in the course structure.

Graduate Diploma in Financial Planning (exit only)**2794.1**

The Graduate Diploma in Financial Planning is an Exit course only. Applicants apply to 2793 Master of Financial Planning and exit with the Graduate Diploma award on successful completion of 80 credit points.

Study Mode

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

Location**Campus Attendance Mode**

Online Full Time Multi Modal

Online Part Time Multi Modal

Course Structure

Qualification for this award requires the successful completion of 80 credit points as follows.

200866.1 Principles of Financial Planning

Choose seven of

200817.2 Business Communication Skills**200432.3** Commercial Law**200868.1** Investment Planning**200867.1** Superannuation**200869.3** Principles of Taxation**200870.1** Insurance and Risk Management**200871.1** Planning for Retirement**51168.4** Funds Management and Portfolio Selection**200872.1** Contemporary Issues in Taxation**Graduate Certificate in Financial Planning****2795.1**

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 2016 or later.

The Graduate Certificate in Financial Planning is a fully online course designed to introduce students to post graduate study in the Financial Planning sector with the option to continue into a Graduate Diploma in Financial Planning and a Master of Financial Planning.

Study Mode

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

Location**Campus Attendance Mode**

Online Full Time Multi Modal

Online Part Time Multi Modal

Admission

Applicants must have:

Successfully completed an undergraduate degree, or higher, in any discipline;

OR

Have an associate degree, or higher, in a business discipline;

OR

Have an advanced diploma, or higher, in a business discipline AND have a minimum of five (5) years general work experience in a related field;

OR

Have a minimum of three (3) years full-time equivalent managerial/professional work experience in a related field;
OR

Submitted other evidence of general and professional qualifications that demonstrates potential to pursue graduate studies.

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 the University 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 40 credit points listed in the recommended sequence below.

Recommended Sequence

Full-time

Year 1

Quarter 1

200817.2 Business Communication Skills
200866.1 Principles of Financial Planning

Quarter 2

200432.3 Commercial Law
200868.1 Investment Planning

Part-time

Year 1

Quarter 1

200817.2 Business Communication Skills

Quarter 2

200432.3 Commercial Law

Quarter 3

200866.1 Principles of Financial Planning

Quarter 4

200868.1 Investment Planning

Master of Finance

2705.2

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 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

The Master of Finance prepares students for executive careers in finance, banking, funds management and corporate treasuries. The degree is specifically designed so that after the completion of core finance units, students can choose other finance 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

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, or higher, in a business discipline
Or

Successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum of two (2) years full-time equivalent managerial/professional work experience

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum eight (8) years full-time equivalent 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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 120 credit points which includes six core units, a 20 credit point capstone unit and an additional four units chosen from a pool of alternate units.

Core Units

51054.3	Financial Modelling
51163.2	Financial Institutions and Markets (MAF)
51168.4	Funds Management and Portfolio Selection
51169.3	Derivatives
51212.3	Security Analysis and Portfolio Theory
200426.3	Corporate Finance

Alternate Units

51165.3	Financial Institution Management
51166.3	Credit and Lending Decisions
51211.3	International Finance
200425.4	Economics
200849.1	New Venture Finance
200895.1	Property Finance and Taxation
200891.1	Property Portfolio Analysis

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

Capstone Units

Choose one of

200829.2	Business Project
200830.2	Internship

Master of Professional Accounting

2689.3

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 2015 or later.

Units may be revised or replaced to ensure students are provided with up to date curriculum throughout their studies, and this may result in a new course version. Refer to the Check My Course Progress page in MySR for the most up to date information for your course.

The Master of Professional Accounting (MPA) course is specifically designed to comply with the accreditation requirements of CPA Australia, the Institute of Chartered Accountants in Australia (ICAA) and the Institute of Public Accountants (IPA). This course provides an in-depth theoretical knowledge of accounting with relevant skills and expertise that enable students to become professional accounting practitioners. The course content delivers a contemporary education in accounting principles and procedures supported by knowledge of associated disciplines of law, economics and finance. Students will learn to apply accounting concepts, theories and models through a range of individual and collaborative means using a blended learning design that draws from industry relevant projects with exposure to realistic business problems.

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

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 a business discipline
Or

Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum of two (2) years full-time equivalent managerial/professional work experience
Or

Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum eight (8) years full-time equivalent general work experience.

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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Qualification for this award requires the successful completion of 120 credit points of core units as follows.

Core Units

200396.4	Introductory Accounting
200432.3	Commercial Law
200426.3	Corporate Finance
200425.4	Economics
200494.3	Management Accounting
200399.3	Information Systems for Accountants
200433.3	Company Law
200400.4	Company Accounting
200397.2	Revenue Law (PG)
200398.3	Auditing
200401.3	Accounting Theory and Applications
200693.3	Accounting Professional Engagement

Exit Award

40 credit points of any units excluding the 200693 - Accounting Professional Engagement unit.

Postgraduate Qualifying Program

2791.1

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 2016 or later.

In the Postgraduate Qualifying Program (PQP) you will participate in an intensive program of learning to prepare you for study at postgraduate level. This non-award program comprises ten learning modules designed to ensure you have the skills, competencies and knowledge necessary to undertake postgraduate study in business. You will develop further your verbal and written communication skills in a range of contemporary business areas including finance, organisations, people and culture, and enterprise intelligence in a global business context. You will be required to demonstrate a sound appreciation of the ethical and professional practice in business enterprises, and you will demonstrate practical business communication skills by working individually as well as working in teams. Students who have shown competency in all 10 modules will be eligible to enter Masters courses in Business and Accounting with a 1.5 years (or longer)

duration provided they also meet the English language proficiency criteria for admission to those programs.

Study Mode

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

Location

Campus	Attendance	Mode
Online	Full Time	Multi Modal
Online	Part Time	Multi Modal
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

Admission

To be admitted to the Postgraduate Qualifying Program applicants must have:

- an Associate Degree, or higher, in a business discipline; OR
- a three (3) year post-secondary qualification, or higher, in a business discipline; OR
- a minimum of three (3) years full-time equivalent managerial/professional work experience; OR
- submitted other evidence of qualifications that demonstrate potential to pursue graduate studies.

As a guide to international applicants the following additional information is provided regarding admission:

- India/Pakistan - 3 year qualification post Standard/ Class XII
- China - 3 year qualification post Senior High School Certificate

International students must have also satisfied the English language requirements for admission to EAP5 (IELTS equivalent 6.0, with a minimum of 5.0 in all bands).

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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

Recommended Sequence

Quarters 1 and 3

200932.1	Written Communication for Postgraduate Study
200933.1	Interpreting Financial Statements
200934.1	People and Culture
200935.1	The Global Economy
200936.1	Ethical Enterprise Practice

Quarters 2 and 4

200937.1	Verbal Communication for Postgraduate Study
200938.1	Enterprise Intelligence
200939.1	Managing People and Organisations
200940.1	Innovation and Creativity
200941.1	Fundamentals of Finance

Graduate Certificate in Postgraduate Studies

2792.1

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 2016 or later.

The Graduate Certificate in Postgraduate Studies is an award program that recognises your learning completed in the Postgraduate Qualifying Program. In this course you will prepare a portfolio of work demonstrating the course learning outcomes, including your communication and social interaction skills, critical thinking and problem solving, applied skills and literacies, as well as an appreciation of cultural diversity and an ethical and socially and environmentally responsible framework for making business decisions. Your comprehensive and contemporary knowledge in business will also be evaluated in a verbal examination. To exit from this award, students must have also satisfied the English language requirements for admission to Postgraduate Study in Business. Students completing the Graduate Certificate in Postgraduate Studies may apply for up to 40 credit points advanced standing on admission to Masters courses in Business and Accounting of two years duration.

