

Business and Law Schools

Electronic Postgraduate Handbook 2018

Western Sydney University

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Information contained in this electronic handbook is correct at the time of production (March 2018), unless otherwise noted.

CRICOS Provider Code 00917K

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

About the Business and Law Schools Electronic Postgraduate Handbook

Sessions and dates

There are two main sessions in 2018: 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/2018_academic_year_dateline.

Unit outlines

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

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

More information on unit offerings can be found at: http://handbook.westernsydney.edu.au/hbook/UNIT_SEARCH.ASP.

Unit not listed?

If the unit you are looking for is not in the alphabetical units section, consult your course coordinator for details or check the unit search web page for updated details on all units offered in 2018 at:

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

Prerequisites, co-requisites and assumed knowledge

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

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

Academic credit

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

How to use this electronic book

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

The courses are arranged mainly alphabetically. If you know the course code, but not the name, consult the COURSE CODE INDEX.

The units are arranged alphabetically. If you know the code, but not the name, consult the UNIT CODE INDEX at the back of the electronic book.

Check Website for Updates

Every effort is taken to ensure that the information contained in this electronic book is correct at time of production. The latest information on course and unit offerings can be found at:

<http://handbook.westernsydney.edu.au/hbook/>

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SCHOOL OF LAW

Graduate Diploma in Australian Migration Law

2803.2

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 2018 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 Diploma in Australian Migration Law provides graduates with a professional educational qualification to specialise in Australian immigration and refugee law. The course is offered mainly online, providing graduates with both flexibility and the logical structure of a planned migration program. Graduates obtain comprehensive knowledge of Australian migration legislation, jurisprudence and policy. As a graduate you will have developed and cultivated ethical and professional standards. From 1 January 2018, the Diploma has accreditation from the Department of Home Affairs as a "prescribed course" under the Migration Act 1958 (Cth).

NOTE: Students will be required to undertake one compulsory workshop (in 201004.1 Migration Practice 2) to successfully complete this course.

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

Accreditation

The Graduate Diploma in Australian Migration Law is accredited as a 'prescribed course' under the Migration Act 1958 (Cth) from 1 January 2018.

Admission

Applicants must have successfully completed a Bachelor degree or higher in any discipline OR two years' (full time equivalent) relevant and current professional experience that demonstrates potential to pursue graduate studies. Applicants do not require a law degree.

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, and provide a cover letter that demonstrates how their professional work experience has permitted them to gain the following attributes:

- critical thinking and problem solving
- teamwork and communication skills
- career and leadership readiness
- intercultural and ethical competency
- self-awareness and emotional intelligence

Applications will be assessed on a case by case basis and the Director of Academic Program must be satisfied as to the applicant's ability to complete graduate level study.

* A Statutory Declaration will be accepted where the production of a Statement of Service is not possible.

Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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 of core units as per the recommended sequence below.

Recommended Sequence

Stream 1 (Start-year intake)

Summer B session

200965.2	Australian Migration Law
200966.2	Australia's Visa System 1

Autumn session

200967.2	Australia's Visa System 2
201005.1	Australia's Visa System 3, Cancellation and Review

Spring session

201003.1	Migration Practice 1
201004.1	Migration Practice 2

Stream 2 (Mid-year intake)

Spring session

200965.2	Australian Migration Law
200966.2	Australia's Visa System 1

Summer B session

200967.2	Australia's Visa System 2
201005.1	Australia's Visa System 3, Cancellation and Review

Autumn session

201003.1	Migration Practice 1
201004.1	Migration Practice 2

Steam 3 (Part-time)**Spring session**

200965.2	Australian Migration Law
200966.2	Australia's Visa System 1

Summer B session

200967.2	Australia's Visa System 2
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Autumn session

201005.1	Australia's Visa System 3, Cancellation and Review
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Spring session

201003.1	Migration Practice 1
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Autumn session

201004.1	Migration Practice 2
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Master of Laws (International Governance)**2810.1**

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 2018 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 non-government organisations (NGOs). Internationally there is a strong need for technical knowledge and understanding of legal governance lawyers 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 elective units to provide specialist information and skills. The course also provides an invaluable opportunity for students without experience in a legal environment to be supervised and mentored by experienced legal practitioners through a legal placement unit. There is no tuition fee associated with this unit and the unit may be undertaken at the same time as the academic units.

Study Mode

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

Location

Campus	Attendance	Mode
Parramatta Campus - Victoria Road	Full Time	Internal
Parramatta Campus - Victoria Road	Part Time	Internal

Admission

On enrolment in this course, based on previous study and work experience, students can follow either a 120 or a 80 credit point entry pathway:

Entry Pathway 1 (80 credit points)

Applicants must have successfully completed, in any jurisdiction, any one of the following:

Bachelor of Laws or Juris Doctor, at honours standard, or equivalent

OR

Graduate Certificate, or higher, in Law

OR

Bachelor of Laws or Juris Doctor, or equivalent, without honours

AND

Two years full time equivalent of documented relevant professional experience.

The applicant does not have to be admitted to practice as a lawyer in a jurisdiction.

Entry Pathway 2 (120 credit points)

Applicants must have successfully completed, in any jurisdiction, a:

Bachelor of Laws degree or Juris Doctor degree, or equivalent, without honours AND without at least two years documented relevant professional experience.

This pathway requires students to complete the 80 credit points of academic units while also acquiring 40 credit points of clinical legal experience as a concurrent part of their study. The clinical legal experience has been incorporated into the Master of Laws (International Governance) through the inclusion of the compulsory 201006 Advanced Clinical Legal Placement unit.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

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

See individual links for detailed course structure.

A2004.1	Master of Laws (International Governance) - 80 credit point pathway
A2005.1	Master of Laws (International Governance) - 120 credit points pathway

Specialisations

Postgraduate Admission Pathway - Master of Laws (International Governance) - 80 credit point pathway

A2004.1

Specialisation Structure

Qualification for this award requires the successful completion of 80 credit points. This includes the four specified core units and four units chosen from the pool of alternate units listed below.

Core Units

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

Alternate Units

Choose four of:

200907.3	International Environmental Law and Policy
200948.1	International Banking and Finance Law
200949.1	International Climate Change Law
200951.1	International Law of Ocean Governance
200953.1	Human Rights in Practice and Theory
200957.1	Bioethics in Perspective
200958.1	Information and Data Governance Law and Policy
200961.1	International Human Rights Law
200962.2	International Criminal Law and Justice
200963.1	International Space Law - Commercial Aspects
200964.1	Principles of International Law
200980.1	Security of Ideas
200975.1	International Independent Study Law 1
200976.1	International Independent Study Law 2
200981.1	Australian Legal System and Common Law

[This unit is available only for students from non-common law jurisdictions.]

200965.2	Australian Migration Law
200966.2	Australia's Visa System 1
200967.2	Australia's Visa System 2
201005.1	Australia's Visa System 3, Cancellation and Review

Postgraduate Admission Pathway - Master of Laws (International Governance) - 120 credit points pathway

A2005.1

Specialisation Structure

Qualification for this award requires the successful completion of 120 credit points of units. This includes the four specified core units and four units chosen from the pool of alternate units listed below. Students are also required to complete unit 201006 Advanced Clinical Legal Placement.

Core Units

200901.1	Legal Philosophy and Methodology
200902.1	International Corporate Governance
200903.1	Global Governance and Sustainability
200904.1	International Governance Dissertation
201006.1	Advanced Clinical Legal Placement

Alternate Units

Choose four of:

200907.3	International Environmental Law and Policy
200948.1	International Banking and Finance Law
200949.1	International Climate Change Law
200951.1	International Law of Ocean Governance
200953.1	Human Rights in Practice and Theory
200957.1	Bioethics in Perspective
200958.1	Information and Data Governance Law and Policy
200961.1	International Human Rights Law
200962.2	International Criminal Law and Justice
200963.1	International Space Law - Commercial Aspects
200964.1	Principles of International Law
200980.1	Security of Ideas
200975.1	International Independent Study Law 1
200976.1	International Independent Study Law 2
200981.1	Australian Legal System and Common Law

[This unit is available only for students from non-common law jurisdictions.]

200965.2	Australian Migration Law
200966.2	Australia's Visa System 1
200967.2	Australia's Visa System 2
201005.1	Australia's Visa System 3, Cancellation and Review

Note: All units have a value of 10 credit points with the exception of 201006 Advanced Clinical Legal Placement which has a value of 40 credit points.

SCHOOL OF BUSINESS

Master of Accountancy

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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

200693.3	Accounting Professional Engagement
200401.4	Accounting Theory and Applications
200398.3	Auditing
200432.4	Commercial Law
200400.5	Company Accounting
200433.5	Company Law
200426.3	Corporate Finance
200425.4	Economics
200399.3	Information Systems for Accountants
200396.5	Introductory Accounting
200494.3	Management Accounting
200397.2	Revenue Law (PG)

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

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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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.

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.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

200432.4	Commercial Law
200396.5	Introductory Accounting
200494.3	Management Accounting

Alternate Units

200401.4	Accounting Theory and Applications
200398.3	Auditing
200400.5	Company Accounting
200433.5	Company Law
200426.3	Corporate Finance
200425.4	Economics
200399.3	Information Systems for Accountants

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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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 Affiliation 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.

