

# Business and Law Schools

## Electronic Postgraduate Handbook 2017

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Western Sydney University

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Information contained in this electronic handbook is correct at the time of production (March 2017), 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.

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## About the Business and Law Schools Electronic Postgraduate Handbook

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### Sessions and dates

There are two main sessions in 2017: Autumn and Spring. Weeks shown in the dateline refer to the session weeks for these main sessions.

The dateline is available at:

[https://www.westernsydney.edu.au/currentstudents/current\\_students/dates/2017\\_academic\\_year\\_dateline](https://www.westernsydney.edu.au/currentstudents/current_students/dates/2017_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](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 2017 at:

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

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## SCHOOL OF LAW

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### Master of Laws (International Governance)

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#### 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
Online	Full Time	Multi Modal
Online	Part Time	Multi Modal
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

<b>200901.1</b>	Legal Philosophy and Methodology
<b>200902.1</b>	International Corporate Governance
<b>200903.1</b>	Global Governance and Sustainability
<b>200904.1</b>	International Governance Dissertation

#### Alternate units

Choose four alternate units. The full pool of alternate units to be advised.

<b>200948.1</b>	International Banking and Finance Law
<b>200949.1</b>	International Climate Change Law

### Graduate Diploma in Australian Migration Law

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#### 2803.1

The Graduate Diploma in Australian Migration Law will provide graduates with a professional educational qualification to specialise in Australian immigration and refugee law. The course is offered entirely online, providing students with both flexibility and the logical structure of a planned migration program. Graduates will obtain comprehensive knowledge of Australian migration legislation, jurisprudence and policy to provide immigration assistance to clients and other stakeholders. Graduates will have developed cultivated ethical and professional standards in providing independent advice in practice.

#### Study Mode

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

#### Location

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

## Admission

### Local students are required to have:

An Australian Bachelor degree in any discipline, equivalent study or higher degree, with a minimum of three years' equivalent full-time study, where instruction was given in English.

### Offshore International students are required to have:

An Australian Bachelor degree in any discipline, equivalent study or higher degree with a minimum of three years' equivalent full-time study.

International students may only undertake this course whilst in an offshore location.

Applicants who have undertaken studies in a language other than English are also required to demonstrate an IELTS result of 6.5 or greater overall and no less than 6.0 in any one stream.

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 60 credit points as per the recommended sequence below.

## Recommended Sequence

### Full-time

#### Session 1

**200965.1** Australian Migration Law  
**200966.1** Australia's Visa System 1

#### Session 2

**200967.1** Australia's Visa System 2  
**200968.1** Visa Compliance, Cancellation and Review 1

#### Session 3

**200969.1** Visa Compliance, Cancellation and Review 2  
**200970.1** Migration Law in Practice

## Fast Track Model (25 weeks)

#### Session 1

**200965.1** Australian Migration Law

**200966.1** Australia's Visa System 1  
**200967.1** Australia's Visa System 2

#### Session 2

**200968.1** Visa Compliance, Cancellation and Review 1  
**200969.1** Visa Compliance, Cancellation and Review 2  
**200970.1** Migration Law in Practice

## Part-time

#### Session 1

**200965.1** Australian Migration Law

#### Session 2

**200966.1** Australia's Visa System 1

#### Session 3

**200967.1** Australia's Visa System 2

#### Session 4

**200968.1** Visa Compliance, Cancellation and Review 1

#### Session 5

**200969.1** Visa Compliance, Cancellation and Review 2

#### Session 6

**200970.1** Migration Law in Practice

## SCHOOL OF BUSINESS

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### Master of Accountancy

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#### 2691.5

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is Quarter 3, 2016 or later.

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. The Master of Accountancy is accredited with and satisfies the pre-admission educational requirements for membership of CPA Australia (CPA), Chartered Accounting Australia and New Zealand (CAANZ) and 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
Sydney City Campus	Full Time	Internal

#### Accreditation

The Master of Accountancy is accredited with and satisfies the pre-admission educational requirements for membership of CPA Australia (CPA), Chartered Accounting Australia and New Zealand (CAANZ) and the Institute of Public Accountants (IPA).

#### Admission

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

Or

Successfully completed a Graduate Certificate.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset or equivalent English language proficiency.

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 post graduate Accounting core units and four electives.

#### Core Units

<b>200396.4</b>	Introductory Accounting
<b>200432.3</b>	Commercial Law
<b>200426.3</b>	Corporate Finance
<b>200425.4</b>	Economics
<b>200494.3</b>	Management Accounting
<b>200399.3</b>	Information Systems for Accountants
<b>200433.4</b>	Company Law
<b>200400.5</b>	Company Accounting
<b>200397.2</b>	Revenue Law (PG)
<b>200398.3</b>	Auditing
<b>200401.4</b>	Accounting Theory and Applications
<b>200693.3</b>	Accounting Professional Engagement

#### Electives

40 credit points from post graduate Business units with the selection to be approved by the Academic Course Advisor of the Master of Accountancy.

#### Exit Award

40 credit points of any approved core units.

### Graduate Certificate in Accounting

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#### 2790.1

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 Quarter 3, 2016 or later.

This course is designed for those students who need to complete a minimum of four units to aid in achieving the educational requirements for admission to professional accounting bodies. It is also a course that is designed to allow students who do not meet the direct entry requirements into the Accounting Masters a pathway to progress to the Accounting Masters programs.

#### 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

Successfully completed an Associate Degree, or higher, in a business discipline

Or

Successfully completed 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 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.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset, or equivalent English language proficiency.

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 which consists of 30 credit points core units listed below and 10 credit points alternate units from the pool.

**Core Units**

<b>200396.4</b>	Introductory Accounting
<b>200432.3</b>	Commercial Law
<b>200494.3</b>	Management Accounting

**Alternate Units**

<b>200426.3</b>	Corporate Finance
<b>200425.4</b>	Economics
<b>200399.3</b>	Information Systems for Accountants
<b>200433.4</b>	Company Law

<b>200400.5</b>	Company Accounting
<b>200398.3</b>	Auditing
<b>200401.4</b>	Accounting Theory and Applications

Or any other business unit with the approval of the Director Academic Program.

**Exit Award**

Students wishing to exit from the 2689 Master of Professional Accounting or 2691 Master of Accountancy may be awarded a Graduate Certificate in Accounting on completion of 40 credit points of approved units.

**Master of Applied Finance****2759.2**

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year in the course is Quarter 3, 2016 or later.

The Master of Applied Finance prepares students for executive careers in finance, banking and property 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 and investment sectors. Applicants will find having a background in Business or Commerce advantageous. The course length and structure varies based on previous qualifications and work experience. On enrolment to this course, based on previous study and work experience, students can follow either a 160 or a 120 or an 80 credit point entry pathway allowing them to graduate on completion of the relevant credit points with a Master of Applied Finance. Students may also exit the course on completion of 40 credit points with a Graduate Certificate in Applied Finance or on completion of 80 credit points with a Graduate Diploma in Applied Finance.

**Study Mode**

Two years full-time, one and a half years full-time or one year full-time depending upon entry qualifications (see Pathways listed under Course Structure below) or the equivalent part-time.

**Location**

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

**Accreditation**

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



(FTA) - Certified Finance and Treasury Professional (CFTP) and the Financial Risk Manager. The Master of Applied Finance 160 credit points course 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 recognised investment credential in the world. Entry into the CFA Institute University Recognition Program signals to potential students, employers, and the marketplace that the Master of Applied Finance curriculum is closely tied to professional practice and is well-suited to preparing students to sit for the CFA examinations.

## Admission

### Entry Pathway 1: Master of Applied Finance (80 credit points)

Applicants must have successfully completed a graduate certificate, or higher, in a business discipline;

OR

Successfully completed an undergraduate degree, or higher, in a business discipline AND a minimum of two years full-time equivalent managerial/professional work experience in roles facilitating financial administration, budget management, financial advising, stockbroking, applied finance, or associated roles.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset; or have achieved equivalent outcomes on other recognised English Language proficiency measures.

### Entry Pathway 2: Master of Applied Finance (120 credit points)

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 years full-time equivalent general work experience.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset; or have achieved equivalent outcomes on other recognised English Language proficiency measures.

### Entry Pathway 3: Master of Applied Finance (160 credit points)

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

The course length and structure varies based on the student's previous study background and work experience.

See individual links for detailed course structure.

<b>A2003.1</b>	Master of Applied Finance - 1 year pathway
<b>A2002.1</b>	Master of Applied Finance - 1.5 year pathway
<b>A2001.1</b>	Master of Applied Finance - 2 year pathway

## Exit Awards

80 credit points, comprising four general foundation units and four specialist knowledge units as specified in the course structure.

40 credit points as specified in the course structure.

## Graduate Diploma in Applied Finance (exit only)

### 2796.1

The Graduate Diploma in Applied Finance is an Exit course only. Applicants apply to 2759 Master of Applied Finance 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
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

## Course Structure

Qualification for this award requires the successful completion of 80 credit points. This includes four general foundation units and four specialist knowledge units including the units listed below.

### 40 credit points of General Foundation units

<b>200849.1</b>	New Venture Finance
<b>200821.2</b>	Financial Reports for Decision Making
<b>300962.1</b>	Applied Business Statistics
<b>200425.4</b>	Economics

**40 credit points of Core Specialist Knowledge units**

<b>51163.2</b>	Financial Institutions and Markets (MAF)
<b>200426.3</b>	Corporate Finance
<b>51168.4</b>	Funds Management and Portfolio Selection
<b>51165.3</b>	Financial Institution Management

**Graduate Certificate in Applied Finance****2760.3**

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 Quarter 3 2016 or later.