Study Mode

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

Location

Campus	Attendance	Mode
Online	Full Time	Multi Modal
Online	Part Time	Multi Modal
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

Admission

To be admitted to the Graduate Certificate of Postgraduate Studies applicants must have:

- demonstrated proficiency in postgraduate studies by completing the Postgraduate Qualifying Program with competent grades in ten modules of learning.

International students must have also satisfied the English language requirements for admission to Postgraduate Study in Business (IELTS equivalent 6.5, with a minimum of 6.0 in all bands).

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 the University should also use the information provided on the UAC website.

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

International students applying to The University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their 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 Western Sydney University.

Course Structure

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

200942.1	Preparation for Postgraduate Study in Business
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Specialisations

Postgraduate Specialisation - Management

SP2006.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation Structure

Students must complete the following six units

200835.1	Managing in the Global Context
200841.2	Strategic Business Management
200776.1	Compliance Management
200833.1	Leading Contemporary Organisations
200848.2	Governance, Ethics and Social Entrepreneurship
200852.1	Innovation, Creativity and Foresight

Postgraduate Specialisation - Marketing

SP2007.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation Structure

Students must complete the following six units

200737.3	Marketing Systems
200823.1	Buyer Behaviour
200822.1	Applied Marketing Solutions
200832.2	Business Marketing
200824.1	Integrated Brand Management
200834.2	Strategic Marketing for Managers

Postgraduate Specialisation - Logistics and Supply Chain Management

SP2008.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation Structure

Students must complete the following six units

200838.1	Business Operations and Logistics
51240.4	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

Postgraduate Specialisation - Hospitality and Tourism

SP2009.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation 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

Postgraduate Specialisation - Sustainable Business

SP2010.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation 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)
200848.2	Governance, Ethics and Social Entrepreneurship
101636.2	Developing Sustainable Places
200852.1	Innovation, Creativity and Foresight

Postgraduate Specialisation - Innovation and Entrepreneurship

SP2011.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation 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
200848.2	Governance, Ethics and Social Entrepreneurship

Postgraduate Specialisation - Human Resource Management

SP2012.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation 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

Postgraduate Specialisation - Finance and Investment

SP2016.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation Structure

Students must complete the following six units

200426.3	Corporate Finance
51163.2	Financial Institutions and Markets (MAF)
51211.3	International Finance
51212.3	Security Analysis and Portfolio Theory
200696.3	Property Investment Analysis
200891.1	Property Portfolio Analysis

Postgraduate Specialisation - Property

SP2017.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation Structure

Students must complete the following six units

200892.1	Property Valuation
200895.1	Property Finance and Taxation
200893.1	Property Feasibility Study
200696.3	Property Investment Analysis
200894.1	Property Development
200891.1	Property Portfolio Analysis

Postgraduate Specialisation - Information and Communications Technology

SP2018.1

Location

Campus	Mode
Parramatta Campus	Internal

Specialisation Structure

Students must complete six units as follows.

301038.2	Programming Proficiency
301045.2	Advanced Topics in User System Interaction
300977.2	Systems Analysis and Database Management Systems
300695.2	Network Technologies

Choose one of

300693.3	Web Technologies
301043.2	Mobile Computing
300769.3	Intelligent Agents for E-Markets

Choose one of

300697.2	Content Management Systems and Web Analytics
301046.1	Big Data (PG)
301042.1	Cloud Computing
300692.2	Workflow Management Systems

Units

200693.3 Accounting Professional Engagement

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of accounting principles, practices and relevant theoretical background.

Prerequisite

[200401.3](#) Accounting Theory and Applications

Special Requirements

Students must be enrolled in a Postgraduate program owned by the School of Business. Students wishing to take this unit as an elective need approval from the Course Advisor.

.....

This unit focuses on the role that accountants play in the effective management of businesses. Appropriate accounting research methods are used to investigate and report on problems and "real" case studies involving a wide range of business related issues. This is mainly done through working as groups on Business Plans as accountants do when they engage with clients and entrepreneurs as professional consultants.

200401.3 Accounting Theory and Applications

Credit Points 10 **Level** 7

Assumed Knowledge

Basic knowledge of accounting principles

Prerequisite

[200400.4](#) Company Accounting

Corequisite

[200398.1](#) Auditing (PG)

Equivalent Units

51264 - Financial Accounting D (PG)

Special Requirements

Students must be enrolled in a postgraduate program owned by the School of Business. Students wishing to take this unit as an elective need approval from the Course Advisor.

.....

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. Accounting research and appropriate methodologies are introduced.

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.

301045.2 Advanced Topics in User System Interaction

Credit Points 10 **Level** 7

Incompatible Units

300570 - Human-Computer Interaction; 300901 - Human-Computer Interaction (Advanced)

Special Requirements

Students must be enrolled in 3698 Master of Information and Communications Technology (Advanced), 3699 Master of Information and Communications Technology, 3700 Graduate Diploma in Information and Communications Technology, 3701 Graduate Certificate in Information and Communications Technology or 2761 Master of Business Administration.

.....

The domain of User System Interaction or also known as Human Computer Interaction (HCI) dictates that IT graduates must be able to develop and evaluate interfaces that not only look professional but are usable, functional and accessible. This post graduate unit also examines HCI as a field of research and discusses novel areas of research in the area. Students in this unit will be required to complete a research project alongside a literature review document both of which comprise of content that is of a standard of being able to be considered for publication and/or presentation in a HCI conference or journal.

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

Students must be enrolled in 5500 Master of Business Administration, 2755 Master of Business Administration or 2762 Executive Master of Business Administration and must have successfully completed 100 credit points of MBA units.

.....

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

Students must be enrolled in a postgraduate Business course.

.....

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.

200398.3 Auditing

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of accounting systems and company accounting.

Prerequisite

200400.4 Company Accounting

Equivalent Units

51267 - Auditing (PG)

Special Requirements

Students must be enrolled in a postgraduate program owned by the School of Business. Students wishing to take this unit as an elective need approval from the Course Advisor.

.....

The aim of this unit is to introduce students to the practice of auditing and the underlying concepts, auditor's responsibilities and the audit environment. The focus of attention is on audits carried out under the provisions of corporations legislation and reference is also made to other forms of audit. The unit uses blended learning and case study approaches and students will learn to apply professional, ethical and legal requirements and responsibilities in completing and reporting on auditing and assurance tasks.

301046.1 Big Data (PG)

Credit Points 10 **Level** 7

Assumed Knowledge

Basic programming skills in any programming language and working knowledge in elementary probability and statistics, including the concepts of random variables, basic probability distributions, expectations, mean and variance.

.....

"Big data" is the label for the ever-increasing gigantic amount of data with which humanity has to cope. The availability of data and the development of cloud computing architectures to process and analyse these data have made data analytics a central tool in our endeavours. This unit will introduce students to the realm of "big data", covering the important principles and technologies of retrieving, processing and managing massive real-world data sets. It is designed to provide the basic techniques required by any discipline that needs to make sense out of the growing amount of data, and to equip students with the knowledge and key set of skills set to be competitive in the growing job market in the analytics field.

200817.1 Business Communication Skills

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

.....

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.

200817.2 Business Communication Skills

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course. The online offerings for this unit are only available to students enrolled in the 100% online course 2770 Master of Commerce (Financial Planning).

.....

This unit is designed to assist students to enhance their ability to make written and oral reports suitable for presentation to employers and stakeholders in a modern business environment. More specifically, this foundation unit assists students to evaluate academic literature in various business contexts, to communicate effectively as an individual or within groups and to apply ethical practices in different business contexts. These traits can be applied in the workplace and any contemporary business environment.

200832.2 Business Marketing

Credit Points 10 **Level** 7

Assumed Knowledge

Students should have a solid understanding of the foundations of marketing theory and practice.

Special Requirements

Students must be enrolled in a postgraduate Business course.