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.

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.

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.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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.

A2003.1	Master of Applied Finance - 1 year pathway
A2002.1	Master of Applied Finance - 1.5 year pathway
A2001.1	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 City Campus-Macquarie Street	Full Time	Internal
Parramatta City Campus-Macquarie Street	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

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

40 credit points of Core Specialist Knowledge units

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

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 City Campus-Macquarie Street	Full Time	Internal
Parramatta City Campus-Macquarie Street	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.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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 the four core units as per the recommended sequence below:

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

200849.1	New Venture Finance
200821.2	Financial Reports for Decision Making

Quarter 2 session

300962.1 Applied Business Statistics
200425.4 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, 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. Students should note that four Specialisations, SP2018.1 Information and Communications Technology SP2022.1 Digital Knowledge and Innovation SP2020.1 Business Analytics ST1010.1 Policing, Public Safety and Security are offered by Schools other than the School of Business and therefore teaching sessions and locations may vary

Location

Campus	Attendance	Mode
Parramatta City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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
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). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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

200817.2 Business Communication Skills
200831.1 Integrated Business Experience 1
200825.3 Understanding Contemporary Organisations

Choose one of

200737.3 Marketing Systems
200820.2 The Contemporary Business Environment

Core Units

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

Specialisations

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

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

Non Specialisation

A total of 60 credit points from any postgraduate Business units

Capstone

Choose one of

200829.3	Business Project
200830.3	Internship
200971.1	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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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)

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

Developing Expertise (eight units)

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

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

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

**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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

200817.2	Business Communication Skills
200831.1	Integrated Business Experience 1
200825.3	Understanding Contemporary Organisations

Choose one of

200737.3	Marketing Systems
200820.2	The Contemporary Business Environment

Core Units

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

Alternate Units

Choose a group

Alternate Group 1

200945.1 Applied Project (Finance and Property)

Choose one of

51169.3 Derivatives
51166.3 Credit and Lending Decisions

Alternate Group 2

200696.3 Property Investment Analysis
200891.1 Property Portfolio Analysis

Capstone Unit

Choose one of

200829.3 Business Project
200830.3 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.

200817.2 Business Communication Skills
200831.1 Integrated Business Experience 1
200825.3 Understanding Contemporary Organisations

Choose one of

200737.3 Marketing Systems
200820.2 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

200817.2 Business Communication Skills
200831.1 Integrated Business Experience 1
200825.3 Understanding Contemporary Organisations

Choose one of

200737.3 Marketing Systems
200820.2 The Contemporary Business Environment

Core units

200826.1 Contemporary People Management
200425.4 Economics

200821.2 Financial Reports for Decision Making
200843.2 Integrated Business Experience 2

Specialisation

Choose the following specialisation

SP2016.1 Finance and Investment

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
200831.1 Integrated Business Experience 1
200825.3 Understanding Contemporary Organisations

Choose one of

200737.3 Marketing Systems
200820.2 The Contemporary Business Environment

Core Units

300962.1 Applied Business Statistics
200426.3 Corporate Finance
200425.4 Economics
51165.3 Financial Institution Management
51163.2 Financial Institutions and Markets (MAF)
51054.3 Financial Modelling
200821.2 Financial Reports for Decision Making
51168.4 Funds Management and Portfolio Selection
51211.3 International Finance
51212.3 Security Analysis and Portfolio Theory

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

51166.3 Credit and Lending Decisions
51169.3 Derivatives

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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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.

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

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 unit sequencing for this course. Advice will be provided by the Director of Academic Program.

Location

Campus	Attendance	Mode
Parramatta City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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.

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.

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). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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.

301044.1	Data Science
301117.1	Predictive Analytics
301116.1	Social Media Intelligence
301114.1	The Nature of Data

Recommended Sequence

Full-time

Year 1

Quarter 1 session

200841.2 Strategic Business Management

Autumn session

301114.1 The Nature of Data
301116.1 Social Media Intelligence

Quarter 2 session

200822.2 Applied Marketing Solutions

Spring session

301044.1 Data Science
301117.1 Predictive Analytics

Quarter 3 session

200852.1 Innovation, Creativity and Foresight

Quarter 4 session

200280.4 Masters Project

Part-time**Year 1****Quarter 1 session****200841.2** Strategic Business Management**Quarter 2 session****200822.2** Applied Marketing Solutions**Spring session****301044.1** Data Science**Year 2****Autumn session****301114.1** The Nature of Data**Spring session****301117.1** Predictive Analytics**Year 3****Autumn session****301116.1** Social Media Intelligence**Quarter 3 session****200852.1** Innovation, Creativity and Foresight**Quarter 4 session****200280.4** Masters Project**Master of Business (Marketing)****2698.9**

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, 2017 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**Parramatta City Campus-
Macquarie StreetParramatta City Campus-
Macquarie Street**Attendance Mode**

Full Time Internal

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 (2) years full-time equivalent managerial/professional work experience in roles facilitating an organisation's goals or strategic planning, directing a part of a business, managing the marketing environment, developing marketing resources across organisation units and divisions, strategic brand management, marketing or business research analysis, event management, advertising management, public relations consulting or management, or in other such related roles;

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five (5) years work experience in marketing management, developing marketing resources across organisation units and divisions, brand portfolio management and strategy, business research analysis, advertising management, public relations consulting, event management or in other such related roles.

Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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

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

Choose one of

200769.2	Business Internship
200280.4	Masters Project

Alternate Units

Choose one of the following alternate units

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

Master of Business (Operations Management)

2624.7

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is Quarter 3, 2017 or later.

The course is designed for those who wish to prepare for senior operations management roles in manufacturing or service organisations, in both the private and public sectors. The course includes operations management, 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.

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.

Study Mode

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

Location

Campus	Attendance	Mode
Parramatta City Campus-Macquarie Street	Full Time	Internal

Campus

Parramatta City Campus-Macquarie Street

Attendance Mode

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 (2) years full-time equivalent managerial/professional work experience in roles facilitating operations management, logistics management, project management, compliance management, supply chain management, enterprise resource planning and management or purchasing and materials management or in related roles;

Or

Successfully completed an undergraduate degree, or higher, in any discipline AND a minimum of five (5) years general work experience in purchasing, incoming and /or outgoing quality control, quality assurance, scheduling, estimation for quotation, warehousing, transportation, store management, merchandising, traffic management, shift management, freight, inventory management, stock control management or materials management or in related roles.

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). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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

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

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

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

Course Structure

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

Core Units

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

Alternate Units

Choose two alternate units from the pool below

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

Choose one of

200829.3	Business Project
200830.3	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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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.

200817.2	Business Communication Skills
200831.1	Integrated Business Experience 1
200825.3	Understanding Contemporary Organisations

Choose one of

200737.3	Marketing Systems
200820.2	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 City Campus- Macquarie Street	Full Time	Multi Modal
Parramatta City Campus- Macquarie Street	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.

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

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 City Campus- Macquarie Street	Full Time	Multi Modal
Parramatta City Campus- Macquarie Street	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.

200744.3	Critical Literature Review
200743.2	Philosophical Foundations of Business Research

Students will also be required to complete

200745.2	Advanced Research Skills
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Or

20 credit points of elective units at Masters level

Graduate Certificate in Business Studies (exit only)**2751.1**

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

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

Study Mode

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

Location

Campus	Attendance	Mode
Campbelltown Campus	Full Time	Multi Modal
Campbelltown Campus	Part Time	Multi Modal
Parramatta City Campus- Macquarie Street	Full Time	Multi Modal
Parramatta City Campus- Macquarie Street	Part Time	Multi Modal

Admission

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

Course Structure

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

200743.2	Philosophical Foundations of Business Research
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Choose one of

200745.2	Advanced Research Skills
200744.3	Critical Literature Review

Master of Commerce (Property Investment and Development)

2725.4

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 4, 2017 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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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

For admission to Masters in Commerce (Property Investment and Development)

Applicants must have:

Successfully completed a Graduate Certificate 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 a Bachelor's degree 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) and a minimum of two (2) years full-time equivalent managerial/professional work experience in a related field

Or

Successfully completed a Bachelor's degree 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) and a minimum of five (5) years general work experience in a related field.

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

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.

Work experience will require validation by employer (with a formal Statement of Service) 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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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 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 of units as defined below. This includes six core units and a 20 credit point capstone unit as per the structure below.

Core Units

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

Capstone Units

Choose one of

- 200829.3** Business Project
200830.3 Internship

Master of Finance**2705.2**

Students should follow the course structure for the course version relevant to the year they commenced. This version applies to students whose commencement year for this course is 2015 or later.