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

**Study Mode**

Six months full-time or 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 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 years general work experience in a related field;

OR

Have a minimum of three 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.

**Course Structure**

Qualification for this award requires the successful completion of the four core units as per the recommended sequence below:

**Full-time****Year 1****Quarter 1 session**

<b>200849.1</b>	New Venture Finance
<b>200821.2</b>	Financial Reports for Decision Making

**Quarter 2 session**

<b>300962.1</b>	Applied Business Statistics
<b>200425.4</b>	Economics

**Master of Business Administration****2761.5**

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 Quarter 1, 2017 or later.

Through its research-driven and integrated focus, this degree equips graduates with the skills and knowledge to engage with contemporary business environments. The design of the degree reflects consultation with a range of stakeholders including industry and professional associations. The design comprises business foundation and core units which provide students with key skills such as business communication and analysis, as well as a general knowledge of the basics of business e.g., Accounting, Economics, and Statistics. Upon completion of the foundation and core, students complete 60 credit points 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, Information and Communications Technology, Digital Knowledge and Innovation, Business Analytics, and Policing, Public Safety and Security. Students complete: four foundation (40 credit points), four core (40 credit points), and six specialisation units (60 credit points) as well as a 20 credit point capstone unit, for a total of 160 credit points. Students may elect to complete a non-specialisation where six units (60 credit points) can be chosen separately from any postgraduate business units. 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
Sydney City Campus	Full Time	Internal
Sydney City Campus	Part Time	Internal
Uni of Economics Ho Chi Minh City	Full Time	Internal

Campus	Attendance	Mode
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 40 credit points general foundation units, 40 credit points core units, 60 credit points specialist knowledge units, and a 20 credit point capstone unit as per the structure below:

### General Foundation Units

<b>200817.2</b>	Business Communication Skills
<b>200825.2</b>	Understanding Contemporary Organisations
<b>200831.1</b>	Integrated Business Experience 1

Choose one of

<b>200737.3</b>	Marketing Systems
<b>200820.2</b>	The Contemporary Business Environment

### Core Units

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

### Specialisations

<b>SP2006.1</b>	Management
<b>SP2021.1</b>	Marketing
<b>SP2008.1</b>	Logistics and Supply Chain Management
<b>SP2010.1</b>	Sustainable Business
<b>SP2011.1</b>	Innovation and Entrepreneurship
<b>SP2012.1</b>	Human Resource Management
<b>SP2016.1</b>	Finance and Investment

<b>SP2017.1</b>	Property
<b>SP2018.1</b>	Information and Communications Technology
<b>SP2022.1</b>	Digital Knowledge and Innovation
<b>SP2020.1</b>	Business Analytics
<b>ST1010.1</b>	Policing, Public Safety and Security

### Non Specialisation

A total of 60 credit points from any postgraduate Business units

### Capstone

Choose one of

<b>200829.3</b>	Business Project
<b>200830.3</b>	Internship
<b>200971.1</b>	Start-up

## 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. 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 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 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)

<b>200783.1</b>	The Business Environment
<b>200784.1</b>	Financial Decision Making
<b>200785.1</b>	Foundations of Management
<b>200786.1</b>	Marketing Management

#### Developing Expertise (eight units)

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

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

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

## Master of Business Administration/ Master of Applied Finance

### 2782.2

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 2017 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 units, twelve core units, 20 credit points from an alternate pool of units 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 bachelor 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 the Financial Services Institute of Australasia (Finsia). Senior Associate membership with Finsia also requires at least five years career experience in the financial services industry. The Master of Business Administration/ Master of Applied Finance also satisfies the education requirements for professional membership of the Finance and Treasury Association (FTA).

### 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, twelve core units, 20 credit points of alternate units and a 20 credit point capstone unit, as per the structure below:

### Foundation Units

<b>200817.2</b>	Business Communication Skills
<b>200825.2</b>	Understanding Contemporary Organisations
<b>200831.1</b>	Integrated Business Experience 1

Choose one of

<b>200737.3</b>	Marketing Systems
<b>200820.2</b>	The Contemporary Business Environment

### Core Units

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

### Alternate Units

Choose a group

#### Alternate Group 1

<b>200945.1</b>	Applied Project (Finance and Property)
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Choose one of

<b>51169.3</b>	Derivatives
<b>51166.3</b>	Credit and Lending Decisions

#### Alternate Group 2

<b>200696.3</b>	Property Investment Analysis
<b>200891.1</b>	Property Portfolio Analysis

### Capstone Unit

Choose one of

<b>200829.3</b>	Business Project
<b>200830.3</b>	Internship

### Early Exit – 2765 Graduate Certificate in Business

Students who have completed 40 credit points of units as specified below may exit with 2765 Graduate Certificate in Business. Students are expected to complete 20 credit points of study before undertaking the 200831 Integrated Business Experience 1 unit.

<b>200817.2</b>	Business Communication Skills
<b>200825.2</b>	Understanding Contemporary Organisations
<b>200831.1</b>	Integrated Business Experience 1

Choose one of

<b>200737.3</b>	Marketing Systems
<b>200820.2</b>	The Contemporary Business Environment

Alternatively, students may complete 40 credit points of units (excluding capstone units) from any postgraduate business units. 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 Postgraduate units as specified below may exit with 2761 Master of Business Administration.

### Foundation Units

<b>200817.2</b>	Business Communication Skills
<b>200825.2</b>	Understanding Contemporary Organisations
<b>200831.1</b>	Integrated Business Experience 1

Choose one of

<b>200737.3</b>	Marketing Systems
<b>200820.2</b>	The Contemporary Business Environment

### Core units

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

### Specialisation

Choose the following specialisation

<b>SP2016.1</b>	Finance and Investment
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or

### Non-specialisation

A total of 60cp from any postgraduate business units.

### Capstone Unit

Choose one of

- 200829.3** Business Project  
**200830.3** Internship

### 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 units as specified below may exit with 2759 Master of Applied Finance.

### Foundation Units

- 200817.2** Business Communication Skills  
**200825.2** Understanding Contemporary Organisations  
**200831.1** Integrated Business Experience 1

Choose one of

- 200737.3** Marketing Systems  
**200820.2** The Contemporary Business Environment

### Core Units

- 200821.2** Financial Reports for Decision Making  
**200425.4** Economics  
**51163.2** Financial Institutions and Markets (MAF)  
**51211.3** International Finance  
**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  
**51168.4** Funds Management and Portfolio Selection

### Capstone Unit

Choose Capstone 1 or Capstone 2

#### Capstone 1

- 200831.1** Integrated Business Experience 1

#### Capstone 2

- 200945.1** Applied Project (Finance and Property)

Choose one of

- 51169.3** Derivatives  
**51166.3** Credit and Lending Decisions

### 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.

The Graduate Certificate is the perfect introduction to understanding 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 years full-time equivalent managerial/professional work experience

Or

Have a minimum of eight 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.

<b>200783.1</b>	The Business Environment
<b>200784.1</b>	Financial Decision Making
<b>200785.1</b>	Foundations of Management
<b>200786.1</b>	Marketing Management

## Master of Business Analytics

### 2799.1

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 is Quarter 4 2016 or later.

The ever increasing amount of data in the business world today requires that businesses make sense of the flow of information if they are to hold a competitive edge in the market. The Master of Business Analytics offers a course of study on how to manage effectively in a data driven world. The program focuses on business analytics rather than just data analytics. It has a strong applications focus covering the nature of data including Big and Unstructured Data and how to embark on data driven investigations and visual and computational analytics. Application of the analytic tools and frameworks in order to examine strategic business and market options and to realise their profit potential are also discussed in this course.

Data Science units are currently offered at Parramatta South campus and Business units are offered at Parramatta City campus. Students are required to travel between campuses in order to complete their core units. The course duration is one year full-time however students commencing in Quarter 2, Quarter 3 or Quarter 4 should note that the course will take longer to complete due to units sequencing for this course.

### Study Mode

One year full-time or three years part-time for students commencing in Quarter 1. Students commencing in Quarter 2, Quarter 3 or Quarter 4 or part-time students commencing in all four quarters should note that the course may take longer to complete due to units sequencing for this course. Advice will be provided by the Director of Academic Program.

### Location

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

### Admission

Applicants must have successfully completed a graduate certificate, or higher, in a business discipline or a discipline with mathematical or numerate focus;

OR

Successfully completed an undergraduate degree in a business discipline AND a minimum of two years full-time equivalent managerial/professional work experience in roles related to business information management;

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five years general work experience in roles related to business information management.

Work experience will require validation by the relevant 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 management such that they are enabled to undertake the discipline-specific learning contained in this Masters-level course. This criterion 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 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 as per the recommended sequence below.

The course duration is one year full-time for students commencing in Quarter 1. Full-time students commencing in Quarter 2, Quarter 3 or Quarter 4 or part-time students commencing in all four quarters should note that the course may take longer to complete due to units sequencing for this course.

Please note that the following units are currently offered at Parramatta South campus only and once a year in Autumn or Spring.