.....

Business marketing involves the marketing of products and services to organisations and institutions. The value of business market transactions exceeds that of consumer markets and are thus a critical strategic concern for business managers in an increasingly competitive global business environment. Furthermore, more than half of business school graduates will be employed in business marketing related professions. This unit explores marketing strategies designed to achieve a competitive advantage in the business-to-business (B2B) environment. Student expertise will be developed in assessing business marketing buying behaviour and demand, nurturing long term and lucrative business relationships, improving supply chain efficiency, negotiation and creating innovative product, promotion and pricing tactics for business markets.

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 course.

.....

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.

200829.2 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 course. Students in course 2761 Master of Business Administration must have completed all core units plus 40 credit points of specialisation units (i.e. a total of 80 credit points) before undertaking this unit. Students in course 2764 Master of Commerce (Human Resource Management) must have completed 60 credit points before undertaking this unit. The online offerings for this unit are only available to students enrolled in the 100% online course 2770 Master of Commerce (Financial Planning).

.....

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. In order to complete this unit, students must have studied this unit over two teaching periods.

200847.1 Business, Society and the Environment

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

.....

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 course.

.....

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.

301042.1 Cloud Computing

Credit Points 10 **Level** 7

Assumed Knowledge

Basic knowledge of networked and computer systems. Basic programming skills.

Special Requirements

Students must be enrolled in a postgraduate course.

.....

Cloud computing has become a driving force for information technology over the past several years, and it is hinting at a future in which we won't compute on local computers, but on centralised facilities operated by third-party compute and storage utilities. Governments, research institutes, and industry leaders are rushing to adopt Cloud Computing to solve their ever-increasing computing and storage problems arising in the Internet Age. This unit provides fundamental knowledge and understanding of the Cloud computing architecture and application. Students will build knowledge of Cloud computing and distributed systems and learn about the development trends of

distributed applications and e-research. Students will learn about virtualization and service-oriented architecture and their role in the Cloud computing architectures.

200432.3 Commercial Law

Credit Points 10 **Level** 7

Incompatible Units

200014 - Commercial Law

Special Requirements

Students must be enrolled in a postgraduate Business course. Other students wishing to take this unit as an elective need approval from the Academic Course Advisor. The online offerings for this unit are only available to students enrolled in the 100% online course 2770 Master of Commerce (Financial Planning).

.....

In this unit, students learn about the concepts of law, its impact on businesses, and how to apply the law to solve practical legal problems that arise in business. The unit is designed to help you identify where potential legal issues or problems can arise in business. It 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 Doctrine of Precedent, Legislation and Statutory Interpretation, The Australian Federation and Concepts of Constitutional Law, Principles of Tortious Liability, the formation, vitiation, performance and discharge of contracts, forms of business structure, consumer transactions, consumer protection and agency.

200400.4 Company Accounting

Credit Points 10 **Level** 7

Prerequisite

[200396.3](#) Introductory Accounting

Corequisite

[200433.2](#) Company Law (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.

.....

The aim of this unit is to extend the fundamental accounting skills gained in Introductory Accounting to application of the more advanced accounting and reporting issues created by corporate structures. Students will learn how to prepare consolidated financial statements, with associated disclosures, to ensure compliance with accounting standards, corporations legislation and ASX requirements. Through a range of practical individual and collaborative means students will explore corporate accountability and the reasons for regulatory disclosure.

200433.3 Company Law

Credit Points 10 **Level** 7

Prerequisite

200432.3 Commercial Law

Corequisite

200400.4 Company Accounting

Equivalent Units

51227 - Company Law (PG)

Special Requirements

Students must be enrolled in a postgraduate course owned by the School of Business. Students wishing to take this unit as an elective need approval from the Academic Course Advisor.

.....

This unit mainly deals with legal issues concerning various aspects of companies: 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, and share acquisition and takeovers. It also considers public policy issues underlying the law in the above areas. Other forms of business organisation, such as partnership, trusts and sole traders, are also dealt with.

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 course.

.....

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.

200872.1 Contemporary Issues in Taxation

Credit Points 10 **Level** 7

Prerequisite

200869.1 Principles of Taxation

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning) or 2690 Graduate Certificate in Commerce (Financial Planning).

.....

This unit is designed to increase student knowledge of the Australian taxation law, including capital gains provisions in the income tax legislation. Students will learn how to apply the professional guidelines for tax agents and offer practical advice to clients about their responsibilities and obligations under the law. For example, advice scenarios and potential outcomes with respect to tax evasion and/or avoidance behaviour by clients, incapacity planning contexts, wealth transfer and small business concessions. Student actions and advice will be supported, tested and challenged through a range of case studies, hypothetical client contexts and simulated online examples.

200788.1 Contemporary Organisation Behaviour

Credit Points 10 **Level** 7

Equivalent Units

U51043 - Contemporary Organisation Behaviour

Incompatible Units

200768 Management Skills

Special Requirements

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

.....

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 course.

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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.

300697.2 Content Management Systems and Web Analytics

Credit Points 10 **Level** 7

Assumed Knowledge

Web development and HTML basics.

Equivalent Units

300264 Web Site Management and Security

Special Requirements

Students must be enrolled in a postgraduate course.

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Content management systems (CMS) is a collective name for a wide range of web applications used by organisations/institutions/enterprises and social communities in establishing a continuing web presence. They may connect to backend systems and can provide complete web application services. This unit builds on both the conceptual and practical skills/knowledge to develop and utilise CMS's; in their management; in technical, legal, ethical and security issues; and in utilising web analytics to obtain business intelligence of their operation and impact.

200426.3 Corporate Finance

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 course.

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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

Students must be enrolled in 5500 Master of Business Administration, 2755 Master of Business Administration, 2762 Executive Master of Business Administration or 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 course.

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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.

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 course.

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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 course.

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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.

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

Students must be enrolled in 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 or 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 course.

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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

Students must be enrolled in 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 or 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 course.

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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.

101636.2 Developing Sustainable Places

Credit Points 10 **Level** 7

Equivalent Units

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

Special Requirements

Students must be enrolled in a postgraduate course.

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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.

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 course.

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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.

200425.4 Economics

Credit Points 10 **Level** 7

Equivalent Units

51265 Economics (PG)

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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

Students must be enrolled in 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 or 9009 SGSM PG Non-Award Program

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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.

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Employment Relations Professional Practice concentrates on communicating and performing as employment relations professionals. Students practice the activities undertaken by professionals, such as advocacy and presentation, team work, information and knowledge management, research, analysis and problem solving, and producing reports, policies and analytical essays, with opportunities for feedback. The focus is knowledge of the ER professions, such as the role, function and ethics of human resource managers, industrial officers and the role of professional bodies in Australia and internationally. Support for academic practice will accompany professional activities. The unit is designed for those wanting to build a career in employment relations.

200938.1 Enterprise Intelligence

Credit Points 4 **Level** Z

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The frontier for using data to make decisions has shifted dramatically. High performing enterprises are now building their competitive strategies around data-driven insights that in turn generate impressive business results. In this module you will explore enterprise intelligence concepts, technologies and practices, and then focus on the application of enterprise intelligence through a team based project in class that will allow students to have practical experience in building an enterprise intelligence solution based on a real world case study.

200850.1 Entrepreneurial Management Capabilities

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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 new products, services, processes and business models.

200936.1 Ethical Enterprise Practice

Credit Points 4 **Level** Z

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This module introduces you to current ethical issues that face enterprise practitioners within their field and across related disciplines. Each business function – for example, accounting, finance, marketing, risk, supply chain, human resource policies – has relationships and ethical responsibilities within the larger social environment. This module considers commonalities across the business functions and teaches you to think broadly about how ethical professional practices fit into a more complex web of relationships within society.

200844.1 Event Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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 course.