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

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

Study Mode

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

Location

Campus	Attendance	Mode
Parramatta City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

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

Alternate Units

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

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

Capstone Units

Choose one of

200829.3 Business Project
200830.3 Internship

Master of Financial Planning

2793.4

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 1, 2018 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 has evolved 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. The curriculum reflects the Australian environment and laws. Students may exit, on completion of 40 credit points of units of the course, 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 of Australia (FPA). The course satisfies eligibility requirements for Financial Planner AFP® membership and educational requirements for entry into the Certified Financial Planner 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 Tax Practitioners Board (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

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 and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

200817.2	Business Communication Skills
200866.1	Principles of Financial Planning

Quarter 2 session

200432.4	Commercial Law
200868.1	Investment Planning

Quarter 3 session

200867.1	Superannuation
200869.4	Principles of Taxation

Quarter 4 session

200870.1 Insurance and Risk Management
200871.1 Planning for Retirement

Year 2**Quarter 1 session**

51168.4 Funds Management and Portfolio Selection
200959.1 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

200432.4 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

200869.4 Principles of Taxation

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)**2794.3**

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
200432.4 Commercial Law
200872.1 Contemporary Issues in Taxation
51168.4 Funds Management and Portfolio Selection
200868.1 Investment Planning
200870.1 Insurance and Risk Management
200871.1 Planning for Retirement
200869.4 Principles of Taxation
200867.1 Superannuation

Graduate Certificate in Financial Planning**2795.2**

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 2018 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

Inherent requirements

The inherent requirements articulated for this course are based on the existing inherent requirements for the Accounting courses. These requirements are available at:

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

200432.4 Commercial Law

Choose one of:

200868.1 Investment Planning

or

200869.4 Principles of Taxation

Part-time

Year 1

Quarter 1 session

200817.2 Business Communication Skills

Quarter 2 session

200432.4 Commercial Law

Quarter 3 session

200866.1 Principles of Financial Planning

Quarter 4 session

200868.1 Investment Planning

or

200869.4 Principles of Taxation

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 City Campus-Macquarie Street	Full Time	Internal
Parramatta City Campus-Macquarie Street	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.

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.

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). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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

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

Full-time

Year 1

Quarter 1

200821.2	Financial Reports for Decision Making
200719.2	Industrial Relations and Workplace Change

Quarter 2

200717.2	Employment Relations Professional Practice
200827.1	Developing Human Capital and Organisational Capability

Quarter 3

200828.1	Diversity, Labour Markets and Workforce Planning
200722.2	Strategic Employment Relations

Quarter 4

200721.2 Reward Management
200954.1 Applied Project (Human Resources and Management)

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

200719.2 Industrial Relations and Workplace Change

Quarter 2

200717.2 Employment Relations Professional Practice

Quarter 3

200828.1 Diversity, Labour Markets and Workforce Planning

Quarter 4

200721.2 Reward Management

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 City Campus-Macquarie Street	Full Time	Internal
Parramatta City Campus-Macquarie Street	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.

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.

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). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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

200954.1	Applied Project (Human Resources and Management)
200821.2	Financial Reports for Decision Making
200833.1	Leading Contemporary Organisations
200835.2	Managing in the Global Context
51240.4	Project Management
200841.2	Strategic Business Management

Alternate units

Choose two alternate units from the pool below

200847.1	Business, Society and the Environment
200776.1	Compliance Management
200848.3	Governance, Ethics and Social Entrepreneurship
200852.1	Innovation, Creativity and Foresight
200845.2	Innovation Through Digital Technology

Full-time

Year 1

Quarter 1 session

200835.2	Managing in the Global Context
200821.2	Financial Reports for Decision Making

Quarter 2 session

51240.4	Project Management
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And one alternate unit

Quarter 3 session

200833.1	Leading Contemporary Organisations
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And one alternate unit

Quarter 4 session

200841.2	Strategic Business Management
200954.1	Applied Project (Human Resources and Management)

Part-time

Year 1

Quarter 1 session

200835.2	Managing in the Global Context
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Quarter 2 session

200833.1	Leading Contemporary Organisations
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Quarter 3 session

51240.4	Project Management
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Quarter 4 session

One alternate unit

Year 2

Quarter 1 session

200821.2	Financial Reports for Decision Making
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Quarter 2 session

One alternate unit

Quarter 3 session

200841.2	Strategic Business Management
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Quarter 4 session

200954.1	Applied Project (Human Resources and Management)
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Master of Marketing

2806.1

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 4, 2017 or later.

This course prepares suitably qualified people for positions in marketing through an academically rigorous and practically relevant professional marketing education. The course aims to provide students with the fundamental knowledge required across the key areas of marketing in order to develop the skills and aptitude necessary to operate effectively as marketing managers. The course is ideally suited for those wanting to cultivate their marketing knowledge to perform as managerial and professional marketers.

Study Mode

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

Location

Campus	Attendance	Mode
Parramatta City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	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 have a minimum of two (2) years full-time equivalent managerial/professional work experience in a related field; Or
- Successfully completed an undergraduate degree, or higher, in any discipline and have a minimum of five (5) years general work experience in a related field.

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

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.

Applications from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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 eight core units, two units from Alternate Unit Pool 1 and two postgraduate (PG) units from Alternate Unit Pool 2 as listed in the recommended sequence below.

Full-time 1.5 years**Year 1**

Quarter 1

200737.3 Marketing Systems
200823.1 Buyer Behaviour

Quarter 2

200832.2 Business Marketing

Alternate unit from pool 2

Quarter 3

200822.2 Applied Marketing Solutions
200824.1 Integrated Brand Management

Quarter 4

200834.3 Strategic Marketing for Managers

Alternate unit from pool 1

Year 2

Quarter 1

One of the following:

200829.3 Business Project
200830.3 Internship
200971.1 Start-up

Alternate unit from pool 2

Quarter 2

One of the following (continued from prior quarter):

200829.3 Business Project
200830.3 Internship
200971.1 Start-up

Alternate unit from pool 1

Intensive 1 year**Year 1**

Quarter 1

200737.3 Marketing Systems
200823.1 Buyer Behaviour

Alternate unit from pool 2

Quarter 2

200832.2 Business Marketing
200822.2 Applied Marketing Solutions

Alternate unit from pool 1

Quarter 3

200824.1 Integrated Brand Management

Alternate unit from pool 2

One of the following:

200829.3 Business Project
200830.3 Internship
200971.1 Start-up

Quarter 4

200834.3 Strategic Marketing for Managers

Alternate unit from pool 1

One of the following (continued from prior quarter):

- 200829.3** Business Project
- 200830.3** Internship
- 200971.1** Start-up

Part-time (3 years)**Year 1**

Quarter 1

- 200823.1** Buyer Behaviour

Quarter 2

- 200737.3** Marketing Systems

Quarter 3

- 200822.2** Applied Marketing Solutions

Quarter 4

- 200832.2** Business Marketing

Year 2

Quarter 1

- 200824.1** Integrated Brand Management

Quarter 2

- 200834.3** Strategic Marketing for Managers

Quarter 3

Alternate unit from pool 1

Quarter 4

Alternate unit from pool 2

Year 3

Quarter 1

Alternate unit from pool 2

Quarter 2

Alternate unit from pool 1

Quarter 3

One of the following:

- 200829.3** Business Project
- 200830.3** Internship
- 200971.1** Start-up

Quarter 4

One of the following (continued from prior quarter):

- 200829.3** Business Project
- 200830.3** Internship
- 200971.1** Start-up

Alternate Units

Students are required to complete four alternate units, being two units from Alternate Unit Pool 1 and two units from Alternate Unit Pool 2 as specified below.

Alternate Unit Pool 1

Choose two of:

- 200817.2** Business Communication Skills
- 200826.1** Contemporary People Management
- 200425.4** Economics
- 200821.2** Financial Reports for Decision Making
- 200852.1** Innovation, Creativity and Foresight
- 200835.2** Managing in the Global Context
- 200825.3** Understanding Contemporary Organisations

Alternate Unit Pool 2

Choose two units from any other Masters degrees offered by the School of Business.

Master of Professional Accounting**2689.5**

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 1, 2018 or later.

The Master of Professional Accounting (MPA) course is specifically designed to comply with the accreditation requirements of CPA Australia, the Chartered Accountants Australia and New Zealand (CAANZ) and the Institute of Public Accountants (IPA). This course combines an in-depth theoretical knowledge of accounting with relevant skills and expertise that enable students to become professional accounting practitioners. The course delivers a contemporary education in accounting principles and procedures supported by knowledge of the 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, including industry relevant projects and realistic business problems.

Study Mode

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

Location

Campus	Attendance	Mode
Parramatta City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	Part Time	Internal

Accreditation

The course is accredited by CPA Australia, Chartered Accountants Australia and New Zealand (CAANZ) and the Institute of Public Accountants (IPA).

Inherent requirements

The School of Business developed a set of Inherent Requirements for the discipline of Accounting as part of a Western Sydney University-wide pilot. These requirements are published at:

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 from Australian and New Zealand citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

200693.3	Accounting Professional Engagement
200401.4	Accounting Theory and Applications
200398.3	Auditing
200432.4	Commercial Law
200400.5	Company Accounting
200433.5	Company Law
200426.3	Corporate Finance
200425.4	Economics
200399.3	Information Systems for Accountants
200396.5	Introductory Accounting
200494.3	Management Accounting
200869.4	Principles of Taxation

Exit Award

2790 Graduate Certificate in Accounting requires the successful completion of any 40 credit points of core units of the Master of Professional Accounting.

Master of Stockbroking and Financial Advising

2807.1

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 2, 2018 or later.