<b>301114.1</b>	The Nature of Data
<b>301116.1</b>	Social Media Intelligence
<b>301044.1</b>	Data Science
<b>301117.1</b>	Predictive Analytics

## Recommended Sequence

### Full-time

#### Year 1

##### Quarter 1 session

<b>200841.2</b>	Strategic Business Management
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##### Autumn session

<b>301114.1</b>	The Nature of Data
<b>301116.1</b>	Social Media Intelligence

##### Quarter 2 session

<b>200822.2</b>	Applied Marketing Solutions
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##### Spring session

<b>301044.1</b>	Data Science
<b>301117.1</b>	Predictive Analytics

##### Quarter 3 session

<b>200852.1</b>	Innovation, Creativity and Foresight
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##### Quarter 4 session

<b>200280.4</b>	Masters Project
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### Part-time

#### Year 1

##### Quarter 1 session

<b>200841.2</b>	Strategic Business Management
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##### Quarter 2 session

<b>200822.2</b>	Applied Marketing Solutions
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##### Spring session

<b>301044.1</b>	Data Science
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#### Year 2

##### Autumn session

<b>301114.1</b>	The Nature of Data
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##### Spring session

<b>301117.1</b>	Predictive Analytics
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### Year 3

#### Autumn session

<b>301116.1</b>	Social Media Intelligence
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#### Quarter 3 session

<b>200852.1</b>	Innovation, Creativity and Foresight
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#### Quarter 4 session

<b>200280.4</b>	Masters Project
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## Master of Business (Marketing)

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### 2698.8

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 3, 2016 or later.

In an age of expanding communication networks, marketing is increasingly seen as a highly skilled and complex profession. Whether designing or selling a product, communicating a government service, or raising awareness in the non-profit sector, marketing requires a broad understanding of 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 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 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 six core units, one alternate and a choice of a capstone unit worth 10 credit points.

### Core Units

<b>200832.2</b>	Business Marketing
<b>200823.1</b>	Buyer Behaviour
<b>200822.2</b>	Applied Marketing Solutions
<b>200824.1</b>	Integrated Brand Management
<b>200834.3</b>	Strategic Marketing for Managers
<b>200851.1</b>	Innovation for New Markets

Choose one of

<b>200280.4</b>	Masters Project
<b>200769.2</b>	Business Internship

### Alternate Units

Choose one of the following alternate units

<b>200852.1</b>	Innovation, Creativity and Foresight
<b>200844.1</b>	Event Management
<b>200840.1</b>	Strategic Marketing for Hospitality and Tourism
<b>200853.1</b>	Creating Sustainable Organisations

## 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 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 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

<b>200838.1</b>	Business Operations and Logistics
<b>51240.4</b>	Project Management
<b>200776.1</b>	Compliance Management
<b>200329.4</b>	Supply Chain Management

#### Alternate Units

Choose two alternate units from the pool below

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

Choose one of

<b>200829.3</b>	Business Project
<b>200830.3</b>	Internship

### Graduate Certificate in Business

#### 2765.3

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 Quarter 1, 2017 or later.

The Graduate Certificate in Business is intended to provide graduates with foundational business skills. Graduates may

choose to undertake this qualification in preparation for further study.

### Study Mode

Six months full-time or 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 years full-time equivalent managerial/professional work experience

Or

Have an advanced diploma in a business discipline AND have a minimum of eight 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 20 credit points of study before undertaking 200831 - Integrated Business Experience 1.

<b>200817.2</b>	Business Communication Skills
<b>200825.2</b>	Understanding Contemporary Organisations
<b>200831.1</b>	Integrated Business Experience 1

Choose one of

<b>200737.3</b>	Marketing Systems
<b>200820.2</b>	The Contemporary Business Environment

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
Parramatta Campus	Part Time	Multi Modal

### Admission

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

### Course Structure

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

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

Plus 20 credit points of elective units at Masters level

## Graduate Diploma in Business Studies (exit only)

### 2750.1

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

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

### Study Mode

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

### Location

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

### Admission

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

### Course Structure

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

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

Students will also be required to complete

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

20 credit points of elective units at Masters level

## Graduate Certificate in Business Studies (exit only)

### 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

Choose one of

**200744.3** Critical Literature Review  
**200745.2** Advanced Research Skills

## 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 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 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

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

#### Capstone Units

Choose one of

<b>200829.3</b>	Business Project
<b>200830.3</b>	Internship

## Master of Finance

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### 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 years full-time equivalent managerial/professional work experience

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum eight 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

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

#### Alternate Units

<b>51165.3</b>	Financial Institution Management
<b>51166.3</b>	Credit and Lending Decisions
<b>51211.3</b>	International Finance
<b>200425.4</b>	Economics
<b>200849.1</b>	New Venture Finance
<b>200895.1</b>	Property Finance and Taxation
<b>200891.1</b>	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

<b>200829.3</b>	Business Project
<b>200830.3</b>	Internship

## Master of Financial Planning

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### 2793.3

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 1, 2017 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. 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.

### 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 years full-time equivalent managerial/professional work experience in a related field;  
OR

OR

Successfully completed an undergraduate degree, or higher, in any discipline AND have a minimum of five 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 twelve core units listed in the recommended sequence below.

### Recommended Sequence

#### Full-time

##### Year 1

##### Quarter 1 session

<b>200817.2</b>	Business Communication Skills
<b>200866.1</b>	Principles of Financial Planning

##### Quarter 2 session

<b>200432.3</b>	Commercial Law
<b>200868.1</b>	Investment Planning

##### Quarter 3 session

<b>200867.1</b>	Superannuation
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Choose one of

<b>200869.3</b>	Principles of Taxation
<b>200397.2</b>	Revenue Law (PG)

##### Quarter 4 session

<b>200870.1</b>	Insurance and Risk Management
<b>200871.1</b>	Planning for Retirement

##### Year 2

##### Quarter 1 session

<b>51168.4</b>	Funds Management and Portfolio Selection
<b>200959.1</b>	Financial Planning Research Project

**Quarter 2 session**

**200872.1** Contemporary Issues in Taxation  
**200960.1** Statement of Advice Research Project

**Part-time****Year 1****Quarter 1 session**

**200817.2** Business Communication Skills

**Quarter 2 session**

**200432.3** Commercial Law

**Quarter 3 session**

**200866.1** Principles of Financial Planning

**Quarter 4 session**

**200868.1** Investment Planning

**Year 2****Quarter 1 session**

**200867.1** Superannuation

**Quarter 2 session**

**200870.1** Insurance and Risk Management

**Quarter 3 session**

Choose one of

**200869.3** Principles of Taxation  
**200397.2** Revenue Law (PG)

**Quarter 4 session**

**200871.1** Planning for Retirement

**Year 3****Quarter 1 session**

**51168.4** Funds Management and Portfolio Selection

**Quarter 2 session**

**200872.1** Contemporary Issues in Taxation

**Quarter 3 session**

**200959.1** Financial Planning Research Project

**Quarter 4 session**

**200960.1** Statement of Advice Research Project

**Exit Awards**

80 credit points, comprising of eight units which must include 200866 Principles of Financial Planning, (200959

Financial Planning Research Project and 200960 Statement of Advice Research Project units excluded). 40 credit points as specified in the course structure.

**Graduate Diploma in Financial Planning (exit only)****2794.2**

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  
**200397.2** Revenue Law (PG)

**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 years general work experience in a related field;

OR

Have a minimum of three 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 session**

**200817.2** Business Communication Skills  
**200866.1** Principles of Financial Planning

**Quarter 2 session**

**200432.3** Commercial Law  
**200868.1** Investment Planning

**Part-time****Year 1****Quarter 1 session**

**200817.2** Business Communication Skills

**Quarter 2 session**

**200432.3** Commercial Law

**Quarter 3 session**

**200866.1** Principles of Financial Planning

**Quarter 4 session**

**200868.1** Investment Planning

**Master of Human Resource Management****2798.1**

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 2017 or later.

This course equips graduates to work in the field of human resource management. Key functional areas are considered within a strategic and contextualised framework, with an underlying objective of searching for ways to strengthen organisations for all stakeholders. This education extends 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 Western Sydney University graduate attributes designed to secure success.

**Study Mode**

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

**Location**

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

**Accreditation**

The Master of Human Resource Management 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. Graduates of the Masters qualification who have met the requisite work experience requirements will be eligible for direct entry into the Unit 4 Capstone: Applied Project in Organisational Capability of



the AHRI Practising Certification Program (APC). Completion of the Capstone project will award AHRI certification, Certified Practitioner (CPHR).

### Admission

Applicants must have successfully completed a graduate certificate, or higher, in a business discipline;

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of two years full-time equivalent managerial/professional work experience in roles facilitating human resource management, organisational development and training, and employment relations, or in related roles;

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five years general work experience in human resource management, organisational development and training, and employment relations, or in related roles.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset; or have achieved equivalent outcomes on other recognised English Language proficiency measures.

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 management such that they are enabled to undertake the discipline-specific learning contained in this Masters-level course. This criterion 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 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 includes eight core units.