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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.

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

Students must be enrolled in 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 or 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 course.

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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 course.

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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.

200821.2 Financial Reports for Decision Making

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business or Information and Communications Technology course.

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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.

200785.1 Foundations of Management

Credit Points 10 **Level** 7

Incompatible Units

200725 - Workplace Management Dynamics, 200768 - Management Skills

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 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 or 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 the elements related to optimal performance of managers, drawing from and reflecting upon participants'

experiences. The elements consist of the awareness of ones self as a manager, identifying and developing own management skills required for now and the future needed when working within a dynamic organisational environment. The focus is developing one's own management skills through the application of theory to management practice.

200941.1 Fundamentals of Finance

Credit Points 4 **Level** Z

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In this module you will review concepts of finance theory and the tools of financial decision making. The module's purpose is to develop an understanding of the basic practices of financial management from the perspective of a firm (both large and small). Students examine the investment, financing and dividend decisions of corporations.

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.

51168.4 Funds Management and Portfolio Selection

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course. The online offerings for this unit are only available to students enrolled in the 100% online course 2770 Master of Commerce (Financial Planning).

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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 focuses on various asset pricing models including capital asset pricing model, single index model arbitrage pricing theory and Fama-French three factor model. The unit introduces various portfolio management strategies, asset classes including bonds and equity securities. The unit also highlights various fund performance measures.

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 course.

.....

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.

200903.1 Global Governance and Sustainability

Credit Points 10 **Level** 7

Assumed Knowledge

Completed a law degree (Bachelor of Laws or Juris Doctor) or equivalent in any jurisdiction.

Corequisite

200901.1 Legal Philosophy and Methodology

Special Requirements

Students must be enrolled in 2784 Master of Laws (International Governance).

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The Unit examines how the globalisation of financial markets, relaxation of investment restrictions and liberalisation of the goods and services markets have impacted on the traditional role played by the State and by international organisations on the one hand, and in the increase in power and influence of multinational corporations (State owned or otherwise), private foundations and private interest groups on the other. Examined in this context is the retreat of the State in its role as a regulator of activity and an increase in reliance on private enterprise to provide services as well as the infrastructure needs to the community, in some countries defense and ancillary needs, as well as the adoption of extra judicial dispute settlement processes in resolving disputes between its nationals and non-nationals. These developments have seen the emergence of a wide array of non-governmental actors as providers, arbiters, and countervailing forces providing voice. All of these developments raise issues of accountability, responsibility, transparency, as well as legitimacy.

200848.2 Governance, Ethics and Social Entrepreneurship

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business or Information and Communications Technology course.

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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.

200837.1 Hospitality and Tourism in Society

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

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 course.

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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.

200399.3 Information Systems for Accountants

Credit Points 10 **Level** 7

Corequisite

200396.3 Introductory Accounting

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 Business course.

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The aim of this unit is to examine the theory and application of information technology on the accounting discipline. This unit 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. Students learn about the communication of accounting information through the internet and explore further the development of integrated systems using a blended learning design approach.

200940.1 Innovation and Creativity

Credit Points 4 **Level** Z

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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. You will be introduced to ideation as an approach for developing ideas into possible innovative products, services, applications and processes. You will be exposed to a variety of brainstorming methods and tools.

200851.1 Innovation for New Markets

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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 course.

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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.

200792.2 Innovation, Creativity and Entrepreneurship

Credit Points 10 **Level** 7

Equivalent Units

51277 - Innovation and Entrepreneurship

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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 course.

.....

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.

200870.1 Insurance and Risk Management

Credit Points 10 **Level** 7

Equivalent Units

CO804A Insurance and Risk Management (PG)

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning) or 2690 Graduate Certificate in Commerce (Financial Planning).

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This unit introduces students to the use of a range of insurance types and products to manage risk for individuals and small business. It aims to identify, evaluate and manage risk as part of the financial planning process to produce a compliant statement of advice. A number of risk management strategies are identified and the importance of life insurance, total and permanent disablement, trauma policies, property insurance, health cover, income protection and business insurance in managing risk is addressed. The unit provides an understanding of the various issues that can arise with respect to insurance policies and premiums and uses both the multiple and needs analysis approaches to calculate the level of cover required. A holistic approach to the risk management process is provided where a variety of insurance covers are considered in the context of a full financial plan that is adequate and affordable to the client and their specific needs as identified in the data collection process.

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 course.

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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 course. 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.

200843.2 Integrated Business Experience 2

Credit Points 10 **Level** 7

Prerequisite

200831.1 Integrated Business Experience 1

Special Requirements

Students must be enrolled in a postgraduate Business course. 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 Business 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.

300769.3 Intelligent Agents for E-Markets

Credit Points 10 **Level** 7

Assumed Knowledge

This unit requires basic skills in programming with either JAVA or C++ as the programming language.

Incompatible Units

300245 Intelligent Agents; 300385 Automated Negotiation and e-trading

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This unit introduces the intelligent agent technology and its applications to e-business. Students will learn the basic theories and algorithms that are used in intelligent agent

design and electronic market development. A specific electronic market simulation system will be introduced. Students will have the chance to use this system to build up and practise their skills in developing automated trading agents and e-markets.

200902.1 International Corporate Governance

Credit Points 10 **Level** 7

Assumed Knowledge

Completed a law degree (Bachelor of Laws or Juris Doctor) or equivalent in any jurisdiction.

Corequisite

200901.1 Legal Philosophy and Methodology

Special Requirements

Students must be enrolled in 2784 Master of Laws (International Governance).

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The unit examines how the concept of corporate governance has developed around the main legal systems and markets. The focus is on listed (traded) companies whose securities (shares) are controlled by legal frameworks, as a system of governance before the 1992 UK Cadbury Report and its adoption throughout the common law jurisdictions. The Organisation for Economic Co-operation and Development (OECD) principles of corporate governance are applied in many countries, with variations and distinctions. The unit applies OECD principles with the Australian Securities Exchange (ASX) as a comparison with China, India, USA, UK, NZ and other relevant markets in the Asia-Pacific region. Additional topics of market manipulation, insider trading, corporate social responsibility, white-collar crime, minority shareholder protection are included as part of the corporate governance debate.

51211.3 International Finance

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

200904.1 International Governance Dissertation

Credit Points 10 **Level** 7

Assumed Knowledge

Completed a law degree (Bachelor of Laws or Juris Doctor) or equivalent in any jurisdiction.

Prerequisite

200901.1 Legal Philosophy and Methodology

Corequisite

200902.1 International Corporate Governance AND

200903.1 Global Governance and Sustainability

Special Requirements

Students must be enrolled in 2784 Master of Laws (International Governance).

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This unit comprises the preparation of a research dissertation, of between 10,000 - 15,000 words, on a novel and/or in-depth study related to International Governance. The unit provides an opportunity for Master of Laws students to further develop and refine their legal research and writing skills and to explore and analyse a legal topic of international governance. It also requires the student to undertake a literature review, submission of a research proposal, upon acceptance of which the dissertation is written under supervision. The dissertation should be of sufficient quality for acceptance for publication in the online Journal of International Governance, hosted by UWS School of Law.

200830.2 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 course. Students in course 2761 Master of Business Administration must have completed all core units plus 40 credit points of specialisation units (i.e. a total of 80 credit points) before undertaking this unit. Students in course 2764 Master of Commerce (Human Resource Management) must have completed 60 credit points before undertaking this unit. Students in course 2770 Master of Commerce (Financial Planning) must have completed 60 credit points before undertaking this unit. The online offerings for this unit are only available to students enrolled in the 100% online course 2770 Master of Commerce (Financial Planning).

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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. In order to complete this unit, students must have studied this unit over two teaching periods.