The Master of Stockbroking and Financial Advising prepares students to become practitioners as stockbrokers and advisers in the finance sector. The degree exposes students to modern theoretical approaches to financial markets, and incorporates applied units developed with individuals actively involved in the finance and investment sectors. Students will develop the capability to prepare informed financial advice for clients. Most importantly, the content of the degree is informed by regulations that govern the formal educational qualifications required by practitioners in the sector. This ensures that on completion of the program students have obtained a qualification that enables them to become practitioners in this industry and adopt the required ethical practices.

Exit qualifications are Graduate Diploma in Stockbroking and Financial Advising and Graduate Certificate in Stockbroking and Financial Advising.

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

Admission

Applicants must have:

- Successfully completed an undergraduate degree, or higher qualification, in business; OR
- Successfully completed a Graduate Certificate, or higher qualification 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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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.

Course Structure

To qualify for the award of a Master of Stockbroking and Financial Advising, students must successfully complete 120 credit points of units as defined in the course sequence

below. Note: The capstone unit 200960 Statement of Advice Research Project cannot be undertaken until a minimum of 80 credit points of other units of the course have been successfully completed.

Recommended Sequence Full Time

Year 1

Quarter 1

200986.1 Financial Products and Markets
200987.1 Financial Adviser Communication Skills

Quarter 2

200426.3 Corporate Finance
200432.4 Commercial Law

Quarter 3

200867.1 Superannuation
200869.4 Principles of Taxation

Quarter 4

200870.1 Insurance and Risk Management
201002.1 Estate Planning

Year 2

Quarter 1

51212.3 Security Analysis and Portfolio Theory

And choose one of:

200872.1 Contemporary Issues in Taxation
51169.3 Derivatives

Quarter 2

200960.1 Statement of Advice Research Project
51168.4 Funds Management and Portfolio Selection

Recommended Sequence Part Time

Year 1

Quarter 1

200986.1 Financial Products and Markets

Quarter 2

200987.1 Financial Adviser Communication Skills

Quarter 3

200432.4 Commercial Law

Quarter 4

200426.3 Corporate Finance

Year 2

Quarter 1

200867.1 Superannuation

Quarter 2

200870.1 Insurance and Risk Management

Quarter 3

200869.4 Principles of Taxation

Quarter 4

And one core unit to be advised

Year 3

Quarter 1

51212.3 Security Analysis and Portfolio Theory

Quarter 2

Choose one of:

200872.1 Contemporary Issues in Taxation
51169.3 Derivatives

Quarter 3

51168.4 Funds Management and Portfolio Selection

Quarter 4

200960.1 Statement of Advice Research Project

Exit Awards

Graduate Diploma in Stockbroking and Financial Advising (exit only)

2808.1

The Graduate Diploma in Stockbroking and Financial Advising is an Exit course only. Applicants apply to 2807 Master of Stockbroking and Financial Advising 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.

Course Structure

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

200432.4 Commercial Law
200426.3 Corporate Finance
200987.1 Financial Adviser Communication Skills
200986.1 Financial Products and Markets
51168.4 Funds Management and Portfolio Selection

And three of the following pool of units:

201002.1 Estate Planning
200870.1 Insurance and Risk Management
200869.4 Principles of Taxation
200867.1 Superannuation

Graduate Certificate in Stockbroking and Financial Advising

2809.1

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 2 2018 or later.

The Graduate Certificate in Stockbroking and Financial Advising introduces students to the foundational skills necessary to become practitioners as stockbrokers and advisers in the finance sector. The qualification exposes students to some of the theoretical approaches to financial markets, and also incorporates a number of applied units that will build some of the basic skills required to deliver financial advice to clients.

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 qualification, in business; Or
- Have a minimum of 3 years full time equivalent managerial/ professional work experience in the stockbroking/financial advising industry.

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). Use the links below to apply via UAC or Western Sydney University.

Applications made directly to Western Sydney do not have an application fee.

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

NOTE: This course will commence Q2, 2018

To qualify for the award of a Graduate Certificate in Stockbroking and Financial Advising, students must successfully complete 40 credit points of units as follows:

200987.1 Financial Adviser Communication Skills
200986.1 Financial Products and Markets

and two of the following units:

200432.4 Commercial Law
200426.3 Corporate Finance

51168.4 Funds Management and Portfolio Selection
200869.4 Principles of Taxation

Masters Qualifying Program

2811.1

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 2018 or later.

In the Masters Qualifying Program (MQP) 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 further develop 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 Masters 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. 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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	Part Time	Internal
Sydney City Campus	Full Time	Internal
Sydney City Campus	Part Time	Internal

Admission

To be admitted to the Masters 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

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.

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). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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

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

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

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

Course Structure

Recommended Sequence

Quarters 1 and 3

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

Quarters 2 and 4

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

Masters Qualifying Program with Concurrent English

2812.1

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 2018 or later.

In the Masters Qualifying Program (MQP) 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 further develop 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 Masters 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. 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 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 an university environment.

Students who successfully pass this course, delivered in conjunction with the MQP course, satisfy the English entry requirements to Western Sydney University. Students will undertake tests in reading, writing and listening and speaking 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 it 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 City Campus- Macquarie Street	Full Time	Internal
Parramatta City Campus- Macquarie Street	Part Time	Internal
Sydney City Campus	Full Time	Internal
Sydney City Campus	Part Time	Internal

Admission

For entry in to the MQP 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.

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.

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 Masters Qualifying Program concurrently with the English Enhancement Program.

For entry in to the EEP (English Enhancement Program) 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). Use the links below to apply via UAC or Western Sydney University. Applications made directly to Western Sydney do not have an application fee.

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 to the University through the International Office can find details of minimum English proficiency requirements and acceptable proof on their website.

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

Course Structure

Recommended Sequence

Quarters 1 and 3

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

Quarters 2 and 4

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

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:

900119.1	English Enhancement
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Specialisations

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

A2001.1

Location

Campus	Mode
Parramatta City Campus-Macquarie Street	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

200849.1	New Venture Finance
200821.2	Financial Reports for Decision Making

Quarter 2 session

300962.1	Applied Business Statistics
200425.4	Economics

Quarter 3 session

51168.4	Funds Management and Portfolio Selection
200426.3	Corporate Finance

Quarter 4 session

51163.2	Financial Institutions and Markets (MAF)
51165.3	Financial Institution Management

Year 2

Quarter 1 session

51169.3	Derivatives
51212.3	Security Analysis and Portfolio Theory

Quarter 2 session

51166.3	Credit and Lending Decisions
51054.3	Financial Modelling

Quarter 3 session

51211.3	International Finance
200945.1	Applied Project (Finance and Property)

Quarter 4 session

Choose 20 credit points from

200891.1	Property Portfolio Analysis
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200696.3	Property Investment Analysis
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OR

200830.3	Internship
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Postgraduate Admission Pathway - Master of Applied Finance - 1.5 year pathway

A2002.1

Location

Campus	Mode
Parramatta City Campus-Macquarie Street	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

200821.2	Financial Reports for Decision Making
200849.1	New Venture Finance

Quarter 2 session

300962.1	Applied Business Statistics
200425.4	Economics

Quarter 3 session

51168.4	Funds Management and Portfolio Selection
200426.3	Corporate Finance

Quarter 4 session

51163.2	Financial Institutions and Markets (MAF)
51165.3	Financial Institution Management

Year 2

Quarter 1 session

51212.3	Security Analysis and Portfolio Theory
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And one elective

Quarter 2 session

200945.1	Applied Project (Finance and Property)
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And one elective

Alternate units

Choose two from

51166.3	Credit and Lending Decisions
51169.3	Derivatives
51054.3	Financial Modelling
51211.3	International Finance

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

A2003.1

Location

Campus	Mode
Parramatta City Campus-Macquarie Street	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

51168.4	Funds Management and Portfolio Selection
200426.3	Corporate Finance

Quarter 2 session

51163.2	Financial Institutions and Markets (MAF)
51165.3	Financial Institution Management

Quarter 3 session

51212.3	Security Analysis and Portfolio Theory
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And one elective

Quarter 4 session

200945.1	Applied Project (Finance and Property)
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And one elective

Alternate units

Choose two from

51166.3	Credit and Lending Decisions
51169.3	Derivatives
51054.3	Financial Modelling
51211.3	International Finance

Postgraduate Specialisation - Management

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

200776.1	Compliance Management
200848.3	Governance, Ethics and Social Entrepreneurship
200852.1	Innovation, Creativity and Foresight
200833.1	Leading Contemporary Organisations
200835.2	Managing in the Global Context
200841.2	Strategic Business Management

Postgraduate Specialisation - Logistics and Supply Chain Management

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

200838.1	Business Operations and Logistics
200776.1	Compliance Management
200836.1	Logistics Processes in Enterprise Resource Planning
51240.4	Project Management
51259.4	Purchasing and Materials Management
200329.4	Supply Chain Management

Postgraduate Specialisation - Sustainable Business

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

200847.1	Business, Society and the Environment
200853.1	Creating Sustainable Organisations
101636.2	Developing Sustainable Places
200848.3	Governance, Ethics and Social Entrepreneurship
200852.1	Innovation, Creativity and Foresight
200497.1	Social and Environmental Accounting (PG)

Postgraduate Specialisation - Innovation and Entrepreneurship

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

200850.1	Entrepreneurial Management Capabilities
200848.3	Governance, Ethics and Social Entrepreneurship
200852.1	Innovation, Creativity and Foresight
200851.1	Innovation for New Markets
200845.2	Innovation Through Digital Technology
200849.1	New Venture Finance

Postgraduate Specialisation - Human Resource Management

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

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

Postgraduate Specialisation - Finance and Investment

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

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

Postgraduate Specialisation - Property

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

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

Postgraduate Specialisation - Information and Communications Technology

SP2018.1

Location

Campus	Mode
Parramatta Campus - Victoria Road	Internal

Specialisation Structure

This specialisation is taught by School of Computing, Engineering and Mathematics and is offered in Semester mode. Please see the below units for offering details and locations.