#### Core units

<b>200821.2</b>	Financial Reports for Decision Making
<b>200719.2</b>	Industrial Relations and Workplace Change
<b>200722.2</b>	Strategic Employment Relations
<b>200827.1</b>	Developing Human Capital and Organisational Capability
<b>200717.2</b>	Employment Relations Professional Practice
<b>200721.2</b>	Reward Management
<b>200828.1</b>	Diversity, Labour Markets and Workforce Planning
<b>200954.1</b>	Applied Project (Human Resources and Management)

#### Full-time

##### Year 1

##### Quarter 1

<b>200821.2</b>	Financial Reports for Decision Making
<b>200719.2</b>	Industrial Relations and Workplace Change

##### Quarter 2

<b>200717.2</b>	Employment Relations Professional Practice
<b>200827.1</b>	Developing Human Capital and Organisational Capability

##### Quarter 3

<b>200828.1</b>	Diversity, Labour Markets and Workforce Planning
<b>200722.2</b>	Strategic Employment Relations

##### Quarter 4

<b>200721.2</b>	Reward Management
<b>200954.1</b>	Applied Project (Human Resources and Management)

#### Part-time

##### Year 1

##### Quarter 1

<b>200719.2</b>	Industrial Relations and Workplace Change
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##### Quarter 2

<b>200717.2</b>	Employment Relations Professional Practice
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##### Quarter 3

<b>200828.1</b>	Diversity, Labour Markets and Workforce Planning
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##### Quarter 4

<b>200721.2</b>	Reward Management
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**Year 2****Quarter 1****200821.2** Financial Reports for Decision Making**Quarter 2****200827.1** Developing Human Capital and Organisational Capability**Quarter 3****200722.2** Strategic Employment Relations**Quarter 4****200954.1** Applied Project (Human Resources and Management)**Master of Management****2797.1**

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 Quarter 3, 2016 or later.

Through the Master of Management, Western Sydney University offers a study of contemporary management theory and practice in a global and Australian context. Within a program of integrated study, students utilise strategic analysis and examine strategic options, to assess how individuals, systems and procedures, can most effectively operate. Throughout the course students examine and reflect upon the management techniques and strategies required for effective leadership. Our program of learning encourages students to take responsibility for their learning and to engage with the wider community, business and government.

**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 a graduate certificate, or higher, in a business discipline

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of two years full-time equivalent senior managerial work experience in roles determining or facilitating an organisation's goals or strategies, resource management and business control, directing a part of a business, managing the environment, developing resources across organisation units and divisions, or in related roles;

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five years management work experience in unit and project management and supervision, managing stakeholders or in related roles.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset; or have achieved equivalent outcomes on other recognised English Language proficiency measures.

Work experience will require validation by the relevant 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 management such that they are enabled to undertake the discipline-specific learning contained in this Masters-level course. This criterion 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 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 includes six core units and a choice of two alternate units.

**Core units**

<b>200835.1</b>	Managing in the Global Context
<b>200833.1</b>	Leading Contemporary Organisations
<b>200821.2</b>	Financial Reports for Decision Making
<b>51240.4</b>	Project Management
<b>200841.2</b>	Strategic Business Management
<b>200954.1</b>	Applied Project (Human Resources and Management)

**Alternate units**

Choose two alternate units from the pool below

<b>200776.1</b>	Compliance Management
<b>200845.1</b>	Innovation Through Digital Technology
<b>200847.1</b>	Business, Society and the Environment
<b>200848.2</b>	Governance, Ethics and Social Entrepreneurship
<b>200852.1</b>	Innovation, Creativity and Foresight

## Full-time

### Year 1

#### Quarter 1 session

<b>200835.1</b>	Managing in the Global Context
<b>200821.2</b>	Financial Reports for Decision Making

#### Quarter 2 session

<b>51240.4</b>	Project Management
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And one alternate unit

#### Quarter 3 session

<b>200833.1</b>	Leading Contemporary Organisations
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And one alternate unit

#### Quarter 4 session

<b>200841.2</b>	Strategic Business Management
<b>200954.1</b>	Applied Project (Human Resources and Management)

## Part-time

### Year 1

#### Quarter 1 session

<b>200835.1</b>	Managing in the Global Context
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#### Quarter 2 session

<b>200833.1</b>	Leading Contemporary Organisations
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#### Quarter 3 session

<b>51240.4</b>	Project Management
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#### Quarter 4 session

One alternate unit

### Year 2

#### Quarter 1 session

<b>200821.2</b>	Financial Reports for Decision Making
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#### Quarter 2 session

One alternate unit

#### Quarter 3 session

<b>200841.2</b>	Strategic Business Management
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## Quarter 4 session

<b>200954.1</b>	Applied Project (Human Resources and Management)
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## Master of Professional Accounting

### 2689.4

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 Quarter 3, 2016 or later.

The Master of Professional Accounting (MPA) course is specifically designed to comply with the accreditation requirements of CPA Australia (CPA), Chartered Accountants Australia and New Zealand (CAANZ) 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

The Master of Professional Accounting is accredited with and satisfies the pre-admission educational requirements for membership of CPA Australia (CPA), Chartered Accountants Australia and New Zealand (CAANZ) and the Institute of Public Accountants (IPA).

### Admission

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

Or

Successfully completed a Graduate Certificate in any discipline.

International applicants must achieve IELTS 6.5 overall score with a minimum 6.0 in each subset or equivalent English language proficiency.

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 which consists of the core units listed below.

#### Core Units

<b>200396.4</b>	Introductory Accounting
<b>200432.3</b>	Commercial Law
<b>200426.3</b>	Corporate Finance
<b>200425.4</b>	Economics
<b>200494.3</b>	Management Accounting
<b>200399.3</b>	Information Systems for Accountants
<b>200433.4</b>	Company Law
<b>200400.5</b>	Company Accounting
<b>200397.2</b>	Revenue Law (PG)
<b>200398.3</b>	Auditing
<b>200401.4</b>	Accounting Theory and Applications
<b>200693.3</b>	Accounting Professional Engagement

#### Exit Award

40 credit points of any approved core units.

### Postgraduate Qualifying Program

#### 2791.3

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 1, 2017 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. To complete the Postgraduate Qualifying Program students must achieve a competent outcome (satisfactory grade) in all modules. Students with prior

learning in business or accounting and who have shown competency in all 10 modules will be eligible to enter the following Western Sydney University courses provided they also meet the English language proficiency criteria for admission to those programs: Masters courses in Business and Accounting with a 1.5 years (or longer) duration, and the Graduate Certificate in Business or the Graduate Certificate in Postgraduate Studies. Students with prior learning in other disciplines and who have shown competency in all 10 modules will be eligible to enter the Western Sydney University Masters courses in Business and Accounting with a 2 year 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
Sydney City Campus	Full Time	Internal

### Admission

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

- an Associate Degree, or higher in any discipline; OR
- a three year post-secondary qualification, or higher in any discipline; OR
- a minimum of three 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 applicants who do not meet the University's minimum English Language requirements for postgraduate courses and have an IELTS equivalent of 6.0, with a minimum of 5.5 in all bands will be eligible to study the Postgraduate Qualifying Program concurrently with the English Enhancement Program. Students who successfully complete the English Enhancement Program will also be eligible for a Certificate in English.

Students who need to further develop their English language skills can complete one of the English language courses offered by Western Sydney University The College. Students who successfully complete English Academic Program 5 (EAP5) with The College do not need to take any further English language tests to gain entry to their study at Western Sydney University.

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

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

#### Quarters 2 and 4

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

## Postgraduate Qualifying Program with Concurrent English

### 2805.1

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. To complete the Postgraduate Qualifying Program students must achieve a competent outcome (satisfactory grade) in all modules. Students with prior learning in business or accounting and who have shown competency in all 10 modules will be eligible to enter the following Western Sydney University courses provided they also meet the English language proficiency criteria for admission to those programs: Masters courses in Business and Accounting with a 1.5 years (or longer) duration, and the Graduate Certificate in Business or the Graduate Certificate in Postgraduate Studies. Students with prior learning in other disciplines and who have shown competency in all 10 modules will be eligible to enter the Western Sydney University Masters courses in Business and Accounting with a 2 year duration provided they also meet the English language proficiency criteria for admission to those programs.

The English Enhancement component of this course is delivered in conjunction with Western Sydney The College. The English Enhancement Program enables students to hone their language skills in academic writing, reading, listening and speaking to a high level and prepares them for study in a university environment. Students who successfully pass this course, delivered in conjunction with the PQP course, satisfy the English entry requirements to Western Sydney University.

Students will undertake tests in reading, writing and listening in each quarter as well as assessment tasks throughout. Assessment tasks include writing research reports and essays, presenting seminars, responding to academic articles and lectures, and engaging in spoken dialogues. Study skills are an integral part of the course and will familiarise students with academic study conventions as well as develop critical thinking and independent learning skills.

### 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
Sydney City Campus	Full Time	Internal

### Admission

For entry in to the PQP component of this program, applicants must have achieved one of the following:

- an Associate Degree, or higher in any discipline; OR
- a three year post-secondary qualification, or higher in any discipline; OR
- a minimum of three 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 applicants who do not meet the University's minimum English Language requirements for postgraduate courses and have an IELTS equivalent of 6.0, with a minimum of 5.5 in all bands will be eligible to study the Postgraduate Qualifying Program concurrently with the English Enhancement Program.

For entry in to the EEP (English) component of this program, applicants must have achieved one of the following:

- IELTS 6 with 5.5 in all areas
- TOEFL PBT 540/ IBT 75
- Pearson PTE 54
- The College English Entrance Test 70%+
- Pass in The College EAP 4 course

Students who successfully complete the English Enhancement Program will also be eligible for a Certificate in English.

Students who need to further develop their English language skills can complete one of the English language courses offered by Western Sydney University The College. Students who successfully complete English Academic Program 5 (EAP5) with The College do not need to take any further English language tests to gain entry to their study at Western Sydney University.

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 Full-time Sequence

#### Quarters 1 and 3

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

#### Quarters 2 and 4

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

In addition to the above, students are required to complete the following 10cp unit which is taught over two quarters and includes eight hours of face-to-face classroom time per week:

<b>900119.1</b>	English Enhancement
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## 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/ English Enhancement 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

## Specialisations

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### Postgraduate Admission Pathway - Master of Applied Finance - 2 year pathway

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#### A2001.1

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Qualification for this award requires the successful completion of 160 credit points as per the recommended sequence below.