200933.1 Interpreting Financial Statements

Credit Points 4 Level Z

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In this module you will interpret financial and accounting statements. You will develop skills in financial literacy and numeracy and use these skills to select relevant financial information to make practical decisions about business performance.

200396.4 Introductory Accounting

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

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The aim of this unit is to provide a comprehensive introduction to contemporary financial accounting. This is an essential component in the understanding of the production and use of accounting information in business. This unit applies accounting concepts, standards and principles enabling students to be competent in the technical skills in accounting which is a fundamental tool for making economic decisions and for analysing and solving business problems. Students will learn to apply such concepts, standards and principles through a range of individual and collaborative means using a blended learning design that draws on current and future trends in the broad international context.

200868.1 Investment Planning

Credit Points 10 Level 7

Equivalent Units

CO802A Principles of Investment Planning (PG)

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning) or 2690 Graduate Certificate in Commerce (Financial Planning).

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Investment Planning is one of the core units in the Master of Commerce (Financial Planning). 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. The unit introduces basic concepts of risk and return in relation to investment planning. Various investment vehicles are covered including shares and fixed interest investments.

200833.1 Leading Contemporary Organisations

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

200901.1 Legal Philosophy and Methodology

Credit Points 10 **Level** 7

Assumed Knowledge

Completed a law degree (Bachelor of Laws or Juris Doctor) or equivalent in any jurisdiction.

Special Requirements

Students must be enrolled in 2784 Master of Laws (International Governance).

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This unit introduces the idea that Law is value laden and is not value free, is autochthonous as well as porous, and has a symbiotic relationship with the philosophical, social, political, and economic fabric of society, which is more so in a globalised world. The unit equips Master of Laws students with the academic training necessary to integrate the law in action with underlying legal theory and qualitative and empirical analysis based on research methodologies, relevant to behavioural and social sciences, to prepare for a dissertation and to maximise the benefits of the core and alternate Master of Laws units.

200836.1 Logistics Processes in Enterprise Resource Planning

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

200494.3 Management Accounting

Credit Points 10 **Level** 7

Corequisite

200396.3 Introductory Accounting

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 organisations is to provide appropriate information for (i) costing of products and services, (ii) support functions such as planning, controlling, evaluation, continuous improvement and decision making and (iii) competitive support which focuses on the provision of both financial and non-financial services to the management team to enhance firm's competitiveness. This unit is designed to provide an understanding of all these areas of information through applying concepts, theories and models in a range of individual and collaborative means using blended learning design.

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 course.

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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.

200939.1 Managing People and Organisations

Credit Points 4 **Level** Z

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Explore requirements of managing people in ways that are socially responsible, alert to those conflicts of interests and environmental pressures that create ethical dilemmas and political conflicts. You will evaluate ways that human resource management functions and strategies contribute to organisational competitive advantage. Participants will be able to make arguments about the opportunities presented by a diverse workforce while explaining the leadership and communication that is required for the opportunity of diversity to be realised.

200786.1 Marketing Management

Credit Points 10 **Level** 7

Equivalent Units

500000 - Marketing Management, U51046 - Strategic Marketing

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 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 or 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.

200737.3 Marketing Systems

Credit Points 10 **Level** 7

Equivalent Units

51002 - Marketing Management

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

301043.2 Mobile Computing

Credit Points 10 **Level** 7

Special Requirements

Successful completion of 40 credit points and the following pre-requisites 301038 - Programming Proficiency and 300977 - Systems Analysis and Database Management Systems or for 2761 - Master of Business Administration Information and Communications Technology specialisation: 300693 - Web Technologies.

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This unit teaches technologies and programming languages for developing applications on common mobile platforms, such as Android and iOS. Students will learn skills for developing programs on the above platforms, along with in-class sample applications that highlight platform - specific implementation details.

200796.1 Negotiation and Conflict Resolution Management

Credit Points 10 **Level** 7

Equivalent Units

500018 - Negotiation for Managers, 500019 - Conflict Resolution

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 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 or 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.

300695.2 Network Technologies

Credit Points 10 **Level** 7

Assumed Knowledge

The students should be familiar with the fundamentals of computer architecture and programming principles. They

should also have a working knowledge of the World Wide Web.

Equivalent Units

300254 Network Technology and Data Communications

Special Requirements

Students must be enrolled in a postgraduate course.

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Computer networking is probably among the fastest growing technologies of our times. The Internet interconnects millions of computers providing many new exciting opportunities and challenges. The Internet and the World Wide Web have provided the communication and infrastructure needed for global collaboration and information exchange. As a result of the rapid growth of networked systems and the diverse applications that run on them, success in many professions depends on a sound understanding of the technologies underlying these systems and applications. This unit explores these issues further and provides the students with such an understanding. It covers the principles and current practices pertinent to computer networking and communications. It describes some of the important technologies and devices used in modern networks for information distribution and data sharing. The unit helps the students to understand important relevant models, protocols and standards in networking and internetworking.

200849.1 New Venture Finance

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

200797.2 One Hundred Days

Credit Points 10 **Level** 7

Prerequisite

200790.1 Developing Business Expertise

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 2755 Master of Business Administration, 2762 Executive Master of Business Administration or 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.

200934.1 People and Culture

Credit Points 4 **Level** Z

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Organisations are dynamic, fluid and responsive to changing economic, social and political circumstances. Adopting a critical approach, you will focus on the impact of leadership and decision-making on workers' motivation and engagement. The impact of organisational and socio-economic change on organisations and aspects of leadership and communication around change are explored. People and Culture equips participants to identify challenges that arise from managing people and culture using theories about individuals' motivation and engagement and team dynamics.

200743.2 Philosophical Foundations of Business Research

Credit Points 20 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate course.

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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.

200871.1 Planning for Retirement

Credit Points 10 **Level** 7

Prerequisite

200867.1 Superannuation

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning) or 2690 Graduate Certificate in Commerce (Financial Planning).

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This unit provides an understanding of key issues, decisions and frameworks involved in financial planning for later life and succession. It enables the student to provide advice on business succession planning strategies, to evaluate the most appropriate estate planning for different types of clients at different stages of their life, to analyse

wills, trusts and social security provisions, to apply relevant analytical and decision making tools to succession, trust administration, tax strategy and similar post-retirement decisions.

200942.1 Preparation for Postgraduate Study in Business

Credit Points 40 **Level** 7

Special Requirements

Students must have completed the Postgraduate Qualifying Program having demonstrated competency in all 10 learning modules.

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Preparation for Postgraduate Study in Business complements and extends your prior learning providing advanced preparation in a range of business areas and a foundation for your further postgraduate business studies. An appreciation of the global economy will provide a framework for exploring people and culture as well as managing people in organisations. You will evaluate organisational performance using diverse data and intelligence and by interpreting financial statements. You will also explore essential aspects of financing enterprises and financial markets. This unit will enable you to develop the professional and academic skills necessary for ethical conduct in business and in preparation for advanced study in postgraduate business courses.

200866.1 Principles of Financial Planning

Credit Points 10 **Level** 7

Equivalent Units

CO801A Principles of Financial Planning (PG)

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning) or 2690 Graduate Certificate in Commerce (Financial Planning).

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This introductory unit describes the nature and process of financial planning and financial planning participants within the Australian economic, legal, social, cultural and ethical environment. The key influences affecting the client relationship are identified along with a focus on the use of verbal and non-verbal communication skills to develop client rapport. The unit also involves evaluating data collection and risk tolerance tools and identifying the impact of the regulatory and economic environment on stakeholders. Other topics involve budgetary analysis, term structure, investment decisions, ethics, client goal-setting and statement of advice compliance. The unit provides the foundational knowledge essential to develop and apply comprehensive knowledge across all financial planning areas.