Students must complete six units as follows.

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

Choose one of

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

Choose one of

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

Postgraduate Specialisation - Business Analytics

SP2020.1

Location

Campus	Mode
Parramatta Campus - Victoria Road	Internal

Specialisation Structure

This specialisation is taught by School of Computing, Engineering and Mathematics and is offered in Semester mode. Please see the below units for offering details and locations.

Students must complete the following six units.

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

Postgraduate Specialisation - Marketing

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 City Campus-Macquarie Street	Internal

Specialisation Structure

Students must complete the following six units

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

Postgraduate Specialisation - Digital Knowledge and Innovation

SP2022.1

Location

Campus	Mode
Parramatta Campus - Victoria Road	Internal

Specialisation Structure

This specialisation is taught by School of Humanities and Communications and is offered in Semester mode. Please see the below units for offering details and locations.

Students must complete the following five units.

102412.1	Global Digital Futures
200845.2	Innovation Through Digital Technology
101743.2	Mobile Media
101962.1	Researching Convergent Media
102292.1	Strategic Communication

Postgraduate Specialisation - Policing, Public Safety and Security

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 - Victoria Road	Internal

Specialisation Structure

This specialisation is taught by School of Social Sciences and Psychology and is offered in Semester mode. Please see the below units for offering details and locations.

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

101891.1	Contemporary Policing Practice
101892.1	Executive Leadership in Policing
101893.1	Governance and Accountability in Policing Practice
102180.2	Translation from Theory and Research to Policy
102418.1	Vulnerability and Public Safety
101894.1	Working with Offending Behaviour: Integrating Theory to Practice

Units

200693.3 Accounting Professional Engagement

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of accounting principles, practices and relevant theoretical background.

Prerequisite

[200401.3](#) Accounting Theory and Applications

Special Requirements

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

.....

This unit aims to provide students with a 'hands on' flexible and practical work integrated learning experience in the Accounting degree. 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 projects 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). 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.

201006.1 Advanced Clinical Legal Placement

Credit Points 40 **Level** 7

Special Requirements

Students must be enrolled in 2810 Master of Laws (International Governance) through Entry Pathway 2.

.....

This 40 credit point unit consists of five weeks of clinical work within a legal practice environment. Students are mentored by experienced legal practitioners to apply and develop knowledge and skills in legal practice and its application in international governance contexts. Students are supported in identifying their placements which may be through the School of Law's existing relationship with the Parramatta Community Justice Centre or at other legal services or practices chosen by the student and approved by the School of Law that may relate to his or her areas of interest in international governance. Students are required to undertake self-directed study including tasks such as completing a work related project, reflection and an e-portfolio and these, together with a Professional Performance Report from their workplace supervisor/mentor, will comprise assessment for the unit on a satisfactory/unsatisfactory basis. Students are supported in this through the provision of supporting materials. Advanced Clinical Legal Placement may be undertaken in any study period and may, by agreement, be organised in ways which suit the workplace supervisor/mentor and the student and as agreed with the Unit Coordinator. This may include, for example, undertaking the five week clinical work placement as a block or distributed over the session parallel to their program of study.

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.

.....

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.

.....

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.

.....

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.

.....

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.

.....

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.

.....

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.

200981.1 Australian Legal System and Common Law

Credit Points 10 **Level** 7

Assumed Knowledge

Undergraduate law degree or equivalent from a non-common law jurisdiction.

Special Requirements

This unit is not available for self-enrolment. Admission to the unit is by invitation only to students of postgraduate courses of the School of Law who hold a Bachelor of Laws degree, or equivalent, from a non-common law jurisdiction.

.....

The Australian Legal System and Common Law introduces students, from non-common law jurisdictions, to the Australian legal system and the common law tradition. The unit aims to develop the understanding of how the Australian legal system has developed in its historical and cultural contexts, and its impact on Australia's First Peoples. It also covers the Australian laws in specific areas, such as contracts, torts, trusts and dispute resolution. This unit includes field trips to various Australian courts and legal institutions. Students are encouraged to undertake individual research to evaluate and compare legal institutions and laws in Australia and their home jurisdictions.

200965.2 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 or 2810 Master of Laws (International Governance). This course is available to international students who may obtain a Subclass 600 Tourist Visas (with visa condition 8201 – Max 3 Months Study), 485 Temporary Graduate Visa or other non-student visas with permission to study.

.....

This unit provides students with an introduction to Australia's immigration system. It provides students with a broad overview of sources of Australian migration law, explores the role of government policy in migration law, and outlines the key components of Australia's migration program. The unit gives students a strong grounding in key terminology used in Australian migration law, and provides an introduction to Australian visas. The unit explores the regulatory regime for losing a visa and addresses immigration offences.

200966.2 Australia's Visa System 1

Credit Points 10 **Level** 7

Corequisite

[200965.2](#) Australian Migration Law

Special Requirements

Students must be enrolled in course 2803 Graduate Diploma in Migration Law or 2810 Master of Laws (International Governance). This course is available to international students who may obtain a Subclass 600 Tourist Visas (with visa condition 8201 – Max 3 Months Study), 485 Temporary Graduate Visa or other non-student visas with permission to study.

.....

This unit provides students with a structured examination of issues common to all Australian visas, including public health criteria, implications for family members of visa applicants and visa conditions. The unit further provides a close analysis of issues common to some Australian visas, such as matters of sponsorship, assurances of support, family violence provisions, provisional visas, English language requirements, skills assessment and exclusion periods and other public interest requirements.

200967.2 Australia's Visa System 2

Credit Points 10 **Level** 7

Corequisite

200965.2 Australian Migration Law AND **200966.2** Australia's Visa System 1

Special Requirements

Students must be enrolled in 2803 Graduate Diploma in Australian Migration Law or 2810 Master of Laws (International Governance).

.....

This unit explores a number of substantive Australian visas, including those relating to work, doing business in Australia, study and visiting Australia (medical treatment, tourism, business visitor stream). This unit focuses on providing students with a practical approach to addressing the eligibility criteria for relevant visa streams, lodgement of visa applications and processing considerations. Students will learn to evaluate pathways and options open to clients, determine strategies and formulate submissions.

201005.1 Australia's Visa System 3, Cancellation and Review

Credit Points 10 **Level** 7

Prerequisite

200965.2 Australian Migration Law AND **200966.2** Australia's Visa System 1

Corequisite

200967.2 Australia's Visa System 2

Incompatible Units

200968 - Visa Compliance, Cancellation and Review 1

Special Requirements

Students must be enrolled in 2803 Graduate Diploma in Australian Migration Law or 2810 Master of Laws (International Governance).

.....

This unit addresses the balance of visas in the Australian immigration system, including those related to bringing

family to Australia, former resident and resident return visas, humanitarian program (onshore and offshore), bridging visas and other miscellaneous visas (Act-based visas and resolution of status visas). This unit also addresses the regime for review of immigration decisions, including informal review, merits review and judicial review. This unit provides an overview of ministerial intervention and cancellation powers under Australian immigration law. This unit also provides a brief overview of Australian citizenship laws.

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.

.....

"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.

200957.1 Bioethics in Perspective

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor of Laws or equivalent qualification.

Equivalent Units

200906 - Bioethics

Incompatible Units

200295 - Bioethics

Special Requirements

Students must be enrolled in 8083 Bachelor of Research Studies, 8084/8085 Master of Research or 2784 or 2810 Master of Laws (International Governance).

.....

This unit explores a range of ethical and legal issues in public health, biomedical research, biotechnology and medical practice.

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.

.....

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

Successful completion of 40 credit points of core units 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.

.....

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.

.....

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 or 3749 Master of Science.

.....

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 or in course 3748 Master of Information Governance. 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.

.....

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 or 3749 Master of Science.

.....

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.

200432.4 Commercial Law

Credit Points 10 **Level** 7

Incompatible Units

200014 - Commercial Law

Special Requirements

Students must be enrolled in a postgraduate Business course or in course 3748 Master of Information Governance. 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 fully online courses 2793 Master of Financial Planning and 2795 Graduate Certificate in 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 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 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.

200433.5 Company Law

Credit Points 10 **Level** 7

Prerequisite

[200432.4](#) Commercial Law

Equivalent Units

51227 - Company Law (PG)

Special Requirements

Students must be enrolled in a postgraduate Business course or in course 3748 Master of Information Governance. Students wishing to take this unit as an elective need approval from the Academic Course Advisor.