#### Full-time

##### Year 1

##### Quarter 1 session

<b>200849.1</b>	New Venture Finance
<b>200821.2</b>	Financial Reports for Decision Making

##### Quarter 2 session

<b>300962.1</b>	Applied Business Statistics
<b>200425.4</b>	Economics

##### Quarter 3 session

<b>51168.4</b>	Funds Management and Portfolio Selection
<b>200426.3</b>	Corporate Finance

##### Quarter 4 session

<b>51163.2</b>	Financial Institutions and Markets (MAF)
<b>51165.3</b>	Financial Institution Management

##### Year 2

##### Quarter 1 session

<b>51169.3</b>	Derivatives
<b>51212.3</b>	Security Analysis and Portfolio Theory

##### Quarter 2 session

<b>51166.3</b>	Credit and Lending Decisions
<b>51054.3</b>	Financial Modelling

##### Quarter 3 session

<b>51211.3</b>	International Finance
<b>200945.1</b>	Applied Project (Finance and Property)

##### Quarter 4 session

Choose 20 credit points from

<b>200891.1</b>	Property Portfolio Analysis
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<b>200696.3</b>	Property Investment Analysis
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OR

<b>200830.3</b>	Internship
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### Postgraduate Admission Pathway - Master of Applied Finance - 1.5 year pathway

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#### A2002.1

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Qualification for this award requires the successful completion of 120 credit points as per the recommended sequence below.

#### Full-time

##### Year 1

##### Quarter 1 session

<b>200821.2</b>	Financial Reports for Decision Making
<b>200849.1</b>	New Venture Finance

##### Quarter 2 session

<b>300962.1</b>	Applied Business Statistics
<b>200425.4</b>	Economics

##### Quarter 3 session

<b>51168.4</b>	Funds Management and Portfolio Selection
<b>200426.3</b>	Corporate Finance

##### Quarter 4 session

<b>51163.2</b>	Financial Institutions and Markets (MAF)
<b>51165.3</b>	Financial Institution Management

##### Year 2

##### Quarter 1 session

<b>51212.3</b>	Security Analysis and Portfolio Theory
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And one elective

##### Quarter 2 session

<b>200945.1</b>	Applied Project (Finance and Property)
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And one elective

##### Alternate units

Choose two from

<b>51169.3</b>	Derivatives
<b>51054.3</b>	Financial Modelling
<b>51211.3</b>	International Finance
<b>51166.3</b>	Credit and Lending Decisions



## Postgraduate Admission Pathway - Master of Applied Finance - 1 year pathway

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### A2003.1

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

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

#### Full-time

##### Year 1

##### Quarter 1 session

<a href="#">51168.4</a>	Funds Management and Portfolio Selection
<a href="#">200426.3</a>	Corporate Finance

##### Quarter 2 session

<a href="#">51163.2</a>	Financial Institutions and Markets (MAF)
<a href="#">51165.3</a>	Financial Institution Management

##### Quarter 3 session

<a href="#">51212.3</a>	Security Analysis and Portfolio Theory
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And one elective

##### Quarter 4 session

<a href="#">200945.1</a>	Applied Project (Finance and Property)
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And one elective

#### Alternate units

Choose two from

<a href="#">51169.3</a>	Derivatives
<a href="#">51054.3</a>	Financial Modelling
<a href="#">51211.3</a>	International Finance
<a href="#">51166.3</a>	Credit and Lending Decisions

## Postgraduate Specialisation - Management

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### SP2006.1

This specialisation critically examines strategic management processes in various business, industry and economic contexts. It also explores the processes and challenges encountered by leaders in contemporary organisations, taking into account rapidly changing environments with a focus on quality management, risk management, and performance measurement and benchmarking. Students actively participate in experiential learning focussing on strategic leadership, visioning,

situation analysis, objective setting and evaluation. Students apply current models and theories to solving industry-specific problems and scenarios.

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Students must complete the following six units

<a href="#">200835.1</a>	Managing in the Global Context
<a href="#">200841.2</a>	Strategic Business Management
<a href="#">200776.1</a>	Compliance Management
<a href="#">200833.1</a>	Leading Contemporary Organisations
<a href="#">200848.2</a>	Governance, Ethics and Social Entrepreneurship
<a href="#">200852.1</a>	Innovation, Creativity and Foresight

## Postgraduate Specialisation - Logistics and Supply Chain Management

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### SP2008.1

This specialisation 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.

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Students must complete the following six units

<a href="#">200838.1</a>	Business Operations and Logistics
<a href="#">51240.4</a>	Project Management
<a href="#">200329.4</a>	Supply Chain Management
<a href="#">51259.4</a>	Purchasing and Materials Management
<a href="#">200776.1</a>	Compliance Management
<a href="#">200836.1</a>	Logistics Processes in Enterprise Resource Planning

## Postgraduate Specialisation - Sustainable Business

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### SP2010.1

Sustainable Business explores sustainability and leadership for the 21st Century considering the nature and implications of current debates on environmental and social issues. It examines different models and strategies and is designed to balance the need for business growth with responsiveness to social and environmental issues. It also

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.

### Location

Campus	Mode
Parramatta Campus	Internal

### Specialisation Structure

Students must complete the following six units

<b>200853.1</b>	Creating Sustainable Organisations
<b>200847.1</b>	Business, Society and the Environment
<b>200497.1</b>	Social and Environmental Accounting (PG)
<b>200848.2</b>	Governance, Ethics and Social Entrepreneurship
<b>101636.2</b>	Developing Sustainable Places
<b>200852.1</b>	Innovation, Creativity and Foresight

### Postgraduate Specialisation - Innovation and Entrepreneurship

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#### SP2011.1

Developing innovation and entrepreneurial capability is essential for small, medium and large businesses. This specialisation 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 and 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.

### Location

Campus	Mode
Parramatta Campus	Internal

### Specialisation Structure

Students must complete the following six units

<b>200851.1</b>	Innovation for New Markets
<b>200852.1</b>	Innovation, Creativity and Foresight
<b>200849.1</b>	New Venture Finance
<b>200850.1</b>	Entrepreneurial Management Capabilities
<b>200845.1</b>	Innovation Through Digital Technology
<b>200848.2</b>	Governance, Ethics and Social Entrepreneurship

### Postgraduate Specialisation - Human Resource Management

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#### SP2012.1

This specialisation 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.

### Location

Campus	Mode
Parramatta Campus	Internal

### Specialisation Structure

Students must complete the following six units

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

### Postgraduate Specialisation - Finance and Investment

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#### SP2016.1

This specialisation 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. It also 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.

### Location

Campus	Mode
Parramatta Campus	Internal

### Specialisation Structure

Students must complete the following six units

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

## Postgraduate Specialisation - Property

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### SP2017.1

This specialisation 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, as well as analytical and decision making skills necessary for property investment and development, and property professionals.

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Students must complete the following six units

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

## Postgraduate Specialisation - Information and Communications Technology

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### SP2018.1

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Students must complete six units as follows.

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

Choose one of

<b>300693.3</b>	Web Technologies
<b>301043.2</b>	Mobile Computing
<b>300769.3</b>	Intelligent Agents for E-Markets

Choose one of

<b>300697.2</b>	Content Management Systems and Web Analytics
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<b>301046.1</b>	Big Data
<b>301042.1</b>	Cloud Computing
<b>300692.2</b>	Workflow Management Systems

## Postgraduate Specialisation - Business Analytics

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### SP2020.1

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Students must complete the following six units.

<b>301112.1</b>	Visualisation
<b>301113.1</b>	Programming for Data Science
<b>301114.1</b>	The Nature of Data
<b>301116.1</b>	Social Media Intelligence
<b>301117.1</b>	Predictive Analytics
<b>301044.1</b>	Data Science

## Postgraduate Specialisation - Marketing

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### SP2021.1

This specialisation is designed for an age of expanding communication networks, where 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.

#### Location

Campus	Mode
Parramatta Campus	Internal

#### Specialisation Structure

Students must complete the following six units

<b>200851.1</b>	Innovation for New Markets
<b>200823.1</b>	Buyer Behaviour
<b>200822.2</b>	Applied Marketing Solutions
<b>200832.2</b>	Business Marketing
<b>200824.1</b>	Integrated Brand Management
<b>200834.3</b>	Strategic Marketing for Managers

## Postgraduate Specialisation - Digital Knowledge and Innovation

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<b>101894.1</b>	Working with Offending Behaviour: Integrating Theory to Practice
<b>102180.2</b>	Translation from Theory and Research to Policy
<b>102418.1</b>	Vulnerability and Public Safety

**SP2022.1**

### Location

Campus	Mode
Parramatta Campus	Internal

### Specialisation Structure

Students must complete the following five units.