301038.2 Programming Proficiency

Credit Points 10 **Level** 7

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This unit is aimed at the students whose undergraduate study is in a discipline other than computing or information

technology. This unit first covers the programming fundamentals on data types, conditional selections and loop structures, and then further develops the problem solving skills through the use of user-defined functions, records, files, as well as the basic concept and techniques of object-oriented programming. A high level programming language is employed to implement all the problem solutions.

51240.4 Project Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course. Students enrolled in other courses require approval from the Director of Academic Program for their course to enrol in this unit.

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This unit introduces students to the philosophy, tools and techniques for effectively managing projects in an organisation. Participants will be required to apply lessons learned to real-world situations and cases, developing their professional expertise in project management in ways that are relevant to their careers. Topics include organisational strategy and project selection; project definition and criteria of merit; tools and techniques; team leadership and management; development of project plans; estimation of time and resources; risk analysis and management; scheduling and control; resource allocation; project tracking; project closure and review. Participants will be expected to use MS Project as a project management tool.

200894.1 Property Development

Credit Points 10 **Level** 7

Equivalent Units

MCB617 - Property Development (V2)

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

200893.1 Property Feasibility Study

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of property development

Equivalent Units

DN805A - Feasibility Studies

Special Requirements

Students must be enrolled in a postgraduate Business course.

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This unit emphasises 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 a more detailed feasibility study. The unit provides students with the knowledge and skills to prepare a full feasibility report and analysis of a project's concept and financial feasibility. This is achieved through the application of theories and concepts to a case study. Students will have access to applications being used in the industry to complete a feasibility report. Additionally, students will develop skills to carry out both scenario and sensitivity testing on the outcomes of the proposed development project.

200895.1 Property Finance and Taxation

Credit Points 10 **Level** 7

Assumed Knowledge

Basic working knowledge of business and property operations.

Equivalent Units

MCB612 - Property Finance and Taxation

Special Requirements

Students must be enrolled in a postgraduate Business course.

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This unit develops students' knowledge of finance and taxation with particular reference to the property industry. The theories on financial capital markets and market efficiencies are presented with an emphasis on financial property investment methods, financial leverage, and bankruptcy. The unit also explores various sources of financing and techniques available to aid funding decision making and Recent developments in the property investment and financing arena are also covered.

200696.3 Property Investment Analysis

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 owned by the School of Business.

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This unit introduces the concept of investment analysis in the context of property. It explores the unique features of income-producing property and examines the performance

of these properties, their loans and their taxation through the application of a variety of investment techniques. Also covered are risk analysis techniques for income-producing properties and portfolios.

200891.1 Property Portfolio Analysis

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of commercial property markets

Equivalent Units

CO810A - Property Portfolio Analysis

Special Requirements

Students must be enrolled in a postgraduate Business course.

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This unit examines the role of property in an investment portfolio, with particular attention given to property portfolio performance analysis, property investment vehicles 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.

200892.1 Property Valuation

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

200695 - Income Property Appraisal, VA802Z - Income Property Appraisal

Special Requirements

Students must be enrolled in a postgraduate program owned by the School of Business.

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This unit focuses on the theory and practice of valuing income producing properties, specifically retail, office and industrial properties. Students will learn to critically evaluate the various factors involved in valuing retail, office and industrial property. The content covered in this unit provides a foundation for further study in property, particularly for the study of property investment analysis and property development.

51259.4 Purchasing and Materials Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

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 Business or Law course.

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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 course.

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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 course.

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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 Director of Academic Program or Course Advisor and must be enrolled in a postgraduate Business course.

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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.

200841.2 Strategic Business Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business or Information and Communications Technology course.

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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 course.

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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. Successful completion of 70 credit points before commencing this unit. Students must be enrolled in 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 or 9009 SGSM PG Non-Award Program.

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Strategic Management integrates business functional knowledge. The practical approach provides opportunities to use a range of strategic analysis tools and to engage in problem-solving (individually and collaboratively). Simulated strategic decision-making that includes data interpretation and generating options requires exercise of communication, research, and information literacy capabilities. This unit will allow MBA graduates to interpret data, generate strategic options and contribute to strategic decision-making in a number of organisational contexts.

200840.1 Strategic Marketing for Hospitality and Tourism

Credit Points 10 **Level** 7

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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.

200834.2 Strategic Marketing for Managers

Credit Points 10 **Level** 7

Assumed Knowledge

An understanding of marketing theory and relevant principles is assumed.

Prerequisite

200737.3 Marketing Systems

Special Requirements

Students must be enrolled in a postgraduate Business course.

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Strategic marketing is viewed as the ability of an organisation to adapt to changing customer expectations within a global and increasingly complex business environment. Firms need to make efficient and effective marketing decisions across a diverse range of situations within consumer and business markets to ensure sustainable value for customers and other stakeholders. This unit builds on previous coursework in marketing by developing analytical skills using an entrepreneurial approach.

200867.1 Superannuation

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning) or 2690 Graduate Certificate in Commerce (Financial Planning).

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This unit provides an understanding of the key issues, decisions and frameworks that affect financial planning for retirement. The unit focuses on superannuation and effective financing of retirement. It includes key concepts in prudential supervision of Australian superannuation, exploration of types of funds relevant to retirement, appreciating trends in retirement financing policies and their effects on providing advice, understanding the social security and age care systems' effect on retirement planning strategies; and correctly computing tax liabilities on superannuation, pensions, and estate management. This unit is the principal one for learning about self-managed superannuation funds, for whom they are suitable and for whom they are not.

200329.4 Supply Chain Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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.

300977.2 Systems Analysis and Database Management Systems

Credit Points 10 **Level** 7

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The main purpose of this unit is to provide students with an opportunity to gain knowledge and experience of developing a business information system in a systematic way. This unit examines the general methodology of systems development life cycle, including different phases and various modeling techniques. The unit specialises in the development of a full systems analysis and design documentation by using system development methodologies, including data analysis and modeling methods. It extensively covers database design techniques where students will use a set of business rules obtained from requirements and use case analysis, and database implementation using a commercial database management system. At the same time, student learning, intercommunication and collaborative working skills are enhanced by student participation in tutorial presentations and group assignments.

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

Students must be enrolled in 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 or 9009 SGSM PG Non-Award Program.

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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.

200820.2 The Contemporary Business Environment

Credit Points 10 **Level** 7

Equivalent Units

200783 - The Business Environment

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

200935.1 The Global Economy

Credit Points 4 **Level** Z

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This module is designed to address issues relating to the global economy which reflects the total amount of measurable economic activity going on in the world. Students will gain knowledge of the rising share of economic activity in the world which is taking place between people who live in different countries specifically production, trade, financial flows, investment, technology, labour and economic behaviour in nations and between nations.

200839.1 Tourism Management

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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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 operators, 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

200825.2 Understanding Contemporary Organisations

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business or Information and Communications Technology course.

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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.

200937.1 Verbal Communication for Postgraduate Study

Credit Points 4 **Level** Z

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In this module you will develop your verbal communication skills in one-on-one and small group situations. Students will examine basic verbal and non-verbal elements affecting communication between individuals in peer groups, and work contexts. Specific topics of discussion include intrapersonal perspectives, message generation, intercultural messages and non-verbal communication in business contexts.

300693.3 Web Technologies

Credit Points 10 **Level** 7

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This unit covers the technologies required for the construction and maintenance of web pages and web sites. It focuses on the web page and site design, markup languages, client-side technologies such as Cascading Style Sheets and Javascript, as well as server-side technologies such as web servers, database connectivity, and server side scripting. It also includes the use of multi-media, security, access rights, and the exploration of some of the latest technological wonders populated on the Internet. This unit is heavily orientated towards practical experience based on amplifying the theoretical concepts.

300692.2 Workflow Management Systems

Credit Points 10 **Level** 7

Assumed Knowledge

Students are expected to have basic knowledge of computer systems, software architectures, web technologies such as HTML and XML and client server architectures. In addition, students are anticipated to have studied information systems development concepts or

worked in systems development projects. Further, students should have a high interest and capability to read and comprehend the research literature, and explore interdisciplinary research.