.....

This unit mainly deals with legal issues concerning various aspects of companies: incorporation, regulation, membership and capital, company management, corporate officers, meetings, relations of the company with outsiders, accounts, reports and other disclosures, arrangements and reconstruction, receivers and winding up, and share acquisition and takeovers. It also considers public policy issues underlying the law in the above areas. Other forms of business organisation, such as partnership, trusts and sole traders, are also dealt with.

200776.1 Compliance Management

Credit Points 10 **Level** 7

Equivalent Units

200224 - Management of Quality

Incompatible Units

200227 - Performance Measurement and Benchmarking; H7072 - Risk Management

Special Requirements

Students must be enrolled in a postgraduate course.

.....

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

200872.1 Contemporary Issues in Taxation

Credit Points 10 **Level** 7

Prerequisite

[200869.1](#) Principles of Taxation

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning), 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 Business postgraduate course, 3698 Master of Information and Communications Technology (Advanced), 3699 Master of Information and Communications Technology, 3752 Master of Project Management or 1850 - Master of Education (Leadership and Management).

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

200795.1 Corporate Governance and the Global Environment

Credit Points 10 **Level** 7

Equivalent Units

500017 - Governance and Ethics

Incompatible Units

200432 - Commercial Law

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 2755 Master of Business Administration, 2762 Executive Master of Business Administration or 9009 SGSM PG Non-Award Program.

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

200853.1 Creating Sustainable Organisations

Credit Points 10 **Level** 7

Equivalent Units

500041 - Creating Sustainable Organisations

Special Requirements

Students must be enrolled in a postgraduate Business course.

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'Creating Sustainable Organisations' explores new pathways to sustainability and leadership for the 21st Century, encouraging continual reflection and discussion on the nature and implications of current debates on environmental and social issues. It examines different models and strategies designed to balance the need for business growth with responsiveness to social and environmental issues. 'Creating Sustainable Organisations' provides students with the skills to lead in ways that will enable them to be active participants in the solution to the planet's environmental and social problems.

51166.3 Credit and Lending Decisions

Credit Points 10 **Level** 7

Assumed Knowledge

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

Special Requirements

Students must be enrolled in a postgraduate Business course.

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

200744.3 Critical Literature Review

Credit Points 20 **Level** 7

Equivalent Units

500029 - Critical Literature Review

Special Requirements

Students must be enrolled in a postgraduate course.

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

200791.1 Customer Value Management

Credit Points 10 **Level** 7

Assumed Knowledge

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

Incompatible Units

200736 - Customer Relationship Marketing

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration or 9009 SGSM PG Non-Award Program.

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In an economy where products, marketing campaigns and management practises are ever changing, business executives are increasingly recognising that understanding the value of their customers is vital to the survival of the business. Loyal customers are what every organisation seeks. However, increasingly complex supply/demand relationships also result in 'promiscuity' among customers. Therefore, it is crucial that managers have the skills to not only strive for excellence and consistency in product-centric perspectives, but also foster and strengthen those that are customer-centric. This unit fundamentally examines the opportunities and challenges in: a) identifying customers, b) adding value to supplier/consumer relationships, including tools that firms/organisations can use to provide value for customers while ensuring profitability over the entire life of the relationship.

301044.1 Data Science

Credit Points 10 **Level** 7

Assumed Knowledge

Basic Statistics, Computer Programming

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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.

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

200790.1 Developing Business Expertise

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (Exit Only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration or 9009 SGSM PG Non-Award Program.

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

200827.1 Developing Human Capital and Organisational Capability

Credit Points 10 **Level** 7

Equivalent Units

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

Special Requirements

Students must be enrolled in a postgraduate Business course.

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

101636.2 Developing Sustainable Places

Credit Points 10 **Level** 7

Equivalent Units

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

Special Requirements

Students must be enrolled in a postgraduate course.

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

200828.1 Diversity, Labour Markets and Workforce Planning

Credit Points 10 **Level** 7

Equivalent Units

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

Special Requirements

Students must be enrolled in a postgraduate course or course 8083 Bachelor of Research.

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Demographic change, economic cycles and labour force participation patterns influence the manner in which 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 or postgraduate Information and Communications Technology program.

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

200789.1 Emerging Leaders

Credit Points 10 **Level** 7

Assumed Knowledge

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

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 5502 Graduate Certificate in Business Administration, 2755 Master of Business Administration, 2756 Graduate Diploma in Business Administration (exit only), 2757 Graduate Certificate in Business Administration, 2762 Executive Master of Business Administration or 9009 SGSM PG Non-Award Program

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

200717.2 Employment Relations Professional Practice

Credit Points 10 **Level** 7

Assumed Knowledge

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

Special Requirements

Students must be enrolled in a postgraduate course.

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

900119.1 English Enhancement

Credit Points 10 **Level** Z

200938.1 Enterprise Intelligence

Credit Points 4 **Level** Z

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

200850.1 Entrepreneurial Management Capabilities

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course or be enrolled in the Master of Information and Communications Technology (Advanced) or Master of Information and Communications Technology.

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Developing innovation and entrepreneurial capability is essential for small, medium and large businesses. This unit introduces students to practical and applied knowledge supported by theory, concepts, frameworks for understanding and developing innovation and entrepreneurial thought, capability, infrastructure and platforms. Students will be exposed to leadership and approaches to the development of new products, services, processes and business models.

201002.1 Estate Planning

Credit Points 10 **Level** 7

Prerequisite

200867.1 Superannuation

Equivalent Units

200871 - Planning for Retirement

Special Requirements

Students must be enrolled in a postgraduate Business course.

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Estate planning investigates the key issues, decisions and frameworks for financial planning for later life and succession. Students learn to provide advice on strategies for business succession planning, 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, and to apply relevant analytical and decision making tools to succession, trust administration, tax strategy and similar post-retirement decisions.

200936.1 Ethical Enterprise Practice

Credit Points 4 **Level** Z

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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.

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

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.

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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.

200987.1 Financial Adviser Communication Skills

Credit Points 10 **Level** 7

Assumed Knowledge

Some knowledge of analysing markets and investments would be beneficial.

Equivalent Units

200817 - Business Communication Skills

Incompatible Units

201008 - Communication and Ethics for Financial Planners

Special Requirements

Students must be enrolled in one of the following courses - 2807 Master of Stockbroking and Financial Advising or 2808 Diploma of Stockbroking and Financial Advising or 2809 Graduate Certificate of Stockbroking and Financial Advising.

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In this practical unit students develop the ability to write up a risk profile with objectives for clients with varying needs. Students analyse investment decisions and provide advice to clients which is informed by regulatory issues relevant to the finance industry. Students are required to demonstrate the ability to create a Statement of Advice for clients of different risk preference and investor profile.

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 SGSMS PG Non-Award Program.

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

51165.3 Financial Institution Management

Credit Points 10 **Level** 7

Assumed Knowledge

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

Special Requirements

Students must be enrolled in a postgraduate Business course.

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

51163.2 Financial Institutions and Markets (MAF)

Credit Points 10 **Level** 7

Special Requirements

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

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

financial institutions and markets and the transactions that take place in them.

51054.3 Financial Modelling

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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This unit is essential in preparing students for applied financial analysis and modelling applications used extensively in a number of postgraduate finance units. It familiarises students with the strengths and limitations of contemporary quantitative modelling techniques using multivariate statistical procedures and optimisation approaches. Students are also familiarised with relevant software.

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.

200986.1 Financial Products and Markets

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in 2807 Master of Stockbroking and Financial Advising or 2808 Graduate Diploma in Stockbroking and Financial Advising or 2809 Graduate Certificate in Stockbroking and Financial Advising.

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This unit introduces students to the wide range of investment products and financial securities. Importantly, it develops students' ability to analyse investment opportunities and understand their respective risk and reward profiles. Students will also develop the computational skills necessary for transactions in financial markets, which enable an informed comparison of securities for the purposes of investment decisions.

200821.2 Financial Reports for Decision Making

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a Business postgraduate course, 3698 Master of Information and Communications Technology (Advanced), 3699 Master of Information and Communications Technology, 3752 Master of Project Management or 1850 - Master of Education (Leadership and Management).

.....

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 or 2810 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.

200848.3 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 or in course 1870 Master of Chinese Cultural Relations, 1871 Graduate Certificate in Chinese Cultural Relations or 1872 Graduate Diploma in Chinese Cultural Relations.

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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.

200953.1 Human Rights in Practice and Theory

Credit Points 10 Level 7

Assumed Knowledge

Knowledge such as is gained through completion of a law degree (Bachelor of Laws or Juris Doctor) or equivalent in any jurisdiction.

Special Requirements

Students must be enrolled in course 2784 or 2810 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 place of regional human rights systems in the global architecture of human rights. Concepts of universalism, relativism and the 'Asian values' debate are examined. The record of human rights treaty ratification and compliance in Asia and the Pacific is examined within the context of the international treaty system as well as the ASEAN regional human rights regime. The development and implementation of international and domestic human rights protections in criminal law, constitutional law and institutional construction are examined across the region.

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.