<b>102292.1</b>	Strategic Communication
<b>101962.1</b>	Researching Convergent Media
<b>101743.2</b>	Mobile Media
<b>102412.1</b>	Global Digital Futures
<b>200845.1</b>	Innovation Through Digital Technology

## Postgraduate Specialisation - Policing, Public Safety and Security

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**ST1010.1**

The specialisation in Policing, Public Safety and Security provides a pathway that will be of specific interest to professionals working within the public safety industry (incorporating police, security organisations and other agencies involved in public safety). Western Sydney University has a long history of working closely with public safety organisations and the specialisation draws on this experience and expertise. Through specialist units the program provides an in depth consideration of some of the complex challenges faced by contemporary leaders in public safety and provides a forum to examine, in detail, possible approaches to these challenges. Examples of the challenges explored within the specialisation include the contemporary role of policing; security and public safety organisations; engaging with and policing vulnerable populations; managing offender behaviour; effective leadership and governance in policing and public safety; evidence based practice and policy development. This specialisation has been developed to serve the needs of mid-career professionals in the public safety industry who wish to develop their leadership abilities through a Master in Business Administration.

### Location

Campus	Mode
Parramatta Campus	Internal

### Specialisation Structure

Qualification for this specialisation requires the successful completion of 60 credit points as listed below

<b>101891.1</b>	Contemporary Policing Practice
<b>101892.1</b>	Executive Leadership in Policing
<b>101893.1</b>	Governance and Accountability in Policing Practice

## Units

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### 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 course owned by the School of Business. Students wishing to take this unit as an elective need approval from the Course Advisor.

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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.

### 200401.4 Accounting Theory and Applications

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

#### Assumed Knowledge

Basic knowledge of accounting principles

#### Prerequisite

**200400.4** Company Accounting

#### Equivalent Units

51264 - Financial Accounting D (PG)

#### Special Requirements

Students must be enrolled in a postgraduate course owned by the School of Business or in courses 8083 Bachelor of Research Studies, 8084 Master of Research (HC) and 8085 Master of Research (LC) only. The prerequisite requirement noted above does not apply to students enrolled in courses 8083 Bachelor of Research Studies, 8084 Master of Research (HC) and 8085 Master of Research (LC). Students wishing to take this unit as an elective need approval from the Course Advisor.

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

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

### 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, 3702 Master of Information and Communications Technology (Research), 1836 Master of Digital Humanities or 2761 Master of Business Administration.

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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.

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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 course.

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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.

**200822.2 Applied Marketing Solutions**

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

**Assumed Knowledge**

Students are expected to have a basic knowledge of marketing theory and practice.

**Equivalent Units**

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

**Special Requirements**

Students must be enrolled in a postgraduate Business course.

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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.

**200945.1 Applied Project (Finance and Property)**

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

**Special Requirements**

Students must be enrolled in a postgraduate Business course and must have successfully completed 40 credit points.

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

**200954.1 Applied Project (Human Resources and Management)**

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

**Special Requirements**

Students must be enrolled in a postgraduate Business course and must have successfully completed 40 credit points.

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Applied Project (Human Resources and Management) is an integrated capstone unit that brings together the skills and understandings HRM and management students have developed during their course of study. The unit encourages HRM and management students to demonstrate their ability to solve multidisciplinary problems in relation to current and future issues that affect the application of human resource and management functions in contemporary workplace and industry contexts. The unit will also allow students to critically evaluate issues critical to these professional domains to determine and assess effective solutions. The topics are determined from year to year by discussions between the individual student, the unit coordinator and the student's chosen supervisor.

### 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 course owned by the School of Business. 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 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.

### 200965.1 Australian Migration Law

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

#### Assumed Knowledge

Prior study and English language proficiency as per the requirements of course 2803 - Graduate Diploma in Australian Migration Law.

#### Special Requirements

Students must be enrolled in course 2803 Graduate Diploma in Migration Law.

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This unit provides students with specialised knowledge and skills related to Australian migration law, policy, practice and procedures. The unit more broadly provides students with a solid grounding in the Australian legal system. Students will be introduced to the ethics and statutory responsibilities of being a migration agent. The unit will also address the philosophy of the Australian migration system, the structure of the legislative framework for migration law and practice and examine the historical context of Australia's migration laws and policies.

### 200966.1 Australia's Visa System 1

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

#### Corequisite

**200965.1** Australian Migration Law

#### Special Requirements

Students must be enrolled in course 2803 Graduate Diploma in Migration Law.

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This Unit provides students with specialised knowledge and skills related to the Australian visa system, including requisite application procedures and investigation of case law to support submissions to government. The Unit provides a practical focus on the legal context for migration agents, the legislative and policy framework around Australia's visa system, the various mechanisms of migration control, key visa classes and their requirements, visa application processes and visa conditions.

### 200967.1 Australia's Visa System 2

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

#### Corequisite

**200965.1** Australian Migration Law AND **200966.1** Australia's Visa System 1

#### Special Requirements

Students must be enrolled in course 2803 Graduate Diploma in Migration Law.

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This Unit develops the student's knowledge of more complex aspects of Australia's visa system, its application procedures and the investigation of case law to support submissions to government. Students will apply their learning in the legal context for migration agents, the legislative and policy framework around Australia's visa system, the various mechanisms of migration control, key visa classes and their requirements, visa conditions and application processes.

### 301046.1 Big Data

**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.

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"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.

### 200817.2 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 course 2770 Master of Commerce

(Financial Planning), 2793 Master of Financial Planning and 2795 Graduate Certificate in Financial Planning.

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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.

### 200769.2 Business Internship

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

#### Equivalent Units

200280 - Masters Project

#### Special Requirements

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

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The Business Internship is designed for students who want to gain industry experience and further their studies through a 10-week business internship. This Business Internship unit is based on a project style unit which requires students to undertake a research project in their chosen field whilst attending an industry based internship. These highly sought after internships will be filled on a competitive basis and will be arranged by the UWS Careers and Cooperative Education Unit (CCEU).

### 200832.2 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.

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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.

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This unit introduces students to operations and logistics management theory and practice. Operations and logistics management is an important element of business strategy and it is integral to both service and manufacturing industries. Students will develop an appreciation of the latest trends in business operations and logistics management and the applications currently adopted in organisations and industries. They will also learn to apply quantitative techniques for formulating/analysing problems and providing recommended solutions. This unit provides an excellent foundation for further specialisation in logistics and supply chain management but also works well for students in general business operations programs.

### 200829.3 Business Project

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

#### Assumed Knowledge

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

#### Special Requirements

Students must be enrolled in a postgraduate Business course. Students in the following course must have successfully completed 60 credit points before undertaking this unit: 2764 Master of Commerce (Human Resource Management). Students in the following courses must have successfully completed 40 credit points before undertaking this unit: 2624 Master of Business (Operations Management) and 2725 Master of Commerce (Property Investment and Development). 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) and must obtain permission of the Director of Academic Program.

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



recommendations in a format that can showcase their achievements. 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.

### **200400.5 Company Accounting**

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

#### **Prerequisite**

**200396.4** Introductory Accounting

#### **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 Course Advisor.

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 Australian Stock Exchange (ASX) requirements. Through a range of practical individual and collaborative means students will explore corporate accountability and the reasons for regulatory disclosure.

### 200433.4 Company Law

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

**Prerequisite**

[200432.3](#) Commercial Law

**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.

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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.

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

### 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), 2690 Graduate Certificate in Commerce (Financial Planning), 2793 Master of Financial Planning or 2795 Graduate Certificate in Financial Planning.

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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.

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

### 200826.1 Contemporary People Management

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

**Equivalent Units**

46518 - Human Resource Management, 200718 - Human Resource Management

### Special Requirements

Students must be enrolled in a postgraduate Business 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.

### 101891.1 Contemporary Policing Practice

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

#### Special Requirements

Eligible students who have completed the Graduate Diploma in Strategic Leadership Program at NSW Police Management and Leadership Centre; or the Graduate Diploma of Executive Leadership (Policing and Emergency Services) at the Australian Institute of Police Management will receive Advanced standing for this unit.

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The unit will focus on issues that impact on contemporary policing, and the future of policing. The unit will contextualise policing practice by introducing students to the historical, legal, political and social context of this practice. The unit will then consider contemporary issues for policing such as social inclusion and community engagement, working with cognitive disability, transnational crime and newly defined crimes due to technological advancements. The implications of these developments for policing organisations in the future will be considered.

### 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.

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.

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.

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.

### 301044.1 Data Science

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

#### Assumed Knowledge

Basic Statistics, Computer Programming

The explosion of data in the internet age opens up new possibilities for agencies and business to better serve and market to its customers. To take full advantage of these opportunities requires the ability to consolidate, manage and extract information from very large diverse data sets. In science, data sets are growing rapidly, with projects routinely generating terabytes of data. In this unit we examine the software tools and analytic methods that underpin a successful Data Science Project and gain experience in big data analytics.

### 51169.3 Derivatives

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

#### Special Requirements

Students must be enrolled in a postgraduate Business course.

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.

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.

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.

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.

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.

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

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

### 200717.2 Employment Relations Professional Practice

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

#### Assumed Knowledge

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

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

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

### 900119.1 English Enhancement

**Credit Points** 10 **Level** Z

### 200938.1 Enterprise Intelligence

**Credit Points** 4 **Level** Z

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 or be enrolled in the Master of Information and Communications Technology (Advanced) or Master of Information and Communications Technology.

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

Business and other enterprises conduct their activities within a social, economic and political framework. Enterprises have responsibilities to internal and external stakeholders and each practitioner within an enterprise makes morally relevant decisions. This module introduces you to ethical issues confronting enterprises and enterprise practitioners such as accountants, managers, CEOs and human resource experts. Using a series of case studies, students are introduced to the role of business in society, the complex relationship between society, economy and environment, and the moral responsibility of firms.

### 200844.1 Event Management

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

#### Special Requirements

Students must be enrolled in a postgraduate Business course.

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.