Special Requirements

Students must be enrolled in postgraduate course and must have successfully completed 60 credit points at Level 7.

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This unit covers the both theoretical and practical concepts in the rapidly growing area of Workflow Management System (WfMS). In the current global economy, organisations are investing significantly into WfMS to gain a competitive advantage. With such investments comes the need for an ICT workforce that can use, manage, and create WfMS. Therefore, the objective of this unit is to provide skills and knowledge in: process modelling techniques, system architecture of WfMS, service oriented paradigm in WfMS, workflow analysis, workflow performance analysis, making workflow systems adaptive, process intelligence, and evaluation of ROI of workflow automation efforts.

200932.1 Written Communication for Postgraduate Study

Credit Points 4 Level Z

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This module will assist you to develop the written communication skills that are required for postgraduate business study. You will explore academic literature in various business contexts and extend information literacy and writing skills.

Index for courses by course code order

Course	Description	Page
2624.6	Master of Business (Operations Management)	9
2689.3	Master of Professional Accounting	17
2691.4	Master of Accountancy	2
2698.7	Master of Business (Marketing)	8
2705.2	Master of Finance	16
2725.3	Master of Commerce (Property Investment and Development)	12
2749.1	Master of Business Research Studies (Exit Only)	10
2750.1	Graduate Diploma in Business Studies (exit only)	11
2751.1	Graduate Certificate in Business Studies (exit only)	11
2757.2	Graduate Certificate in Business Administration	7
2759.1	Master of Applied Finance	3
2760.2	Graduate Certificate in Applied Finance	4
2761.3	Master of Business Administration	4
2762.2	Executive Master of Business Administration	5
2764.2	Master of Commerce (Human Resource Management)	11
2765.2	Graduate Certificate in Business	10
2772.1	Graduate Certificate in Accounting (exit only)	2
2782.1	Master of Business Administration/Master of Applied Finance	6
2784.1	Master of Laws (International Governance)	1
2791.1	Postgraduate Qualifying Program	18
2792.1	Graduate Certificate in Postgraduate Studies	19
2793.1	Master of Financial Planning	13
2794.1	Graduate Diploma in Financial Planning (exit only)	15
2795.1	Graduate Certificate in Financial Planning	15

Index for courses by course description order

Course	Description	Page
2762.2	Executive Master of Business Administration	5
2772.1	Graduate Certificate in Accounting (exit only)	2
2760.2	Graduate Certificate in Applied Finance	4
2765.2	Graduate Certificate in Business	10
2757.2	Graduate Certificate in Business Administration	7
2751.1	Graduate Certificate in Business Studies (exit only)	11
2795.1	Graduate Certificate in Financial Planning	15
2792.1	Graduate Certificate in Postgraduate Studies	19
2750.1	Graduate Diploma in Business Studies (exit only)	11
2794.1	Graduate Diploma in Financial Planning (exit only)	15
2691.4	Master of Accountancy	2
2759.1	Master of Applied Finance	3
2698.7	Master of Business (Marketing)	8
2624.6	Master of Business (Operations Management)	9
2761.3	Master of Business Administration	4
2782.1	Master of Business Administration/Master of Applied Finance	6
2749.1	Master of Business Research Studies (Exit Only)	10
2764.2	Master of Commerce (Human Resource Management)	11
2725.3	Master of Commerce (Property Investment and Development)	12
2705.2	Master of Finance	16
2793.1	Master of Financial Planning	13
2784.1	Master of Laws (International Governance)	1
2689.3	Master of Professional Accounting	17
2791.1	Postgraduate Qualifying Program	18

Index for unit sets by unit sets code order

Unit Set	Description	Page
SP2006.1	Management	20
SP2007.1	Marketing	20
SP2008.1	Logistics and Supply Chain Management	20
SP2009.1	Hospitality and Tourism	20
SP2010.1	Sustainable Business	20
SP2011.1	Innovation and Entrepreneurship	20
SP2012.1	Human Resource Management	21
SP2016.1	Finance and Investment	21
SP2017.1	Property	21
SP2018.1	Information and Communications Technology	21

Index for unit sets by unit set description order

Unit Set	Description	Page
SP2016.1	Finance and Investment	21
SP2009.1	Hospitality and Tourism	20
SP2012.1	Human Resource Management	21
SP2018.1	Information and Communications Technology	21
SP2011.1	Innovation and Entrepreneurship	20
SP2008.1	Logistics and Supply Chain Management	20
SP2006.1	Management	20
SP2007.1	Marketing	20
SP2017.1	Property	21
SP2010.1	Sustainable Business	20

Index for units by unit code order

Unit	Description	Page	Unit	Description	Page
			200839.1	Tourism Management	45
			200840.1	Strategic Marketing for Hospitality and Tourism	44
101636.2	Developing Sustainable Places	29	200841.2	Strategic Business Management	43
200329.4	Supply Chain Management	44	200842.1	Gastronomy and the Food and Beverage Experience	32
200396.4	Introductory Accounting	36	200843.2	Integrated Business Experience 2	35
200397.2	Revenue Law (PG)	42	200844.1	Event Management	30
200398.3	Auditing	23	200845.1	Innovation Through Digital Technology	34
200399.3	Information Systems for Accountants	33	200846.1	Facilities and Venue Management	30
200400.4	Company Accounting	25	200847.1	Business, Society and the Environment	25
200401.3	Accounting Theory and Applications	22	200848.2	Governance, Ethics and Social Entrepreneurship	33
200425.4	Economics	29	200849.1	New Venture Finance	39
200426.3	Corporate Finance	27	200850.1	Entrepreneurial Management Capabilities	30
200432.3	Commercial Law	25	200851.1	Innovation for New Markets	33
200433.3	Company Law	26	200852.1	Innovation, Creativity and Foresight	34
200494.3	Management Accounting	37	200853.1	Creating Sustainable Organisations	27
200497.1	Social and Environmental Accounting (PG)	43	200866.1	Principles of Financial Planning	40
200693.3	Accounting Professional Engagement	22	200867.1	Superannuation	44
200696.3	Property Investment Analysis	41	200868.1	Investment Planning	36
200717.2	Employment Relations Professional Practice	30	200870.1	Insurance and Risk Management	34
200719.2	Industrial Relations and Workplace Change	33	200871.1	Planning for Retirement	40
200721.2	Reward Management	42	200872.1	Contemporary Issues in Taxation	26
200722.2	Strategic Employment Relations	43	200891.1	Property Portfolio Analysis	42
200737.3	Marketing Systems	38	200892.1	Property Valuation	42
200743.2	Philosophical Foundations of Business Research	40	200893.1	Property Feasibility Study	41
200744.3	Critical Literature Review	28	200894.1	Property Development	41
200745.2	Advanced Research Skills	22	200895.1	Property Finance and Taxation	41
200776.1	Compliance Management	26	200901.1	Legal Philosophy and Methodology	37
200783.1	The Business Environment	44	200902.1	International Corporate Governance	35
200784.1	Financial Decision Making	30	200903.1	Global Governance and Sustainability	32
200785.1	Foundations of Management	31	200904.1	International Governance Dissertation	35
200786.1	Marketing Management	38	200932.1	Written Communication for Postgraduate Study	46
200787.1	Managerial Finance	38	200933.1	Interpreting Financial Statements	36
200788.1	Contemporary Organisation Behaviour	26	200934.1	People and Culture	40
200789.1	Emerging Leaders	29	200935.1	The Global Economy	45
200790.1	Developing Business Expertise	28	200936.1	Ethical Enterprise Practice	30
200791.1	Customer Value Management	28	200937.1	Verbal Communication for Postgraduate Study	45
200792.2	Innovation, Creativity and Entrepreneurship	34	200938.1	Enterprise Intelligence	30
200793.1	Managerial Economics	37	200939.1	Managing People and Organisations	38
200794.1	Strategic Management	43	200940.1	Innovation and Creativity	33
200795.1	Corporate Governance and the Global Environment	27	200941.1	Fundamentals of Finance	32
200796.1	Negotiation and Conflict Resolution Management	39	200942.1	Preparation for Postgraduate Study in Business	40
200797.2	One Hundred Days	39	300692.2	Workflow Management Systems	45
200798.1	Applied Business Project	22	300693.3	Web Technologies	45
200817.1	Business Communication Skills	24	300695.2	Network Technologies	39
200817.2	Business Communication Skills	24	300697.2	Content Management Systems and Web Analytics	27
200820.2	The Contemporary Business Environment	45	300769.3	Intelligent Agents for E-Markets	35
200821.2	Financial Reports for Decision Making	31	300962.1	Applied Business Statistics	23
200822.1	Applied Marketing Solutions	23	300977.2	Systems Analysis and Database Management Systems	44
200823.1	Buyer Behaviour	25	301038.2	Programming Proficiency	40
200824.1	Integrated Brand Management	34	301042.1	Cloud Computing	25
200825.2	Understanding Contemporary Organisations	45	301043.2	Mobile Computing	39
200826.1	Contemporary People Management	26	301045.2	Advanced Topics in User System Interaction	22
200827.1	Developing Human Capital and Organisational Capability	28	301046.1	Big Data (PG)	23
200828.1	Diversity, Labour Markets and Workforce Planning	29	51054.3	Financial Modelling	31
200829.2	Business Project	24	51163.2	Financial Institutions and Markets (MAF)	31
200830.2	Internship	36	51165.3	Financial Institution Management	31
200831.1	Integrated Business Experience 1	35	51166.3	Credit and Lending Decisions	27
200832.2	Business Marketing	24	51168.3	Funds Management and Portfolio Selection	32
200833.1	Leading Contemporary Organisations	37	51168.4	Funds Management and Portfolio Selection	32
200834.2	Strategic Marketing for Managers	44	51169.3	Derivatives	28
200835.1	Managing in the Global Context	38	51211.3	International Finance	35
200836.1	Logistics Processes in Enterprise Resource Planning	37	51212.3	Security Analysis and Portfolio Theory	43
200837.1	Hospitality and Tourism in Society	33	51240.4	Project Management	41
200838.1	Business Operations and Logistics	24	51259.4	Purchasing and Materials Management	42