200958.1 Information and Data Governance Law and Policy

Credit Points 10 Level 7

Assumed Knowledge

Knowledge of law as could be attained through completion of a law degree (Bachelor of Laws or Juris Doctor) or equivalent in any jurisdiction.

Special Requirements

Students must be enrolled in course 2784 or 2810 Master of Laws (International Governance), 3748 Master of Information Governance, 8083 Bachelor of Research Studies, 8084 Master of Research - HC or 8085 Master of Research - LC.

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The legal framework for information protection is established by both international and domestic law and regulation. Data governance refers to systems of decision rights and accountabilities for information-related processes. Data governance initiatives are driven by a desire to improve data quality information. This unit introduces students to information protection laws and regulations and the theoretical approaches to information and data governance law, including: the European Union Directives and regulation; the OECD Guidelines for the Protection of Privacy and Trans-Border Flows of Personal Data; the APEC Privacy Protection Framework; and the DGI Data Governance Framework. The unit examines and compares impact of these laws and regulation on privacy and data governance policies in the US, UK and Australia. The unit explores some of the challenges for regulators to provide effective protection to personal and sensitive information in cyberspace as existing laws have had to adapt to new and advance information technological developments and their use.

200399.3 Information Systems for Accountants

Credit Points 10 **Level** 7

Corequisite

200396.3 Introductory Accounting

Special Requirements

Students wishing to enrol in this unit as an elective must gain approval from an Academic Course Advisor (Accounting) and must be enrolled in a postgraduate Business course.

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The aim of this unit is to examine the theory and application of information technology on the accounting discipline. This unit covers principles of systems analysis, design and database management relating to accounting information systems. The functions, control, data and processes of accounting information systems are discussed in the context of businesses. Students learn about the communication of accounting information through the internet and explore further the development of integrated systems using a blended learning design approach.

200940.1 Innovation and Creativity

Credit Points 4 **Level** Z

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Creativity is a systematic, logical process mixing imaginative and creative thinking. Ideation is a process for forming and relating ideas derived through creativity. Innovation seeks to take ideas through invention and entrepreneurial processes to create new economic and social value. You will be introduced to ideation as an

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

200851.1 Innovation for New Markets

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course 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.

200845.2 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, Master of Chinese Cultural Relations, Graduate Certificate in Chinese Cultural Relations, Graduate Diploma in Chinese Cultural Relations 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 or 2810 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 or 2810 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.

200962.2 International Criminal Law and Justice

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor of Laws or equivalent qualification

Special Requirements

Students must be enrolled in 8083 Bachelor of Research Studies/Master of Research, 8084/8085 Master of Research, 2784 or 2810 Master of Laws (International Governance), or 1862 Master of International Criminology.

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This unit analyses the state of international criminal law and its place in the modern international legal system in light of important recent developments. It discusses why a State's national criminal laws should accord with international developments. It focuses on substantive and procedural law and examines relevant international legal concepts, general principles of international criminal law, and how international criminal tribunals function. It considers particular international crimes, participation in such crimes, defences, and important recent cases such as those of Augusto Pinochet and Slobodan Milosevic.

200907.3 International Environmental Law and Policy

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor of Laws or equivalent qualification.

Special Requirements

Students must be enrolled in course 2784 or 2810 Master of Laws (International Governance), 8083 Bachelor of Research Studies, 8084/8085 Master of Research or the Master of Science.

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This unit provides an overview of international environmental law and policy. It investigates legal and policy measures for managing and protecting the environment in a sustainable manner. The unit will begin by exploring the economic, political, and legal concepts relevant to international environmental legal regimes. It will then apply these concepts to concrete regimes designed to deal with specific international environmental problems, such as climate change, ozone depletion, air pollution, hazardous waste, freshwater resources, marine pollution, world heritage, human rights, biodiversity and habitat loss. The unit focuses principally on the dynamic of treaties, negotiations, and state and non-state actors in the international arena. Special attention will be given to 21st Century environmental problems. Appropriateness of the present environmental legal regimes and challenges for the future will also be mooted in the unit.

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 or 2810 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.

200961.1 International Human Rights Law

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor of Laws or equivalent qualification

Special Requirements

Unit available only to students in courses 8083 Bachelor of Research Studies/Master of Research, 8084/8085 Master of Research and 2784 or 2810 Master of Laws (International Governance).

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This unit examines the foundations of the concept of human rights under international law, how international law became concerned with the rights of individuals and the development of international measures for the protection of human rights. It examines the extent of compromise of international human rights where sovereignty, cultural relativism and political resistance preclude comprehensive incorporation of some fundamental human rights principles in domestic law. Instruments such as The Charter of the United Nations, The Universal Declaration of Human Rights, The International Covenant on Civil and Political Rights and International Covenant on Economic, Social and Cultural Rights are also examined.

200975.1 International Independent Study Law 1

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor of Laws or equivalent qualification

Special Requirements

Students must be enrolled in course 2784 or 2810 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 will result in the writing of a research paper of 5,000 words on an approved topic in law and a 20 minute class presentation. The areas researched will focus principally on those areas identified by the School of Law in its Research Strategy and are relevant to the discipline of International Governance.

200976.1 International Independent Study Law 2

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor of Laws or equivalent qualification

Special Requirements

Students must be enrolled in course 2784 or 2810 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 will result in the writing of a research paper of 5,000 words on an approved topic in law and a 20 minute class presentation. The areas researched will focus principally on those areas identified by the School of Law in its Research Strategy and are relevant to the discipline of International Governance.

200951.1 International Law of Ocean Governance

Credit Points 10 **Level** 7

Assumed Knowledge

Knowledge of law as contained in 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 2784 or 2810 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 rules regulating the principle uses of the world's oceans. It explores the historical development and sources of contemporary law of the sea and the adoption of the 1982 Convention on the Law of the Sea (UNCLOS). Legal regimes of various maritime zones including territorial sea and contiguous zone, continental shelf, the exclusive economic zone and the high seas will be studied. Various sources of marine pollution, fisheries, marine scientific research, maritime spatial planning, maritime safety and security, mining of deep sea beds and dispute settlement will also be explored in this unit.

200963.1 International Space Law - Commercial Aspects

Credit Points 10 **Level** 7

Assumed Knowledge

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

Incompatible Units

200220 - International Criminal Law

Special Requirements

Only students enrolled in courses 2784 or 2810 Master of Laws (International Governance) and Masters of Research (suite) 8083, 8084 or 8085.

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This unit examines the underlying legal principles that regulate the use, exploration and exploitation of space, and how International Law can and should be applied to the many different State and private commercial uses of outer space. It examines the existing international legal regime - the five United Nations Space Treaties and key Declarations of Principles related to space activities - as well as a number of domestic regulatory systems, including the Australian legal regime. The unit also concentrates on the (many) uses and proposed uses of space for which the legal framework may not be particularly well suited.

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.

200396.5 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), 200821 - Financial Reports for Decision Making

Special Requirements

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

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

200868.1 Investment Planning

Credit Points 10 Level 7

Equivalent Units

CO802A Principles of Investment Planning (PG)

Special Requirements

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

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Investment Planning is one of the core units in the Master of Commerce (Financial Planning). The course is designed to provide the educational basis to enable students to increase competence as professional financial advisers and enable them to gain an advanced knowledge and understanding of the financial planning industry. The unit introduces basic concepts of risk and return in relation to investment planning. Various investment vehicles are covered including shares and fixed interest investments.

200833.1 Leading Contemporary Organisations

Credit Points 10 Level 7

Special Requirements

Students must be enrolled in a postgraduate Business course or 1850 - Master of Education (Leadership and Management).

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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 or 2810 Master of Laws (International Governance).

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This unit introduces the idea that Law is value laden, and has a symbiotic relationship with the philosophical, social, political, and economic fabric of society – particularly in a globalised world. This unit equips Master of Laws students with a solid understanding of theoretical and methodological approaches to studying the issues in international governance. Further, the unit encompasses essential aspects of the legal research process, including accessing relevant sources, defining a research question,

selecting appropriate research methodologies, and presenting a research project.

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 purpose of any management accounting system in an organisation 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. This provides financial and non-financial services to the management team to enhance the firm's competitiveness. The unit is designed to provide an understanding of these areas of information through applying concepts, theories and models in a range of individual and collaborative activities.

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 (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.

200835.2 Managing in the Global Context

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course or in course 3748 Master of Information Governance, 1870 Master of Chinese Cultural Relations, 1871 Graduate Certificate in Chinese Cultural Relations

(Exit only) or 1872 Graduate Diploma in Chinese Relations (Exit only).

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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 or 3749 Master of Science.

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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 or 1850 Master of Education (Leadership and Management). Students enrolled in course 2698 Master of Business (Marketing) must have successfully completed 40 credit points in the course.

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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.

201003.1 Migration Practice 1

Credit Points 10 **Level** 7

Prerequisite

200965.2 Australian Migration Law AND **200966.2** Australia's Visa System 1 AND **200967.2** Australia's Visa System 2

Corequisite

201005.1 Australia's Visa System 3, Cancellation and Review

Incompatible Units

200969 - Visa Compliance, Cancellation and Review 2

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This unit focuses on practical aspects of migration practice as a registered migration agent in Australia. The unit covers the practical role of migration agents in professional practice, the fundamental function of the Office of the Migration Agents Registration Authority (OMARA), the registration process involving migration agents, and provides a close analysis of the Code of Conduct. The unit provides a close examination of various aspects of running a migration agent business, including fees, client accounts, record keeping and the appointment and termination of services. The unit also provides an overview of the complaints and disciplinary regime involving registered migration agents. NOTE: All students must attend a mandatory onsite intensive one day workshop to address practical aspects of the Occupational Competency Standards of the department of Immigration and Border Protection.