### 101892.1 Executive Leadership in Policing

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

#### Special Requirements

Eligible students who have completed the Graduate Diploma in Strategic Leadership Program at NSW Police Management and Leadership Centre; or the Graduate Diploma of Executive Leadership (Policing and Emergency Services) at the Australian Institute of Police Management will receive Advanced standing for this unit.

The unit will introduce students to the principles, dimensions and qualities of contemporary executive leadership, as well as taking an analytical approach to such practice. The unit considers the challenges and dynamics of strategic police leadership within a range of political contexts. It explores the reality and diversity of operational policing and related functions from the leadership perspective and explores the limitations of leadership. It discusses the value and importance of the exercise of proper influence at the political, public and organizational levels.

### 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.

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.

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

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.

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.

### **200959.1 Financial Planning Research Project**

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

#### **Assumed Knowledge**

Understanding of the financial planning environment and business communications skills.

#### **Special Requirements**

Students must be enrolled in 2793 Masters of Financial Planning and have successfully completed 80 credit points.

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Financial Planning Research Project encompasses a major research project and presentation. This equips students with skills to address challenges through research and the ability to apply knowledge developed in earlier units of study. This student-centered unit provides supervision of research and analytical practices to enhance skill development and capacity to engage with the problems confronting the financial planning industry. Students will have scope to focus on issues that are of particular concern to the financial planning industry. As an integrating unit, it demands participants bringing their knowledge together and with curiosity to develop recommendations in a format that can showcase their achievements.

### **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.

### **51168.4 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 fully 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.

### **102412.1 Global Digital Futures**

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

#### **Equivalent Units**

102299 - Text, Media and Memory

#### **Special Requirements**

Students must be enrolled in a postgraduate masters course or a Research course.

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This unit explores how innovation in the digital era is transforming society on a global scale. Reflecting on examples drawn from around the world, students learn about the latest trends in communication, media, computing and the knowledge economy. Current and future directions are surveyed in the context of contemporary issues such as big data, digital identity and privacy, social media and crowdsourcing, gaming and visualisation, geographical information systems, virtual environments and artificial intelligence.

### 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 defence 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.

### 101893.1 Governance and Accountability in Policing Practice

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

#### Special Requirements

Eligible students who have completed the Graduate Diploma in Strategic Leadership Program at NSW Police Management and Leadership Centre; or the Graduate Diploma of Executive Leadership (Policing and Emergency Services) at the Australian Institute of Police Management will receive Advanced standing for this unit.

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The unit will focus on understanding contemporary corporate governance and accountability within the practice of policing. Core to the content of the unit is the study of the commitment by governments to practices at an individual

and organisational level that are based on accountability, contestability and lead to continuous improvement. The role of leadership in shaping and driving the commitment to continuous improvement in service delivery will be considered as well as issues concerning performance measurement, transparent governance, and accountable processes. Best practice policies and systems will be used within the teaching of this unit and examined through a case study teaching approach.

### 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.

### 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.

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 or be enrolled in the Master of Information and Communications Technology (Advanced) or Master of Information and Communications Technology.

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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 or be enrolled in the Master of Information and Communications Technology (Advanced), Master of

Information and Communications Technology or Master of Research.

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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 or be enrolled in the Master of Information and Communications Technology (Advanced), Master of Information and Communications Technology or Master of Research.

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

through a scenario planning workshop process, with outputs mapped to business and social innovation and entrepreneurship thinking, and platforms.

### **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 successfully 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

#### **Special Requirements**

Students must be enrolled in a postgraduate course.

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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.

### **200948.1 International Banking and Finance Law**

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

#### **Assumed Knowledge**

Completed a law degree (Bachelor of Laws or Juris Doctor) or equivalent in any jurisdiction, including specific knowledge of Contracts Law, Corporations Law, Commercial Law and Property Law.

#### **Special Requirements**

Students must be enrolled in course 8083 Bachelor of Research Studies, 8084 Master of Research - HC, 8085 Master of Research - LC or a postgraduate course from the School of Law. Students enrolled in other courses must obtain permission to enrol in this unit.

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This unit is set in the background of the aftermath of the Global Financial Crisis of 2008. It examines the role of financial institutions, financial instruments, financial regulators, and national and international regulatory efforts in a borderless world. Topics covered include: international banking and capital markets, infrastructure of financial markets including the payment and clearance system, derivative instruments (SWAPS, futures, and Options), Asset securitisation, Mutual and Hedge Funds, secured credit, syndicated loans and project financing, and the role of Central Banks and the Bank for International Settlements and the capital adequacy requirements.

### **200949.1 International Climate Change Law**

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

#### **Assumed Knowledge**

Completed 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 course 2784 Master of Laws (International Governance), 8083 Bachelor of Research Studies, 8084 Master of Research - HC or 8085 Master of Research - LC.

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This unit examines the current international legal frameworks and discussion of future climate change scenarios. It will explore the legal, political and scientific challenges in addressing and responding to climate change. It will illustrate how international climate change law interacts with national law, including private sector involvement, but its principal focus is not on domestic law regimes. Market and non-market mechanisms such as emission trading systems, carbon taxes, new technologies and renewable energy targets will be examined.

### **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 WSU School of Law.

**200830.3 Internship**

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

**Assumed Knowledge**

Understanding of the business environment and organisational structures, business communications skills, business strategy, 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) and must obtain permission of the Director of Academic Program before undertaking this unit. Students in courses 2624 Master of Business (Operations Management), 2764 Master of Commerce (Human Resource Management), 2770 Master of Commerce (Financial Planning) and 2793 Master of 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 fully online courses 2770 Master of Commerce (Financial Planning) and 2793 Master of 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.

Units

### 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, fulfilment, 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 must seek approval of an Academic Course Advisor (Accounting) and be enrolled in a postgraduate course 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

Students must be enrolled 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

Students must be enrolled 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.

#### 200280.4 Masters Project

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

##### Assumed Knowledge

Students are expected to have foundational knowledge of marketing theory and practice.

##### Equivalent Units

51019 - Applied Marketing Planning, 51030 - Masters Project in International Business, 200230 - Business Project (International Marketing)

##### Special Requirements

Students must be enrolled in a postgraduate Business course. Students enrolled in course 2698 Master of Business (Marketing) must have successfully completed 40 credit points in the course before undertaking this unit.

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Masters Project is an integrated capstone unit that brings together the skills and understanding marketing students have developed during their course of study. The unit encourages students to demonstrate their ability to solve problems in relation to current and future issues within a marketing context in contemporary business. The unit allows students to critically evaluate issues relevant to their topic and assess effective solutions. The topics are determined by discussions between the individual student, the unit coordinator and the student's chosen supervisor.

#### 200970.1 Migration Law in Practice

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

##### Prerequisite

**200965.1** Australian Migration Law AND **200966.1** Australia's Visa System 1 AND **200967.1** Australia's Visa System 2

##### Corequisite

**200968.1** Visa Compliance, Cancellation and Review 1 AND **200969.1** Visa Compliance, Cancellation and Review 2

##### Special Requirements

Students must be enrolled in course 2803 Graduate Diploma in Migration Law.

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This Unit provides a focus on the practical skills needed by migration agents to conduct an effective and successful migration practice. These skills include information retrieval, research, consultancy, advocacy, communication and personal and professional development. This Unit will also provide a detailed analysis of principles related to statutory interpretation in Australia. Consequently, it aims to equip students with the skills needed to work as a registered migration agent in professional practice contexts.

#### 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.

#### 101743.2 Mobile Media

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

##### Special Requirements

Students must be enrolled in a postgraduate course.

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The proliferation of the mobile device and the evolution of mobile networks has profoundly changed the social and interpersonal sphere and the global media landscape. This unit combines both theory and practice to engage with Mobile Communications and Society: the cultural, family and interpersonal consequences of mobile communication and its effect on every day life, social cohesion, political and economic activities, social development and change, and Mobile Media: current media production and distribution platforms, practices and trends. This unit includes the production of content for distribution via mobile devices.

#### 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.

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 or be enrolled in the Master of Information and Communications Technology (Advanced), Master of Information and Communications Technology or Master of Research.

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.

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

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.

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.

### 301117.1 Predictive Analytics

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

#### Prerequisite

**301114.1** The Nature of Data

#### Special Requirements

Students must be enrolled in a postgraduate course. Access to a computer is required.

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Predictive analytics is the use of data, statistical algorithms and machine-learning techniques to model outcomes based on past data. Industry can use predictive analytics to help optimize their operations and performance. This unit introduces statistical ideas and machine learning techniques covering the predictive analytics process. Some example problems that will be discussed include identifying trends, understanding customers and predicting behaviour, fraud detection, and identifying credit risk.

### 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.

### 200869.3 Principles of Taxation

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

#### Prerequisite

**200432.3** Commercial Law

#### Equivalent Units

200397 - Revenue Law, AC808A - Taxation Planning and Implications

#### 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. Students in courses 2689 Master of Professional Accounting and 2691 Master of Accountancy courses must have successfully completed 200433 Company Law before undertaking this unit. The online offerings for this unit are only available to students enrolled in course 2770 Master of Commerce (Financial Planning).

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This unit provides an overview of the Australian taxation system as it affects the financial planning environment. Many financial planning decisions have a tax impact. Further, some financial products and much financial advice derive at least some of their value from their taxation consequences. Key topics covered include aspects of tax administration, tax planning concepts, the constitutional basis of taxation, assessable income concepts, international tax issues, the taxation of capital, allowable deductions and offsets, and taxation of such entities as partnerships, trusts, companies and shareholders. The

course will also address other taxes that impact the financial advice environment including the FBT and the GST.