Index for units by unit description order

Unit	Description	Page	Unit	Description	Page
			200792.2	Innovation, Creativity and Entrepreneurship	34
			200852.1	Innovation, Creativity and Foresight	34
200693.3	Accounting Professional Engagement	22	200870.1	Insurance and Risk Management	34
200401.3	Accounting Theory and Applications	22	200824.1	Integrated Brand Management	34
200745.2	Advanced Research Skills	22	200831.1	Integrated Business Experience 1	35
301045.2	Advanced Topics in User System Interaction	22	200843.2	Integrated Business Experience 2	35
			300769.3	Intelligent Agents for E-Markets	35
200798.1	Applied Business Project	22	200902.1	International Corporate Governance	35
300962.1	Applied Business Statistics	23	51211.3	International Finance	35
200822.1	Applied Marketing Solutions	23	200904.1	International Governance Dissertation	35
200398.3	Auditing	23	200830.2	Internship	36
301046.1	Big Data (PG)	23	200933.1	Interpreting Financial Statements	36
200817.1	Business Communication Skills	24	200396.4	Introductory Accounting	36
200817.2	Business Communication Skills	24	200868.1	Investment Planning	36
200832.2	Business Marketing	24	200833.1	Leading Contemporary Organisations	37
200838.1	Business Operations and Logistics	24	200901.1	Legal Philosophy and Methodology	37
200829.2	Business Project	24	200836.1	Logistics Processes in Enterprise	37
200847.1	Business, Society and the Environment	25		Resource Planning	
200823.1	Buyer Behaviour	25	200494.3	Management Accounting	37
301042.1	Cloud Computing	25	200793.1	Managerial Economics	37
200432.3	Commercial Law	25	200787.1	Managerial Finance	38
200400.4	Company Accounting	25	200835.1	Managing in the Global Context	38
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200776.1	Compliance Management	26	200786.1	Marketing Management	38
200872.1	Contemporary Issues in Taxation	26	200737.3	Marketing Systems	38
200788.1	Contemporary Organisation Behaviour	26	301043.2	Mobile Computing	39
200826.1	Contemporary People Management	26	200796.1	Negotiation and Conflict Resolution	39
300697.2	Content Management Systems and Web Analytics	27		Management	
			300695.2	Network Technologies	39
200426.3	Corporate Finance	27	200849.1	New Venture Finance	39
200795.1	Corporate Governance and the Global Environment	27	200797.2	One Hundred Days	39
			200934.1	People and Culture	40
200853.1	Creating Sustainable Organisations	27	200743.2	Philosophical Foundations of Business	40
51166.3	Credit and Lending Decisions	27		Research	
200744.3	Critical Literature Review	28	200871.1	Planning for Retirement	40
200791.1	Customer Value Management	28	200942.1	Preparation for Postgraduate Study in Business	40
51169.3	Derivatives	28			
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200827.1	Developing Human Capital and Organisational Capability	28	301038.2	Programming Proficiency	40
			51240.4	Project Management	41
101636.2	Developing Sustainable Places	29	200894.1	Property Development	41
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200717.2	Employment Relations Professional Practice	30	200892.1	Property Valuation	42
			51259.4	Purchasing and Materials Management	42
200938.1	Enterprise Intelligence	30	200397.2	Revenue Law (PG)	42
200850.1	Entrepreneurial Management Capabilities	30	200721.2	Reward Management	42
200936.1	Ethical Enterprise Practice	30	51212.3	Security Analysis and Portfolio Theory	43
200844.1	Event Management	30	200497.1	Social and Environmental Accounting (PG)	43
200846.1	Facilities and Venue Management	30	200841.2	Strategic Business Management	43
200784.1	Financial Decision Making	30	200722.2	Strategic Employment Relations	43
51165.3	Financial Institution Management	31	200794.1	Strategic Management	43
51163.2	Financial Institutions and Markets (MAF)	31	200840.1	Strategic Marketing for Hospitality and Tourism	44
51054.3	Financial Modelling	31			
200821.2	Financial Reports for Decision Making	31	200834.2	Strategic Marketing for Managers	44
200785.1	Foundations of Management	31	200867.1	Superannuation	44
200941.1	Fundamentals of Finance	32	200329.4	Supply Chain Management	44
51168.3	Funds Management and Portfolio Selection	32	300977.2	Systems Analysis and Database Management Systems	44
51168.4	Funds Management and Portfolio Selection	32			
200842.1	Gastronomy and the Food and Beverage Experience	32	200783.1	The Business Environment	44
			200820.2	The Contemporary Business Environment	45
200903.1	Global Governance and Sustainability	32	200935.1	The Global Economy	45
200848.2	Governance, Ethics and Social Entrepreneurship	33	200839.1	Tourism Management	45
			200825.2	Understanding Contemporary Organisations	45
200837.1	Hospitality and Tourism in Society	33			
200719.2	Industrial Relations and Workplace Change	33	200937.1	Verbal Communication for Postgraduate Study	45
200399.3	Information Systems for Accountants	33			
200940.1	Innovation and Creativity	33	300693.3	Web Technologies	45
200851.1	Innovation for New Markets	33	300692.2	Workflow Management Systems	45
200845.1	Innovation Through Digital Technology	34	200932.1	Written Communication for Postgraduate Study	46