201004.1 Migration Practice 2

Credit Points 10 **Level** 7

Prerequisite

200965.2 Australian Migration Law AND **200966.2** Australia's Visa System 1 AND **200967.2** Australia's Visa System 2

Corequisite

201005.1 Australia's Visa System 3, Cancellation and Review AND **201003.1** Migration Practice 1

Incompatible Units

200970 - Migration Law in Practice

Special Requirements

Must be enrolled in 2803 Graduate Diploma in Australian Migration Law.

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This unit focuses on the practical processes involved in migration practice as a registered migration agent in Australia. The unit covers topics such as the interview consulting process with clients, the regime for lodging valid visa application (including the methods of lodgement and preparation procedures) and Freedom of Information requests and practical aspects of communicating with the Department. This unit also provides students with the opportunity to undertake a capstone practical training placement with a registered migration agent business. NOTE: All students must attend a mandatory onsite intensive one day workshop to address practical aspects of the Occupational Competency Standards of the department of Immigration and Border Protection. Students must also undertake a five day Capstone Practical training Placement to gain professional experience in the migration agent industry.

301043.2 Mobile Computing

Credit Points 10 **Level** 7

Special Requirements

Students must have completed 40 credit points and the following pre-requisite before enrolling in this unit: 300693 Web Technologies OR for 2761 Master of Business Administration ICT specialisation: 301038 Programming Proficiency and 300977 Systems Analysis and Database Management Systems.

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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.

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

200849.1 New Venture Finance

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course 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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New Venture Finance introduces students to essential theories, frameworks, principles and requirements for understanding and seeking funding for new ventures, with a focus on investor philosophy. A dynamic approach to seeking initial and subsequent funding for developing innovations and entrepreneurship is emphasised in this unit, recognizing that most new ventures are not fully funded as they launch. The unit also explores approaches related to new ventures at the stage at which they are

maturing into defined businesses. Students will be introduced to commercialisation and strategies for the development of business plans designed to seek funding and support.

200797.2 One Hundred Days

Credit Points 10 **Level** 7

Prerequisite

200790.1 Developing Business Expertise

Special Requirements

Students must be enrolled in 5500 Master of Business Administration, 5501 Graduate Diploma in Business Administration (Exit Only), 2755 Master of Business Administration, 2762 Executive Master of Business Administration or 9009 SGSM PG Non-Award Program.

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

200934.1 People and Culture

Credit Points 4 **Level** Z

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

200743.2 Philosophical Foundations of Business Research

Credit Points 20 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate course.

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This unit aims to develop a deeper understanding of the theoretical traditions in business research, the philosophy of science that informs research and the methodological approaches in business research. We discuss in depth the assumptions behind two major paradigms: The deductive (quantitative) and the inductive (qualitative) paradigms.

200871.1 Planning for Retirement

Credit Points 10 **Level** 7

Prerequisite

200867.1 Superannuation

Special Requirements

Students must be enrolled in 2671/2770 Master of Commerce (Financial Planning), 2690 Graduate Certificate in Commerce (Financial Planning) or 2793 Master of 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.

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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.

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.

200964.1 Principles of International Law

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor of Laws or equivalent qualification

Special Requirements

Unit available only to students in courses 8083 Bachelor of Research Studies/Master of Research, 8084/8085 Master of Research and 2784 or 2810 Master of Laws (International Governance).

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This unit explores the nature, role and characteristics of international law; the concepts of statehood; sovereignty and jurisdiction; the relationships between domestic and international law; the role of law and treaties; and the role of international organisations such as the United Nations and International Court of Justice. The unit also examines contemporaneous and contentious issues of international law.

200869.4 Principles of Taxation

Credit Points 10 **Level** 7

Prerequisite

200432.4 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 the 2689 Master of Professional Accounting, 2691 Master of Accountancy and 2793 Master of Financial Planning courses must have successfully completed 200432 Commercial Law (or equivalent unit) before undertaking this unit.

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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.

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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.

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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, 3752 Master of Project Management or 3749 Master of Science. 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 Business course.

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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.

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This unit concerns the study of the Australian taxation system. It will cover taxation of income from personal exertion, business and property, as well as the taxation of fringe benefits provided in the context of employment and the goods and services tax (popularly known as the GST). Lectures and tutorials cover the constitutional basis of taxation, income tax assessment and the concepts of income tax, allowable deductions, other federal and state taxes, taxation of business associations (partnerships, companies, trusts and primary producers), taxation accounting, administration and practice, taxation planning and avoidance.

200721.2 Reward Management

Credit Points 10 **Level** 7

Equivalent Units

51280 - Remuneration Theory and Practice

Special Requirements

Students must be enrolled in a postgraduate course.

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This unit enables employment relations professionals to deploy advanced practitioner skills in specific workplace and institutional contexts. The management and the negotiation of reward are emphasised. Innovations such as strategic and total reward strategies are critically examined. These innovations relate to the key issues of market-imperatives and fairness, including the balance between collective and individually-determined reward and reward strategies related to performance.

51212.3 Security Analysis and Portfolio Theory

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in a postgraduate Business course.

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This unit examines the valuation of assets, firms and securities. The focus is on the attempt by active investors to identify mispriced securities through projection of a firm's future cash flows based on pro forma financial statements, translating those projections to values and dividing the firm value among the different security holders of the firm. Students develop their understanding of accounting, finance and economic concepts in this applied unit by building models of a firm and conducting analyses of the equity valuation.

200980.1 Security of Ideas

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in 2784 or 2810 Master of Laws (International Governance), 3748 Master of Information Governance, Bachelor of Research Studies or Master of Research. Students enrolled in 2784 Master of Laws (International Governance) must have successfully completed the prerequisite unit 200901 Legal Philosophy and Methodology. Students enrolled in 3748 Master of Information Governance must be enrolled in or have successfully completed the corequisite unit 200432 Commercial Law.

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This unit provides an introduction and overview of the legal principles of intellectual property law, and traces the development of this law in Australia. It is designed as an introductory survey subject for undergraduate law students. The modules consider the different forms of intellectual property including copyright (including moral rights and performers protection), designs, patents, plant breeders rights, trade mark law, passing-off and related actions, domain name law, confidentiality, circuit layouts, the historical development of intellectual property, and the international intellectual property framework (including World Intellectual Property Organization (WIPO) and World Trade Organization (WTO)).

200497.1 Social and Environmental Accounting (PG)

Credit Points 10 **Level** 7

Assumed Knowledge

Bachelor's degree in Accounting

Special Requirements

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

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This unit reflects the expanding scope of corporate accountability, the rise of corporate environmentalism and the role of stakeholder pressures such as regulation in driving changes to organizational performance measurement and reporting. It provides students with an appreciation of the range of organisational stakeholders and the changing expectations for social and environmental responsibility and accountability. In particular, students will explore issues relating to social and environmental accounting, triple bottom line measurement and disclosures and corporate governance.

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.

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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).

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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 or be enrolled in course 3748 Master of Information Governance.

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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.

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.

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. Students must have successfully completed 70 credit points. 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.

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

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).

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).

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, the Master of Research, course 3752 Master of Project Management or 3749 Master of Science.

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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 SGSMS 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.

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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.

200825.3 Understanding Contemporary Organisations

Credit Points 10 **Level** 7

Special Requirements

Students must be enrolled in 2761 Master of Business Administration 2765 Graduate Certificate in Business 2782 Master of Business Administration/Master of Applied Finance 2806 Master of Marketing 3698 Master of Information and Communications Technology (Advanced) 3699 Master of Information and Communications Technology 3702 Master of Information and Communications Technology (Research) or 3748 Master of Information Governance

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Understanding Contemporary Organisations introduces the theoretical perspectives offered by the disciplines of business and organisation studies to students who have not previously undertaken a business study program. Students will develop their understanding of organisational

structure and design and then examine the processes and practices that flow from structure and design. Through this unit, students build an integrated understanding of marketing, finances and people management practices in contemporary organisational settings.

200937.1 Verbal Communication for Postgraduate Study

Credit Points 4 **Level** Z

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

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.

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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.

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This unit explores the concept of vulnerability and its implications for policing and public safety. Vulnerability will be defined and described and the challenges vulnerable

populations present for policing and public safety will be discussed.

300693.3 Web Technologies

Credit Points 10 **Level** 7

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

300692.2 Workflow Management Systems

Credit Points 10 **Level** 7

Assumed Knowledge

Students are expected to have basic knowledge of computer systems, software architectures, web technologies such as HTML and XML and client server architectures. In addition, students are anticipated to have studied information systems development concepts or worked in systems development projects. Further, students should have a high interest and capability to read and comprehend the research literature, and explore interdisciplinary research.

Special Requirements

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

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

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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