### 301113.1 Programming for Data Science

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

#### Assumed Knowledge

Familiarity with computer software programs such as Excel.

#### Special Requirements

Students must be enrolled in a postgraduate course. Access to a computer is required.

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The use of computers and computer programming for Data Science is fundamental to the discipline. This introductory unit will briefly cover the use of spreadsheet systems and then will consider programming in the statistical system "R" in detail. Other special purpose languages will also be touched on briefly including SQL (Structured Query Language).

### 301038.2 Programming Proficiency

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

#### Special Requirements

Students must be enrolled in a postgraduate course. Students require access to a computer and Internet at home.

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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 course 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 Business course.

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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.

**101962.1 Researching Convergent Media**

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

**Equivalent Units**

101793 - Methods and Case Studies in Convergent Media

**Special Requirements**

Students must be enrolled in a postgraduate course.

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The contemporary media landscape is characterised by the breakdown of traditional media silos and the transformation

of media production and consumption practices. Media, marketing and creative professionals are now required to understand and connect with their audiences across multiple media platforms. The aim of this unit is to provide students with an historical, geopolitical and theoretical introduction to convergent media theory and practice/s. Using current media theory, design theories, and research methodologies, students will select, analyse and contextualise case studies. The case studies and topics covered vary from semester to semester and can include iTV, digital games, community media, digital arts, activist networks, social media and cross platform projects.

### 200397.2 Revenue Law (PG)

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

#### Assumed Knowledge

200433 - Company Law (PG)

#### 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.

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.

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.

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.

### 301116.1 Social Media Intelligence

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

#### Assumed Knowledge

Basic algebra and computing skills.

#### Special Requirements

Students must be enrolled in a postgraduate course. Access to a computer is required.

Social Media Intelligence presents the theory and practice of extracting and analysing information from social media networks. The aims are to identify properties of social networks, and to make predictions about future events. Topics included will cover areas such as Graph theory, Game theory and Network dynamics and we will identify how these can be used to model and extract information from Facebook and Twitter.

### 200971.1 Start-up

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

#### Assumed Knowledge

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

#### Special Requirements

Students must be enrolled in course 2761 Master of Business Administration, 3698 Master of Information and Communications Technology (Advanced) or 3699 Master of Information and Communications Technology and must obtain permission to enrol in this unit. Students must have successfully completed all core units plus 40 credit points of

specialisation units (i.e. a total of 80 credit points) before undertaking this unit.

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Developing start-ups and rejuvenating existing businesses are essential for industry and regional development and regeneration. This unit integrates knowledge from the Master of Business Administration (MBA) Program into frameworks for students to experience developing an idea into prototype products and services and start-up businesses.

### **200960.1 Statement of Advice Research Project**

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

#### **Assumed Knowledge**

Understanding the financial planning environment, business communications skills, as well as substantial knowledge in the discipline.

#### **Equivalent Units**

CO806A - Current Issues in Financial Planning

#### **Special Requirements**

Students must be enrolled in 2793 Masters of Financial Planning and have successfully completed 80 credit points.

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Statement of Advice Research Project encompasses a major research project, a Statement of Advice (SOA). This SOA equips students with knowledge and skills to address challenges through research and the ability to apply knowledge developed in earlier units of study. This student-centered unit provides skill development and capacity to engage with the requirements of the profession. Students will have scope to focus on issues relevant to a case study as a means of developing a comprehensive SOA for a client (in the case study). As an integrating unit, it demands participants bringing together their knowledge to develop recommendations based on learning from earlier units. The SOA is presented in an industry required format that can showcase their achievements and meet the regulatory and accredited requirements of the Master of Financial Planning.

### **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.

### **102292.1 Strategic Communication**

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

#### **Incompatible Units**

101961 - Strategic Communication

#### **Special Requirements**

Students must be enrolled in a postgraduate course. It is available as an elective for students from other schools as per course discussions with School of Business, School of Computing, Engineering and Mathematics, School of Medicine, Graduate Research School.

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Local and international industry trends show that strategic communication, particularly including agendas of innovation and ethics, are a growing force in the convergent media landscape. This unit introduces students to both the science and art of strategic communication. It is grounded in an advanced understanding of the complexity of human communication processes and driven by a conviction that systematic research and analysis is required to inform strategic communication responses. This unit is based around a series of assessments that require students to address a real-world business challenge or a social issue in ways that take advantage of convergent media environments.

### **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.

**200834.3 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. The pre-requisite unit noted above does not apply to students enrolled in course 2698 Master of Business (Marketing).

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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

**Special Requirements**

Students must be enrolled in a postgraduate course.

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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 provides an overview of the issues shaping the global economy. It deals with international trade, finance, and policies. It also looks at how businesses compete and succeed in a globalised market environment, and examines major future challenges. Particular attention is given to the rise of the Chinese economy.

### 301114.1 The Nature of Data

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

#### Assumed Knowledge

Undergraduate degree with some statistical content (1 unit) is useful.

#### Special Requirements

Students must be enrolled in a postgraduate course. Access to a computer is required.

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This Unit covers concepts of data centric thinking. The main areas discussed are; Populations and Samples; Sampling concepts; Types of Data; Descriptive Methods; Estimation and Inference; and Modelling. The Unit takes a computational and nonparametric approach, before discussing theoretical concepts and Normal distribution theory as large sample approximations.

### 102180.2 Translation from Theory and Research to Policy

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

#### Special Requirements

Students must be enrolled in a postgraduate course.

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The focus of study in this unit is on policy-making and implementation and the place of theory and research in policy formation. In the first part of the unit students explore the nature of public policy – addressing constructs of policy and policy-making and approaches to analysing public policy. The political and social practices of policy-making and implementation in Australia are contextualised and examined at the local, national and global levels. The second part of the unit takes examples of policy-making in the field of social sciences and examines the role of theory and research in the problematisation of issues and identification of solutions. The identification of competing interests, relations of power and key players in understanding, analysing and responding to policy and its outcomes will be undertaken.

### 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

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.

### 200968.1 Visa Compliance, Cancellation and Review 1

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

**Prerequisite**

**200965.1** Australian Migration Law AND **200966.1** Australia's Visa System 1

**Corequisite**

**200967.1** Australia's Visa System 2

**Special Requirements**

Students must be enrolled in course 2803 Graduate Diploma in Migration Law.

This Unit provides an introduction to the regulatory framework that ensures compliance with migration law in Australia. It will address grounds for refusal or cancellation of visas, sanctions for breaches of visa conditions and the consequences of unlawful status under Australian migration law. Students will learn to evaluate pathways and options open to clients, determine strategies and formulate submissions. It is designed to further equip students with skills needed to determine and advise on visa options related to Australian migration law.

### 200969.1 Visa Compliance, Cancellation and Review 2

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

**Prerequisite**

**200965.1** Australian Migration Law AND **200966.1** Australia's Visa System 1 AND **200967.1** Australia's Visa System 2

**Corequisite**

**200968.1** Visa Compliance, Cancellation and Review 1

**Special Requirements**

Students must be enrolled in course 2803 Graduate Diploma in Migration Law.

This Unit examines the regulatory framework that ensures compliance with migration law in Australia. This course will cover grounds for removal and deportation, offences under the Migration Act 1958 (Cth), merits and judicial review of migration decisions and ministerial discretion. Students will learn to appraise pathways and options open to clients, determine strategies and formulate submissions. The unit is designed to further equip students with skills needed to determine and advise on visa options under Australian migration law.

### 301112.1 Visualisation

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

**Assumed Knowledge**

Familiarity with computer software programs, such as Microsoft Office.

**Incompatible Units**

301109 Visual Analytics

**Special Requirements**

Students must be enrolled in a postgraduate course. Access to a computer is required.

This unit introduces the fundamentals and technologies of information visualisation. It covers the major concepts of information visualisation, human-computer perception and methods for visual data analysis. Students will learn the knowledge and skills required for identifying suitable visualisation techniques and tools appropriate for various data types and applications. The unit provides students with opportunities to explore recent research in the visualisation field.

### 102418.1 Vulnerability and Public Safety

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

**Corequisite**

**101891.1** Contemporary Policing Practice AND **101892.1** Executive Leadership in Policing AND **101893.1** Governance and Accountability in Policing Practice AND **101894.1** Working with Offending Behaviour: Integrating Theory to Practice AND **102180.2** Translation from Theory and Research to Policy

**Special Requirements**

Students must be enrolled in 2761 Master of Business Administration and be completing the Policing and Public Safety specialisation.

### 300693.3 Web Technologies

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

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.

### **101894.1 Working with Offending Behaviour: Integrating Theory to Practice**

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

#### **Special Requirements**

Eligible students who have completed the Graduate Diploma in Strategic Leadership Program at NSW Police Management and Leadership Centre; or the Graduate Diploma of Executive Leadership (Policing and Emergency Services) at the Australian Institute of Police Management will receive Advanced standing for this unit.

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The unit begins with an analysis of offending behaviour and criminality through the lens of different theoretical perspectives. The unit will then examine the way in which offenders are assessed for risk and the role criminal justice agencies play in examining risk. The unit will build on this knowledge by considering the range of interventions and treatment programs available to offenders in addressing their behaviour. The unit will conclude by examining the range of criminal justice agencies that play a role in working

with offenders, with a particular focus on how this work is done within the community.

### **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 written material in various business contexts and extend information literacy and writing skills.

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